HARDWARE AND METAL

Vol. XXXI
No. 13

PUBLISHED EVERY SATURDAY SINCE 1888

THE MACLEAN PUBLISHING COMPANY, LIMITED
PUBLICATION OFFICE: TORONTO, CANADA

March 29
1919

WIRE CLOTH



RUSTLESS FLY SCREEN

Send for Samples

Necessaries for the Spring Trade

Fly-Screen Cloth, Sand-Screen Cloth, Re-Galvanized Cloth, Tie-Out Chains, Dog Chains, Poultry Netting, Wire Rope, Perforated Metals.

WIRE ROPE

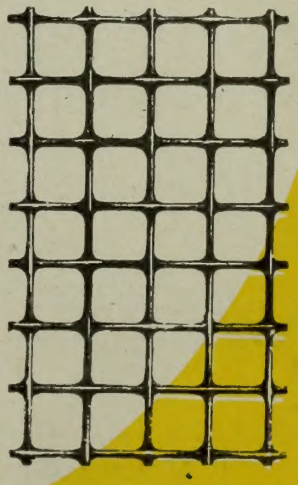
WIRE WORK

WIRE CHAINS

Greening Quality Makes Satisfaction Double-Sure

It makes good repeat-order business, and every turnover leaves you a splendid profit.

The B. Greening Wire Co., Limited
HAMILTON, ONT.





Home Laundry Equipment operated by electricity

The SEAFOAM will accomplish everything required of a combination washing and wringing machine, and there is nothing intricate or delicate about it.

Washes with a dolly, and has a wringer which runs both ways.

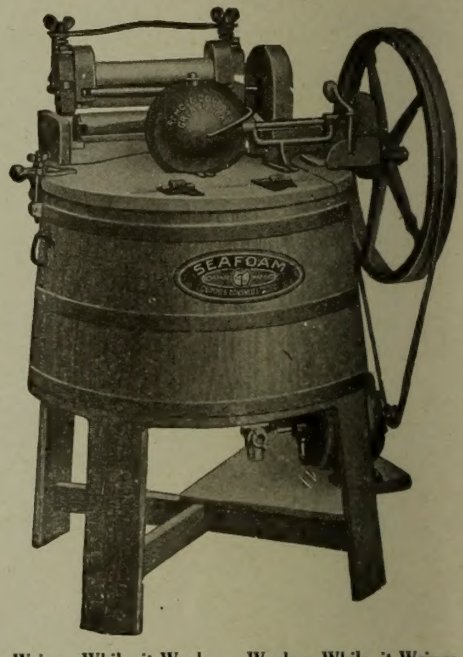
Washing and wringing can be done separately or at the one time—ALL BY POWER.

Fitted with 1-6 H.P. Robbins and Myers splash-proof motor.

The Seafoam is carefully tested before leaving our factory, and you get it all ready to attach to an ordinary standard electric receptacle.

Style "B" is for engine drive.

SEAFOAM Style "A"
Electric Power
WASHER & WRINGER



Wrings While it Washes---Washes While it Wrings

DOWSWELL, LEES & CO., LIMITED
HAMILTON, CANADA

Makers of every type of hand or power washing machines of merit. Also ARROW BRAND Clothes Wringers.

Western Representative:
HARRY F. MOULDEN & SON
WINNIPEG, MAN.

Eastern Representative:
JOHN R. ANDERSON
MONTREAL, QUE.

HARDWARE AND METAL, March 29th, 1919. Volume XXXI., published every Saturday. Yearly subscription price, $3.00. Entered as second-class matter July 1st, 1912, at the Post Office at Buffalo, under the Act of March 3rd, 1879. Entered as second-class matter at the Post Office Department, Ottawa.



An actual photograph of Williams' SUPERIOR Wrenches taken from the height of the 57th story of the Woolworth Building, during construction; 750 feet above City Hall Park, New York City. Star in picture: Singer Building, 41 stories in height.

Williams' Superior Drop-Forged Wrenches

A big business, like a big building, requires a broad and sound foundation. For nearly half a century we have been designing and developing standard lines of Superior Drop-Forged Wrenches. We now make and carry regularly 40 patterns in about 1,000 sizes, with openings from 3/16 to 7 5/8 inches ready for prompt shipment—something standard in design and size for every recognized trade need.

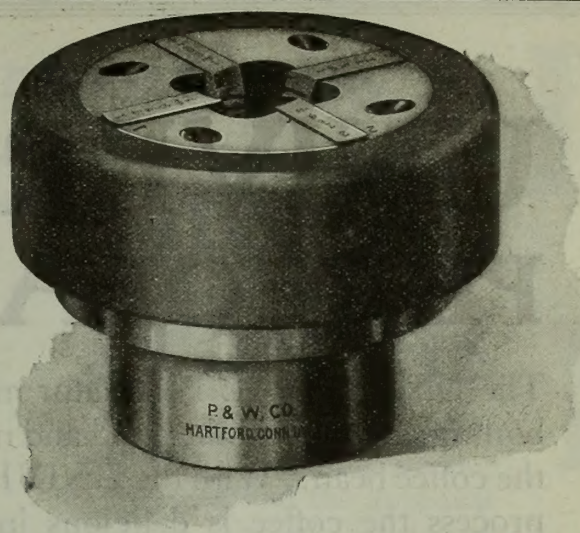
Our trade marks—"Vulcan" and "W" and "Agrippa" are known the world over wherever machinery or tools are used. They stand for Superior quality—the kind that guarantees service under the most severe conditions, for they represent our constant effort to maintain the high standard of excellence that has long been established for Williams' product.

Specify Williams' Wrenches or Tools when you order and get Superior quality.

Wrench Booklet on request.

J. H. Williams & Co.
"The Drop-Forging People"
30 Richards Street, Brooklyn, New York

THE A. G. LOW CO., LTD.
30 Pacific Ave., Saskatoon, Sask.
Agents for Manitoba, Saskatchewan, Alberta and British Columbia



DIES— Dies designed for accurate threading and easily sharpened or adjusted for wear are numbered among—

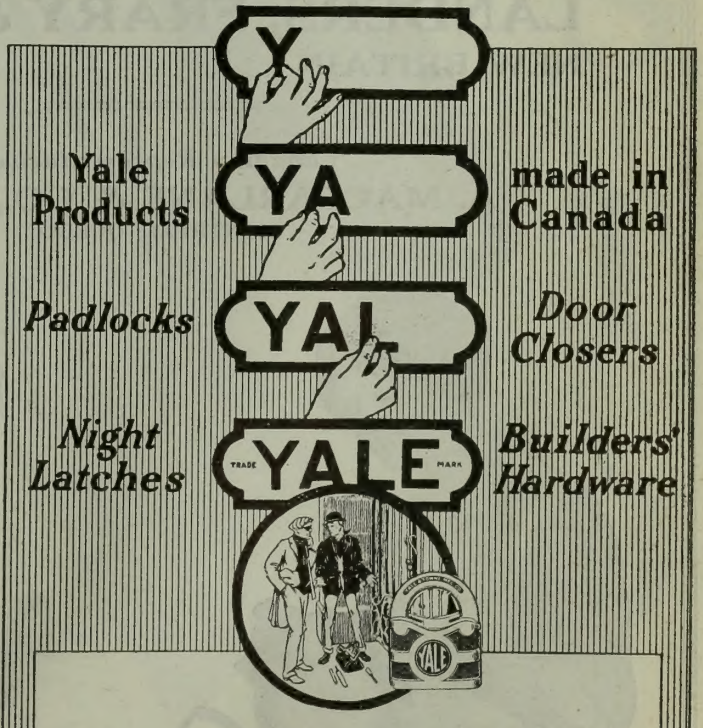
"P. & W. CO." SMALL TOOLS

also

Taps, Milling Cutters, Reamers, Punches, Drills and Miscellaneous Tools. You can't go wrong on a "P. & W. Co." Tool. They are made of High Grade Materials, by Expert Workmen and Absolutely Guaranteed.

PRATT & WHITNEY CO.
of Canada, Ltd.

Dundas, Ontario, Canada. Montreal, 723 Drummond Bldg. Vancouver, 609 Ban of Ottawa Bldg. Winnipeg, 1205 McArthur Bldg.



Your customers have more confidence in you if they have confidence in the goods you sell. The Yale line creates confidence and assures profit.

The name "Yale" helps make the sale.

Canadian Yale & Towne, Limited, St. Catharines, Ont.

UNIVERSAL PERCOLATORS

The UNIVERSAL Percolator makes coffee without boiling; extracts all the good and none of the bad from the coffee bean. With the UNIVERSAL Percolating process the coffee is delicious in flavor with all its strength and aroma preserved.

UNIVERSAL Percolators are made in many patterns at popular prices.

UNIVERSAL Percolators are made to meet the Home Service requirements of the consumer and the dealer.

Write for special window trim and sales help

LANDERS, FRARY & CLARK
NEW BRITAIN CONN.

Canadian Representatives:
A. MACFARLANE & CO., LIMITED
MONTREAL, QUEBEC



THE TRADE MARK KNOWN
UNIVERSAL
IN EVERY HOME


No. 76


No. 64


No. 56


No. 476


No. 466


No. 86

DISSTON

Well-made Service-Giving

Plastering Trowels

Made to meet the requirements of practical users and have earned the approval of Skilled Plasterers throughout Canada.



DISSTON BRAND TOOLS

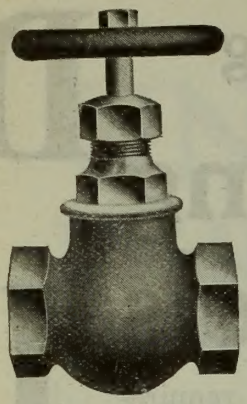
do give satisfactory service

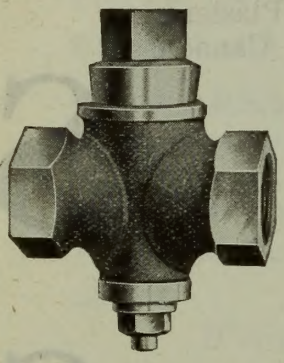
Send in Your Orders NOW

WE ARE HEADQUARTERS FOR DISSTON GOODS

LEWIS BROS., LIMITED, MONTREAL

DISSTON





FIVE WORKS---OVER 3,000 EMPLOYEES

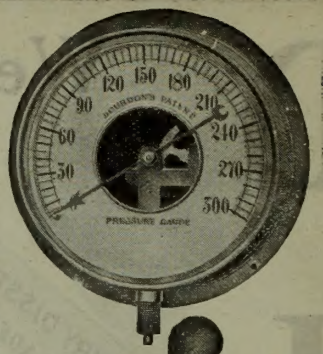
UNITED BRASSFOUNDERS AND ENGINEERS, LIMITED

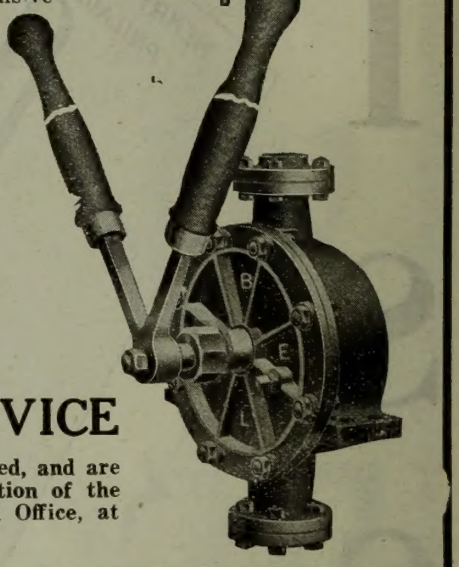
EMPRESS FOUNDRY, CORNBROOK, MANCHESTER, ENG.

DURING THE WAR our Plants have been exclusively engaged on work of supreme national importance.

WITH PEACE IN SIGHT we are pleased to announce that we intend to again direct our energies to the intensive production of:—

GUNMETAL and BRASS VALVES and COCKS.
STEAM, WATER and COMPRESSED AIR FITTINGS GENERALLY.
CAST IRON STOP and SLUICE VALVES.
SEMI-ROTARY PUMPS.
EXTRUDED BRASS and BRONZE BARS.
BRASS BOLTS and NUTS, STUDS and GENERAL TURNED WORK FROM THE BAR.
CAST AND MALLEABLE IRON COCKS and PIPE FITTINGS.
PRESSURE and VACUUM GAUGES.
INJECTORS and GENERAL JET APPLIANCES.
ENGINE GOVERNORS (Pickering, Proell, and Other Types).
SPRAYING MACHINES, for Insecticides and Lime-washing.
COPPERSMITHS' WORK.
"STELLA" BRAND ALLOYS: MANGANESE COPPER, SILICON COPPER, FERRO ZINC, PHOSPHOR COPPER and TIN, etc.





"UBEL" POST-WAR SERVICE

If you are interested in any or all of the lines mentioned, and are in a position to take a hand in the energetic distribution of the same, please communicate with us NOW to our Head Office, at above address.

The "One Minute" Washer

Makes a Holiday of Wash-Day



Hand, Electric, Gasoline and Water Power

Every Retailer knows that the most profitable goods to handle are those which satisfy his customers.

The "One Minute" Washer is the most satisfactory washing machine your customers can buy and the most profitable one for you to sell.

Its claim to usefulness and extrordinary selling qualities is backed by the years of unusual service it has been rendering the Canadian Housewife.

There is yet to be returned to us an unsatisfactory machine. A fact that all dealers appreciate. **The "One Minute" Washer**—saves labor—washes clean—is easy to operate—noiseless—attractive appearing (all working parts are concealed under the tub)—strongly made, durable (the tub will not rot)—and a quick seller.

It will pay you to investigate the "One Minute Washer."

You should be selling them in your district. Write us for our agency proposition.

One Minute Manufacturing Co. - Toronto, Canada



No. 27
Garage Door Latch
For Swinging Doors

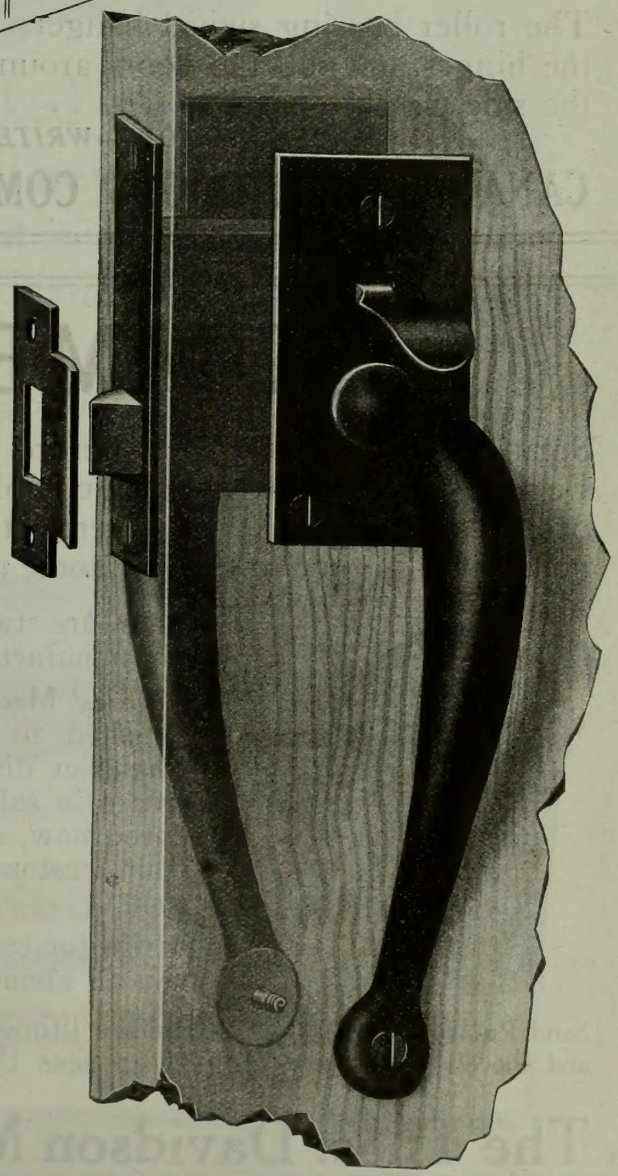
Note the graceful lines of the Handle on this Latch. Has all the appearance of a high-grade door lock combined with correct shape and size for this class of work.

Does its work well. No complicated parts to get out of order. Reversible for right or left-hand door. Adjustable for doors 1⅛ inch to 2¼ inch thick.

Packed in the *"Unusual National Way"* each in a strong box with screws. Weight per doz., 36 pounds.

Your customers will be willing buyers of this distinctive appearing Garage Door Latch.

Write for particulars, prices and our big catalogue of Builders' Supplies.



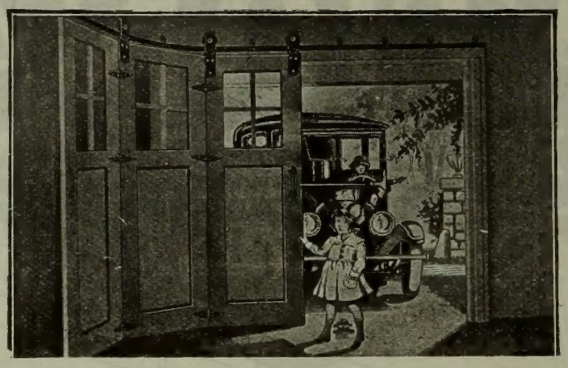
ALL GARAGE DOORS SHOULD BE HUNG ON ROLLERS

No equipment ever produced offers the many attractive features or gives such universal satisfaction to the user as does the

HATCH GARAGE DOOR OUTFIT

Outfit includes:

- **3 Special Swivel Door Rollers**
- **22 Feet of Track**
- **3 Pairs Special Garage Door Hinges**
- **3 Stay Rollers**
- **2 Extra Heavy Door Handles**
- **1 Safety Hasp**
- **1 Hook and Eye**



Makes doors weather-tight, sag-proof; prevents slamming, and does not get out of order.

The hinged door allows entrance without opening the other two.

Complete directions packed with every set.

The roller bearing swivel hangers hold the doors in place, take the bind off the hinges and roll the doors around the corner, on the inside of building to the side wall.

SWING IN NOW---WRITE OUR HANGER DEPT. TO-DAY.

CANADA STEEL GOODS COMPANY, LIMITED, Hamilton, Canada

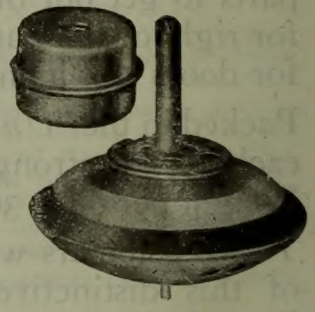
SUMMER TOYS

Spring will soon be here. Before long the children will be out-doors again. Be sure you are stocked with a complete line of summer toys. Right now is the proper time to place your order. It will enable you to make a display of the new goods in time to capture some good business.



Here are two representative lines we manufacture:

Kiddies' Mechanical Humming Tops Finished in attractive colors, and whenever displayed result in an increase in sales. They should be ordered now, as the summer needs of your customers must be supplied soon.



Write for catalogue No. 44a, telling you all about Kiddies' toys.

Sand Pails and Shovels Finished in attractive lithographed colours that delight the eyes of every child who sees them. Well made and extra strong.

The Thos. Davidson Mfg. Co., Limited. Toronto, Ont. Montreal, P. Q. Winnipeg, Man.

MALTESE CROSS TIRES

NON-SKID TREAD

MALTESE CROSS

Dealers, keep stocked with Maltese Cross Tires. They will back you up in your strongest recommendation and be a means of satisfying your most exacting customers.

Write for Prices and Terms.

TRADE MARK

TRADE MARK

Gutta Percha & Rubber, Limited

Head Offices and Factories, TORONTO

BRANCHES: Halifax, Montreal, Ottawa, Toronto, Ft. William, Winnipeg, Regina, Saskatoon, Lethbridge, Calgary, Edmonton, Vancouver Victoria.

Time to Order
FREEZERS



All of the three, LIGHTNING, GEM or BLIZZARD, have served the housewives of America for thirty years, and, like the cream they create, are in demand in all seasons.

They are built of the very best material and workmanship possible—their ingenious construction makes them easy to operate, quick freezing, and economical to both dealer and user.



The Blizzard, being simpler in construction and cheaper in price, makes it a good running-mate with either the Lightning or Gem. They sell themselves and stay sold! No come-backs or complaints.

This means easy net profits for you.

Your Jobber Can Supply

NORTH BROS. MFG. CO.

PHILADELPHIA, PA.

OFFICIAL AWARD RIBBON

PANAMA PACIFIC INTERNATIONAL EXPOSITION SAN FRANCISCO 1915

PRESIDENT

PRESIDENT OF THE SUPERIOR JURY

DIRECTOR OF EXHIBITS

SECTY OF THE INTERNATIONAL AWARD SYSTEM

MEDAL OF HONOR

DEPARTMENT OF MANUFACTURES AND VARIED INDUSTRIES

CHIEF

TRIMO TOOLS



Nut with Nut Guards

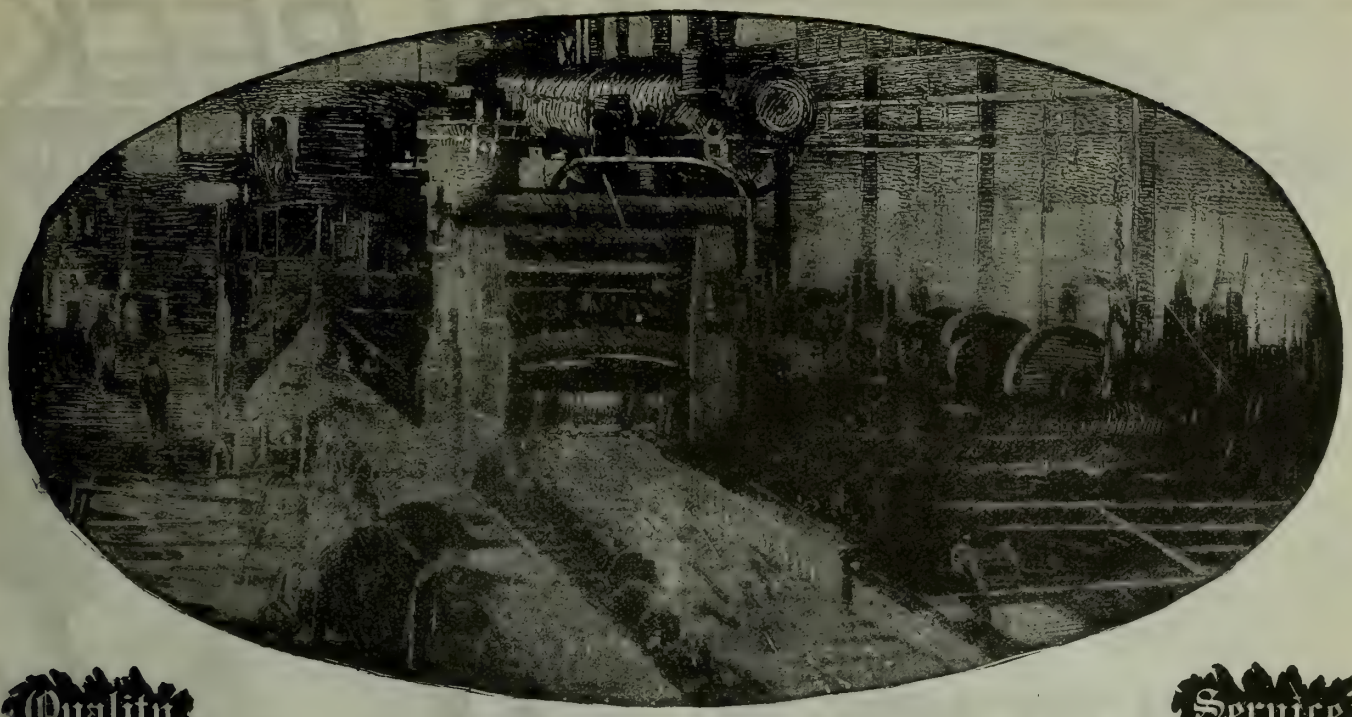
BE sure to ask for the Trimo Wrenches, both Pipe and Monkey. They are equipped with Nut Guards that prevent the accidental turning of the adjusting nut in close quarters, and with Steel Frames in the principal size that will not break.

SEND FOR CATALOG NO. 55.

TRIMONT MFG. CO.

55-71 Amory Street
Roxbury, Mass.
U.S.A.





Quality Service

REASON IT OUT

Demand full value for every dollar by spending it where you earn it

PURCHASE THE PRODUCTS OF CANADIAN MILLS

A Canadian Dollar is Worth One Hundred Cents in Canada

THE
STEEL COMPANY OF CANADA
LIMITED

HAMILTON MONTREAL

METALS · CHEMICALS · GLASS
B&S·H
Established 1790

Metals

Our mills can make prompt shipments of APOLLO Galvanized Sheets, Black Steel Sheets and Specialties, Tin Plates, Terne Plates, Canada Plates, etc.

B.&S.H. THOMPSON & COMPANY LIMITED MONTREAL

Branches: Toronto, Winnipeg, Vancouver, New Glasgow, N.S.
Selling Agents for Eastern Canada for United States Steel Products Co.
Exporters of the Products of the American Sheet & Tin Plate Co.

VOL-PEEK

A Fast Seller with Big Profits

15 cents

Vol-Peek is the most rapid seller you can place on your counter. It sells on sight. Our bright colored display stand will make many sales for you. Vol-Peek mends kitchen utensils at **½ cent per mend.** Pots, pans, tinware, graniteware, copper, aluminum, etc. Easily applied, sanitary and guaranteed satisfactory.
Sold and advertised all over Canada. Write to-day for a display stand of 24 packages, $2.25. 60% profit for you.

Order through your jobber or direct to—

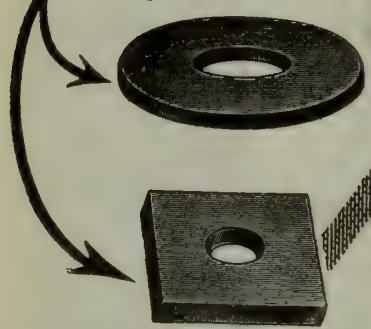
N. NAGLE & CO.
(Owning and operating Vol-Peek Mfg. Co.)
BOX 2024, MONTREAL, CANADA



COSTS ONLY ½c FOR EACH MEND

Wrought and Steel Plate WASHERS

of all descriptions



Round & Square
Plain or
Galvanized

Annealed
Rivet Burrs,
Felloe Plates,
Sheared and
Punched Plates.
Malleable Washers
and Cast Iron Washers.

Prompt Shipment

Wrought Washer Mfg. Company
Milwaukee, Wis.



Fairbanks Scales

For over 90 years Fairbanks Scales have been the World's Standard for accurate weighing.

The Canadian Fairbanks-Morse Co., Limited
"Canada's Departmental House for Mechanical Goods"
St. John, Quebec, Montreal, Ottawa, Toronto, Hamilton, Windsor, Winnipeg, Saskatoon, Calgary, Vancouver, Victoria.



Sell Quality Drills!

Where there's a WILT-- There's the Way



It will pay you to investigate the buying possibilities of the manufacturing plants in your district. When a skilled mechanic enters your store, show him that you are interested in his desire to have nothing but the best tools to work with.

WILT High Speed and Carbon Twist Drills are Famous for Their QUALITY

It's economy to use **Drills of Quality.** They do better work, last longer, increase production and decrease drill costs. All that and more becomes an established fact with the purchaser of **WILT High Speed and Carbon Twist Drills.**

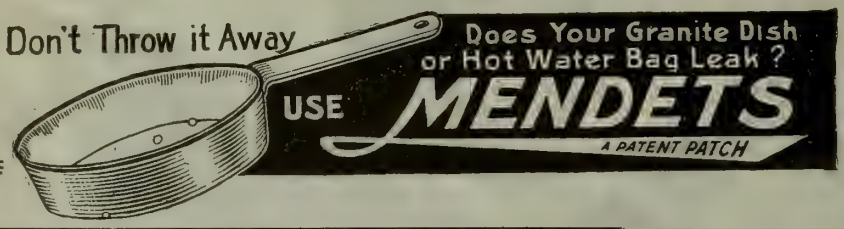
You can rely on **WILT Products** to live up to your selling statements. They are **made right** and sold at the **right price** to allow you a splendid **margin of profit.**

WILT TWIST DRILL COMPANY
OF CANADA, LIMITED
Walkerville - Ontario

London Office: Wilt Twist Drill Agency, Moorgate Hall, Finsbury Pavement, London, E.C. (2), Englan

WILT HIGH SPEED AND CARBON TWIST DRILLS

Mr. Hardware Dealer, — Every household is practising economy these days. **Mendets** is being used everywhere to lengthen the life of Kitchen Utensils. It has already established itself with the Canadian housewife. She knows its value. It needs but one of our displays upon your show-case to suggest a purchase. Order through your **Wholesale Hardware House.**



Collette Mfg. Company
Collingwood,
Ontario

Ask us for

Egg Carriers and Butter Tubs

Walter Woods & Co.
Hamilton and Winnipeg



"TALLMANS' SPECIAL" ARCTIC METAL

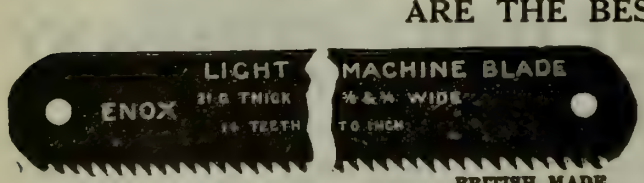
a medium-priced babbitt specially adapted for Saw Mill and Wood-working machinery.

Will remain cool under exceptionally high speed.

Its long life proves its efficiency.

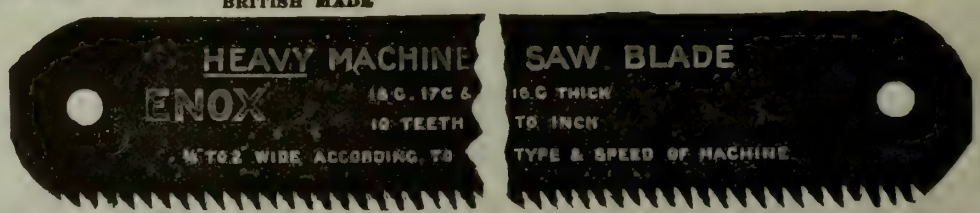
Tallman Brass & Metal Limited
HAMILTON, ONT.

ENOX HACKSAW BLADES
ARE THE BEST



BRITISH MADE





AGENTS IN CANADIAN TOWNS WANTED

AN ENTIRELY BRITISH COMPANY

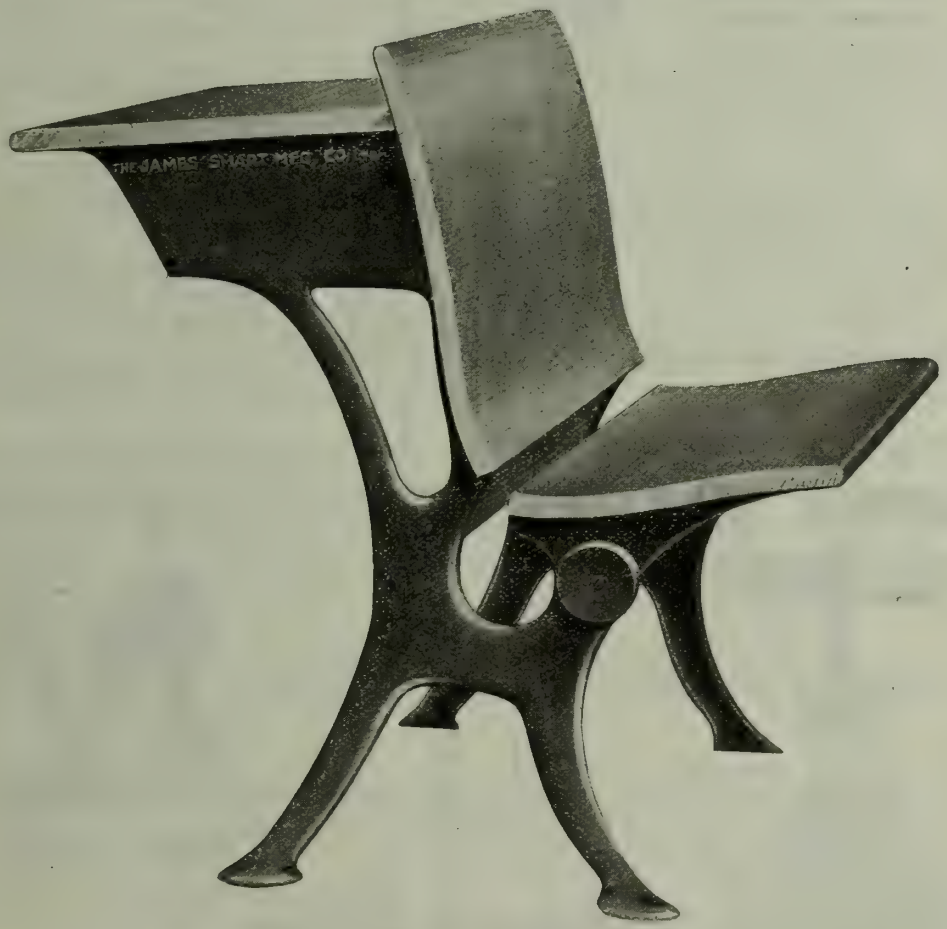
Liberal terms offered to firms willing to carry stocks and act as sole agents for the district.

SOLE MAKERS **FRY'S (LONDON) LIMITED, 46 Upper Thames St., London, E.C. 4, England. Works: Greenwich, S.E. 10**

The Standard Machinery & Supplies, Limited, 261 Notre Dame St., West, Montreal.
Agents for British Columbia—The A. R. Williams Machinery Co., 495 Railway St., Vancouver, B.C.

CANADA
FOUNDRIES & FORGINGS
LIMITED

The Silent Sanitary School Desk



FEATURES OF SUPERIORITY

Sanitary—no dust—no germs. Beauty of design—simple, graceful proportions. Strength, Construction, Foot Rest and Protection Board. Book Shelf. Noiseless Automatic Seat Hinges.

Many schools are being erected or remodelled this year. Now is your time to secure the school desk business in your district. Write for our special dealer's proposition. Prompt shipment of all orders received.

James Smart Plant
Brockville, Canada

TAPATCO
REGISTERED TRADE MARK
BRAND



GLOVES AND MITTS



The Canadian Hardware Dealers handling "TAPATCO" Gloves and Mitts are building up a fine line of business and making splendid profits. Their quality is unsurpassed, and are in fit and appearance equal to the best. There's a "TAPATCO" for every use and in a select assortment to choose from.

Made in Gauntlet, Knit Wrist and Band Top Styles, in heavy, medium or light weights. Leather Tip, Leather and Leatherette-faced Gloves, Jersey Gloves and Mitts in Tan, Slate and Oxford.
Order through your jobber.

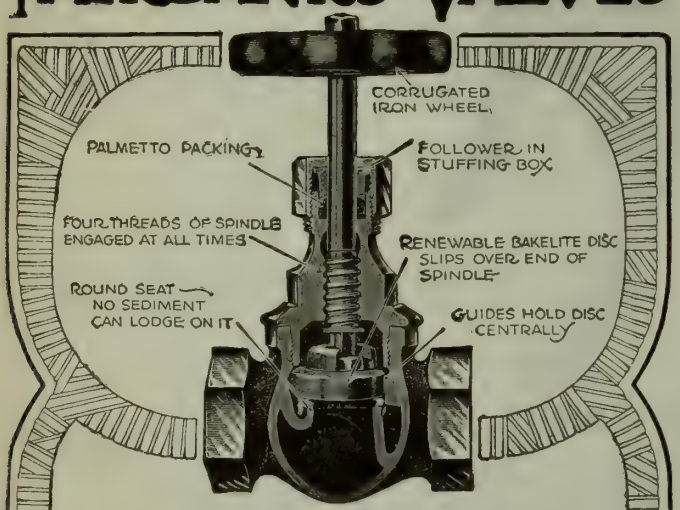
The American Pad & Textile Co.
CHATHAM, ONTARIO

RUSH ORDERS

WE CAN SHIP RIGHT FROM OUR STOCK IN TORONTO PRACTICALLY ANY GAUGE SIZE OR TEMPER OF ALUMINIUM SHEET. WHY DON'T YOU TRY OUR SERVICE.

THE
BRITISH ALUMINIUM CO., Ltd.
60 FRONT STREET WEST TORONTO
Montreal Agents, Spielman Ag.
Read Building

FAIRBANKS VALVES



Renewable Disc Valves

The only tool required is a wrench to remove the bonnet. The vise, hammer and cold chisel are all eliminated. Once sold always demanded by your trade.

The Canadian Fairbanks-Morse Co., Limited
"Canada's Departmental House for Mechanical Goods"
St. John, Quebec, Montreal, Ottawa, Toronto: Hamilton, Windsor, Winnipeg, Saskatoon, Calgary Vancouver, Victoria.





"Why Not?"

There is a vital question in every business. For instance, take the problem of grindstones. We don't need to tell you that the manufacturing end is a big question, but the vital question for you is

WHICH GRINDSTONES HAVE BEST SELLING QUALITIES?

Many of our customers started on the road to increased profits through pleasing and satisfying a larger number of buyers than was otherwise possible with

CLEVELAND GRINDSTONES
The Best That You Can Sell

THE CLEVELAND STONE CO.
UNION BLDG. CLEVELAND, OHIO.

BISSETT & WEBB, LTD., Winnipeg, Man.
Western Distributors

K K

DO YOU BELIEVE IN SUCCESS?

Listen To This Brief Story:

¶ Almost a year ago we entered the business of making washing machines. Investigation had shown us the principal faults to be found by users of household laundry machinery, and we decided to produce only the very best machines which could be made.

¶ We went abroad and studied methods there as well as at home. We secured automatic machinery of the latest type, engaged men with years of expert experience, and arranged our factory according to the best plans we could obtain.

¶ After thorough, and sometimes expensive tests, we succeeded in bringing out a line of machines which we believe are leaders, not followers, in the Canadian market.

¶ Wherever these KRIBS WASHING MACHINES have been introduced the results have been beyond the brightest hopes. Pleased customers make enthusiastic dealers, meant more orders for jobbers—our factory working at top speed to get out the machines.

¶ The result is that we are expanding, extending our plant, engaging more men, rushing preparations for making more and more KRIBS machines.

¶ ARE YOU benefiting by this SUCCESS? Think it over. Then act quickly. Spring is here, and that is the big season for selling KRIBS machines.

ELECTRIC, GASOLINE MOTOR, WATER MOTOR,
HAND POWER.

ASK YOUR JOBBER---OR WRITE US DIRECT.

WILLIAM A. KRIBS - HESPELER, ONT.

MAKER OF FREIGHT-HANDLING TRUCKS OF ALL KINDS.

K K

PINK'S LUMBERINGTOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THE THOS. PINK COMPANY, LIMITED

Manufacturers of Lumber Tools

PEMBROKE - - - - - ONTARIO



It's a Pink anyway you take it.

MADE IN CANADA

Blacksmiths' Boiler Makers' Machinists' AND Pipe Fitters' Tools

Write for Catalogue

A. B. Jardine & Co.
LIMITED
HESPELER, ONT.

Manufacturers OF

WIRE

HEADQUARTERS FOR

Wire Bale Ties

LARGEST CAPACITY AND STOCK IN CANADA

Prompt Shipment

LAIDLAW BALE TIE COMPANY, Limited

HAMILTON, CANADA

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65½ St. Andre St., Montreal, Que.

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26 Adelaide St. W., Toronto

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4 Good Reasons ---READ 'EM!

Why you should sell Rolled Thread Bolts and Screws:

BETTER QUALITY—Rolled Thread Bolts can only be made from first quality Basic Open-Hearth Stock.

STRONGER—Actual tests show 15 per cent. greater strength than Cut Thread Bolts.

NO USELESS WEIGHT—Shanks are smaller than threads. No useless weight to pay freight on.

BIG FIRMS ADOPTING THEM—Some of the largest users on the continent will accept nothing else—and they always investigate before acting.

THE NORTHERN BOLT, SCREW AND WIRE COMPANY, LIMITED - OWEN SOUND, ONT.

Selling Oil Conscientiously

Why People Go to Certain Dealers

Last summer 259,896 automobiles were registered in Canada. In addition there were hundreds and hundreds of tractors, and the number is growing rapidly.

Every one of these engines requires a lubricating oil to meet its mechanical needs with scientific exactness.

Picture the variety of the oil requirements of these many engines—made by many different manufacturers, designed by different engineers.

It is a problem that demands expert knowledge.

Dealers who sell the complete line of Gargoyle Mobiloils—who sell them according to the Gargoyle Mobiloils Charts of Recommendations are able to correctly lubricate any make or model of automobile, tractor, or other automotive unit that may be in their territory. They are able to take advantage of their entire market for lubricants—not merely a part of it.

They sell Correct Lubrication—not just "oil."

They get repeat business.

People go back to them for more. Because their customers get the full benefits of Correct Lubrication, which means maximum operating efficiency at lower cost per mile or per acre.

That is why people go to certain dealers and why these dealers are building up a constantly increasing profitable business in Gargoyle Mobiloils.

Write us at Room 704, Imperial Oil Bldg., Toronto, for booklet, "Correct Lubrication," containing Charts of Recommendations for all makes of automobiles, tractors, motorcycles and motorboat engines, and for full information regarding our offer to dealers.

GARGOYLE

Mobiloils

A grade for each type of motor

IMPERIAL OIL LIMITED

Manufacturers & Marketers of POLARINE MOTOR OILS & GREASES

Marketers of *Gargoyle Mobiloils* in Canada

BRANCHES IN ALL CITIES



Quick Service
No Waste—More Trade

This T-235 Gilbert & Barker Automatic Return Five-Gallon Curb Pump enables you to increase your profits by selling gasoline to motorists quickly, without waste, saving your own and your customer's time.

The pump discharges five gallons at one stroke in TWENTY SECONDS, or single gallons as desired. Mechanism is enclosed and fool-proof. Dust and dirt-proof.

If you are not handling gasoline, you are not only losing easy profits, but also additional profits on motor accessories that motorists buy where they get their gasoline. Install a G. & B. Pump. Get YOUR share of this business.

Send for Bulletin 52. To-day is a better day than to-morrow, write.

Imperial Oil Limited, Canadian Distributors for

GILBERT & BARKER MFG. COMPANY

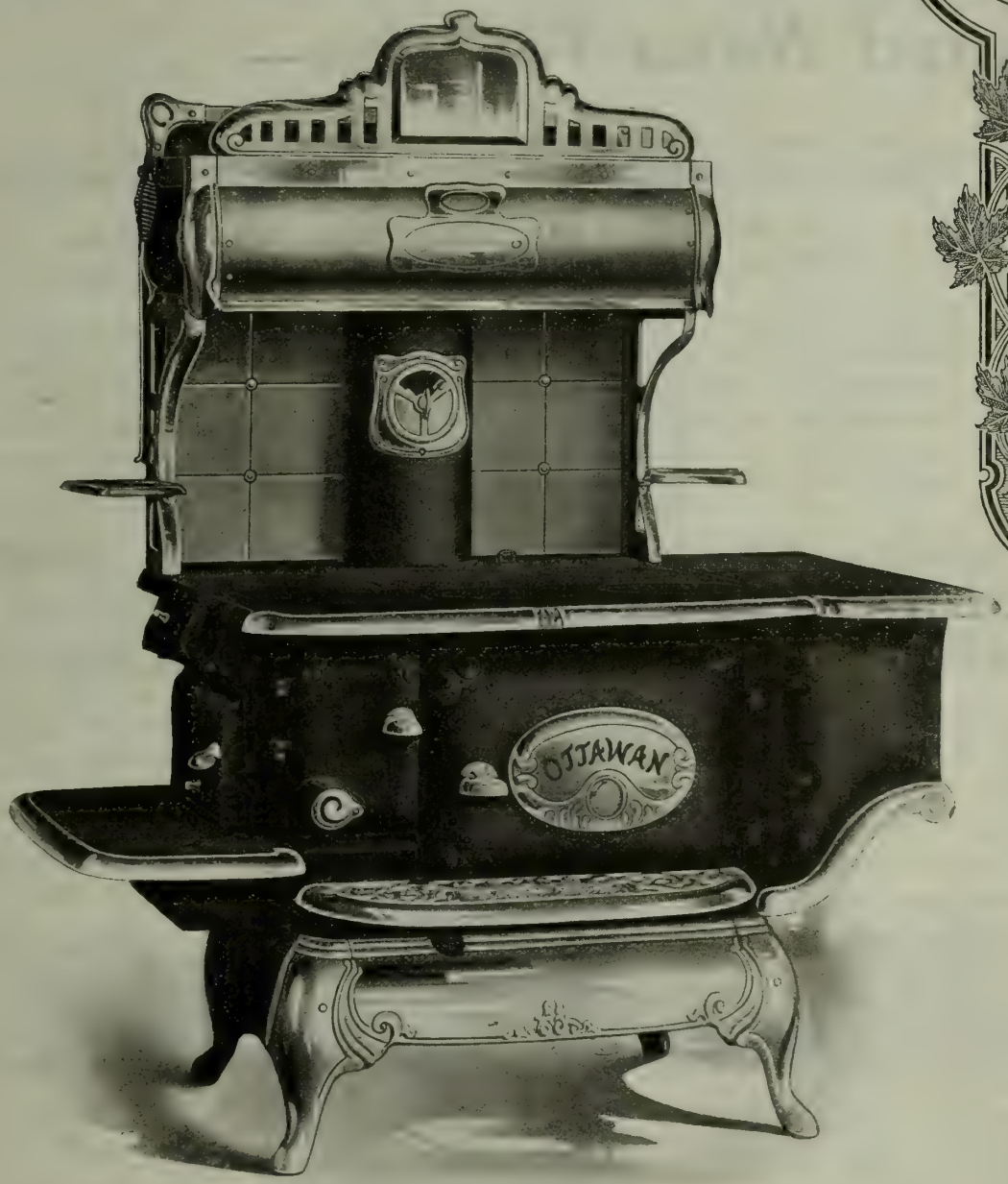
Gasoline and Oil Handling Outfits

BRANCHES IN ALL CITIES

MAPLE LEAF STOVES & RANGES

A Valuable Asset. Exclusive Right to Sell the MAPLE LEAF Line of RANGES, HEATERS and FURNACES

(Write for Catalogue and Prices.)



The Maple Leaf "OTTAWAN"
Extended with Tile Warming Oven, nickel drop door and cresting. (Choice of other warming ovens plainer or more ornamental). Made also without reservoir. Equipped with waterfront.

A HEAVY PURPOSE CAST RANGE WHICH RECOMMENDS AND SELLS ITSELF AND GIVES LIFE-LONG SATISFACTION TO THE OWNER

Numbers	Size of Oven	Size of Top	Burns Wood	Wt.
8-18 and 9-18	18x18x12½	46½x29	24 in.	570
8-20 and 9-20	20x20x12½	48½x31	26 in.	640

Details of Construction

Cast nickel, removable for cleaning. Smooth, perfect fitting castings. Roomy firebox. Three-section fireback and firefront. Heavy, easy-turning, two-purpose duplex grates for coal and wood. Special flat grate for wood only. Grates can be easily interchanged without disturbing linings. They slide in and out. Perfect draft control by hearth door and pouch door. Solid, one-piece oven bottom. Scientific flue construction applies heat evenly around oven. Large ashpan. Sliding hearth. Heavy reinforced lids and centres. Strong heavy base.

Roomy Warming Oven, 35 x 13½ x 8⅝ in. Drop Oven Door forms strong, convenient shelf.

MADE BY

The BEACH FOUNDRY COMPANY, Limited

OTTAWA. ONTARIO

Mr. Hardware Jobber - Here's Good News for you—

We are pleased to announce that we have secured representation in Canada, divided between the following two well-known and popular Sales Agents:

C. C. CRAIG COMPANY, WINNIPEG, in Western Canada.
MUTUAL SALES COMPANY, TORONTO, in Eastern Canada.

It has been sometime since the "IRWIN QUALITY LINE" and the GENUINE SUNASACK LINE" of Razor Strops has been offered to you through local representation. The standard of quality embodied in these two lines of Razor Strops is well-known to most jobbers. You will have an early opportunity to examine our samples, and we believe that their efficiency and value will warrant your placing your orders with us.

GENUINE SUNASACK RAZOR STROPS

Genuine Sunasack Razor Strops are too well and favorably known to the trade to make necessary any detailed explanation here. Our present line includes all of their popular numbers at attractive prices. Our modern facilities enable us to make prompt deliveries and render clean cut service.



IRWIN QUALITY RAZOR STROPS

Irwin Quality Razor Strops are made in a large variety of styles and sizes and from our cheapest to our most expensive each Strop is guaranteed to be efficient. Irwin Strops have unusual sales value and are priced so as to allow a liberal profit for the jobber and dealer.

Note the attractive Razor Strop display illustrated above. One dozen assorted Strops attached to a substantial metal fixure lithographed in three colors suitable for window, wall or wall counter display. Samples of this assortment gladly submitted upon request.

IRWIN LEATHER GOODS CO.
Manufacturers
520 - 530 W. MONROE ST.
CHICAGO

WESTERN CANADA:
C. C. CRAIG COMPANY,
WINNIPEG, MANITOBA

EASTERN CANADA:
MUTUAL SALES COMPANY,
TORONTO, ONTARIO

REPRESENTATIVES FOR

GENCO RAZORS
Ever-Ready Razors and Stroppers
Irwin Leather Goods Co.
Manufacturers of the Genuine Sunasack Razor Strops

C. C. CRAIG CO.
WINNIPEG

REPRESENTATIVES FOR

GOODELL-PRATT CO.
1500 Good Tools
Dubelebge Sroppers
Slyde Stroke

VILLAGE BLACKSMITH

Put a King Assortment on your counter. Displays of this kind always increase sales on this class of goods. All tools bearing the Village Blacksmith brand are unconditionally guaranteed.

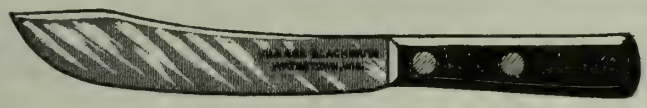
Our tools are not shaped in rolls or made with drop hammers. **They are forged.** The steel being driven into a perfect compact cohesive condition.
The tempering by the old water method produces unusual toughness.
The edges—although they can be filed and speedily dressed—are nevertheless of a hardness that cut fast and clear without wearing the edge.

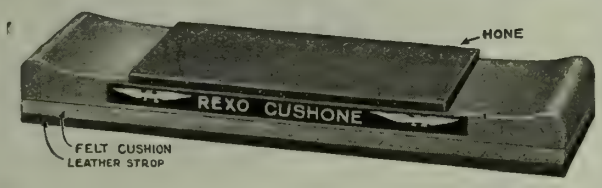


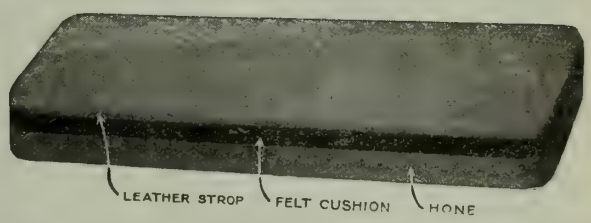
VILLAGE BLACKSMITH

Quantity.	Length.	Diam.
6 only No. 91 Punch	6 in.	½ in.
2 only No. 97 Centre Punch	4 in.	⅜ in.
2 only No. 99 Prick Punch	4¾ in.	⅜ in.
2 only No. 103 Drift Pt. Punch	5½ in.	⅜ in.
6 only No. 1031 Drift Pt. Punch	6 in.	½ in.
2 only No. 802 Cold Chisel	5½ in.	⅜ in.
3 only No. 803 Cold Chisel	6 in.	½ in.
1 only No. 804 Cold Chisel	6½ in.	⅝ in.

Village Blacksmith Knives are not pressed out cold from sheets, or made almost automatically. They are forged from octagon bar to finished product. The method is slower, but they always have edge-holding stuff.







15 strokes! Lather the face and shave. **Hone it 5, Strop it 10—For Razors and Safety Blades—Highest Efficiency—Fool Proof—Economy.**

Fine Hone and Fine Strop

No wire edges. No burning edges. No experience required. A fresh-honed, gummy edge for every shave.

The Strop is Genuine Shell Horsehide. It is perfectly cushioned. It lays flat and is not under tension. No rounded edges. Correct angle all the time. 10 strokes at the correct angle are more efficient than 50 on a swing strop not held exactly right.

The Cushioned Strop-Back Hone

Well-known brands carried in stock by most jobbers are: Black Eagle, Moraine, 3-line Swaty-Formula, Blue Diamond, also manufacturers of On-Time Strop Hone, Hone Handle Strop. These are all products of:

The American Hone Co.
OLEAN, N.Y.
Agents for Winnipeg: Parkhill & Hanson,
905 Confederation Building.

ORDER FROM YOUR JOBBER, OR WRITE US

There is a shape and grade of "Famous Five" file for working upon any kind of metal or wood.

Don't run the risk of losing a steady customer by selling him the wrong file. Find out the kind of job he is working on, and get him the exact file for it.

Our aim is to have "Famous Five" Files give complete satisfaction to every customer. That means good business for you and for us.

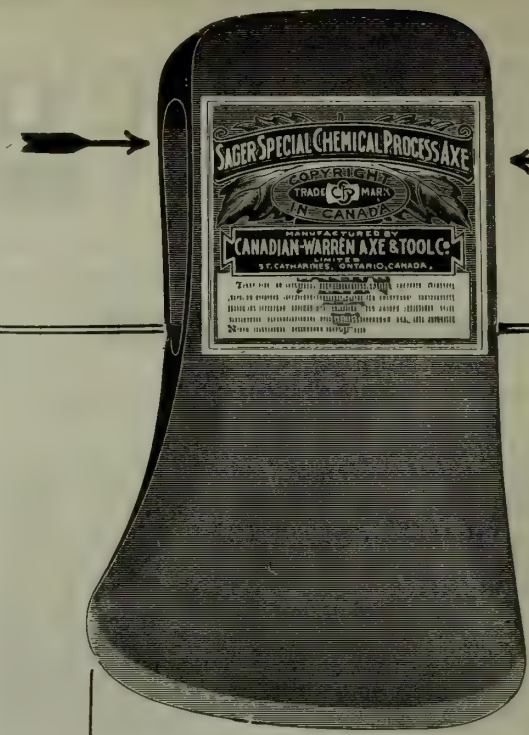
Specify "Famous Five" Files when you order.

They are:

KEARNEY & FOOT
GREAT WESTERN
AMERICAN
ARCADE
GLOBE

Made in Canada by





WHY NOT BE GUIDED BY THE JUDGMENT OF HUNDREDS OF WELL KNOWN LUMBERMEN, WHO ACKNOWLEDGE THE SUPERIORITY OF

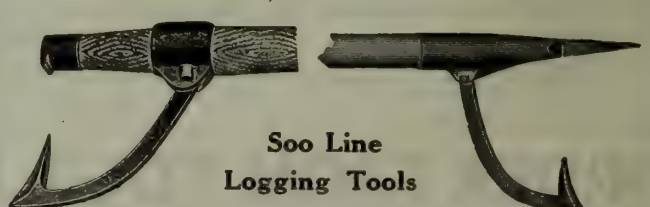
"SAGER AXES"

AND

"SOO LINE" LOGGING TOOLS?

GET THE HABIT.
(AND THE PROFIT)

Canadian Warren Axe & Tool Co.,
LIMITED
ST. CATHARINES, ONT.



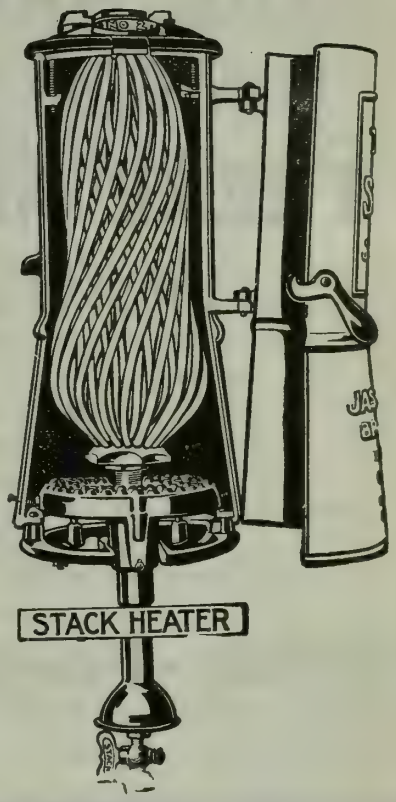
Soo Line
Logging Tools

THE "STACK HEATER"
Gives A Quicker Service

because it is constructed upon the right principles. The water to be heated passes through it divided into a number of small columns. All available heat units are utilized. The greater amount of exposed heating surface means hotter water in a shorter period of time.

This and many more features make the "Stack Heater" a quick seller for the hardware dealer. For spring and summer selling you can handle no better line.

Full particulars on application. Write us.



James Morrison Brass Mfg. Co., Limited
93-97 ADELAIDE STREET WEST, TORONTO

QUALITY FIRST IN
Still's Handles

We are specialists in the manufacture of wood handles.

Quality First has always been our policy in all our products.

STILL'S HANDLES enjoy a reputation throughout the Dominion that has put them in the front rank of rapid sellers for the retailer.

Wherever the best is in demand there **STILL'S** are sold.

More sold in Canada than any other make. **STILL'S HANDLES** are made with exacting care from high quality Canadian woods, durable and lasting to an unusual degree. Axe, Pick, Sledge and Hammer Handles, Cant, Hook and Peavie Handles. There are good profits for the dealer and an abundance of customers' satisfaction in all **STILL'S HANDLES.**

J. H. STILL MFG. COMPANY
ST. THOMAS - - ONTARIO



Drag Scrapers, together with our Contractors' Barrows, are a line of particular interest to live hardware dealers. These goods are high grade, all MADE IN CANADA.

Drag Scraper bowls are pressed out of the solid sheet of high carbon steel, have no seams, welds or riveted corners. Perfectly balanced, they fill easily and dump easily.

We have these Drag Scrapers in various sizes and styles, with or without runners.

For further particulars, write for our fully illustrated catalogue to-day.

The Bateman-Wilkinson Co., Ltd.
810 Symington Ave., Toronto, Ont.

THERE ARE BENCH SCREWS AND THERE ARE BENCH SCREWS!



When you order BENCH SCREWS from your jobber, do you know that some are made with **single** thread and some with **DOUBLE** thread?

Double thread Screws give twice the travel per turn of the handle—and—

Do you know that some Screws are made of **common bar iron** which strips under strain and some with **Bessemer Steel**, which gives age-long service?

Remember, satisfaction to the consumer or user is your best advertisement, and we supply—

A Bench Screw with DOUBLE THREAD made of best **Bessemer Steel** with carefully machined nuts—neat wood handles.

We supply Colleges and Technical Schools and people who are particular—we want your orders.

The Largest Manufacturers of Hardware in Canada

Taylor-Forbes Company, Limited

Taylor-Forbes Co., 246 Craig St. W., Montreal.
H. G. Rogers, Ltd., 147 Prince William Street, St. John, N.B.
Canadian United Mfrs. Agency, London, Eng.

Head Office and Works:
Guelph, Ont.

Taylor-Forbes Co., Ltd., 1070 Homer Street, Vancouver.
H. F. Moulden & Son, Confederation Life Bldg., Winnipeg.

Stanley Tools



Stanley Nail Sets

¶ Made of a high grade of tool steel. Both ends hardened and oil tempered. Specially well knurled, giving the workman a feeling of security as to "grip." ¶ The point that comes into contact with the nail is "cupped" and the edges nicely rounded. Made in a variety of sizes four inches long.

¶ These are packed in attractive display boxes.

¶ You should have them in stock. They will prove themselves sellers.

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.

Canadian representatives: A. MacFarlane & Co., Ltd., Montreal, Canada.

More-Profit Pumps ---Real Profit

No use to sell a pump that makes trouble for a dealer with his customer.

The trouble is remembered. The cost of repairs is dead loss of time and temper. The dealer suffers.



"Aremacdee" hand and motor metal pumps for force or lift use, every kind, are shown in the big catalogue.

Dealers, ask for prices and terms. Get real profits on your metal pump sales.

WRITE

The R. McDougall Co.
LIMITED
GALT, CANADA

Non-Poisonous Insecticides

Safety Efficiency Economy

KATAKILLA

The UNIVERSAL INSECTICIDE for use on FRUIT, FLOWERS, and VEGETABLES. A non-poisonous powder, readily soluble in cold water, cheap, efficient and effective.

"KŪR-MANGE"

The approved Insecticide for use on Horses, Cattle, Dogs, etc. A certain cure for Parasitic Mange, Lice and other parasites. As supplied to the British Army.

Agents Wanted

Sole Manufacturers and Patentees:

MacDougall Brothers Ltd.

Port St., Manchester, Eng.

The L. Martin Co. *Headquarters for*

GERMANTOWN LAMPBLACKS

IN

ENGLAND and AMERICA

Originators of Eagle, Old Standard, Globe and Pyramid Germantown Brands.

Suppliers of Bulk Blacks to the highest class Grinding Trade.

THE L. MARTIN CO.

Montreal Toronto
Philadelphia New York
Winnipeg
London, Eng.

The Megantic Broom Mfg., Co., Ltd.

Manufacturers of Brooms and Clothes Pins

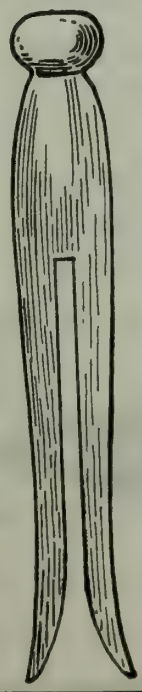




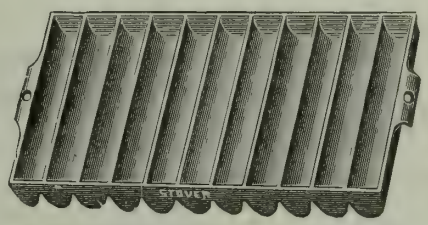
Lake Megantic, Que.

Our clothes pins are made and designed to stay on the line. And they do. Dealers know that by the way housewives are asking for them. Made of the best wood, that insures against splitting. Splendid profits and customers' satisfaction assured to the dealer selling them. Write our nearest agent.

AGENTS: Boivin & Grenier, Quebec. Delorme Frere, Montreal. J. Hunter White, St. John, N.B. H. D. Marshall, Ottawa. Harry Horne Co., Toronto. Tomlinson & O'Brien, Winnipeg. Oppenheimer Bros., Vancouver; McFarlane & Field, Hamilton, Canada.



CORN BREAD PANS



Fast Selling Hardware Specialties

The use of corn meal as a substitute for wheat has created a large demand for these pans.

Every dealer should have them. Be sure you get the STOVER brand. It is a guarantee of clean, smooth castings.

This is also the time of year to lay in your waffle irons. STOVER waffle irons keep on the move and do not lay in stock. Send for our special waffle iron circular.

Some of the Stover Hardware

Waffle Irons
Mop Sticks
Lemon Squeezers
Ice Picks and Shaves
Saw Vises
Door Latches
Chest Handles
Door Pulls
Foot Scrapers
Cast Pliers
Gasoline Engines
Fire Place Fixtures
Stove Pokers and Lifters
Stove Pipe Dampers
Pulleys (All Kinds)
House Numbers
Cast Hammers
Harness, Coat and Robe Hooks
Wind Mills
Feed Mills

Stover Mfg. & Engine Co.

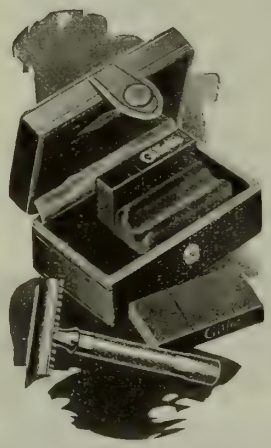
709 East Street, Freeport, Ill.

Canadian Representatives: Cadman & Co., 322 McIntyre Block, Winnipeg. Mr. G. L. Cohoon, 11 St. Sacrament Street, Montreal.

Stover Mfg. & Engine Co., 709 East St., Freeport, Ill.
Send undersigned information regarding your
Name .....
Business .....
Address .....

Gillette

Safety Razors



ARE you making the most of the return of several hundred thousand men to Canada?

Every man among them shaves.

To be sure, many thousands of them already use a Gillette Safety Razor. The others have a leaning towards the Gillette, and money in their pockets. Supply the demand.

Two Steady Sellers!

Every Gillette Safety Razor will give equal satisfaction. Here are shown two sets, however, that have proven exceptionally steady sellers. The Standard Set, shown above, is, perhaps, the best known.

The Gillette Bulldog, shown to the right, should be on hand for the athletic man who prefers the stockier handle.

The soldiers have become familiar, too, with the Pocket Edition Gillette Sets—they will like the new Kit Set, No. 20, bound in black, seal-grain leather.



Keep your Gillette Display well to the front these days.

MADE IN CANADA

TRADE Gillette MARK

KNOWN THE WORLD OVER

The Gillette Safety Razor Co. of Canada, Limited

Office and Factory: 65-73 St. Alexander Street, Montreal

"Member Audit Bureau Circulation."

HARDWARE AND METAL

CANADA'S NATIONAL HARDWARE WEEKLY

Vol. XXX. TORONTO, MARCH 29, 1919 No. 13

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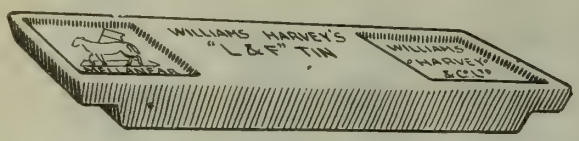
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Represents the Highest Grade of "LAMB AND FLAG"

INGOT TIN

Prompt Shipment from Stock or Import.

A. C. LESLIE & CO.
LIMITED

560 St. Paul St. West
MONTREAL

LYSAGHT'S GALVANIZED SHEETS
ARE IN CONSTANT DEMAND



QUEEN'S HEAD
THE BEST SHEET ON THE MARKET

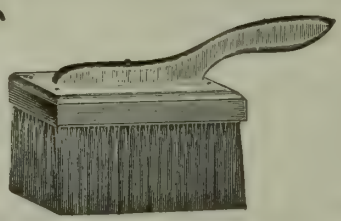


"FLEUR DE LIS"
EQUAL TO ANY OTHER

IS YOUR STOCK COMPLETE?

JOHN LYSAGHT, Ltd.
Manufacturers

BRISTOL NEWPORT MONTREAL



Meakins Brushes



—are **quality-brushes,** made of high grade materials, by experts in the art of Brush making. We make brushes to fill every requirement in the commercial and private world. Prepare for the spring "clean up" trade. Complete your stock early. Send for a Meakins catalogue, then order through your jobber.



MEAKINS & SONS, LIMITED, HAMILTON ONT.

Warehouses: Winnipeg London Toronto Montreal Vancouver PILKINGTON BROS., Calgary, Alta.



Canada's National Hardware Weekly

HARDWARE AND METAL

Published Every Saturday Since 1888

Vol. XXXI. TORONTO, MARCH 29, 1919 No. 13

High Wages Mean High-Priced Stoves

Manufacturers Declare There is No Likelihood of Any Reduction — Cheaper Steel and Iron, They Say, Not An Important Factor to be Considered —Lots of Business in Sight

ONE fact stands out clearly in the stove situation at the present time as viewed by the stove manufacturers and that is that there is no likelihood of any lowering of prices this season. As stated in previous issues of HARDWARE AND METAL, the manufacturers guaranteed prices on stoves until April 1. While this guarantee runs out on Tuesday next it will not, according to manufacturers, make the slightest change in the situation.

The reduction that has been made in steel and iron prices is not even a factor in the situation, they say, because the value of the few pounds of steel or iron that goes into a stove is many times counterbalanced by the higher wages that have prevailed. Incidentally the manufacturers are face to face with the question now of perhaps still further wage increases and also of shorter hours.

Stove manufacturers seen by HARDWARE AND METAL *are unanimously of the opinion that slightly cheaper steel and iron will not mean any reduction in stove prices. Even the lowered prices they point out are far higher than those which prevailed before the war. On the other hand wages have soared and as labor in stove production amounts to sixty per cent. of the cost it is the big factor to be considered. Prices were guaranteed until April 1, but the expiry of this guarantee on Tuesday next will not, the manufacturers state, affect the situation.*

Affects Production

"We do not know just where we are at in these matters yet," said one manufacturer to HARDWARE AND METAL. There are some workmen who seem to have the idea that a six-hour day is the thing. If six-hour days become general the effects on production are obvious. The dealers, hardware men, and others are letting the manufacturers look after carrying the stock this season. They appear to be taking the attitude that if they hold off buying they will be able to get the stock anyway when they require it and it seems to be strongly in their minds also that prices may come down. Dealers who are figuring on this basis are entirely wrong. What will happen is that when they want the goods they will not be able to get them. Take our own case for instance. We usually at this time of the year have our orders in for general lines, pipes, etc. The orders we have in so far this season could be counted on one's fingers. We will fill those but instead of going ahead and manufacturing as we usually do we are going ahead with lines for which we see possibilities in sales returns.

Stocks are Low

"Stocks are low. This is general all over the country. There is no question about that. Even with the stocks the manufacturers have on hand now after a poor season there is nothing like enough goods to take care of the needs of the trade. As a result of turning our attention to other lines we will not begin to make stoves for the fall trade as soon as usual. We will make deliveries in rotation when the orders start to come in and that means that with anything like a normal business our stock will soon be depleted and those who have not ordered will have to wait until the goods can be produced."

The tariff is an exceedingly live question just now with all manufacturers and this stove manufacturer had the following remarks to make about it:

Just the Beginning

"I am looking for the Government to take off the 7½%," he said. "What will be the result? It will be merely the start. Many of the Ontario farmers are just as strong in their demands as the men from the West. Taking off 7½ per cent. will be just like throwing a bone to a dog. It will keep them quiet for a while but they will be back again for more. As far as American competition is concerned, Canadian prices are, I believe, on an average fully ten per cent. below those of American firms. We will simply have to hustle a little more but I think we can hold our own."

Demand is There

"Heating and cooking appliances are going to be in good demand," said another manufacturer. "Even in the past two weeks there has been a noticeable improvement in the business. Many retailers apparently are begininng to realize that prices are not going to come down. There is a lot of good business in sight and if they want to get it they have to have the stock and they are beginning to buy. There is a good deal of building going on all over the country. That creates a demand for heating apparatus, stoves, etc. This building activity, according to the best information we can obtain, is not only likely to be steady but to be steady for a long period. Also it is not centered in any one section of the country but there is a scarcity of homes all over the Dominion. Added to this is the return of about half a million of our soldiers. Many families who have been living with friends or relatives will now go to their own homes again. Thousands of the younger men who went over single are bringing home wives with them. Thousands of others will be married here. All this means a demand for goods and the dealers who see ahead are making their plans accordingly.

Cannot Reduce

"As far as prices are concerned we are not planning the slightest reduction. One of the things we see coming is that we may not be able to maintain our usual production. In our own factory there were many enlistments. A great many of the men who went were skilled men. Scores of them are still in France and will not be home in time to be a factor in the production of the goods we require to meet the demands this fall. We cannot replace them. I know that other stove manufacturers besides ourselves are up against the same thing but that does not help matters. Another thing that may affect production is the shortening of hours. By no possible means can a reduced staff of men working six hours a day produce as many stoves as a complete staff working eight or ten

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Keen Interest in Tariff Question

Retailers and Manufacturers Eagerly Awaiting the Bringing Down of the Budget—Many Hold View That the Present is Inopportune Time For Bringing Up the Question

THE situation in regard to the tariff is being followed by retailers and manufacturers with the keenest interest and the bringing down of the budget is eagerly awaited. In commercial circles this week the tariff has been one of the big topics and widely varying opinions are expressed. Not all the retailers by any means are in sympathy with the manufacturers.

A great many retailers and manufacturers take the view that the present is not a good time to go into tariff matters, as there are too many other problems that need solving.

Not Opportune Time

"I do not think that the present is the time to take hold of a matter of this kind," said A. A. Bittues, Montreal manager of the Gillette Safety Razor Co. of Canada. "It would be ill-advised and ill-timed, in my opinion, to undertake a revision of the tariff."

Mr. Bittues feels that there are enough problems at this time to deal with, and that to create more would serve no good end just now. Interference in any way would but cause more difficulties.

Causes Disturbance

D. J. Munn, president Alex. McArthur & Co., Ltd., Montreal, said: "There is no doubt about it, any interference with the tariff would be untimely. Logically the thing speaks for itself. It would pay to maintain tariffs as they are for some time, even though it be done at a loss, for it is a discretion that suits the peculiar times that the country is confronted with to-day. It would be a most disturbing factor now."

Mr. Munn pointed out that, while it might be possible to consider a revision later, to deal with this problem at the present time would be but to add another to the many which the Government has to solve. It had big questions to solve, Mr. Munn believes, which will require careful handling all around. There are difficulties enough.

W. S. Leslie, president A. C. Leslie & Co., Ltd., thinks that the present is an inopportune time to take up a matter of this kind. "Falling markets make keener competition in any case and a serious enough loss to those having stocks in hand. This outside competition is a difficult problem for the trade at present," said Mr. Leslie.

Views At Ottawa

The special correspondent of HARDWARE AND METAL at Ottawa writes as follows regarding the matter:

The secrecy of caucus is, of course, supposed to be inviolable, but it isn't. The Prime Minister makes a formal statement to the press of such of the proceedings as it is desired to make public, and then the reporters go and get the real news from the members.

After what was expected to be a most momentous caucus on Thursday, the Acting Premier announced that the whole matter of the tariff would be gone into after the close of the session by a commission composed of members of the Cabinet, following the precedent set by Messrs. Fielding and Paterson some years ago. Whatever immediate changes there were to be made in the tariff, if any, would be announced when the budget speech was made.

Take It Calmly

Judging from the recent reconnaissance in force made by the Western members in the House, and the fact that they have been going around the corridors breathing out threatenings, it might be assumed that such a decision in caucus would mean a scene of violence on the Western front; but Messrs. Maharg, Reid, Henderson and the others seem to have accepted the announcement with the utmost calmness. They do all their roaring through the medium of Hansard. This will show their constituents that they are playing the game. What they do in caucus is not supposed to reach the public.

Covers Every Item

At present it is assumed that even the 7½ per cent. war tax, which was one of the things which Mr. Maharg insisted would have to come off before the main tariff was even considered, will only be gently shaved, if it is interfered with at all. It covers every item, and is a valuable revenue producer, which the Government has no desire to dispense with. Such luxuries as those "long-legged" boots the ladies affect will be attacked. It is the extremes af fashionable attire which cost money. The man who uses stock clothing of standard cut can always secure very much better value than the young man who affects those flights of fashion seen on the movie heroes. Agricultural implements are likely to suffer a cut; the implement manufacturers do not appear to have much sympathy from any quarter in the House. But there will be nothing in the way of a general scaling down of the tariff at present which can give much comfort to the Grain Growers' Association, or anyone else looking for radical action.

Storm Only a "Black Wind"

Anyone who has read or listened to some of the speeches made in the House would be inclined to say: "Well, it is all up with Union Government now." Possibly the Western members may live up to their advance notices, but there is no present indication of it. It is generally assumed that they will do nothing so rash as to resign or take any other action which may separate them from the honors and emoluments which their seats in Parliament provide. Their constituents may take it out in fuming.

There is talk of an increased indemnity. The high cost of living, that admirable goat, will furnish the excuse. The reason is perfectly plain. Anyone can see that while a pension of six hundred dollars has been considered quite adequate to maintain a totally disabled soldier for a year, a member of Parliament, who is in full possession of all his faculties, except his sense of humor, cannot possibly get along for three or four months at Ottawa on over four times that amount. It is hoped that the announcement that nothing will be done on the tariff will not come so close to an increase in the indemnity as to cause any evil-minded person to begin putting two and two together.

Expect a Howl

If the expected action on the tariff is taken—or, rather, the expected inaction—it might reasonably be assumed that even the coyotes on the prairies would be drowned out in the howl which would ensue. A Western mayor who was here recently begging for a postoffice, and got little encouragement, went home and advised his friends that the only thing to do was to "set up a howl that would be heard in Ottawa." But it may be pointed out that what sounds like a perfectly irresistible howl in the place where it is perpetrated, does not jar the hush in the slightest when its echoes penetrate to Ottawa. You can get used even to the coyotes; and the powers that be at Ottawa are so used to howls that they feel about the same way you feel when the clock stops ticking. You never notice it until it stops.

They Like Their Jobs

This Union Government is somewhat unusual, in that a great number of the members who are here recognize quite distinctly that they are political accidents, and they do not expect lightning ever to strike again the same place. They like the job, in the meantime, and they like the indemnity. They like the nice writing paper, and doing away with the trouble of licking stamps and paying for them; it is much simpler. to

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The New Bankruptcy Act

Legislation Introduced to Establish a Uniform System of Law and Procedure Throughout Canada in Respect to Bankruptcy and Insolvency—Will Be Administered by Superior Courts

THE Bill in respect to bankruptcy which the Government has introduced will supply something which has been lacking in the commercial laws of Canada, although opinions regarding it are divided. The Act seeks to establish a uniform system of law and procedure throughout Canada in respect to matters of bankruptcy and insolvency.

A bill was introduced last year, which was prepared by seven lawyers from different parts of Canada. The main change in this year's bill is that it applies to all incorporated companies except railroads, banks, trust companies, and insurance companies. The provisions of this year's bill applies to all persons, firms and corporations. This is a change from last year's bill, which provided that corporations could go into bankruptcy voluntarily.

Clauses Will Apply

The provisions of the present winding-up acts in regard to corporations have been incorporated in this measure. The language has been made, as far as possible, to conform with the phraseology of the English Act, so that judicial decisions which have been made on the various clauses of the English Act will apply, as far as possible, to the sections of the Canadian Bill.

Various proposals have been made with regard to the administration of the Act. In committee last year the retail merchants proposed that it should be left to the judge to discharge bankrupts. The Canadian Manufacturers' Association wanted bankruptcy judges in the different provinces to administer the Act. The idea of the Bill now before the House is to allow the present courts to do this. The Act will supersede all provincial laws. It will likely be amended in different respects as it goes through the House.

A Strong Demand

It may be pointed out that there was a strong demand from English exporting houses to have this Act passed, as they complain that they never know where they are at in handling Canadian credits.

By Section 91 of the B.N.A. Act jurisdiction is conferred upon the Parliament of Canada to pass laws in respect to bankruptcy and insolvency. In the year 1875 the Dominion Parliament did pass an Insolvency Act, which after several amendments was finally repealed in 1880. The Act of 1875 was for several reasons deemed unsatisfactory. The machinery provided under the Act was cumbersome, tedious, and expensive. After its repeal by the Dominion Parliament several of the provinces passed acts in respect to preferences and assignments, and for the winding up of the estates of debtors in various ways.

Upholds Authority

It was at one time contended that provincial enactments of this class were beyond the jurisdiction of the various provincial legislatures in Canada, but in 1894 the Judicial Committee of the Privy Council gave judgment upholding the authority of the Ontario Act respecting assignments and preferences by insolvent persons, chiefly upon the ground that in the absence of any Dominion enactments upon the subject the various provinces of Canada could pass legislation which would have force and effect within the provincial boundaries until superseded by a law of the Parliament of Canada.

Favor General Law

The Government has considered that it would be in the general interest of trade and commerce in Canada that a general law on the subject of bankruptcy to apply to the whole of Canada should be passed, and with that object in view has introduced a bill at the present session. In the session of 1918 S. W. Jacobs, M.P., of Montreal, introduced a bill on the same subject. That bill was referred to a special committee of the House which went into the question exhaustively. The present bill embraces the conclusions reached by this special committee during the session of 1918, although some important features have been added.

Seeks Uniformity

Briefly, the present bill seeks to establish uniformity of law and practice upon the subject of bankruptcy throughout all the provinces of Canada. The provisions of the bill, as mentioned above, apply to all persons, firms and corporations doing business in Canada except farmers. Farmers can, if they so desire, take advantage of the provisions of the Bill, but they cannot be compulsorily forced into bankruptcy. The Bill settles all questions of priority among creditors, abolishes all preference as between creditors heretofore recognized in any of the provinces of Canada and seeks to establish a speedy and inexpensive method of winding up the estates of debtors.

Important Provision

One very important provision of the bill is that the honest debtor who has not been guilty of any fraud or trickery in the management of his business, and who has handed over all his assets to the trustee in bankruptcy shall be entitled, under certain conditions, to a discharge from further liability.

In general, the Bill follows the procedure laid down in the English Bankruptcy Act, although a great many variations have been introduced to meet conditions arising in the various provinces of Canada.

Entrusted to Courts

The administration of the law will be entrusted to the superior courts of the various provinces and trustees in bankruptcy, sufficient in number to meet the requirements will be appointed by the Governor-General in Council. These trustees will be specially selected and will be required to furnish ample security for the proper management and distribution of the assets of the insolvent estate.

Owing to the strike in the Printing Bureau, the Bill has not yet been printed, but will be in French and English as soon as possible, and will be given its second reading and be fully discussed in Committee of the Whole.

KEEN INTEREST IN TARIFF

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write: "B.S., M.P." on the corner of the envelope. They like snapping their fingers at the pages, and seeing them jump. They like bowing to the Speaker when they cut across his bows in the front. They come nearer to being heroes to their wives, watching them from the gallery, than ever before in their lives. Will they give it all up in a huff, because their constituents persist in clamoring for something they know they cannot get? Not many of them.

Maharg May Resign

It is assumed by some people that Maharg, who is taken as being the visible embodiment of Western tariff sentiment, will resign if the war tax is not wiped out and substantial tariff reductions made. It would be far more likely that Reid, of Yorkton, would be the man who would take such action, or perhaps some obscure member who has said little or nothing, but may be thinking a good deal. Many people doubt if Maharg is at heart a free trader at all.

GETS ONTARIO CHARTER

The Ontario Sewer Pipe and Clay Products Company, Limited, with head office in Toronto, has been incorporated with an Ontario charter.

Making Poultry Netting Sell Itself

Simple But Effective Plan Used By the Russill Hardware Co.—Manager Tells of the Results He Has Obtained From Advertising

"IT'S one of the finest helps in selling poultry wire that we ever had. The plan is simplicity itself but it produces results and saves our sales force a lot of time and trouble. Customers who come in wanting to purchase poultry netting see exactly what we have, what sizes there are and what the price is. Very often if the salesman happens to be busy for a few minutes the customer has, by looking over this "demonstrator," sold himself. That is he has picked out the kind of netting he wants, figured out how much it will take and all we have to do is to cut it and give him the goods."

This is the high compliment Mr. F. J. D. Russill, manager of the Russill Hardware Co., Toronto, paid to the poultry netting "demonstrator" which is illustrated on this page.

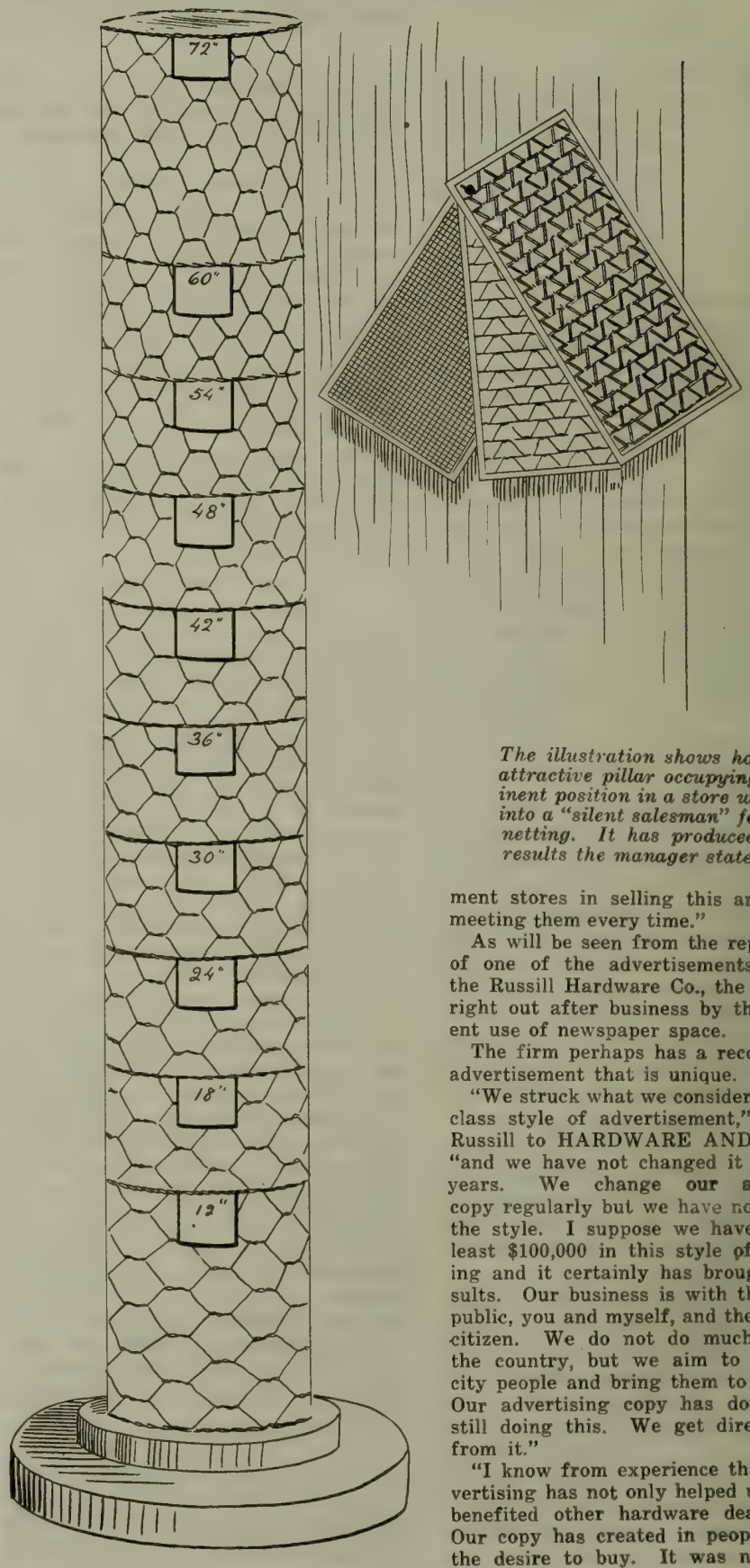
Easy to Show

"We have simply turned what would ordinarily be an unattractive pillar in our store into a real demonstrator or silent salesman," said Mr. Russill to HARDWARE AND METAL. "We wrapped green baize around the pillar to make a background against which the netting would show out neatly and attractively and then fixed a piece of six-foot netting around the pillar also. In order to show the various widths of the netting we marked on the green cloth before the netting was finally fastened a series of the widths. These are made by using white tape which makes them stand out distinctly. In addition to make sure that no misapprehension can take place we attach a card on which is shown the size and price of the netting."

Can Figure Quickly

Close at hand are a number of panels as shown in the illustration. There is one for each style of netting that the firm carries in stock. Each panel also shows the size of the netting and the price per foot. In order to prevent the rough ends of the netting from catching in customers' clothes or cutting their hands while they are examining the samples, each panel is bound with tin. This not only keeps them in good shape but also has the effect of making them perhaps more attractive than they would be in any other way.

"We handle quite a lot of netting," said Mr. Russill. "This method of showing it has certainly helped out sales. Rolls of poultry netting are somewhat difficult to display in a store under ordinary circumstances. They are not easy to handle and they take up a lot of room. By this plan we can show exactly what we have in stock, the size and the price, and keep it before people in a prominent part of the store. We have to meet the department stores in selling this and we are meeting them every time."



The illustration shows how an unattractive pillar occupying a prominent position in a store was turned into a "silent salesman" for poultry netting. It has produced splendid results the manager states.

As will be seen from the reproduction of one of the advertisements used by the Russill Hardware Co., the firm goes right out after business by the consistent use of newspaper space.

The firm perhaps has a record for an advertisement that is unique.

"We struck what we considered a first-class style of advertisement," said Mr. Russill to HARDWARE AND METAL, "and we have not changed it in twenty years. We change our advertising copy regularly but we have not changed the style. I suppose we have spent at least $100,000 in this style of advertising and it certainly has brought us results. Our business is with the general public, you and myself, and the everyday citizen. We do not do much trade in the country, but we aim to reach the city people and bring them to our store. Our advertising copy has done and is still doing this. We get direct results from it."

"I know from experience that our advertising has not only helped us but has benefited other hardware dealers also. Our copy has created in people's minds the desire to buy. It was not always

convenient for some of those living quite a distance away to come down to our store but they had seen things advertised that they wanted and have gone to a store nearer home and asked for the goods we featured and asked for them at the prices we quoted.

"Intelligently directed advertising is a great producer of business. We believe in offering the people goods that are of real value and offering them at a fair price. A big point in all our advertising copy is that it is seasonable. This is very important. We change our copy constantly and always aim to keep before the people lines of goods which they can use now."

Vary the Size

Mr. Russill explained that the firm varies the size of its advertisement according to the season of the year. From now on it will use its maximum space. A little later when business is quieter the space taken will be about two-thirds of that used just now.

As will be seen from the firm's advertisement a free use is made of illustrations. Prospective buyers are given a picture of every line that is offered. It is generally a small illustration but it is clear and shows out sharply in the ad. A word description of whatever is offered is also given and it will be noticed that special care is taken to give the price, not only in figures larger than the type used in the copy, but printed below so that there can be no possible misunderstanding.

Helps the Sales

"Giving the price always, is an important feature of our advertisements," said



This type of ad has produced big results for the Russill Hardware. Note the generous use of illustrations.

Mr. Russill. "We find that it is good business in every way. People know exactly what an article is going to cost them. They come into the store with their minds made up as to the goods they want and the price it is going to be. They are "sold" already and we save a lot of valuable time by not having to explain the goods or the price."

It will be noticed from the advertisement that an appeal is made to customers to telephone in their orders and that every satisfaction and attention is assured if this is done.

"We get a lot of business over the telephone," said Mr. Russill. "People in all parts of the city see our advertising and pick out things they want and telephone in for them. A prompt delivery service is part of our system and we aim to fill all orders received over the wire as quickly as possible."

Mostly for Cash

Mr. Russill stated that the great majority of their business is done on a cash basis.

"Ninety per cent. of our trade I should say is cash," he stated. "We have a big turnover naturally in a type of business of this kind where we are dealing strictly with the average citizen trade."

Athough out of the section where it can expect to make the most out of its window displays, the Russill Company has two good windows.

"Window displays produce results," said Mr. Russill. "We are in a section where because of our location we cannot reap the results that we would if there was a greater volume of traffic passing in front of our store. Attractive windows however bring in a lot of business and we change our displays regularly."

Current Events in Photograph



AIR DELIVERY OF SOLDIERS' LETTERS

A regular aeroplane service between England and the Army of Occupation in Cologne has been inaugurated by the 120th Squadron of the Royal Air Force. The photo shows a big bag of mail being loaded into one of the high-speed machines at Folkestone. A few hours later the letters will be dropped at Cologne. The tag is enlarged in the photo.

Would Regulate Shipping Rates

Retailers and Manufacturers Interested in Bill Which Aims to Place Water Carriers Under the Direction of the Railway Board — Question of Interest on Overcharges to Be Taken Up by Manufacturers

OTTAWA.—J. E. Armstrong, M.P., is again endeavoring to bring ships acting as carriers under the operation of some authority which shall be able to regulate their rates and time and manner of calling at ports. At present shipping in Canada, whether inland or coastal, is under no control. The firms claim that they differ from railways in several important respects. There is no public franchise given to any one company. The railroad enjoys a monopoly on the road it uses, and which the Government helped to build. It operates between definite points and on a definite schedule on a fixed roadway. It is not subject to marine risks which require it to carry insurance of from 5 to 8 per cent. Shipping men say that as long as they have no public franchise, they should have no special burdens. They claim that absolute competition insures fair rates.

Not Common Carriers

"We are not common carriers," they say. "We can say with perfect right and freedom: 'I will not take your grain, I will take somebody else's that I get one-eighth of a cent a bushel more for. I will not go to Colborne or Midland because of unloading conditions there. I would rather run my boat through to Montreal so that I can get a return cargo.' The boatowner does that and nobody can say he is wrong, he is not a common carrier and cannot be ordered to do what he does not wish to do."

Mr. Armstrong presents the conditions which obtain as a result of this freedom which the shipping men of Canada claim for themselves. He says:

Have 8,500 Ships

"At the present time we have 8,500 ships, with about 45,000 employees, under Canadian register. None of those, with the exception of the few operated in connection with the railways, are under any control with regard to tariffs, tolls, tariff agreements, places of stopping or whether they shall stop at all. They may take a shipper's goods or leave them, as they wish. There is no control over rates on grain from the Northwest. Canada has spent over four hundred million dollars on dredging rivers, buoying and lighting water-ways, building docks and piers and canals, in order that the transportation facilities may be cheapened and improved; but rates have gone on increasing from year to year. Grain carriers have increased enormously in size and carrying capacity, which should make for lower rates; but the rates have gone up.

There is practically a monopoly in the lake traffic, as the Canadian Steamship Company claims it controls over 90 per cent. of the traffic. This Bill (Bill 6; an Act to Amend the Railway Act) will place us in a position by which we can enter into an agreement with the United States and Great Britain to get control of our shipping. We are the only country in the civilized world which has no such control now. The United States has passed a law by which the United States Shipping Board has control on coastal and inland waters."

"There will, of course, be objections. The millers will object, as well as the sugar men and others who have been getting special rates and privileges. The millers, for example, have been allowed to load a boat with grain but need not take delivery of it for a long time."

Rates Increased

"The matter has been up several times since 1912, and rates have increased very materially. Lake vessels have been passing the small ports and ignoring the small shippers, and there seems to be no control over them.

"Generally speaking, those who are strongest in demanding the passing of this bill are the farmers of the West, the fruit growers of both Ontario and British Columbia, the Vegetable Growers' Association, and small shippers generally who are at the mercy of the boats, not only as regards rates, but as to whether their goods shall be carried at all or not."

Wants Same Tariff

When the joint Committee of the Senate and the House had under consideration the consolidation of the Railway Act, Mr. Armstrong introduced an amendment urging that, so far as was deemed applicable, the Railway Act should apply to tariffs for water carriers. The Consolidated Railway Act has passed the Senate and will next come before the House. Mr. Armstrong will introduce an amendment following along the principles of the following bill, which received its first reading February 27th.

The section in the Railway Act which applies is Section 358: "The provisions of this Act shall, so far as deemed applicable by the "Railway Board, extend and apply to the traffic carried by any railway company by sea or inland water, between any ports or places in Canada, if the company owns, charters, uses, maintains or works, or is a party to any arrangement for using, maintaining or working vessels for carrying traffic by sea or by inland water between any such ports or places."

Special Cases

This is applicable only to cases where railways have water carriers in connection. The Senate struck out the following, which would cover what Mr. Armstrong has in mind: ".....and the provisions of this Act in respect of tolls, tariffs, and joint tariffs, shall, so far as deemed applicable by the Board, extend and apply to all freight traffic carried by any carrier by water from any port or place in Canada to any other port or place in Canada."

Follow It Closely

The Canadian Manufacturers' Association has appointed a committee to take up matters in connection with this bill. It is stated that it may, unless handled wisely, work out so that not only many manufacturers but many retailers who depend upon water carriers to get their shipments at the lowest rates may be seriously affected. In some cases it is feared they might lose the shipping altogether and this would materially affect their business.

Question of Overcharges

There is also the question of interest on overcharges in connection with shipments. This matter has been under discussion before but no satisfactory settlement has ever been arrived at. The committee of the Canadian Manufacturers' Association will take this up when the bill is under consideration and endeavor to have something definite settled.

The Amendment

Bill 6.—An Act to amend the Railway Act, is as follows: Subsection one of section thirty of the Railway Act, Revised Statutes of Canada, 1906, chapter thirty seven, is amended by inserting the following paragraphs immediately after paragraph (g):—

"(ga) With respect to any privilege or concession given by any company or express company or by any person owning or controlling any such steamboat or vessel as is in the next paragraph mentioned, and where any privilege or concession is given by any such person or by any company or express company to any person or class of business or in any part of Canada, the Board may order that such privilege or concession be discontinued or modified or granted to any other person or class of business, or in any other part of Canada, either the same or in a modified form.

"(gb) With respect to the traffic accommodation, classification of freight, traffic agreements, tolls and tariffs to be furnished, made, entered into and charged in connection with and by steamboats, and other vessels engaged on a regular route carrying passengers or freight or both from one port or place in Canada to another port or place, or to a port or place outside of Canada and with respect to the places along the line of route where such steamboats and vessels shall call for traffic, the time of call and duration of stay."

2. All tariffs of tolls, tariffs agreements, and classifications of freight charged, entered into or adopted in connection with any steamboat or vessel mentioned in paragraph (gb) of this Act shall be submitted to the Board.

Increases Sales by Showing Wallpaper

Main Hardware and Paint Store Makes Neat Displays—Be Careful to Watch Remnants and Sell These Promptly—This Line a Good Profit Yielder—Paper and Paint Stock Go Well Together

SOME cities have either proven better fields for the sale of wallpaper than others, or the initiative of the hardware dealer has made this condition. It would appear that the Main Hardware and Paint Store of 1966 St. Lawrence street, Montreal, has created a demand for wallpaper through the fine displays which are maintained. An impression is made on the prospective customer and with a fair range of patterns almost any trade can be catered to and successfully served.

S. Migicovsky, the manager and owner, stated to HARDWARE AND METAL that wallpaper was a good seller with them and that one of its biggest advantages was the profit it yields. To make this profit it is necessary to buy stock carefully, to not overbuy and to keep patterns checked up and moved out before they get out of date and therefore unsaleable.

Profits—Remnants

"Some dealers sell their papers at a fairly close price and make up for this on the borders, for which a very high price is sometimes asked," said Mr. Migicovsky. "We prefer to mark our papers at a fair profit and to mark borders in like manner. It works out much the same, but this plan seems better to us."

The profits of paper, in a general way, are very satisfactory. Sometimes these run 100 per cent., and sometimes they run much higher, even twice this and occasionally much more. To a certain extent it is a line that has definite selling seasons and it is therefore up to the dealer to make his "hay" while the sun shines. This does not require the fleecing of a customer, but the wise hardware dealer selling this line will be entitled to a good margin of profit, which will be available, Mr. Migicovsky pointed out, if the dealer watches his stock, etc.

Avoid Accumulation

One of the important points to consider is that of preventing an accumulation of odd rolls of paper. Patterns are made up for each season. When a range of patterns begin to sell, the dealer will do well to watch these carefully. In the event of a line selling well, it can be replenished while the season is in full swing, and yet care must be taken, if there are patterns that one finds to be uncertain, to get rid of these quickly. If a few rolls of a given pattern are left, and it is decided best to discontinue this pattern, it is better, in Mr. Migicovsky's opinion, to clear it out forthwith at a price. Better to get one's money out of it than to have the odd stocks on hand.



By showing his stock of wall paper in a prominent place in his store the proprietor of the Main Hardware and Paint Store has created a demand for it that is steadily increasing.

Wallpaper and Paint

Answering a question as to how the two lines—paint and wallpaper—fitted into a hardware stock, Mr. Migicovsky replied that the combination was a good one. It is very probable that the woman who needs wallpaper will also want some paint or varnish, and vice-versa. Here is the salesman's chance. It is very easy to say, once the sale is made—"We have just opened up our spring paint stock. Here is a line that we have tried out ourselves and it is excellent for brightening up the border of a bedroom or the dining-room. We have it in half pints, quarts and half gallons. A little of it goes a long way, and it is a wonderful brightener. Would you like to try it out?"

Will Need Brushes

Then there are the brushes that will be wanted. For the paper it is probable that many will want a wall brush and at least one of these should be sold. For the paint or varnish wanted one to three brushes will be needed and a little tact will help the salesman suggest these. An extra brush might be sold on the understanding that, if not needed, it was returnable, with money refunded, Most people are flattered to know that they can "get their money back." It gives them a feeling of freedom towards the store but in many cases they will not ask for the refund.

Expansion Has Come

As will be seen in the accompanying photograph, the Main Hardware and Paint Store has made ample provision for its paint stock. Mr. Migicovsky referred to the fact that his father had been a painter and that they always had adhered to high-grade lines of paint and varnish. He figured that such lines could not be too carefully selected, and there is no factor greater in getting the "come-back" into original or even repeat sales. A high-grade paint or varnish will do its own advertising, and wise purchasing of the stock will prevent troubles later. The better element of one's trade, at least, will pay a little more for quality.

And so, for many years, the better paint lines have been specialized in and a good trade catered to. The attractiveness of this stock as one enters the store is, in itself, one of the best selling helps for the various lines sold. About $1.500 paint and varnish stock is carried and about $2,000 worth of wallpaper in addition to general lines.

The Federation of British Industries

Plans to Bring All Parts of the Empire Into a Closer Trade Relationship — Many Canadians Invited to Visit the Chief British Manufacturing Centres

THE aspirations and activities of this organization which has for its object the co-ordination of all branches of industry within the Empire were the subject of a special interview between the London, England, representative of HARDWARE AND METAL and Mr. Edmund L. Hill, the general secretary of the Federation.

The Federation was formed a little over two years ago with the object of bringing into closer touch and fostering a more cordial relationship between the manufacturer, the worker and the trades generally whilst advancing the interests of British Commerce throughout the world. Its membership now numbers 163 associations, 15 controlled associations, and 822 firms, which, it is claimed, represent directly and indirectly 20,000 manufacturing establishments, having a total capital of between four and five million pounds sterling.

Overseas Trade

A special department is now in the process of formation which will send out its own ambassadors to all the principal trade centres. In each market, a Commissioner is to have his own local Federation of British Industries which will work as a subsidiary Federation. These representatives have not yet been definitely appointed, but in every case they will be men who understand the local markets and have a sound experience of the peculiarities and customs of trade in the area allotted for their activities. Questioned on the subject of Canada, the reply was that it will be a man who "knows his Canada." In the case of Canada, of course, each province would call for special treatment on its own merits.

Now in England

For purposes of propaganda the Federation have invited a number of representatives of the Canadian Expeditionary Force, all connected with commercial enterprises in Canada, to visit, before they return home, some of the chief manufacturing centres in this country. The following are the names of the delegates together with the trade interests they represent: Major S. T. Layton, 2nd Can. Hvy. Btty., Consulting Engineer; Capt. E. V. McKagne, C. C. Cyclist Batt., Civil Engineer, Toronto Harbor; Major G. H. Sherrer, D.S.O., 3rd Bgde., C.F.A., Electrical Engineer; Capt. F. H. Dainham, M.C., 44th Batt., Representative large Wholesale Importers and Manufacturers Textile Goods; Capt. A. S. Brown., 59th Batt., Textile Manf. Agent; Lieut. W. B. Scott, Bordon, Mechanical Engineer; H. Capt. & Q.M. W. Hogg, Etchinghill, Mechanical Engineer and Contractor; Capt. W. Stevens, 4th Res. Batt., Witley, Electrical Engineer; Capt. N. Franks, M.C., 21st Res. Batt., Bramshott, N. Alta. Rep. for Canadian Allis-Chalmers and Can. Gen. Electric Co.; Lt.-Col. W. B. Worsnop, D.S.O., 1st Res. Batt., Seaford, Manufacturer and Salesman of Machinery; Lt.-Col. D. S. Ellis, D.S.O.; Major W. H. McGhee.

Closer Relationship

At a dinner at the Princess Restaurant in London, at which the Canadian representatives were entertained, Mr. Guy H. Locock, assistant director of the Federation, who occupied the chair, spoke of the mutual advantage it would be to both countries to have a permanent partnership and friendship between England and Canada. The war had piled up a big debt, and while it was essential that we should produce to the utmost of our power, it was also important that Canada should get in touch with our great manufacturers, and take steps towards forming a permanent and practical organization to keep the two countries in close touch. The Federation recognized that it had to be very active in developing the trade of the Empire, both between the constituent parts of the Empire and foreign countries. The Government had done a good deal, but it could not do everything. Individual traders were also doing what they could but they were hampered by the conditions that now existed—capital, taxation, and labor. The Federation here stepped in, and by its various activities through out the world it ought to take an important position in the foreign trade of this country.

Sir George Perley

Sir George Perley, High Commissioner for Canada, who was present, said: "The war had shown that the British Empire ought to be self-contained. The natural resources of the Empire should be kept in our own hands, developed, and manufactured by and used by us, and we ought not to allow our raw material to go to foreign countries to be made into the finished article and then returned to us. He knew it had been said that if Canada could buy more cheaply somewhere else than in this country it was better to do so. He did not believe in that. He was not asking the Government to send men and women to Canada, but if that policy had been pursued during the past fifty years the assistance the Dominion could have given to this country during the war would have been magnified he did not know to what extent. Now, when they were considering the problem of reconstruction, the tour about to begin would be of advantage as the delegates would have an opportunity of talking with the captains of industry and exchanging ideas, so that when they returned home they would have a better idea of the trade in which they were interested. We were passing through a period of unrest, and it was vital we should get back to the ordinary business conditions as soon as possible. He was confident the Federation would do everything possible to develop trade within the Empire. He believed it was the intention of the Government to do everything possible to encourage trade with the Dominions in preference to any foreign country, but sometimes the regulations did not work out exactly as the Government desired, and he hoped the Federation would use its influence to see that the regulations were made in such a way as to develop trade to the fullest possible extent and so strengthen the bond of brotherhood that bound us together."

Among others present at the gathering were Harrison Watson, Chief Canadian Government Trade Commissioner, formerly in the metal trade in Montreal, and Lieut.-Col. Edwards of the Headquarters Staff, Canadian Expeditionary Office, London.

ENGLISH BUILDING TRADE HELD UP

Builders, architects and contractors cannot proceed until the Government make up their minds on the release of material and until it is known definitely what the prices of material are to be. London bricklayers are waiting for jobs and there are not nearly enough to absorb the building operatives now employed. During the past few days men have been discharged through lack of material and uncertain prices. Among the men there is a strong opinion that the Labor Party should take up the question in Parliament.

HIGH WAGES MEAN HIGH-PRICED STOVES

Continued from page 29

hours. In my opinion the dealers who are holding off buying are making a mistake. People are going to buy stoves. They are going to need them right along and the man who gets the business is the man who has the stock.

Another Side to It

"There is another side to this question also. The possibilities of the export trade must be considered. It would not take many very big orders from England or France or any of the other European countries to clean out most of the supplies now on hand. Just what the export business will amount to we are not in a position to say yet but it is a matter to be reckoned with in sizing up the future business at home."

The fly lays four times each summer, and 80 eggs each time. The descendants of one female fly in a single season may number 2,080,320.

Lower Steel Prices to Boost Buying

Canadian Firms Advising Trade That They Will Meet the New Schedule Now in Effect in the United States—Judge Gary Predicts Period of Prosperity and Revival of Business

CANADIAN steel firms are advising the trade that they will meet the reduction in prices which is being put into effect by the American firms. Canadian jobbers and the trade generally are making every effort to pass on the lower prices at once to users in the hope that they will encourage buying to stimulate business. There seems to be a general opinion that the new schedule will bring out some business that has been holding back in anticipation of the announcement in regard to prices. Iron and steel bars, base, at Canadian points, have been moved down to $4.40, but the chances are that they may go a little lower than this.

Price Difference

There has always been a difference of 25c per hundred maintained between steel and iron bars, the steel bars bringing the higher figure. Many of the dealers claim that there is no good reason why this difference should be maintained. There have been many cases where mild steel has been substituted for iron and the chances are that few people have been the wiser. The belief that there should be a difference in price is dying out, and it would cause little surprise were the new schedules that will be worked out on the new price cuts contain a flat price at the Canadian warehouse.

Out of the Market

One of the largest Canadian mills is practically out of the market for the present, because there is not enough business to enable it to run to capacity. It went ahead and cleaned out all the orders that were unfilled when the war closed, but in the meantime did not book much new business. As a result there is nothing in sight now to run at anything approaching capacity, and the firm has refused to tender at all on several orders that had very fair tonnages, claiming that the amount of business in the order did not warrant starting the mill going.

Caught by Price

Some of the Canadian warehouses will be caught by the new price announcements at United States points which became operative when they were announced. "We have material on hand that we cannot afford to sell at a price to meet the new figures," said one dealer to HARDWARE AND METAL, "but that will be our funeral. It is useless to try and get the old war price, and the only thing is to clear it out and have the funeral over with as soon as possible."

Are Still High

The new American steel prices are only 14 per cent. below the set prices during the war, but they are still 81 per cent. on the average above prices prevailing for a ten-year pre-war period.

The new American price schedule which is now in effect is as follows:

	Nov. 11 price.	Present price	Ap'ved new price	Reductions Nov. 11	From present.
Pig iron, basic—	$33.00	$30.00	$25.75	$ 7.25	$ 4.25
Billets, 4 inches—	*47.50	43.50	38.50	9.00	5.00
Billets, 2 inches—	*51.00	47.00	42.00	9.00	5.00
Bars—	*51.00	47.00	42.00	9.00	5.00
Slabs—	*50.00	46.00	41.00	9.00	5.00
Skelp, sheared—	‡3.50	3.00	2.65	†12.00	†7.00
Skelp, universal—	‡3.15	2.90	2.55	†12.00	†7.00
Skelp, grooved—	‡2.90	2.70	2.45	†9.00	†5.00
Merchant bar base—	‡2.90	2.70	2.35	†11.00	†7.00
Sheared plates—	‡3.25	3.00	2.65	†12.00	†7.00
Structural base—	‡3.00	2.80	2.45	†11.00	†7.00
Wire rod—	*57.00	*57.00	*52.00	*5.00	*5.00
Plain wire—	‡3.25	‡3.25	‡3.00	‡5.00	‡5.00
Nails—	‡3.50	‡3.50	‡3.25	†5.00	†5.00
Black sheets, No. 28—	†5.00	‡4.70	‡4 35	†13 00	†7.00
Blue annealed, No. 10—	‡4.25	‡3.90	‡3.55	†14.00	†7.00
Galvanized sheets, No. 28—	‡6.25	‡6.05	‡5.70	†11.00	†7.00
Tin plate, No. 100, box—	‡7.75	†7.35	‡7.00	†15.00	†7.00
Tabular products, 3½ points off card—	.....	.....	.....	.....	.....
Hoops, base—	‡3.50	‡3.30	‡3.05	†9.00	†5.00
Light rails—	‡3.00	‡2.70	‡2.45	†11.00	†5.00
Rails, standard, Bessemer—	*55.00	*55.00	*45.00	*10.00	*10.00
Rails, standard, O. H.—	*57.00	*57.00	*47.00	*10.00	*10.00
Ore—No change.					

*Gross tons. †Net tons. ‡100 pounds.

Basing points and differentials unchanged. Prices effective at once.

Boost Business

Confidence was unanimously expressed by both the steel manufacturers and members of the board that the temporary sacrifice of profits by the producers will be amply compensated by the resultant flow of pent-up business.

Judge E. H. Gary, of the United States Steel Corporation, in outlining the position of the steel industry towards the voluntary reduction of prices by the basic industries declared:

"After careful consideration and full discussion relating to cost of production and all other facts and circumstances relating to the iron and steel industry, representatives of the industry submitted to the Industrial Board of the Department of Commerce a schedule of proposed reduced prices of the principal iron and steel products, which, with modifications suggested by the board and accepted by the industry, has been approved by the board.

Objects Aimed At

"The objects to be secured are a revival and stabilization of business by establishing a reasonably low basis of prices which would be satisfactory to the consuming public, and yet so far as practicable would yield a moderate and reasonable return to the investors where they are entitled to it in the application of sound business principles, and at the same time would not disturb wage rates or interfere with wage agreements; and further, having determined upon prices which it is expected will not be reduced during this year, it is believed that the volume of business will be promptly increased, and that furnaces and mills will be operated at a largely increased capacity, thus giving employment to a correspondingly increased number of employees.

All Facts Scrutinized

"It has been necessary to ascertain and scrutinize all the facts and figures in order to prevent any injustice, and this has been the occasion for considerable discussion and some differences, but as a final result of the conferences which have taken place during the last two days and before, the committee appointed to represent the entire iron and steel industry joined in the report which was made to the Industrial Board.

Thinks It Just

"While in the opinion of some of the manufacturers the board has insisted upon some changes in the schedule submitted before approving the same, yet the Iron and Steel Committee are convinced that the members of the board have been governed solely with the intention of protecting and promoting the best interests of the public, the investors of capital and the employees, without discrimination, and that the action of the board has been wise and just.

The First Move

"The iron and steel industry was the first called upon by the board to meet the business situation and to lend its energies and assistance in bringing about readjustments and restoration of good business conditions and, therefore, was the first called upon to make the necessary sacrifice in profits; but those connected with the trade believe that as a result for the year as a whole they will be compensated, and that if other lines of industry show the same disposition, as they undoubtedly will, we may expect great business progress and prosperity in the near future."

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EDITORIAL COMMENT

STIMULATING BUSINESS

TO-MORROW'S dullness may be prevented by to-day's activity. This is especially true in the business world. Business prosperity ultimately depends upon the customer. A great many people all over the Dominion of Canada have been deprived of a great many things they would normally have purchased, by reason of the restricted production brought about by war conditions. At that time they were told, and it was quite true, that the patriotic thing to do was not to buy, not to consume materials that were urgently needed for winning the great struggle. Now, however, it is patriotic for people to start buying again just as rapidly as they can. Perhaps the very quickest and surest way to get people buying again is to put on a strong advertising campaign. Both manufacturers and retailers are interested in keeping business moving steadily. Advertising has time after time proved its value in creating a demand for products. It will, if given a chance, do the same thing now. The demand is in the country, but the buying desire of people has to be stimulated, more perhaps now than ever before, because the former cry—not to buy for patriotic reasons—has been thoroughly impressed in many people's minds. They are making old things do when they should have new. Take the case of stoves for instance. More stove repairs were made in the past season than in many years before. Many of these stoves are, even with the repairs that have been put on them, not giving anything like the service to their owners that a new one would. They are perhaps consuming more fuel than the new styles. Many of them are not built for using either wood, coal or gas like the new models. Owing to the conditions that prevailed a year ago, and that might easily have prevailed again during the past winter had long stormy periods tied up the railways, this matter of being able to burn any kind of fuel available is an important one. These are points that the people need to be told about. New stoves may save them real money and a good deal of inconvenience.

If the retailers go after the stove business and let the people know about all the new features, through advertising, window displays and salesmanship in their stores they can turn over a lot of merchandise. They have some real talking points in the new styles and the thing is to make the most of them. There is any amount of business to be had but it must be gone after. Perhaps no field at the present time offers wider opportunities than the sale of paints. More painting has been neglected in the past five years than ever before in the history of the country. This neglect is general from coast to coast. It is bad enough in the cities, but out in the rural districts, it is stated, it is many times worse. Hardwaremen are going after this opportunity and already there have been some splendid window displays and advertisements. This has brought results and the firms which took advantage of the fine weather to get their paint selling under way earliest are the ones which have done the most business. It is work of this kind that tells. Live retailers make live towns. They stir up a lot of business in a manner that not only wins dollars for them, but reputation for their stores. Lack of advertising is often responsible for lack of business and often an economy of a few dollars in this line is responsible for the loss of many dollars in profits.

RAVAGES OF FIRE

PROPERTY valued at more than $40,000 was destroyed in Ontario every day last year. The unfortunate thing in connection with this, aside from the tremendous loss involved, is that the great percentage of this damage was due to extreme carelessness and might easily have been prevented. Rubbish and fire are twin brothers. One of the most prolific causes of fires was matches, cigar stubs or cigarettes dropped carelessly into rubbish. You can help prevent fire by not allowing rubbish to accumulate. You can help stop Canada's enormous fire loss by using reasonable caution in the storing and handling of oils, gasoline, paints and other volatile liquids. Oily waste thrown anywhere makes a dangerous fire hazard. Statistics prove that one of the great causes of fires spreading is that the people who discover them waste valuable minutes in trying to fight them. Delays of this kind are dangerous and costly. Call the fire department first and then do what you can while they are coming. This may mean the saving of a whole store, perhaps a block of stores and maybe of human lives. The seriousness of Canada's fire losses is being brought home to business men and the public at large by those who

are working to reduce this enormous waste. It is pointed out that every single fire loss affects every individual as the loss has to be made good at the general expense of all. The insurance companies pay the merchants, the merchants allow in their charges for the premiums they have to pay and the consumer has to provide for this.

RETAILERS ARE HELPING

IT is predicted that the sales of war savings stamps will reach new records this year as a result of the plan that is being followed of enlisting the cooperation of retailers. There is perhaps no surer or quicker way of getting in direct touch with so many people as through the stores. The proprietors and their staffs have taken hold of the work and are lending every aid in helping it along. In the United States, where the sales of savings stamps have reached huge sums, the National Retail Dry Goods Association, with a membership of 700 department stores scattered in cities from coast to coast, has also pledged its support.

The Window Trimmers' Association, which is affiliated with practically all display and window advertising for retail stores throughout the country, has promised to do everything possible to make the campaign a success through the medium of window displays.

CAUSE FOR REJOICING

JUST one year ago German military power, then perhaps at its maximum strength, was launching its most terrible blow. The first news of the big Hun drive was beginning to come in and it was so filled with uncertainty that the anxiety of the Allied peoples was increased. All that was known was that town after town and position after position were being captured and that thousands of prisoners were being taken. The one note of confidence that stood out everywhere was the assurance of the Allied leaders that they were not only holding an unbroken line, but were confident that they would hold it. For three solid months the suspense was the greatest in all the months of the war and then the tide turned. There is every cause for rejoicing and thankfulness, as it is impossible to imagine what the situation would be now if the peace table were reversed and the Kaiser and his Prussians were dictating peace instead of the Allies.

OUT OF HUN CONTROL

A REPORT just issued by the Alien Property Custodian shows that the grip of Germany on the American metal industry has been broken, if not entirely wiped not. The report states that all the metal concerns in the United States that were controlled by Germany have been disbanded or Americanized.

WHAT OTHER EDITORS SAY

THE claim is made that the steel industry is standing in the way of a general readjustment in business. The steel trade's rejoinder is that lower prices for steel would not result in greater demand, hence there would be no greater activity. They would point to the record of the past, that steel prices have always been reduced to a very low level before a general demand developed, and that the buying movement always fell weeks if not months after the time of the bottom in prices being reached.

On this subject there is room for a difference of opinion. The steel producers may insist that they called the turn just right, reducing prices just at the time needed to encourage the buying movement that had just become ready to develop, but the critics may ask what proof the steel producers can furnish that if they had gone down to bottom three months or six months sooner the buying movement would not have developed so much sooner.—*The American Metal Market.*

* * *

THE manager of a stove company remarked recently that one of his salesmen encountered a dealer who refused to buy stoves because he had six left from last year. A discreet investigation developed the fact that no use had been made of the manufacturers' selling helps. Cleverly illustrated and written booklets bearing the dealer's imprint were gathering dust on the back of one of the stoves. Several weddings had occurred in the families of his customers. With one exception, all the newly married couples bought stoves from other dealers in the town. The other dealers advertised their stoves and made liberal use of the manufacturers' selling helps. They kept their stock of stoves bright and clean and displayed them to the best advantage. The dealer who had the six stoves left from last year never made any special effort to sell them. The fact is that he is not a merchant. He is merely a store keeper. He is intellectually lazy. He does not read books on merchandising or trade journals. He has never concentrated his mind upon a selling campaign. He waits for customers to come to him instead of going after them through the medium of newspaper advertising, circulars, and personal solicitation. No wonder he has six stoves left from last year! —*American Artisan and Hardware Record.*

* * *

THE question which is uppermost in the minds of our manufacturers to-day is, we venture to say, Government control of trade. The Government is apparently very much disinclined to take its tentacles off trade and the result is that its red tape is wound round and round the whole machinery of import and export trades, with the result that on the import side we are paying far too much for what we consume, while on the export trade, which it is urgently necessary should be stimulated to the greatest possible extent in order to provide funds for meeting heavy indebtedness, is practically paralyzed, with results which are plainly shown by the statistics furnished by the Board of Trade. Our primary and immediate duty is to see to it that our commerce is released from these obnoxious fetters. Isolated agitation is evidently of little avail. The captains of industry and commerce must marshal their forces and make their power felt without delay. The present Government, so far as it has given any indication, is largely governed by a policy of expediency, and public opinion is the only force that can bring them to a sense of their obligations to the public interests they are supposed to serve.—*The Irish Ironmonger.*

* * *

THE real foundation of prosperity is hard and intelligent work. The precise prices paid for labor and commodities are much less important in the long run. The country cannot prosper with a get-rich-quick idea as the prevalent one. It must have the work-hard-and-intelligently idea.—*The American Metal Market.*

EVENTS IN THE TRADE

Business Changes

Ochre River, Manitoba.—H. Stevens, hardware, is succeeded by Stevens and Good.

Ituna, Sask.—Corson, Morrison and Watson, hardware, have sold to Siekierski, Zaclworny and Zahorski.

Elmwood, Ont.—A. P. Reuber, Elmwood, Ont., has disposed of his hardware business to Charles Emke.

Highgate, Ont.—N. Littlejohns of Orford, Ont., has purchased the hardware business of the late George L. Gillies.

Obituary

The death occurred at Belle River, Ont., of Noah Parent, hardware merchant.

The death occurred at Penetanguishene of Charles McGibbon, of the McGibbon Lumber Co.

George W. Cole, president of the firm of Geo. W. Cole, Ltd., manufacturers of straw specialties, died at his home in Toronto.

James A. Cline, a former resident of Seaforth and for many years in the hardware and furniture manufacturing business at Wingham, died in Toronto. Before removing to Toronto, where he lived retired, he was engaged in manufacturing at Guelph, Ont.

The death occurred at St. Thomas, Ont., of Joseph Lewis, aged 63, president of the Elgin Handle Company. For a great many years he was timber buyer for the J. H. Still Manufacturing Company.

Fire Losses

Hartman Bros. hardware, and the Midland Iron and Steel Co., Ltd., sustained losses in a fire at Midland, Ont.

Fire in the wire and brush works of Albert S. Ulley, Montreal, caused a loss of $2,000.

New Firms

Fitzgerald and Kent have opened a hardware store on King street east, Hamilton, Ont.

Personal

Raymond H. Young has been appointed advertising manager of the Stanley Works, New Britain, Conn.

Major Donald S. Fisher of the Enterprise Foundry Co., Sackville, N.B., is leaving shortly on a western tour which will include points from Winnipeg to was a Montreal visitor. Vancouver. Major Fisher went to France in August, 1914, with the 1st Division after joining the Royal Canadian Dragoons.

W. H. Lamont, of H. S. Howland, Sons & Co., Limited, has returned after spending several weeks in New York and Atlantic City.

W. Dunlop Stewart has returned from France after being on overseas service for two years and is resuming his duties with Wm. B. Stewart & Sons of Toronto, sales agents for the Hamilton Cotton Co., Ltd.

Trade Notes

The Superior Roofing Company has been registered at Montreal.

Cronin and Thompson succeed Frank Cronin, implement dealer, Woodstock, Ont.

The M. Philbin Hardware Co. has been registered at Montreal by H. St. Leger Philbin.

The Manville Asbestos Co., Ltd., has been succeeded by the Canadian H. W. Manville Co., Ltd.

The Renfrew Machinery Co., Ltd., Renfrew, Ont., manufacturers of cream separators, etc., has been succeeded by M. J. O'Brien, Ltd.

The Standard Iron and Metal Co. of Montreal has been dissolved but the business will be continued on the same lines by A. Latt.

La Compagnie des Products de Cement du Canada, manufacturers of artificial stone and building materials, has been registered at Quebec.

The McMurtry Hardware Company's branch store at St. Thomas, Ont., has closed, and the stock is being moved to the main store at Galt.

Marshall Ecclestone, hardware and furniture, Timmins, Ont., has purchased a warehouse building, which will be remodelled and converted into an automobile display show room.

William Richardson, tinsmith, Dutton, Ont., was terribly burned when a gasoline torch he was using exploded and ignited his clothing. The accident occurred, it is stated, while he was adjusting the valve and some of the gasoline leaked out. His condition is reported as serious.

Montreal News

Norman Labeile, of C. Labelle, Three Rivers, was in Montreal this week.

E. Julien, of Baie Shawinigan, Quebec,

J. Ernest Bureau, of Richardson and Bureau, manufacturers' agents, Montreal, is spending a couple of weeks in the Maritime Provinces calling on the trade.

W. J. Oiphant, with the Ritchey Supply Co., Toronto, was in Montreal this week.

George Henderson, president of Brandram-Henderson Ltd., Montreal, was in New York this week.

Regina Notes

I. Stern, of I. Stern and Co., Montreal, was in the city this week.

C. A. Foster demonstrated stoves in the city this week for a Detroit firm.

Mr. Brown, representing A. MacFarlane, Montreal, was in the city this week.

Peart Bros.' Hardware Co., Ltd., have moved into their new store, 1856 Scarth St.

Frederic Saur, manufacturers' agent, Calgary, called on the hardware firms this week.

J. Chambers, representing Reckitt's (Oversea) Limited, England, was in the city this week.

W. R. Herbert, sales manager for the British American Paint Co., Ltd., visited Regina firms this week.

Maritime News

W. S. Fisher, of Emerson & Fisher, Ltd., St. John, has left for Asheville, North Carolina, where he will spend six weeks.

W. A. Maclauchlan, of St. John, has returned from Montreal, where he spent several weeks on account of the serious illness of his son, Major R. F. Maclauchlan, who was suffering from a relapse from wounds received in France.

At the annual meeting of the Rogers Hardware Company, Limited, of Charlottetown, P.E.I., plans for the erection of a factory for the manufacture of an article of which they are large importers, were considered, but decision was postponed. Reports presented showed a large increase in sales over the previous year, the total increase since their reorganization in 1911 having reached $150,000. Directors and officers elected were: G. J. Rogers, president; Judge A. A. McDonald, vice-president; and John M. Gillis, secretary-treasurer.

Incorporations

Anglo Canadian Metals, Limited, capital $40,000, head office, Toronto, plans to manufacture and deal in metals, metal products and machinery.

A. M. Castle Engineering Company, Limited, head office, Toronto, capital $275,000, plans to manufacture and deal in gas, oil, steam and electric engines and in power plants.

The Hoag Oil Engine Company, Limited, capital $100,000, head office, Brantford, Ont., plans to take over as a going concern the firm of H. P. Hoag & Co.

Lynch Auto Sales Company, Limited, capital $40,000, head office Sault Ste Marie, plans to deal in motor vehicles, accessories and supplies.

Harding Bros. of Canada, Limited, capital $40,000, head office, Toronto, plans to deal in time recorders, watchmakers' and other lathes.

Canadian Collapsible Rim Company of Canada, Limited, capital, $500,000, head office Windsor, Ont., plans to manufacture and deal in automobiles, bicycles, boats, and motorcycles and accessories thereto.

Renfrew Electric Products Limited, capital $500,000, head office, Renfrew, Ont., plans to take over as a going concern the business of the Renfrew Electric Manufacturing Company Limited.

Montreal Portland Cement Company, Limited, capital $2,000,000, head office, Montreal, plans to manufacture and deal in cement products and artificial stone.

The National Safety Oil Burner Company, Limited, head office, Toronto, capital $40,000, plans to manufacture and deal in oil burners, oil filters, stoves and furnaces.

The Mitchell Holland Company, Limited, capital $1,000,000, head office, Montreal, plans to manufacture and deal in hardware, paints, building materials and electric fixtures.

Grimsby Steel Furniture Company, Limited, capital $60,000, head office Grimsby, Ontario, plans to manufacture and deal in steel furniture.

H. H. Robertson Co., Ltd., capital $200,000, head office, Sarnia, Ont., plans to manufacture and deal in steel, iron, metal, asphaltum asbestos and products thereof.

ASBESTOS COMPANY DISPUTE IN COURT

An action is in progress in the Montreal courts against the directors of the Jacobs Asbestos Mining Company of Thetford, Quebec. The same is preferred by Sir Mortimer Davis and asks that the court order the defendant company to hold back a ten per cent. dividend payment, pending a financial examination of the company's position. Arguments of the plaintiff through legal representatives were to the effect that the defendant company was not in a position to proceed with the dispersal of the dividend proposed and action in the matter was therefore ordered to be withheld pending a fuller investigation.

Daylight Saving Endorsed By Retail Merchants of St. John, N.B.

A BUSY and successful year was reflected in the reports submitted at the annual meeting of the annual meeting of the St. John, N.B., branch of the Retail Merchants' Association, and the interest displayed gives promise of results at least as satisfactory for the coming year.

In his annual report the secretary, T. F. Drummie, showed that every branch of the association's undertakings had been most successful and that a large increase in membership had taken place during the year. He urged the executive to take a more active part in the public affairs of a nature beneficial to the community generally, as well as to the merchants in particular.



F. B. SMITH

Of the Smith Hardware, Belleville, Ont., who, as stated in HARDWARE AND METAL *of February 22, was elected a member of the Executive Committee of the Retail Hardware Association of Ontario at the meeting in Hamilton.*

The secretary of the dollar day committee reported that two dollar days had been held, on February 21 and August 21, and that both had been highly successful.

The report of the treasurer, M. E. Grass, showed the finances of the association to be in satisfactory condition.

The provincial secretary, Miss F. P. Alward, reported that all the larger firms in the city are taking an active interest in the work of the association and are co-operating heartily with the provincial branch.

The association went on record in favor of the holding of a peace carnival in St. John during the summer or fall months.

Favor Daylight Saving

A resolution in favor of daylight saving, copies of which were ordered sent to Sir Thomas White, the city's Federal representatives and to the secretary of the Dominion Association, was passed, as follows:

Resolved, that inasmuch as daylight saving has proved itself of great advantage to the business community, enabling employees of stores and other workers to have the benefit during the summer months of some 180 hours of free daylight for recreation—equalling eighteen full days of ten hours each added to their holidays and at no cost to anyone;

Therefore resolved, that the Retail Merchants' Association, St. John branch, endorse the continuing of the daylight saving movement and hereby petition our Government to so enact for the year, 1919.

The New Officers

Officers elected for the year 1919 were as follows: Honorary president, A. O. Skinner; president, F. W. Daniel; first vice-president, A. N. McLean; second vice-president, S. E. Fisher; third vice-president, J. H. Vaughan; treasurer, M. E. Grass; secretary, T. F. Drummie; advisory board, G. M. Ross, H. Mont Jones, D. J. Barrett, J. H. Marr, K. D. Spear, William Hawker, Harry Warwick, C. H. Smyth, S. E. White, J. A. McKay, F. A. Dykeman, T. A. Armour, A. A. McIntyre, S. C. Young, H. W. Rising, R. E. Wark, W. E. Ward, I. Chester Brown, B. R. Macaulay, H. H. Scovil, S. C. Webb, S. S. Francis, G. W. Morrell and G. C. Emerson.

Railways' Cash Plan May Go Into Discard

While no official statement has as yet been made by the Canadian Railway War Board, it is unofficially stated that the proposal of the railways to demand cash from shippers after June 1 has died a natural death. Nominally, the proposition has been left over until June 1 so as to give shippers a chance to make the necessary arrangements with bond houses to furnish the bonds required. It is stated to HARDWARE AND METAL, however, that the present plan is to allow the proposal to be forgotten. Circular 97, which was to have become effective on March 1, roused such a storm of protest that the measure was laid over. Manufacturers declare that they will never agree to the demand of furnishing a bond. They do not mind settling their freight bills in cash, but they declare there is no logical reason why they should be asked by the Canadian Railway War Board, the railways or anybody else, to furnish a bond, as long as their credit is unquestioned. The Canadian Manufacturers' Association, through its Transportation Committee, is taking this matter up with the Board and will endeavor to have the procedure that is in effect at the present time continued.

Remove Restrictions On Hardware Lines

Advices have been received by G. T. Milne, Montreal, and F. W. Field, Toronto, British Trade Commissioners in Canada, that the following additions have been made to the list of goods which may be exported without license:

Fancy goods made of morocco and light leathers; iron and steel manufactures generally, except high speed steel and certain special articles; machinery of all kinds, except textile machinery and machinery wholly made of brass or copper; toys and dolls; games of all kinds.

Lists of export restrictions recently removed:

Binder twine, barrels and casks, boilers, chrome ore, chestnut extract cork, fuel economizers for boilers, goldbeaters' skin, gluestock, dry white lead, hide clippings, resins lead coated sheets, paraffin wax, pigskins, cast iron pipes, iron or steel wire, wire rope, quebracho extract, cast iron radiators, solid glucose, railway sleepers, or iron or steel railway springs, railway wheels, axles and tyres, railway constructional material except rails, silk, manufactures, spirits, except whiskey; terneplates, tinplates. Import prohibition relaxed on bacon, lard, hams, hardwood, the latter until January 1st. Import relaxations revoked, licenses will be now necessary, brooms, brushes, buttons, gloves of leather and fabric, gas mantles, vegetable tape, cotton piece goods.

Saskatchewan Stores Favor Early Closing

All retail stores at Moose Jaw, Saskatchewan, will likely close all the year round at 5.30 p.m. Out of one hundred merchants, ninety-three have signed a petition to this effect. Shorter hours for the staffs of all the stores are expected to become effective as soon as the council takes the necessary action upon a petition placed before it. The petition calls for an amendment of the city by-laws whereby all stores will open at 9 o'clock and close at 5.30, during every month in the year.

Early closing for six nights in the week is practically assured in Regina. Ten of the twenty trades sections reported almost unanimously in favor of the move. The report of the other ten, which will be available very shortly is expected to show an equally strong endorsement of the measure.

STEEL COMPANY LOSES BUYER

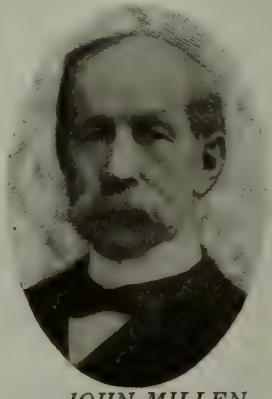
Richard A. Hogge, for several years buyer for the Steel Company of Canada, Montreal, died on Monday last of pneumonia at the age of 33. His loss is keenly regretted by those with whom he was associated in the offices of the Steel Company.

Mr. Hogge was born in Dumfries, Scotland. He started his business career with A. R. Brown, McFarlane and Company, iron and steel merchants, Glasgow, remained with them for two years, then he went to the Lanarkshire Steel Company of Motherwell, and was employed at their head office in Glasgow, becoming chief clerk.

He came to Canada in 1910, and was employed by Messrs. Hugh Russell and Sons, iron and steel merchants, until he entered the employ of the Steel Company of Canada, January 1, 1912, as clerk in the works' office, eventually becoming the company's purchasing agent, which position he held at the time of his death.

John Millen Dies Following Operation

After a very brief illness of about a week, John Millen, president of John Millen & Sons, Limited, 323 St. James Street West, Montreal, died in the



JOHN MILLEN

President of John Millen and Sons, Limited whose death occurred at Montreal.

Montreal General Hospital on Tuesday of this week. The immediate cause of death was that of an operation, and to which Mr. Millen was not equal at his advanced age, of 76 years. In good health until recently, Mr. Millen was able to attend to his duties, and had only been away from his office about ten days. He was looking forward with interest to the fiftieth anniversary of the company, of which he was the founder and president, and which was to be suitably celebrated in May of the present year.

He entered the service of the firm of L. Blaiklock sixty years ago, but ten years later he started a general hardware business on his own account. The present company was incorporated in 1906, when it changed its character from retail to wholesale.

While not entering into public life, Mr. Millen displayed a special interest in certain phases of public welfare. As a Westmount citizen he was an active member of the Municipal Association and exhibited great enthusiam for the beautifying of the city.

Mr. Millen is survived by his widow, who was formerly Miss Annie Phillips; also by two sons, E. D. Millen, who is with the Grand Trunk Railway in Toronto, and J. Ernest Millen, managing director of John Millen & Sons, Limited.

Windsor Secures Two New Accessory Plants

The Windsor correspondent of HARDWARE AND METAL says:

"Establishment of the Canadian and British Empire branch of the Collapsible Rim Company in the Border Cities is now an assured fact, and arrangements are now pending, relative to the selection of a site whereon to erect a factory. Automobile rims and accessories will be manufactured and distributed throughout the British Empire from the local factory. The parent concern, a large industry, is located in Chicago.

Little time is being lost by the Auto Specialties Company, of St. Joe, Michigan, in establishment of its Canadian subsidiary, to be located on the balance of the Windsor industrial site. F. F. Davidson, architect of the company is in the Border Cities looking over the site preparatory to commencing building operations in the near future. Three large buildings will be erected within as many years, the total cost of construction and equipment approximating $400,000.

BRITISH STEEL COMBINE

Reports from Engand announce that Messrs. Baldwin, steel manufacturers, have acquired the undertaking of the British Steel Corporation, which was formed last October with a capital of $5,000,000. This corporation had acquired the Briton Ferry Works and a site of 305 acres, situated between the Swansea Docks and Neath River, on which blast furnaces and coke ovens, with a capacity of 20,000 tons of pig iron, are to be erected. It is estimated that when this amalgamation is completed the new corporation will have the largest productive capacity in Great Britain and one of the largest in Europe. Other negotiations are in progress for the extension of the Baldwin interests to the manufacturing side of the steel business. It is understood that Baldwins will make an issue of £1,000,000 of new preference shares.

Another recently announced amalgamation of steel interests was that of the Furness group and the Seaton Carew Iron & Steel Co., of Teeside. This is the second merger negotiated by the Furness Corporation this year, the firm of Cochrane & Co., of Middleborough, having been acquired a short time ago.

BURIED AT MONTREAL

The remains of the late George Drummond, president of Drummond, McCall and Co., Ltd., wholesale iron merchants, Montreal, who died while in London in February, were laid to rest in Montreal on Monday last. The funeral was one of the largest for some time, and many friends of long standing were in attendance, the various associations of which the late Mr. Drummond was a member being represented, and the floral tributes being numerous and fitting.

Many American Advertisers Are Adopting "Standards of Practise"

There are some interesting thoughts for business in "Standards of Practice," which many of the advertising clubs of the country have adopted. These standards are worth reading. For example, here they are as printed on the back of an application blank for membership in the Advertising Club of Los Angeles, each member of the club being required to subscribe to them when he joins:

"We pledge ourselves to remember that advertising is and should be, first of all, an exponent of the square deal, and that it is only when business men put the interest of the buying public first that they take the best advantage of their opportunities.

"We will not, at any time, knowingly do anything which will injuriously affect advertising, nor will we carelessly speak ill of any advertising medium.

"We will work together to the end of making all advertising more truthful, knowing it will then be more effective and of greater benefit to the buying public.

"We will exercise care, individually, at all times, to see that every advertisement with which we have anything to do shall measure up to the plain, simple truth. We stand firmly for constructive advertising and condemn, without reserve, all forms of destructive advertising.

"To each other we pledge patient service toward the upbuilding of advertising in this community.

"To all business men of this community we pledge co-operation toward the advancement of the community's business along sane and proper lines.

"To the public whom we as a club serve primarily, we pledge our best efforts to make advertising the servant of the people in the truest sense."

Says Canadian Bridge Company is Not Merging With Steel Corporation

PERSISTENT rumors have been current recently, relative to a merger of the interests identified with the Canadian Steel Corporation, Ojibway, and the Canadian Bridge Company of Walkerville, but these were dispelled by Willard Pope, vice-president of the latter concern, when he informed a representative of HARDWARE AND METAL that his firm would not be absorbed by the mammoth industry at Ojibway.

"The Canadian Bridge Company," he said, "will continue to run, as in the past, an independent corporation. All rumors to the contrary are absolutely without foundation."

The Walkerville concern is now completing the last of eight merchantmen for the United States Government. Construction was done at the Walkerville plant and the parts shipped to the Atlantic seaboard for assembling.

Canadian steel structural business is due for a great impetus during the present year, in the opinion of Mr. Pope.

Mr. Pope believes the recent action of the United States Industrial Board in fixing base prices for structural material for the year 1919, at approximately $7 per ton lower than now prevails will have a stimulating effect on Canadian business. Domestic steel structural work, he explains, has been suspended practically, since the outbreak of hostilities, and since their cessation, buyers have been holding off in anticipation of reduced prices. Realizing there will be no further drop, they will now proceed with necessary work that has accumulated in the meantime, he declares.

Consequently, the Canadian Bridge Company is preparing for a business expansion, and toward this end have brought back to the Border Cities, C. F. Porter, who was associated in an important capacity in the erection of the Quebec Bridge, as chief engineer of the company.

Retail Merchants Want Code Amended to Stop Guessing Contests

DISCUSSING the attitude of the Retail Merchants' Association and guessing contests, "The Retailer," published by the Saskatchewan and Alberta branches of the organization, says:

"The Saskatchewan Provincial Executive of the Retail Merchants' Association of Canada, Inc., is unalterably opposed to any scheme of the nature of the contest now being conducted by the Auto Contest Company, as a means of increasing business, and has already taken steps to see that the section of the Criminal Code of Canada dealing with such matters is amended so as to effectively put a stop to any such scheme in the future. The association considers such contests to be bad in principle and altogether a vicious form of advertising. We believe also that instead of having a beneficial effect on the business of the merchant concerned, it has rather the opposite effect and results in raising a suspicion in the minds of the purchasing public that if the merchant putting on such a contest can afford to give away an automobile and $500 or $1,000 in cash, he is pulling down more profit on the sale of his merchandise than he is entitled to. The cry has been raised that, "If I don't go in, my opposition will." Well, let him, if he chooses to do so; we presume each individual retailer is running his own bcsiness, and not allowing his opposition to run it for him. Moreover, if each individual retailer would absolutely refuse to have anything to do with any such affair as this until the promoters had secured the endorsement of their Retail Merchants' Association, it would not be long before the country was rid of them.

If any proposed scheme is considered legitimate, and can be shown that it will benefit the retailer and his customers as well, the Association will be glad to help it along and the endorsement of the Association will go a long way towards insuring its success; but if the scheme is not up to the mark no time will be lost in saying so, and ten chances to one the promoters will not waste their time and ours by approaching us for our endorsement. This simply comes down to an individual matter. Let every merchant absolutely refuse to consider any such proposition until the endorsement of the association has been secured. Simple, isn't it?—but effective—and that is what your association is for. Don't fall for it first, and then "holler" afterwards. Usually there is a mighty poor chance of recovering any of the money you have invested. Do business with legitimate concerns in a legitimate way.

DOMINION BOARD WILL MEET IN VANCOUVER NEXT YEAR

The aims of the Retail Merchants' Association were outlined by speakers from the various provinces at the banquet held Tuesday night.

The part played by the Dominion in the great struggle just concluded was touched upon, as was the question of a lower tariff by Mr. Coulson, of Regina.

A big excursion of the association will take place next September, when delegates will take a trip to Vancouver, where the next session of the Dominion board is to be held.

B. C. MANAGER FOR PAPER HOUSE DIES SUDDENLY

Vancouver, B.C., March 27—Special—E. A. Baker, British Columbia manager of the J. C. Wilson & Co., Ltd. wholesale paper distributors, died very suddenly. He was born in Cornwall, Ontario, sixty years ago and was one of the founders of the Baker-Leeson Co. in 1902, which later became the R. W. Leeson Co., then the Leeson, Dickie, Gross and Co., and later still became the Western Jobbers, Ltd. At one time Mr. Baker worked for Oppenheimer Bros. He has been a manager for Wilson Co. since 1904. He was thirty-second degree Mason, a prominent Oddfellow and a Presbyterian.

THE CLERKS DEPARTMENT

Did You Know That Walt Mason Formerly Worked in a Hardware Store?

Famous Humorist Wanted to "Sell Handsome Silverware to Stately Dames, But Was Kept Busy Carrying Kegs of Nails Upstairs"

"THERE might be few human failures in this beautiful world if every delegate could discover, early in life, just what he is cut out for, and govern himself accordingly, but the sidewalks are swarming with people who are doing the wrong thing, and don't know it, says Walt Mason in the "American Magazine."

Myriads of people are started wrong by their parents. The proud father surveys his bunch of children, and says: "Algernon Augustus will be a preacher; there always has been a clergyman in the family since the days of William the Corn Curer. Achilles Philologus must be a lawyer, for he already shows a tendency to grab everything in reach, and raises a rough-house if anything is taken from him. Arabella has decided musical talents, and I hope to live to see the day when she will play rings around Paderewski, or back Galli-Curci off the walk as a vocalist."

How It Worked Out

So the children are reared and educated accordingly, and in the fullness of time we see Algernon driving a dray, and Achilles impounding dogs for the municipality, and Arabella is a tight-rope walker in the circus. Meanwhile, after quitting their prearranged vocations, they have tried everything, and never found the thing they really could do.

There probably is some task fitted to every man, something of which he might make a glittering success; but unless he stumbles against the task accidentally, or it is revealed to him in a dream, he may never identify it. And so we have our mute, inglorious Miltons who are plying spades because they never chanced to get hold of lyres, and village Hampdens and Cromwells running shooting galleries or hot-dog joints.

Was 50 Years Old

I had lived half a century before I discovered that I could do one thing well enough to make life a success—and then another man discovered it for me. I had a talent for rhyming, and never valued it. I had the idea that I could write profound editorials, and draw pictures, and make two bales of hay grow where one grew before, and a lot of other things; but there were countless people who could do such work better than I could, and I groped around for years and years, trying to find some place where I really fitted, and always was a square peg in a round hole. And all the time I carried around the one little talent that might have provided me an igloo in Easy Street.

In Hardware Store

As a boy I worked in a woolen mill in Canada, and hated the work bitterly. I was convinced that people should quit wearing clothes, so that woolen mills might be abolished. Later I worked for a year or more in a hardware store. Every visions of a rapid rise to a partnership. I would marry the beautiful daughter of the chief partner and live happy ever after. with vassals and serfs at my side. But the dreams always fizzled out soon. I found the hardware business a bore. Instead of selling handsome silverware to stately dames, I was kept busy carrying kegs of nails upstairs. There were no laws governing working hours in those days, and a clerk began his duties at one o'clock in the morning and got through at midnight.

Wrote Poetry

In my breathing spells I wrote poetry and sent it to the local paper. The editor, J. B. Trayes—the paper was the Port Hope, Ontario, "Times"—stopped me one day and told me, in a kind, fatherly way, that in time I might make a passable writer if I would learn to spell and try to cultivate cordial relations with the English grammar. He pointed out that such expressions as "I seen" and "I have went" and "I hadn't ought" are not endorsed by the great masters of literature.

I felt so discouraged by his remarks that it was a long time before I submitted further elegies to editorial eyes.

Tries Farming

Then I went to New York State to revolutionize agriculture. I had an uncle there and he took me into his home and made me one of the family. I had the usual iridescent dreams of becoming a landed proprietor, handing out largesse to a worthy peasantry. But farming, even with the kindest of bosses, involves some hard work, and hard work never appealed to me. There were cows to milk in the morning, and beans to hoe all day. I found it imposible to carry a fan and parasol when hoeing beans, and the heat annoyed me greatly. My uncle soon saw that I was a liability rather than an asset, and set me down as a false alarm.

The World's Error

And this is an error that the world falls into every day in its judgment of men and boys. If Richard Roe fails at two or three things he is set down as an incompetent; whereas the truth probably is that he is a misfit who hasn't yet found the place where he belongs. They used to say that Patrick Henry was no account; they talked the same way about Ulysses S. Grant, and myriads of others.

And so I left my uncle's farm and journeyed westward in a desultory way. In Charleston, Illinois, I loaded a large grip with "novelties," including plush photograph frames, magnificent albums, and many things no sane people could have any use for, and visited the homes of the proletariat, trying to make sales. The women were polite, as a rule, and invited me in, and gossiped freely about the weather and the crops, but they wisely new job always looked charming until I got into it. Being imafinative, I had drew the line at buying any of my wares. One day, after I had walked about ninety miles, carrying my grip, which weighed three hundred pounds, the city marshal told me if he saw me peddling around any more he'd cast me into a loathsome dungeon. Agents had become such a nuisance that the town council had just framed an ordinance casting them into outer darkness. I've always had a friendly feeling for that officer for giving me a timely warning instead of leading me to the moldy straw.

Was Dead Broke

And so, in the course of time, I arrived in St. Louis without any retinue or unseemly pomp. I was dead broke, as usual, and took the first job that offered, which was kicking a job press in a big printing office. When I went to work I plainly saw myself the manager of the establishment in a brief time, and was convinced that I'd be elected mayor later on. The establishment did a lot of work for a tobacco firm, and one day this firm burst into song, sending in some rhymed copy celebrating a new brand of smoking tobacco.

Gave Him $2 For It

I was called in to read proof with the foreman, a fine fellow named Mack, and I casually remarked that the poetry must have been fashioned by the village blacksmith, for it was rotten stuff. I took a piece of paper and wrote out a version I thought better. Mack also thought it an improvement, and sent my verse around to the tobacco house. The manager there sent it back with his approval, and later gave me two dollars for doing the trick. This was the first money I ever received for verse. It revived my interest in the fine arts and belles lettres.

There was a weekly humorous paper edited by A. B. Cunningham, later of the Baltimore "News." I at once sent him some poetry, and he wrote and asked me to call at the office of his paper, the "Hornet." He was a big, jovial Southerner, and he explained that the "Hornet" wasn't a money-making concern, but he would pay me five dollars a week to make myself useful around the office. If the paper prospered, so would I. It seemed an obvious thing that the paper would prosper when I was connected with it, so I went to work there, and in the course of a few weeks the journal clasped its tired hands across its breast and curled up and died.

They All Died

I managed to hook on to several small papers after that, and they all died. When I joined them they might have the bloom of health in their cheeks, as it were, but they couldn't stand my blighting presence. They had a swift journey from the gilded saloon to the bier and the shroud. Oh, why, may I ask, should the spirit of mortal be proud?

This casualty list convinced me that I was a square peg in a round hole where journalism was concerned, and I travelled to Kansas, where, in the absence of any other employment, I again started in to place agriculture upon a higher plane. I was twenty years old and a chronic failure, so far. For a time I wrestled with mules at an average of fifteen dollars a month,

hating the work worse every day. Then, by a desperate effort I got into newspaper work again, this time on daily papers of rugged constitution, and they didn't die of it.

Was Book Agent

I was in and out of newspaper work for many years thereafter. Often I tried other occupations, still groping for the place where I'd really fit. In Omaha I became convinced that the mission of a book agent is ennobling and educational. I secured a sample copy of a valuable work entitled "Manual of Social Forms." It described all the finer curves of etiquette. It told how to eat soft boiled eggs without getting them on your whiskers, and how to back out of the throne-room, when presented at court, without falling over the furniture. I ascribe my queenly grace of movement, and majestic port, to my profound study of this admirable volume.

Got Out Quickly

I went up to Frank Ransom's office. Mr. Ransom was—and probably is—a distinguished lawyer of Omaha, and I had been introduced to him once when I was well clothed and prosperous, and remembered him as a genial man. So I selected him as my first victim. I found him seated at a desk, and when he looked up and saw me with a book about the size of a billiard table, he reared up to a height of eighteen feet, produced his watch, and said he'd give me just thirty seconds to reach the foot of the stairway. I made it in twenty-eight. He told me afterwards that he didn't recognize me; but the result probably would have been the same if he had, for he confessed to a shuddering dread of book agents.

Then I tried the residence districts and stuck to it three or four days without selling a book, when I concluded that I still was a square peg.

Out on the Farm

Farming has a peculiar fascination for people who have once indulged in it. When I am on a farm I detest every kind of work connected with it; but when I am at other work I hear the barnyard calling, calling me.

During the reign of Grover Cleveland I yielded to this urgent call once more, and established myself at Beatrice, Nebraska, where I bought a suburban home, and rented fifteen acres of land, and mixed up newspaper work and agriculture.

I wrote prose essays and stories, and sold them for what they would fetch, and also contributed a column to a local newspaper. The total income from my literary labors amounted to about fifteen dollars a week. I raised corn and hogs and thunder, and had settled down to harmless mediocrity and genteel poverty. I had my little talent as strong as ever, but didn't consider it of any worth.

A Great Contrast

At this time there lived in Beatrice a young man named George E. Haskell. He was a great contrast to myself. He knew just where he fitted, and had definite plans in life. He was operating a small creamery, and while he conducted his air-cooled churn he was dreaming dreams. But his dreams had some sense and purpose in them. The creamery business in the West then was a joke. There were cheap little creamery buildings all over the country, and they were forever going broke.

Mr. Haskell had the idea of organizing the creamery business on a sane basis, with a central plant for churning, and receiving stations for collecting the cream. Meanwhile, he wanted to get the farmers interested in dairying, and proposed to establish a monthly farm paper to spread the right kind of propaganda. He offered me the job of editing it, and I seized it with eagerness, although I knew less about cows than the cows knew about me. But I read bulletins and trade papers and stored my mind with much information.

The Dairy Business

So I began writing wise things about balanced rations and butterfat, and after a while convinced myself that at last I had found my true sphere. Dairying was the square hole adapted to the square peg. There's nothing more convincing than your own writings. Cows in those days were reasonably cheap, and I managed to buy nine or ten of them, and got stung in several instances. The man who goes shopping for cows should be able to judge the goods. People who sell cows have small regard for the truth, as a rule, and their affidavits are worthless.

I bought a large black cow from a man who had held many offices of trust and honor. When I started to lead the animal away he and his wife both wept, and said it was like parting from a beloved aunt. They put their arms around Bossy's neck, and made such a fuss that I felt guilty when I took her away. The cow really had an amiable disposition and an excellent moral character, but she was subject to fits, and sometimes when I'd be milking her she'd sit down in my lap and squash me against the side of the stall.

Accomplished Kicker

I had another cow, a Holstein, that must have taken boxing lessons with her feet. She was the most accomplished kicker I ever saw, and was always landing left hooks and other haymakers on my shirt bosom, until I learned to tie her legs together when milking her. I sold her to Kirk Griggs, a prominent ranchman, and he said he got along with her all right, as he milked her through a fence.

I fed my cows in strict accordance with the rules laid down by Hoyle and other authorities. Their rations were so nicely balanced that I used an apothecary's scale in preparing them. I wanted to publish the results in the farm paper for the guidance of other producers of butter-fat—but I didn't; they were too discouraging. This enterprise, like nearly everything I tried, was a dismal failure. My cows didn't produce enough to pay for the refreshments they consumed, and in the end I took them down to the creek and drowned them.

Was Enthusiastic

Meanwhile Mr. Haskell was making his dreams come true. Here was a man who had a passionate enthusiasm for his work. Everything connected with the creamery industry was of profound interest to him; a cow was more beautiful to him than a sunset; a load of alfalfa outclassed a rainbow. Not that he lacked artistic perception; but his whole heart was in his work and nothing but success was possible to him. He established his central creamery, and his receiving stations, and moved forward a bit every day, and in a few years he was at the head of the greatest creamery organization in the world.

Smiled No More

My painful experience with cows and balanced rations left me an embittered man who smiled no more; but after a year or two I recovered sufficiently to become interested in hogs. Many people were becoming beastly rich raising hogs, and if they could do it I surely could. So I fenced in several lots, and built the most fearful and wonderful hog house ever seen in the United States. They talk about it in Beatrice to this day. It had galleries and porches and all modern conveniences. People used to stop, as they drove by, to see my hogs sunning themselves on a balcony twenty feet from the ground. You see, I had studied the subject thoroughly, and found authorities agreed that most swine diseases were due to lack of exercise. So I made my hogs exercise. In order to get anywhere they had to traverse corridors, and climb stairways, and loop the loops, and perform on the horizontal bar.

A Heavy Loss

I had a beautiful bunch of porkers when fall came, and was arranging to sell them, and the money was to pay off an indebtednes sthat had been weighing me down a long time. One morning I went out with a bucket of swill, and found one of my largest hogs dead. Two or three others were sick. Then for days together I was busy burying my dead hogs. The whole bunch, with the exception of two or three runts, died the death. It is strange how the runts always hang on, when youth and beauty are being carried to the tomb.

I covered myself with sackcloth and ashes and established a lodge of orrow, and for weeks my wife handed me my victuals with a ten-foot pole, for it wasn't safe to approach me.

And all the time I had a little talent that might have made me independent of hogs.

And I was making futile use of my little tenpenny gift. People who needed poetry for any purpose called upon me. If a leading citizen met an untimely death, and somebody wanted to read an original poem at his grave, I wrote the poem, and was expected to consider myself honored when asked to do it.

His Reward

If a merchant prince contemplated a fire sale, and wished to have some unusual advertising, he asked me to write up the matter in Miltonian verse, and I did it, as a matter of course, and perhaps received a package of boneless codfish as a reward.

During political campaigns I was often called upon to sound a clarion note in verse, and I don't recall ever receiving anything for it, except an occasional asbestos cigar, of the kind candidates favor.

I held the talent cheaply, and, of course, others took it at my valuation.

After many vicissitudes, I drifted into Emporia, Kansas, and went to work for William Allen White's paper, the "Gazette." There I wrote editorials which I considered highly important if not epoch-making, and once a day I produced a little rhyme to fill a corner on the front page.

Got a Start

Mr. White had found me a derelict, at the threshold of old age, and he wanted to see me prosper. So he proposed to have some of my work syndicated. But he didn't choose the illuminating editorials. He saw possibilities in the rhymes; and when once they were syndicated and earning money for me, I took them seriously, and put the best work I could into them, for the first time in my life. Had it not been for meeting a man with more sense than I possessed I never would have seen any possibilities in the verses which have made me comfortable in my advancing years.

And I know there are myriads who could do something well, and convert indigence into prosperity, if they only could determine what that something is. Nature plans a man for something definite, and then fails to let him know what it is, and he goes groping, groping for the task he can perform and enjoy the performance.

There is no hamlet so small that it hasn't its misfits. At the crossroads you will find the preacher who should have been a painless dentist, and the schoolteacher who should have been a lion tamer, and the piano tuner who was meant to be a hayrake chauffeur.

The cities are swarming with the misfits, men and women who have been dumped into occupations they hate, and for which they are unsuited; but how is anybody to tell them where their true destiny lies, since they don't know themselves?

Ernest Clarke, commercial manager of the firm of Herbert Terry & Sons, Ltd., Redditch, England, manufacturers of metal springs and other light metal goods, is visiting Canada and getting in touch with a number of manufacturers.

Says Fire Chiefs Are Afraid to Enforce Laws Which Would Reduce Canada's Heavy Losses

Dominion Fire Commissioner Discusses Remedial Measures With the Members of the Canadian Credit Men's Association

SOME rather serious allegations were made by J. Grove Smith, of Ottawa, Dominion Fire Commissioner, at a meeting of the members of the Canadian Credit Men's Association.

In pointing out that seventy-five per cent. of the fire loss is caused by five per cent. of the fires, he made the statement that his department can, if given a free hand, reduce the huge fire wastage in Canada by fifty per cent. in three years.

"The million dollar fires are in million dollar buildings every time," he said. "Our campaign must be directed against the business men. It is no use teaching women and children to guard against fire. The woman who upsets a lamp in a cottage is not the party responsible for our huge losses. The great losses come in our business buildings, and they come because we are not concentrating our legislation. There are too many statutes and the result is a scattering of effort. No one is responsible.

Use Their Influence

"There are too many influential citizens among the business men who use their influence. Talk about a fire chief attempting to enforce fire laws. It is absurd when you stop to consider that so many of these appointments are made the way they are through political "pull," and that fifty per cent. of the officials who are supposed to enforce the laws are unable to do so because of influences that can bear upon them through lodges or politics. Permissive legislation has proven itself useless in dealing with this big matter. Investigating fires after they have occurred is useless. The thing to do is to prevent them. We must revise our methods and concentrate on this work. Ninety-nine per cent. of the cause of fires is fully realized by nine-tenths of the people. In several of the provinces the work to further fire prevention has not progressed because there have not been sufficient funds."

All Are Affected

Mr. Smith pointed out that every fire loss that occurs in Canada affects every individual from Halifax to Vancouver.

"Because it puts an indirect tax upon us all so that many do not realize, we bear it willingly," he said. "But the tax is there none the less. It is part and parcel of every commodity. Every loaf of bread for intsance is insured from the time the wheat is gathered on the prairie or field until it arrives on the consumer's table. Insurance is merely an indemnity. We should keep that in mind. It does not restore loss once it has occurred. Insurance cannot bring back the building or the stock that has vanished in smoke. Education in regard to fire prevention has been left too much to generalities. There have been a few items sent to the newspapers urging women and children to be careful with matches or telling men not to throw cigar stubs away carelessly, and all that sort of stuff. It is all right as far as it goes, but we are not getting anywhere by this work. We must get a bigger conception of the work. Since Confederation, no less than $350,000,000 worth of Canadian property has fallen a prey to the flames. When you add to this our expense for insurance, the cost of water supply systems, and the maintenance of fire departments, it means that it has cost us in the neighborhood of $900,000,000. The unfortunate thing about it all is that our losses are steadily increasing.

Huge Canadian Loss

"Canada, with a population of only eight and a half million people, has the highest per capita fire loss in the world; that is $4.25. We have been and are still careless of our wealth. We are squandering without any regard for the people of the future and their needs. Our enormous forest fire losses should teach us this lesson alone. The time has come when we must conserve. It is of vital importance to every one of us to stop these losses. The future of Canada depends to a large extent upon our industrial efforts. We are not by any means finished yet with commercial rivalry from Germany and Austria. There are other nations to consider also. Our manufacturers will have to compete against keen competition, and one of the drags upon their progress is this indirect tax on everything due to fire losses. It is our duty to-day to conserve and protect to the fullest extent the magnificent heritage Canada has. We have been doing just the opposite.

Applying Palliatives

"Instead of going directly to the root of the trouble we have been applying palliatives. We must go to the source of the trouble as quickly as possible. Teaching children in schools is good work; telling the women to be careful with matches is good work, but the big losses are in our business districts. From a community point of view, if a man's premises are a fire hazard the community should have sufficient interest in the matter to make him remove the menace by making improvements. We have legislation. There is Dominion law and Provincial law, and municipal statutes. No one is responsible, and we are getting nowhere. There is too much division of authority and the laws are not being enforced. In a broad sense all fires are local. They come right down to us as individuals every time. We have, I suppose, about 4,000 fire halls and departments in Canada. What we want is that these men should be sent out to prevent fires before they start. Splendid work can be done in this direction. These firemen should inspect and advise property owners and reduce to a minimum the possibilities of fires starting. It takes trained men to get the best results in this work, and the men who do it should be efficient."

Hits the Agents

Mr. Smith stated that there are between 20,000 and 30,000 fire insurance agents in Canada. He declared that they were not as a whole giving the public the service which was to be expected from the premiums paid.

"There are too many of them have side lines," he said, "or insurance is a side line with them. Street car conductors sell insurance, and any number of other individuals. Agents should be licensed on the basis of their qualifications.

"Canada has the heaviest per capita fire loss in the world and Ontario has the heaviest loss in Canada. We must do something. As matters stand now it is not sufficiently centralized to secure efficiency, and the local enforcement is affected by political or other influence. If given proper support our department can reduce Canada's fire losses in three years by fifty per cent. We must have some way of overcoming political or other influence. One way perhaps is to amend the criminal code so as to make it possible for any one who causes fires by negligence to be prosecuted in the proper courts. I do not think if we had this law that we would need to invoke it, but it would be there in case it were needed."

Mr. Arthur Hewitt, of the Ontario Fire Prevention Leauge, spoke of the fire waste in Ontario and also mentioned the Arson Trust in the United States. an organization which, it is stated, defrauds the insurance companies out of $8,000,000 yearly by deliberately-planned fires.

The insurance committee of the Credit Men's Association will discuss the fire prevention question shortly and recommendations will probably be made in line with some of Mr. Smith's suggestions.

HOW TO ARRIVE AT YOUR INCOME TAX

First take your income,
Add wife's income.
Divide by your eldest son's age,
Add your telephone number,
Subtract your auto license number,
Add electric light bill,
Divided by number of kilowatts,
Multiply by your father's age,
Add number of gold fillings in teeth,
Add your house number,
Subtract your wife's age (approximate).
Divide by number of aunts you have,
Add the number of uncles,
Subtract number of daughters,
Multiply by number of times
You have gone up in an airplane,
Subtract your best golf score;
Add a pinch of salt
And then go out and
Borrow the money and pay the tax.

WEEKLY HARDWARE MARKET REPORTS

STATEMENTS FROM BUYING CENTRES

THE MARKETS AT A GLANCE

THE markets this week have undergone many changes, and steel and iron goods are showing the effects of the new schedule which has gone into effect in the United States. Further price changes in several lines are expected at any time. In the trade the opinion seems general that with many lines of goods having reached as low prices as may be expected for some time, that there will be a stimulation of business.

The market for turpentine and linseed oil remains firm, and is expected to. In some quarters advances are predicted again, owing to the demands from overseas and conditions that prevail in regard to supplies of raw materials. Deliveries are being made for orders placed some time ago, and this is also creating activity. The outlook is for good business generally.

A decline in the price of wire nails took place this week, but cut nail prices show no change.

Many important reductions are noted in the prices of sheets.

New prices are named also for cast iron pipe and fittings.

Manufacturers state that as a result of conditions in the bristle market brush prices are going to be very firm.

Business in general shows a steady improvement and inquiries that are being received indicate that it is opening up nicely in a great many lines. Great building activity is anticipated.

MONTREAL MARKETS

MONTREAL, March 27. — Of greatest importance this week are the reductions made for wire nails, staples and various kinds of wire, iron and steel. These were rather anticipated following the reduction made in basic steel prices last week in the United States. Staples and barbed wire figure in the declines made, also poultry netting staples, while, as yet, cut nails are unchanged. Further reductions are also made in the prices on black and galvanized sheets, while washers are lower and also stove pipe dampers. Stove pipe wire is lower and lead is a shade easier.

Wrapping paper is up 25c per 100 pounds and mirrors of various kinds are also higher.

There is a fair amount of business and this will increase with improved roads. The feeling in the trade is continually better and a good season is anticipated.

Wrapping Paper Up; Mirrors Also

Montreal

WRAPPING PAPER, MIRRORS.—An advance in the price of Kraft wrapping paper has been made, the basis being increased 25c per 100 pounds to $10.75. Mirrors are up in price, too. Ordinary grade in size 8 by 10, with arched top, are quoted at $10.20 per doz.; 9 by 12, $12.25, and 10 by 17, $17.40. Louise design are selling as follows: 5 by 7, $2.75; 7 by 9, $3.85; 8 by 10, $4.55; 9 x 12, $5.70, and 10 by 14, $7. "Excel" 4 by 6 are quoted at $1.90; 5 by 7, $2.40; 6 by 9, $3.10; 7 by 9, $3.45; 8 by 10, $4.10; 9 by 12, $4.15, and 10 by 14, $6.40.

Washers; Dampers Are Lower

Montreal

DAMPERS, CAST WASHERS.—Prices for cast stove pipe dampers have been revised downward and the new prices per gross are as follows: 5 in., $13.50; 6 in., $15, and 7 in., $19.20. Cast washers are reduced to $5.75 per 100 pounds.

Stoves Are Steady; No Ware Changes

Montreal

STOVES AND WARES.—There is little interest in stoves and ranges as yet, although these will probably start to move soon. Wares have been fairly good sellers, and while there is no change on these as yet, the reductions made in steel prices last week will doubtless have some bearing ere long on the prices being quoted.

Wire Nails, Wire And Staples Down

Montreal

NAILS AND WIRE.—Declines have been effected here for wire nails. The base on standard is reduced to $4.75 per keg, while that for cut remains unchanged at $5.35. These may be reduced later. Bright wire staples are down to $5.10 per keg and galvanized to $5.85, while the price for 25-lb. boxes in each case is 50c per 100 pounds higher. Barbed wire is down to $5.30, and plain twist to $5.80 per 100 pounds. Galvanized coil spring wire No. 9 is quoted at $4.95 and No. 12 at $5.10. Plain galvanized wire is reduced to $4.90 for No. 9; $5.05 for No. 12, and $5.15 for No. 13. Plain bright wire is down to $5 base, and for annealed, oiled and coppered the base is the same. The discount on poultry netting staples is increased to 20 per cent. Stove pipe wire No. 18 is reduced to $8.25 per 100 pounds, and No. 19 to $8.75.

Rope Movement More Promising

Montreal

ROPE AND CORDAGE.—For the past ten days or two weeks there has been a better movement of rope, but there is still room for improvement. The market has steadied down somewhat and there are no further revisions this week, pure manila holding at 34c, British manila at 30c, and sisal at 27½c. The only change made in cordage is that of a revision to the old price for manila clothes lines which are advanced again from the price of $3.75 quoted last week to that of $4.25.

Better Movement Gasoline and Oil

Montreal

GASOLINE, COAL OIL.—A heavier movement of gasoline is noticeable, and there is likely to be more sale right along, the roads becoming better from day to day. Prices are steady and held still at 34c for motor grade, per Imperial gallon. Coal oil is steady and unchanged at 20c to 23c per gallon.

50c *and* 55c *Reduction On Iron and Steel*

Montreal

IRON AND STEEL. — Reductions ranging from 50c to 55c per 100 pounds are made in iron and steel. This follows the changes made last week in steel prices, and is in accord with the tendencies pointed out in HARDWARE AND METAL at that time. There is a fair movement and the new prices will probably accelerate demand, particularly as there are indications that these prices will continue to rule.

Common bar iron, per 100 lbs.	3 75
Refined iron, per 100 lbs.	4 75
Mild steel	3 75
Iron finish machinery steel	3 80
Norway iron	12 00
Single reeled machinery steel	5 50
Spring steel	5 50
Sleigh shoe steel	3 75
Tire steel	3 95
Toe calk steel, per 100 lbs.	4 65
Band steel	3 75
Harrow tooth steel	3 90
Mining tool steel, per lb.	**0 17½-0 19**
Black Diamond tool steel, per lb.	**0 18 -0 19**
Black Diamond cast steel, lb.	**0 22**

Both Kinds Sheets Reduced 25c

Montreal

SHEETS AND PLATES.—A reduction of 25c per 100 pounds is made in the basis of both black and galvanized sheets. This makes a fairly low price on the various grades and gauges, and there will doubtless be a larger movement in view of this and because of the better weather conditions that have arrived.

BLACK SHEETS—	**Per 100 lbs.**	
10 gauge	$6 00	$6 50
12 gauge	6 10	6 65
14 gauge	5 85	6 50
16 gauge	5 95	6 55
18-20 gauge	6 10	6 75
22-24 gauge	6 15	6 15
26 gauge	7 20	6 90
28 gauge	6 35	7 00
GALVANIZED SHEETS—		
10¾ oz.	....	$9 25
28 gauge	....	8 75
26 gauge	....	8 50
22 and 24 gauge	....	8 35
20 gauge	....	8 35
18 gauge	....	8 35
16 gauge	....	8 00

NOTE—These prices are for full bundles, an extra charge of 25c to 35c per 100 lbs. is made for broken lots.

Solders Reduced; Lead Sheets Held

Montreal

LEAD PRODUCTS.—The base prices for various solders are reduced this week and the reductions total about 2 to 2½c. Wire solder is also lower. Lead pipe and lead sheets are held unchanged. In a general sense there is some business sifting in all the while, but this, for the most part is confined to small and frequent orders.

Lead pipe, lb.	....	$0 12
Lead pipe (cut lengths)	....	0 13
Lead waste pipe, lb.	0 13	....
Lead traps and bends	**Net list.**	
Lead wool, lb.	....	0 14
Lead sheets, 3 to 3½ lbs., sq. ft., lb.	....	0 12
Lead sheets, 4 to 8 lbs., s. ft.	....	0 11
Cut sheets, ¾c lb. extra, and cut sheets to size, 1c. lb. extra.		
Solder, guaranteed, lb.	....	0 38
Solder, strictly, lb.	....	0 35
Solder, commercial, lb.	....	0 33
Solder, wiping, lb.	0 31	0 35
Solder wire (8 gauge)—		
40-60	....	0 36¾
45-55	....	0 39¾
50-50	....	0 42½
Zinc sheets, casks	....	0 17
Do., broken lots	....	0 18

Some Hope Seen In Old Material

Montreal

OLD MATERIAL.—As the season proceeds there is an apparent awakening of interest in old scrap. This, it should be said, is not decidedly manifest as yet, but there is a healthier condition than that prevailing all winter. Prices are without change to speak of, a few readjustments being made.

Dealers' Buying Prices—		
Pipe scrap, ton	8 50	9 00
Stove plate, ton	....	15 00
No. 2 busheling	....	5 00
Old rubbers, boots and shoes	0 06	0 06½
Overshoes, lumbermen's rubber boots	....	0 03½
Bicycle tires	....	0 03
Automobile tires	0 04	....
Yellow brass	....	0 08½
Red brass	0 12	0 12½
Light brass	0 06	0 07
Scrap zinc	....	0 04¾
Heavy copper	0 13	0 13½
Wrought iron, No. 1, per gr. ton	....	11 00
No. 1 machinery cast	....	18 00
Heavy melting steel	....	10 00

Tin Steadier; Lead Easier

Montreal

INGOT METALS.—The markets are decidedly slow and uninteresting. There are practically no changes, although some are quoting lead down a trifle. Tin is steadier.

COPPER.—While the movement is limited here the price basis is without change and this is still 19c.

TIN.—Cables from London indicate some greater strength there. The position here is steady and without change, basis being 60c.

LEAD.—While it is nominally unchanged some are selling lead in large lots on a favorable price basis, but there is a dearth of extensive business. The basis holds at 7c to 7½c.

ANTIMONY.—There is no change on this. It is stated that some of the larger operators across the line are taking on future business at a lower rate. Local price holds at 8c per pound.

SPELTER.—Little business is taken on and the price remains at 9c.

ALUMINUM.—Naturally there is not much demand for this. The basis is the same as last week with 40c per pound quoted.

PIG IRON.—$45 per ton continues to be the price here for this.

TORONTO MARKETS

TORONTO, March 27.—Lower prices in many lines of iron and steel products feature this week's quotations. The Canadian firms are meeting the new schedule of prices which were put into effect by the American steel magnates, even though in some cases it means disposing of stock that was purchased at high prices. Nail prices are lower, and a substantial reduction is announced in cast iron pipe and pipe fittings. While trade in some lines is reported quiet, it is opening up nicely in many others, and a noticeable improvement is reported. A great deal of activity in lines required by the building trades is anticipated. Reduced prices on flashlight batteries are now in effect.

Reduction Made in Flashlight Batteries

Toronto.

FLASHLIGHT BATTERIES. — The list prices on reliable flashlight batteries have been reduced to the following: No. 222, 40c; No. 322, 45c; No. 324, 50c; No. 422, 45c; No. 423, 50c; No. 442, 45c; No. 443, 60c; No. 445, $1.00; No. 452, 45c; No. 552, 45c.

The above list prices are subject to regular flashlight discount.

Sharp Revision in Cheaper Corn Brooms

Toronto.

CORN BROOMS.—As a result, it is stated, of price cutting in some quarters and a general easing up in the cost of raw materials, a sharp reduction has been made in the cheaper grades of corn brooms, which are now listed at $8.30 per dozen, as against former quotations of $9.35 per dozen. Prices in all the better grades remain firm. A fair volume of business is being handled.

Nail Prices Lower; Wire Also Reduced

Toronto.

NAILS, WIRE.—The price of nails again shows a decline, the present quotation for wire being $4.70 per hundred pounds base, and cut at $5.35 per hundred pounds base.

Wire is also down and the quotation for smooth steel wire is $5. Improvement in business is expected as a result of building activity.

Gasoline in Demand; No Change in Prices

Toronto.

OILS, GASOLINE.—Owing to the normal demands for gasoline being steadily increased by the quantities re-

quired for tractor purposes, trade in this commodity is very active. Price quotations show no variation from the former figure of 33 cents per gallon. A brisk demand is reported for machine oils. Coal oil prices are steady at from 19½ cents to 22½ cents per gallon, according to grade.

No Change in Stoves; Summer Lines Moving

Toronto.

STOVES, WARES. — The country trade is calling for shipments of oil stoves and ovens, and as a result there is considerable activity in these lines. A number of orders for gas and electric stoves are also being filled. Manufacturers without exception declare there is no prospect of any lower prices, owing to the wages that are being paid. There has been an improvement in the trade in all lines of wares and the outlook is regarded as satisfactory.

Revision of Prices in Iron and Steel

Toronto.

IRON AND STEEL.—A steady and rapid improvement in business is expected to follow the new prices for iron and steel. It is generally expected that the prices set this week will obtain for many months. The prices are as follows:

Common bar iron	$4 50	$4 75
Common bar steel	4 50	4 75
Refined iron	4 90	5 15
Angle base	4 75	5 00
Horseshoe iron	4 75	5 00
Tire steel	4 70	4 95
Mild steel	4 50	4 75
Norway iron	11 00	13 00
Toe caulk steel	5 40	5 65
Sleigh shoe steel	4 50	4 75
Band steel, No. 10	4 75	5 00
Do., No. 12	5 00	5 25
Spring steel	9 50	11 50
Mining drill steel	21 00	30 00
Sheet cast steel	0 42	0 45
Tool steel	0 22	0 30

Higher Prices Are Asked For Sheets

Toronto.

SHEETS, PLATES.—There is a decidedly firmer tendency in the prices of black sheets and slight increases are noted this week in a number of lines. The quotations are as follows:

BLACK SHEETS—	Per 100 lbs.	
10 gauge	$6 80	$7 50
12 gauge	6 50	6 75
14 gauge	6 00	6 25
16 gauge	6 00	6 25
18-20 gauge	....	6 50
22-24 gauge	....	6 55
26 gauge	....	6 60
28 gauge	....	6 70
3-16 inch plate	....	6 25
¼-inch boiler plate	....	5 80

Prices shown are for full cases. An extra charge of from 25c per 100 lbs. is made for less than case lots.

GALVANIZED SHEETS—		
10¾ oz.	$8 10	$8 50
U.S. 28	7 70	8 20
U.S. 26	7 40	7 90
22 and 24	7 25	7 75
18 and 20	7 10	7 60
16	6 95	7 45
14	....	6 80

Prices shown are for full cases. An extra charge of 25c per 100 lbs. is made for less than case lots.

Fair Demand For Corrugated Sheets

Toronto.

CORRUGATED SHEETS.—A steady improvement in the demand for corrugated sheets is reported. Many recent inquiries are being converted into orders and still other inquiries are coming in. Good weather from now on is expected to maintain the improvement that has already taken place. Prices are unchanged:

	Per 100 sq. ft.	
Corrugated Sheets—	Gal'zed	Painted
No. 28 gauge	$8 25	$7 00
No. 26 gauge	9 00	8 00
No. 24 gauge	13 50	10 00
No. 22 gauge	16 00	12 50
No. 20 gauge	19 00	16 00
No. 18 gauge	24 00	19 50

Discount, 7½ per cent.

On shipments of 300 lbs. and over, freight is allowed south and east of and including North Bay; also several western counties in Quebec Province. Places north and west of North Bay, the freight is equalized on North Bay. For Quebec and Maritime Provinces, freight is equalized on Montreal.

Cast Iron Pipe and Fittings Are Revised

Toronto.

CAST IRON PIPE, FITTINGS.—New quotations for cast iron pipe and fittings, effective immediately, are as follows: 4 inch cast iron pipe, medium and heavy, 25 per cent. off; 2, 3, 5 and 6 inch, medium and heavy, 20 per cent. off; 2 to 6 in. fittings, 35 per cent. off; 8 in. pipe and fittings, 15 per cent. off.

Firmer Prices For Brushes Expected

Toronto.

BRUSHES.—Brush makers who have been receiving new quotations on bristles, state that brush prices for the future will be very firm. Increasing export business will also be a factor in this direction, it is stated. High wages are another cause which manufacturers state will prevent prices coming down any for some considerable time.

Boiler Tubes and Wrought Pipe Steady

Toronto.

WROUGHT PIPE, BOILER TUBES. —No changes are reported in prices of wrought pipe and business is only fair. Boiler tube quotations are steady, and it is expected there will be no change for some time. Sales are showing improvement and prompt deliveries from the mills are being secured.

	Per 100 feet	
BOILER TUBES—	Seamless	Lapweld
1 inch	$28 00	$.....
1¼ inch	32 00	.....
1½ inch	35 00	28 00
1¾ inch	35 00	28 00
2 inch	40 00	28 00
2¼ inch	43 00	30 00
2½ inch	45 00	35 00
3 inch	52 00	40 00
3¼ inch	.....	47 00
3½ inch	62 00	48 00
4 inch	70 00	60 00

Many Inquiries For Lead Products

Toronto.

LEAD AND ZINC PRODUCTS.—Many inquiries which promise to develop into good business are reported. Prices on these lines are expected to remain firm.

Lead pipe, lb.	....	$0 12
Lead waste pipe, lb.	....	0 13
Lead traps and bends	....	Net list
Lead wool, lb.	..	0 14
Lead sheets, 4 to 6 lbs., sq. ft., in rolls, lb.	0 11	0 12½

Cut sheets ½ to ¾c lb. extra and cut sheets to size, 1c lb. extra.

Solder, guaranteed, lb.	$0 35	$0 37
Solder, strictly, lb.	0 33	0 37
Solder, commercial, lb.	0 30	0 36
Solder, wiping, lb.	0 29½	0 32½
Solder, wire, lb.	0 40	0 45½
Zinc sheets, per lb.	....	0 17

Business Stagnant For Scrap Materials

Toronto.

OLD MATERIALS.—Trade remains dull in all lines in connection with old materials. Little or no buying is taking place and there are no changes to be noted in quotations.

Dealers' Buying Prices—		
Tea lead	....	0 03
Heavy lead pipe	....	0 04
Pipe scrap	....	8 00
Stove plate, per ton	....	10 00
No. 2 busheling	....	8 00
Yellow brass	....	0 06
Red brass	....	0 08½
Light brass	....	0 05
Scrap zinc	....	0 05
Heavy copper	....	0 15
Wrought iron, No. 1, per gr. ton	....	15 00
No. 1 machinery cast	....	14 00
Heavy melting steel	....	9 00
Old rubbers, boots and shoes	0 06	0 06¼
Overshoes, lumbermen's rubber boots	....	0 04½
Bicycle tires	....	0 04½
Automobile tires	0 03½	0 04

No Changes Made in Wrought Iron Pipe

Toronto.

INGOT METALS.—Trade in these commodities is showing increased activity and even more activity is expected. Copper prices are inclined to be easier, but do not show any material change. Tin is expected to continue firm.

COPPER.—Business in copper promises to be steady, as the price situation now is such that buyers are more confident. Ample supplies are in hand and quotations are being made around 18 cents a pound.

TIN.—Tin prices remain firm, but are not expected to show any change before June 1. A fair volume of business is being done, the quotations being at 60 cents.

SPELTER.—Business in spelter is reported as quiet with prices ranging from 8¼ to 8½ cents per pound.

LEAD.—The outlook for increasing business is reported as good as numerous inquiries are coming to hand. The price is steady at 7½ cents a pound.

ALUMINUM.—Business in this line is quiet, with little reason to expect any immediate activity. Quotations are made at around 50 cents a pound.

ANTIMONY.—There is little demand in this line even at the lower prices of 8¼ to 8½ cents.

LONDON MARKETS

LONDON, Ont., March 27.—Business continues seasonably good. Paints oils, varnishes and other spring household lines are beginning to move rapidly. Most prices remain firm.

There is every indication of a real building boom in this city this year. Architects are very busy with plans, and many inquiries are coming in for materials.

Linseed Oil and Turps Are Higher

London, Ont.

OIL, TURPENTINE.—Linseed oil and turpentine are higher. Linseed oil is up 5c a gallon. The quotations are as follows: 1 to 2 bbls, raw, $1.72, boiled, $1.75 per gal.; 3 to 5 bbls., raw $1.71, boiled, $1.74; 6 to 9 bbls., raw, $1.69, boiled, $1.72, less bbls., add 10c per gal. Turpentine is up 4c a gallon. The new prices are: 1 bbl. lots, $1.07 Imp. gal.; 2 to 4 bbls., $1.06; 5 gal., $1.17 per gal.

PUTTY.—Standard 100 lb. drums, $6.75; 25 lb. drums, $7; pure, 100 lb. drums, $8.75; 25 lb., $9 per 100 pounds.

GLASS.—Single diamond, 25 per cent.; double, 25 per cent.; cut lights, 10 per cent.

Poultry Netting and Staples Are Lower

London, Ont.

STAPLES.—Galvanized poultry netting staples lower. The new prices are: 100 lb. kegs, $9.60 per 100 lbs.; 50 lb. boxes, $9.90; 25 lb. boxes, $10; 10 lb. boxes, $10.40.

Lower Prices For Sash Weights

London, Ont.

SASH WEIGHTS.—Prices for sash weights are lower. The new quotations are: Solid, 3 lbs. and larger, $3.25 per 100 pounds; sections, 1 lb., $4; ½ lbs., $4.50.

Razors Go Back To The Old Price

London, Ont.

RAZORS.—Gem Junior razors are back at the old price of $9 per dozen. Blades are quoted at forty cents a package.

Higher Prices For Wash Boards

London, Ont.

WASH BOARDS. — Quotations for wash boards are higher. The new prices are: Improved Globe, zinc, $5.15 per doz.; Diamond King, glass, $6.30 per doz.

Shellac Prices Are A Little Easier

London, Ont.

SHELLAC.—Prices are a little easier, the latest quotations are: Orange, 1 gals., $4.25; ½ gals. $4.35 per gal.; white, 1 gals., $4.75; ½ gals., $4.85 per gal.

No Changes Made in White Lead in Oil

London, Ont.

WHITE LEAD IN OIL.—There are no changes in the prices of white lead in oil. The quotations are: Pure, in ton lots, $16.30 per 100 pounds; less tons. $16.65; pure Elephant, $16.90; less tons, $17.25.

Prices of Rope Remain the Same

London, Ont.

ROPE.—No change has been made in the prices of rope this week. The figures are: Pure manila, 34c base; British manila, 30c; New Zealand hemp, 30c; sisal, 27½c.

Dust Mops and Polishes in Demand

London, Ont.

DUST MOPS, POLISHES.—There has been a good sale for dust mops and polishes. Prices are as follows: O'Cedar mops, No. 1 round oil, $12; No. 3, triangle oil, $12; No. 5, round dry, $12; No. 14, triangle dry, $12 per dozen. O'Cedar polish, 4-oz. bottles, $2; 12-oz., $4; 1 qt. tins, $10; ½ gal. tins, $16; 1 gal. tins, $24 per dozen.

Step Ladders and Curtain Stretchers

London, Ont.

STEP LADDERS.—Step ladders and curtain stretchers are quoted as follows: Shelf lock, 22c per foot; Ontario, 29c; curtain stretchers, No. 88 common, $19 per dozen; No. 5, with easel, $27.50; No. 22, loose pin, $33.50.



Geo. Matthew Adams
CAN GERMANY PUT THE GENIE BACK IN THE BOTTLE?
—From the Spokeman Review, Spokane

Screen Doors Are Now Being Shipped

London, Ont.

SCREEN DOORS.—Screen door and window orders are now being shipped. Following are the quotations: No. 1, grained only, $17.40 per dozen; No. 3, with brackets, grained, filled, and varnished, $28.40; No. 21, mission style, grained, filled and varnished, $26; No. 8, with panel, grained, filled, and varnished, $30.65; No. 9, with panel and oval, grained, filled and varnished, $36.90. Screen door spring hinges, No. 20, japanned, $19.50 per gross pairs; No. 7-11 loose pin, steel, $20.

New Prices For Spades and Shovels

London, Ont.

SPADES AND SHOVELS.—Spades and shovels are quoted at 25 per cent. off list. The net prices are figured at the above discount for polished goods. Other quotations are: Black Cat, $14.50 per dozen; Fox, $15.07; Olds, $15.07; Bull Dog, $17.31; Jones, $17.31. Black Cat scoop shovels, No. 2, $18 per dozen; No. 4, $18.50; No. 5, $18.75; No. 6, $19; No. 8, $19.50; No. 10, $20.

No Changes in Sap And Syrup Supplies

London, Ont.

SAP AND SYRUP SUPPLIES.—There have been fair sales in these lines during the week. Prices are as follows: Sap pails, straight, $22.50 per 100; flaring, $22.50. Sap spiles, Eureka, $13.50 per 100; sheet metal, tinned, $2.25; Warner, $3.50. Syrup cans, ½ gal., $15 per 100; 1 gal., $22.50; 2 gal., $40; 5 gal., $65.

Lawn Mowers Are Now Being Shipped

London, Ont.

LAWN MOWERS.—Lawn mowers are now being shipped at the following list prices, less 35 per cent: Daisy, 12 in., $8.25; 14 in., $9; 16 in., $9.70. Star, 14 in., $10.70; 16 in., $11.40. Woodyatt, 14 in., $11.80; 16 in., $12.50; 18 in., $13.20; 20 in., $13.90. Empress, 14 in., $15.25; 16 in., $16; 18 in., $16.65; 20 in., $17.35 each.

Sporting Rifles Are Unchanged

London, Ont.

SPORTING RIFLES. — Winchester sporting rifles and shot guns are now coming in. There is no change from the former price list plus 7½ per cent.

Higher Prices For Johnson's Floor Wax

London, Ont.

FLOOR WAX.—A higher quotation for Johnson's floor wax is now in effect, the new price being 63 cents a pound. Screen wire cloth, painted black, is quoted at: 100 ft. roll, $3.25 per 100 sq. ft; 50 ft. rolls, $3.30; bronze, 14c per sq. ft.

WINNIPEG MARKETS

WINNIPEG, March 27.—Market conditions during the past week show very few changes, and fairly firm markets are expected for some time on shelf hardware, while heavy goods will be governed entirely by prices to be fixed in the near future by the United States Government, which is now discussing costs with the heads of all the American mills. Price changes during the week show revisions in the following lines: Boiler tubes, cotton rope, pure manila, African hemp and British manila rope, and galvanized iron sheets.

Business is reported fairly brisk, shipments of sporting goods, etc., moving freely.

Prices of Hinges Remaining Firm

Winnipeg.

CORRUGATED STRAP HINGES.—With the opening up of spring business and the building trade good, sales are looked for on hinges, prices of which hold firm at the following figures: Light T and strap hinges 15 per cent. off list. Corrugated strap hinges, No. 4, $1.60; No. 5, $2.20; No. 6, $3.00; No. 8, $4.75; No. 10, $7.00; No. 12, $10.80 per dozen. Corrugated strap hinges, No. 4, $2.00; No. 5, $2.50; No. 6, $3.40; No. 8, $5.70; No. 10, $8.50; No. 12, $12.00.

Revised Discounts On Boiler Tubes

Winnipeg.

BOILER TUBES.—A further change in the price of boiler tubes is reported during the week based on revised factory discounts received from manufacturers, which make to-day's selling prices f.o.b. Winnipeg as follows: 1½ in., 28c per foot; 2 in., 28c; 2¼ in., 30c; 2½ in., 35c; 3 in., 40c; 4 in., 60c.

Cotton Rope Shows Five Cent Decline

Winnipeg.

CORDAGE.—Cotton rope prices show a decline in price of 5c per pound during the week, based on new lists received from the manufacturers, and even further reductions would not come as a surprise. To-day's ruling prices are quoted herewith: Cotton rope, 3-16 in., 67c per pound; ¼ in. and larger, 66c per pound. Rope markets in general have been very erratic for some time past, prices at the first of the year showed a heavy decline, but later advanced to almost the same high levels, while this week prices on pure manila, British manila and African hemp rope register declines of from 3c to 3¾c per pound, sisal and lash yarn remaining firm at former levels. To-day's ruling prices on all lines are quoted herewith: Pure manila rope, 35¼c base; British manila, 31¼c; African hemp, 31¼c; sisal, 28¼; lath yarn, 28¼c.

Linseed Oil Shows No Change

Winnipeg.

LINSEED OIL.—Prices on linseed oil continue firm on the local market, no change being recorded during the week, while shipments are reported as improved with the anticipation of an early spring opening. To-day's markets are confirmed herewith: Raw linseed oil, $1.85 per gallon; boiled, $1.88 per gallon.

Shoe Wax Prices Are Much Higher

Winnipeg.

SHOE WAX.—Based on new costs of recent shipments of shoe wax in 1-oz. balls, prices have been revised, manufacturers' prices in the States showing advances of from 40 to 50 per cent. over former quotations, and new price effective to-day is $1.60 per 100 balls.

Turpentine Prices Remaining Steady

Winnipeg.

TURPENTINE.—Although turpentine prices show some slight fluctuations on the Eastern market, Winnipeg prices continue firm at former figures, with about the usual demand. Stocks are reported sufficient to take care of all spring business. Prices are confirmed as follows: Barrels, $1.25 per gal.; ½ barrels, $1.28; 5-gal. lots, $1.30 gal.; 1-gal. lots, $1.30 gal., plus the usual extras for containers.

Galvanized Sheets Are Down 25 Cents

Winnipeg.

SHEETS.—Galvanized iron prices which have been steadily declining for some time past, again show a reduction of 25c per 100 pounds, based on latest mill quotations, while black iron sheets hold firm at former prices. To-day's ruling prices are given herewith on both lines:

Sheets—	Black	Galv'd
10¾	....	$9 75
28	8 00	9 35
26	7 90	9 05
24	7 85	8 90
22	7 85	8 90
20	7 80	8 75
18	7 80	8 75
16	7 25	8 60
14	7 15	....
12	7 10	....
10	7 05	....

No Changes Made in Wrought Iron Pipe

Winnipeg.

WROUGHT IRON PIPE.—Wrought iron pipe prices continue firm as last quoted, and show no signs of any immediate change. Stocks are reported fairly well assorted, with the usual spring demand. To-day's market prices are confirmed as follows:

Wrought Iron Pipe—	Black	Galvanized
¼	$ 5 40	$ 7 74
⅜	5 50	7 88
½	7 38	9 10
¾	9 32	11 60
1	13 77	17 20
1¼	18 63	23 22
1½	22 28	27 77
2	30 00	37 40
2½	48 10	59 80
3	63 87	78 20
3½	81 80	100 80
4	96 90	119 30
4½	113 00	140 40
5	131 40	153 80
6	171 00	212 40
7	250 20	.....
8L	262 80	.....
9	362 70	.....
10L	336 60	.....

PITTSBURG MARKETS

PITTSBURGH, Pa., March 27.—The much heralded reduction in iron and steel prices has occurred, and proves to be more or less of a farce, particularly in unfinished and finished steel products. The action is approximately what nearly everyone was saying, in advance, should not be taken. It was generally said among producers, while the preliminary discussion was on, that either prices should not be reduced at all or they should be reduced radically. A small reduction, it was held, would do no particular good and would involve a loss to producers in that they would have to adjust prices on business already on books, in finished steel products at least. While a corresponding adjustment would have to be made if there were a large reduction, there would be a compensating advantage in that consumption would be stimulated.

Nearly everyone in the trade who expresses himself has voiced decided dissatisfaction with last week's price revision and it will naturally be asked why the industry did something of which it does not approve. The explanation appears to be that there were two contingents in the general committee that decided this matter, the one holding that there should be no price reduction at this

time, the other that there should be a large reduction, and a sort of compromise was reached, satisfying no one. Of course, after there had been so much talk it was necessary that there should be some reduction. The industry could not square itself with the Industrial Board without doing something, when at the general meeting of the industry there had been a unanimous vote in favor of co-operating with the Industrial Board. Nor could the producers square themselves with the buying trade, which had come to expect price reductions by April 1 as a certainty. The mills and furnaces would have been unable to adhere to the old prices and indiscriminate cutting would have resulted, perhaps winding up with an entirely disorganized market.

The arrangement concluded really represents the maintenance of prices rather than their reduction, and the support of the Industrial Board to the procedure is obtained, with likewise, apparently, the promise of the Department of Justice that it will not interfere. The "Gary dinner" movement of 11 years ago was decided afterwards to have been in contravention of the Sherman law against conspiracies in restraint of trade. Now the Sherman law has virtually been suspended in favor of the present operation, and instead of the Industrial Board seeking further reductions it has made an official statement that it "believes that a level has been created below which the public should not expect to buy during the current year." Inasmuch, however, as the new steel prices are only 14 per cent. below the Government prices during the war, but are 81 per cent. above the average prices that obtained during the ten years before the war, 1904 to 1913 inclusive, the buying public will expect what its judgment suggests rather than what the Industrial Board now suggests.

Reductions in Detail

The official agreement between the iron and steel industry's committee and the Industrial Board was that basic pig iron should be reduced $4.25 per ton, from $30 to $25.75, this being f.o.b. furnace in most cases. The industry has interpreted this to cover a $4.25 reduction on all pig iron, retaining all the differentials, basing points, etc., that were created during the war-time control. Thus the Eastern Pennsylvania furnaces, which last September were given a Pittsburgh basis, but of late have been disposed to get back to quoting f.o.b. furnace, now return to the Pittsburgh basing. The Birmingham furnaces appear disposed to insist upon the new prices at Birmingham, instead of quoting below the general basis as they had to do in the past in order to reach northern markets. The only question is how long the furnaces can maintain differentials and practices that are contrary to the practices developed under competitive conditions during all the time before the war.

Unfinished steel products are reduced uniformly $5 per gross ton, making prices as follows: 4-inch bilets, $38.50; 2-inch billets, $42; sheet bars, $42; slabs, $41, all f.o.b. Pittsburgh or Youngstown; wire rods, $52, Pittsburgh.

Finished steel products are all reduced 35 cents per 100 pounds or $7 per net

Price Comparisons

A weighted average, giving the price of each important finished steel product, ton, except that grooved steel skelp and wire products are reduced only $5 per net ton. The new prices are as follows, all Pittsburgh basis, in cents per pound; bars: 2.35; shapes, 2.45; plates, 2.65; grooved steel skelp, 2.45 universal mill skelp, 2.55; sheared steel skelp, 2.65; steel pipe, 57½ per cent. basing discount; plain wire, 3.00; wire nails, $$3.25 per keg, base; galvanized wire, 3.70; painted barb wire, 3.40; galvanized barb wire, 4.10; black sheets, 28 gauge, 4.35; blue annealed, 10 gauge, 3.55; galvanized sheets, 28 gauge, 5.70; painted corrugated, 28 gauge 4.65; galvanized corrugated, 28 gauge 6.75; tin plate, $7.00 per base box, 100 pound; terne plate, I. C., $7.05 per base box.
a weight in accordance with its tonnage importance, shows prices of finished steel products in general, excluding rails, as follows per net ton: Average for ten years before the war, 1904 to 1913, $36; Government limit under war time control, $76; after reductions of December, 1918, $72; after last week's reductions, $65. Thus the new prices are 81 per cent. above the pre-war average. Copper, even at the 26 cent Government price, was only 69 per cent. above its ten-year pre-war average, while copper is now a couple per cent. below its pre-war average. The copper producers deflated their prices. Report has it that it was the copper producers who proposed to Secretary Redfield that the Government attempt to deflate commodity prices in general, because the copper producers were not getting the benefit, in increased sales, of their greatly reduced price, since copper as a rule is not used by itself but only in connection with other materials, and if the other materials do not come the demand for copper is restricted.

Buying Outlook

The steel price reduction will stimulate buying but will hardly stimulate consumption to any extent. While buyers had been purchasing only from hand to mouth for a long while past, they still found it possible to hold back purchases when it became probable that there would be price reductions by April 1, and this pent-up buying is now expressing itself, but this will hardly do more than arrest the decline in steel mill operations that has been especially pronounced since the first of this month. Consumption will not increase. Investors will not be moved to take hold and engage in building and other projects involving large quantities of steel. The Gary dinner movement of 1908 is being repeated, only this time with full Government approval. Whether the mills will hold together is the question. The other time the mills were nearly all of a mind. This time there seems to be quite a divergence.

Stiff Sentence is Passed on Forger

Alexander Ellison, alleged to be president and manager of the Paper and Hardware Products, Limited, Montreal, was sentenced to three years in the penitentiary for forgery by Judge Choquet.

The case is an interesting one and considerably drawn out. It has cost the Canadian Pacific Railway Company, it is said, a great deal of careful investigation and a large amount of money. Ellison carried out his operations through the use of bills of lading, forging these and uttering them as if they had been genuine, and the bills of the C.P.R. Company were used.

These cases originated before the criminal courts in June of last year, and have been proceeding with certain intermissions ever since.

This matter was first brought to the attention of the Canadian Pacific Railway early in 1918, and after extensive and careful investigations by the company's investigators, under the direction of Chief Investigator Burns the offences were finally traced to Ellison.

Ellison was arrested on four counts and appeared before the magistrate sitting in enquete, where he pleaded guilty to all four charges, at the same time making an application to the court for stay of sentence in order to give him time to make a settlement with the creditors.

To this application, Lieut.-Col. J. J. Creelman, advocate, acting on behalf of the Canadian Pacific Railway Company, made no objections, and the court accordingly granted a certain delay before passing sentence. The Canadian Pacific Railway afterwards declared that these settlements had not been made, or that any serious intention of settlement had been shown, and application was made to the court that sentence be pronounced, to which application the court agreed, and passed sentence yesterday as stated.

Ellison, who was one of the chief officials of the Paper and Hardware Products, Limited, Mile End, forged bills of lading on certain cars of scrap metal, consigned to various concerns in the United States and in Ontario, in cluding the Struthers Furnace Company, Struthers, Ohio; the Allegheny Steel Company, the Kokoma Steel and Wire Company, Kokoma, Indiana; Garnick Bros., Sharon, Penna., and others. Investigation amongst these concerns by the Canadian Pacific investigators, revealed these bills of lading to be false, and of no value, and before the plea of guilty of the accused was accepted, representatives from the various concerns were heard as witnesses, all tending to show that the perpetrator of these forgeries was the accused, Ellison.

GOPHER POISON TRAP

W. Witzke of Witzke Bros., Expanse, Sask., has patented and is putting on the market a new gopher poison trap. The device, it is stated, has been tested and approved by Professor Jackson of the Manitoba Agricultural College.

Does Unusual Advertising Really Pay?

Some Stunts Which Were Successfully Used By a Western Canada Dealer to Increase His Sales of Paints—Originality a Big Factor in Attaining the Results Desired

IF repeated mention by my customers of the unusual methods I adopted in advertising far and wide in my district, and the business that I had established on the Western prairies was any evidence of its worth, then I had abundant reason to feel that these methods were reasonably successful. For years after some of these methods had been put into operation, customers and friends would refer to having seen some of this advertising wherever it had been made with the idea of forming a permanent reminder to the general population.

Why Unusual Methods?

To my mind many thousands of dollars are literally thrown into the waste heap through careless and undirected advertising. So much has been written on this and the reasons why such misdirected advertising are so obvious, that it would seem quite unnecessary to here treat of this matter. And yet, having been located in a small community myself, I am very well aware of some pitfalls into which the town merchant falls. Having a town paper, he naturally feels that, as a good citizen, he should support it, and in this I believe he is right. But sentiment does not bring monetary return. If a merchant is spending good money to carry a message to his customers and to prospective customers scattered throughout his district, he must either make this message cover the ground or adopt such means of publicity other than the announcement in his weekly paper, as will draw to him the people he would sell to. From my own standpoint I have used both, and would not confine myself to the weekly paper, but would still use the unusual method for the simple reason that I have found it valuable. In brief, it has the great advantage of "starting something." Once you get people talking about you properly a very large advantage has been created on your behalf.

"Painting the Town Red"

One day I decided that I must stimulate my paint selling. I had the advantage of representing one of the most widely-advertised paint makers in America and carried a very comprehensive line of his products on my shelves. It was spring. The time of "clean-up, paint-up" was already in the air and the days were getting warm and suitable for the application of this great preserver and beautifier. I must sell the lion's share of paint in my district for I had a considerable opposition as represented by two other merchants in town.

Going to the local printer I arranged for a thousand or two briefly-worded bills and had him print these in red ink. The wording was as follows: "Buy it—Use it." In addition to these two brief sentences, one at the top and one at the bottom of this bill (and which was about seven by nine inches in size), the centre of the bill contained the name of the paint in abbreviated form, three letters only being used. I decided on this wording because of its brevity and that the message might be readily committed to memory, whether the reader wanted to or not. It was so short that even the child had it in a few minutes.

Was Out Early

I got up early the next morning. Having prepared a pot of paste and laid a brush out, and donning my overalls and smock, I was out to "paint the town red." And I did. I must have started not later than 5 a.m., and was pretty well finished with my unique job before the bustle in town started. When I got through the sidewalks of the town were decorated everywhere, and it mattered not from what direction people came, they got my message, and got it in many cases before breakfast. It was one of the best ideas I ever adopted, and had the advantage of not only being cheap, but also very effective. It made the more indelible the fact that I sold such paint, and reminded the citizens that they should think about painting. When they did so, my paint was likely to receive favorable consideration, and the results justified this effort. It cost me little, and I lost no dignity in doing the work myself.

This One a Winner

A trades' procession had been planned, and as the merchants of the town were agreed upon taking a real interest in making this successful, I decided that I should have to make a display that would not only contribute to the success of the scheme, but also to centre attention upon my store. There was this additional advantage in the scheme, that I mapped out, and this rested in the fact that the whole countryside would be represented on the gala day when it arrived.

Going to the lumber yard I selected long narrow strips of lumber. These varied in length, some of them twenty feet, and from this down to twelve and fourteen feet. They were not more than three-eighths of an inch to half an inch in thickness. This was necessary as they had to be bent in semi-circular form. The whole idea was to make a huge globe and cover this with cheap cotton, the big "ball" to be finally painted to represent the world.

Briefly, I made the big globe about eight feet in diameter, and this was constructed as follows.

My tinsmith gave me his time for a couple of days, and we laid the long strips out in a big free space in the back yard. Lapping two of the longest of these, they were nailed securely together and then bent and again nailed after being lapped again when the extreme ends were brought together. This made the start for the big cylinder, and the same operation was repeated over and over, with spacing rather close until we had the skeleton of our float in pretty good shape. As it was impossible to get a perfect cylinder without, we used annealed baling wire to draw the globe into shape. This also had the effect of making it very rigid and in shape to stand the strain of being placed on wheels and driven through the streets.

Covered With Cotton

Once the skeleton was completed, cotton was carefully stretched over the whole framework and completion was in sight. Taking two or three pots of paint it was an easy matter to outline the continents, vari-colored paints being used and the seas being tinted blue. The division lines were made with black paint, and this also served for the small amount of lettering that was necessary, and for the meridian and longitudinal lines. When completed it looked excellent, and with the addition of an upturned can secured above the globe, and with the contents spilling over it the effect was 100 per cent. effective. The can used was supplied by a two-thirds size creamery can and thus of correct proportion.

When this float appeared on the street it certainly took the attention of the large gathering that had assembled, and was an undoubted success. It made for wider publicity for my store, and in this respect alone I am sure it was worth the several days time that had been required to make it, and the expenditure entailed for material.

Other Schemes, Too

In addition to the outlined schemes which I had adopted and which may not have been quite so original, was the stenciling of sidewalks with a footprint phrase, directing the pedestrians to my store.

At one time, in order to stimulate holiday trade I arranged a contest and offered as a prize a miniature range which was perfect in every way, and which would accommodate ordinary fuel. The happy winner, a young lady, brought me in return a very excellent miniature mince pie.

Of the country billboard idea I was an enthusiast, and some of my signs erected years ago are, I understand, still where I nailed them.

That there is much to be gained from the working out of unique plans to interest one's customers, so long as there is a wholesome idea and an effective message behind it, I believe that the

Continued on page 62



Getting Ready for Boating Season

Some Valuable Pointers on Requirements to be Met That Will go a Long Way in Helping to Make Sales—Efficient Methods of Finishing—Owners Appreciate Advice and Service

TO successfully sell boat finishes requires considerable insight into the exact requirements of the surface exposed to the water, as well as the technical ability of the finish to meet such needs.

The use of motor boats, seaplanes, and other light craft during the war, developed the necessity of serious study of the finishes required in order that they might render efficient service. Most of these required the direct exposure of the wooden surface to the water. It was found that if they were not rendered waterproof, moisture added to their weight, and materially diminished the speed obtained.

From the investigations made in search of suitable finishes, many valuable lessons were learned by the paint and varnish trade, and which we shall endeavor to render in suitable form for the promotion of more efficient selling for this class of trade.

Conditioning Wood

Wood is a cellular substance, the fibrous parts of which absorb considerable quantities of moisture; when this fibre becomes saturated with moisture, further quantities of water may be admitted in liquid form. This water, in liquid form, is then held in the cellular cavities of the wood. When wood, which has absorbed both moisture and liquid water to this extent, is submitted for a considerable period of time to drying, both the water and moisture pass out, and the wood is restored to its original so-called air-dry form, which under normal conditions of testing and fabrication should contain approximately 11 to 15 per cent. of moisture. Spruce used in seaplanes, and other craft of this nature, is usually conditioned to the above moisture content before working.

Numerous samples of wood, conditioned to the above extent, where prepared; these were coated with the various finishes under investigation, which included raw linseed oil, boiled linseed oil, various dopes used in seaplane construction, spar varnishes, enamels, shellacs and oil and varnish graphite mixtures.

Are Mostly Used

We shall concern ourselves only with the linseed oils, spar varnishes, enamels and shellacs, these being most commonly used in ordinary boat finishing.

The samples were enclosed in a specially constructed cabinet at a temperature of 100° F. with a relative humidity of 95% for seven days. It was found that the panels coated with raw and boiled linseed oil absorbed the largest percentage of moisture; the one with raw oil absorbing a greater quantity than that coated with boiled oil. The two samples coated with spar varnish absorbed the next highest percentage. Shellac was next, while the four panels coated with enamel averaged the lowest percentage of moisture absorption.

These panels were again thoroughly dried for a period of seven days, and then submerged in a tank of water for another period of seven days. The gain in water absorption by each class of panel was in the same relative extent as moisture, that is, raw oil being the highest, and receding in extent in the following order: boiled oil, spar varnish, shellac and enamels.

Allowed to Dry

The panels were again allowed to dry for seven days at a temperature of 70° F., and reweighed to determine the amount of water retained within the structure of the wood. Boiled oil was found to retain a higher percentage of water absorbed than raw oil. Enamels with the lower pigment content were next; shellac next; spar varnish next, while the enamels with the highest pigment content retained the least.

It is quite apparent from the above experiments, that neither raw nor boiled linseed oils are suitable for finishing boats, especially for surfaces below the water line. It is interesting also to note that no film is absolutely waterproof, especially when submerged in water. This makes it necessary to select and sell the class of material that permits the least quantities to pass the films and will permit them to pass out most completely when submitted to the drying process. In this respect, the enamels with the highest pigment content appear to have the preference.

How It Worked Out

The experiment with shellac was interesting; rather upsetting some hitherto preconceived ideas. The low water and moisture absorption shown by the shellac-coated panels somewhat reverses the idea that shellac is subject to rapid water absorption. The fact that shellac

Continued on page 56



SANI-FLAT

A sanitary flat oil paint for all interior painting. The persistent demand for SANI-FLAT is proof of its satisfying qualities. It will be a revelation to your customers—the beautiful effects attainable with this ideal wall-covering.

It's easy to apply, sets slowly, showing no laps or brush marks, is absolutely sanitary and washable with water, without injury. Makes a perfect under coat for enamel and has great body and covering qualities. SANI-FLAT is so flexible, and it may be used in so many varied and different ways that the householder quickly realizes the advantage of using it.

May we acquaint you with the great selling possibilities of this line? Our agency proposition is a good one. Write us for full particulars.

Benjamin Moore & Co., Ltd.

West Toronto
Ontario

GETTING READY FOR BOATING SEASON

Continued from page 54

coatings almost immediately turn white when placed in water, may have led to this belief. From the standpoint of durability, however, shellac has proved very inferior to spar varnish when exposed to sunlight and the atmosphere for long periods of time. Its wearing qualities are also a detriment.

Further experiments were conducted with the enamel panels by giving them additional coats, and it was found that after subjecting them to the same treatments as above described, remarkable reductions in absorption were accomplished by the addition of each extra coat. It has been suggested, as the result of these experiments, that four coats of enamel to boat construction would be repaid by the very high water resisting film obtained.

The results were so convincing that a large part of the finishing done on United States seaplanes was based on the deductions made from these investigations.

An Efficient Process

For those who wish to take the extra care and trouble, the following highly efficient process can be undertaken in finishing a boat. Coat the wood with a good spar varnish, and then apply aluminum leaf over all. Over the leaf apply a coat of spar varnish or enamel. This method is said to give the highest degree of moisture and water resistance.

With these facts thoroughly understood, the retail dealer is in a splendid position to advise boat owners regarding the most efficient method of finishing a boat.

A large amount of such work, however, consists in refinishing, which makes advice in this direction also necessary. In cases where a boat has been repainted year after year, it has probably become so encrusted with old films that any new coating will have little opportunity of rendering efficient service. In such cases it is advisable to have all of the old coatings removed, either with the blow torch or with a good paint remover. After all the paint has been removed the hull should be scraped, so as to get down to a new surface as much as possible. After the removal, the hull should be allowed several days to dry, after which an enamel coating can be built up as described.

In case the boat is comparatively new, the old paint surface can be sandpapered down to an even surface suitable for refinishing, and an enamel coating built thereon.

Half the Battle

Having the right kind of knowledge to give a boat owner is perhaps more than half the battle in selling boat finishes. But it is necessary to let him know that you are particularly well posted in this direction, and that you have the goods to back the advice given him.

Perhaps the circular letter is the most efficient means of advertising for this purpose. It is comparatively easy to obtain the names of all boat owners in the community through the aquatic clubs, or by simply visiting the water front.

Along about April the motor boat owner and the yachtsman begin to feel their sea legs, and turn their attention to their pet crafts. The time to get him coming your way with this business is when this feeling is coming on. It is well to get his attention early. Use whatever information you have at hand in your letter to show that you know something about boat finishing, and you will readily gain his interest. The boat fan is pernickity about his boat finish, and the dealer who can show a superior knowledge about such stands a better chance of gaining his confidence, which is one of the reasons we have entered into technical details concerning boat finishing in this article.

Unless a dealer is situated in a community where a large number of boats are used it would scarcely be worth while devoting window displays to boat finishes when other lines might be displayed more profitably, and this is another reason why we commend the use of the circular letter. The rabid boat fan is pretty sure to refinish his boat every spring, so that there is not so much a necessity of encouraging the use of paint with him as there is of putting him wise to some new and more efficient wrinkles. Here, again, is where competent technical information will count, and gain his interest.

Besides, having the most up-to-date information about boat finishing at hand, knowing how to use this information, and when to use it, is important. By handing out these brass tack facts, it may be that the information given in this article will assist you in selling boat finishes. Try it out and see to what extent you can increase your paint business in this direction.

The Brush Department

Methods Used by Hamilton Firm to Increase Its Sales of Brushes

Good Advertising Copy, Attractive Window Displays Backed Up by Quality Goods and Store Service Produce Results For Mills Hardware Co.

THE quickest and best way to sell goods is to let the buying public know that you have them. This applies to brushes just as to any other line of merchandise. The most effective way of letting the largest number of people know in the shortest time about your goods is to advertise. The Mills Hardware Co. of Hamilton has always been a consistent user of newspaper space, and is just embarking on the most extensive advertising campaign it has yet attempted.

"We are doubling our newspaper space," said Nelson Mills, vice-president of the company, to HARDWARE AND METAL. "From now on we will use newspaper space every day. Our advertising has produced splendid results."

Carefully Prepared

The Mills Hardware Co., pays a little more than particular attention to the preparation of its advertising copy. As will be seen from the accompanying illustration illustrations are used generously. The cuts are all good, clear electros that show out well and not only enhance the neat general arrangement of the copy but impress the goods in the minds of prospective buyers. "A brush for every purpose," carries out the idea that the Mills Hardware Co. tries to convey to customers all the time, that is that they have a big complete stock of quality goods. This idea that there are lots of sizes or styles to choose from creates in the minds of many readers involuntarily a favorable attitude toward the store. The descriptive sales talk which accompanies each item is interesting. A great majority of buyers like to read copy of this kind. It talks to them, not at them, answers the questions they would likely ask if they were in the store, gives a lot of general information. One of the chief features of each item is that the prices are given.

Window Displays

The Mills Hardware Co. backs its advertising by window displays which are just as attractive and on which just as much care is bestowed, as is given the copy. Window displays have proven big



Boeckh's Steel Grip Rubber Set

A SURE indication of the quality of Boeckh's Brushes is the fact that for sixty-three years they have been used by Canadian industries.

Every Brush bearing the Boeckh trade-mark is guaranteed absolutely dependable. The bristles are in to stay—they cannot possibly come out, for they are steel gripped and rubber set.

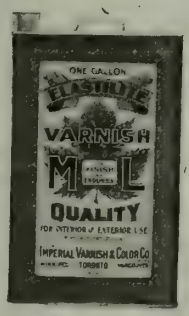
Brush users know Boeckh's Brushes—let them know that you stock them.

Display and specify. Boeckh's Steel Grip, Rubber Set Brushes—the brushes that are nationally advertised.

The Boeckh Company Ltd.

TORONTO, ONTARIO





MAPLE LEAF
M L
FINISHES THAT ENDURE
QUALITY



THE IMPERIAL VARNISH & COLOR CO. LIMITED

WINNIPEG TORONTO VANCOUVER

CANADA



There are features of this advertisemen t which can be adopted with advantage by any hardware dealer in arranging h is own copy. Note especially the attractive arrangement, use of illustratio ns and that the price of every article is given.

business producers for the firm and many sales are traced directly to showing the goods in this way. Just as much care is taken to give prospective buyers the price of each article shown as in the advertisement. On nearly every line shown the price is indicated by a neatly printed card.

The service idea is carried out in the selling in the store. Every buyer of paint or varnishes is asked if he has a brush with which to do the work. It is never too much trouble to explain why this brush or that brush should be used for certain kinds of work if the best results are to be obtained.

It is to store service of this kind, backed by good window displays and good advertising, that the firm attributes its steadily increasing sales.

LOWER STEEL PRICES

Continued from page 37

Board Approves

The Industrial Board in a statement declared:

"In giving its approval to the schedule of prices just decided upon for the principal articles of iron and steel, the Industrial Board of the Department of Commerce, carrying out the purpose for which it was created, believes that a level has been reached below which the public should not expect to buy during the current year. The purpose of the board is to bring about such a lower level of prices as will effect stability and stimulate trade, to the end that business and industry can proceed and build up with confidence and provide maximum employment.

Strike Balance

"In its effort to effect co-operation between the Government, representing the public, and capital and labor, it has in view a due just regard for all of those interests, and therefore in giving its approval to these prices and others, which it will consider immediately, it will endeavor to strike a balance which, while calling sooner or later for some sacrifice or adjustments on the part of all, yet will not subject all of these interests to undue hardships.

"The board is asking industry to cooperate in taking the first step and voluntarily make temporary sacrifices in the interests of all, and has asked the iron and steel industry, because of its fundamental importance, to be first to act, and the board is highly gratified with the spirit in which it has responded.

"It is fully understood and expected that the present wage rate or agreement will not be interfered with, the approved prices having this in view.

"The reduction in the price lists may involve the necessity of some high cost plants either shutting down temporarily or running at a loss for a period, but it is expected that with an increased volume of business soon to be developed a reasonable return to the average and the better-than-average producers will be afforded. In view of the higher costs developed throughout the world as a result of the war, a return to anything like prewar prices is regarded as out of the question. It is expected that other industries as well as the consuming public and labor will recognize their obligations in the circumstances and co-operate in the same generous spirit as has the steel industry."

INVISIBLE PLUMBERS' MATES

A friend of mine, states "Vulcan," in the English "Ironmonger," who is an ardent microscopist, has made himself popular with the soldiers in a certain camp by setting up his instrument once or twice a week in a club house much frequented by the men. His corner of the room may not attract so many as the bar, but his bugs and beetles compete on equal terms with the billiard tables, and that is a pretty good gauge of his powers of entertainment. During a recent sharp frost his live box contained one evening some rotifers—weird little aquatic "beasties" with heads which had the appearance of a pair of milling cutters working at a terrific speed in opposing directions. One of the men asked where he had got his specimens in such sharp weather, and the reply disclosed the fact that these animalculæ have a penchant for loitering in lead guttering and the troughs between roofs. Scrapings from such places, even if they are kept in a box and dry for weeks, will usually yield a few rotifers if the dust is put into the live box with a little water. What the man with the microscope could not explain was the connection between the lead and the suspended animation of the rotifers, nor could he say how these particular animalculæ found their way into the gutters, or for what purpose they went there. Perhaps the plumbers could tell us if they would?

BIG SEASON EXPECTED FOR MARINE BUSINESS

With an early season promising, the oil refiners are looking forward to an increased volume of business for lubricating and marine oils. One of the large companies in Montreal stated that they expected a bigger and better season than ever, and it is expected that there will be a decidedly increased business once navigation opens. As viewed at present there is every indication of shipping coming into use at a date much earlier than usual. The ice in the St. Lawrence is honeycombed and moving out fast. It will not be surprising to see ocean vessels come into port much earlier than usual.



Varnish Investments

Varnish buying is not only an investment for the dealer, but is equally so for the consumer.

In the long run the only profitable varnish investments are those that produce a handsome finish that lasts indefinitely. Such products are profitable for the painter, because every operation on which he uses them is a permanent testimonial and business-builder for him. They are profitable for the owner, because a lasting finish means economy. They are profitable for the dealer, because they are easy to sell, and the demand for them is continuous and cumulative.

Berry Brothers' label has for sixty-one years been the buyers' guarantee of profitable investments in varnishes, enamels and stains.

Partial list of distributors of Berry Brothers' products

Sumner Co., Ltd. - - - Moncton, N.B.
Lariviere, Inc. - - - Montreal, Que.
L. H. Gaudry & Co. - - Quebec, P.Q.
Wood, Vallance, Ltd. - - Winnipeg, Man.
Wood, Vallance & Adams, Ltd., Calgary, Alta.
Revillon Wholesale, Ltd. - Edmonton, Alta.
Hunter-Henderson Paint Co., Ltd., Vancouver, B.C.
Wood, Vallance Hardware Co., Ltd., Nelson, B.C.
Marks, Clavett, Dobie Co., Ltd., Port Arthur, Ont.
Whites, Ltd. - - - Collingwood, Ont.
Sanderson, Pearcy & Co., Ltd. - Toronto
Frank A. Gillis Co. - - Halifax, N.S.
A. M. Bell & Co., Ltd. - - Halifax, N.S.

BERRY BROTHERS INC
World's Largest Makers
Varnishes and Paint Specialties
Walkerville, Ont.

(744)

WEEKLY PAINT MARKETS

MONTREAL

MONTREAL, March 27.—Linseed oil continues to monopolize the stage in the paint market and advances of six cents per gal. over the quotations of last week have been effected. It is impossible to say from day to day just what the prices will continue to be, but no recession is anticipated so long as shipping is scarce as it now is.

Turpentine is steady and very firm, and supplies are none too large. Some expect that an advance will be made ere long.

Shellacs have declined in this market fifty cents per gallon, the change affecting both white and orange. Putty and white lead continue to be firm, particularly under oil's influence.

Shellacs Reduced In Price

Montreal

SHELLACS.—Reductions have been made in various grades of shellac, the change totalling 50c per gallon. Orange in barrels is quoted at $3.50 per gallon and at $3.75 in one gallon jugs. The corresponding prices for white are: barrels, per gal., $4 and jugs, per gallon, $4.25. These prices are applicable to Montreal city. The freer movement of gums and lower prices for alchohol are contributing factors in the reduction.

Six Cents Added; Linseed Oil $1.66

Montreal

LINSEED OIL.—Steadily advancing seed markets has been the order nearly every day since last report, and single barrel lots of raw oil are quoted at $1.66, a straight advance of 6c over the low price of last week. There is no indication of relief from the advancing condition, for shipping is scarce and seed in sight is far short of requirements in the States and Canada, it is said. There is little promise of low prices prevailing until the shippers can get tonnage for supplies.

	Imp. Gal.
Raw—	
1 to 4 bbls.	$1 66 $1 67½
5 to 9 bbls.	1 65 1 67½
10 to 25 bbls.	1 64 1 67½
Boiled—	Imp. Gal.
1 to 4 bbls.	1 68½ 1 70
5 to 9 bbls.	1 67½ 1 70
10 to 25 bbls.	1 66½ 1 70

No Change But Firm Turpentine

Montreal

TURPENTINE.—While there has been no actual change in the basis on turpentine, the market rules very strong and one large importer is not quoting this week, supplies being temporarily short. The outlook does not indicate any lowering of prices and the tendency is firmly the other way.

	Imp. Gal.
Turpentine—	
1 to 4 barrels	$.... $1 05
Small lots	.... 1 16

(Packages extra).

Firm Putty Price; White Oil High

Montreal

PUTTY.—There is little likelihood of putty prices being revised downward. In the first place, whitings are still firm and none too much has been received. The strength of linseed oil is a big factor and if this continues to soar there may even be revision upward for putty.

	Per 100 lbs.		
Standard Putty—	5 ton	1 ton	Less
Bulk, in barrels	$5 00	$5 25	$5 60
Do., ½ barrels	5 15	5 40	5 75
Do., 100 lbs.	5 85	6 10	6 45
Do., 25 lbs.	6 10	6 35	6 70
Do., 12½ lbs.	6 35	6 60	6 95
3 and 5 lb. tins	8 10	8 35	8 70
1 and 3 lb. tins	8 60	8 85	9 20
Do., in 100 lb. cases.	7 15	7 40	7 75

Pure linseed oil putty, $2 per 100 lbs. advance on above prices.

Glaziers' putty—$1.60 per 100 lbs. advance on above prices.

Terms—2%, 15 days, net 60.

White Lead Holds; Bookings Made

Montreal

WHITE LEAD IN OIL.—There is a steady demand for lead in oil and the amount of mail business in addition to that sent in by the travellers is large, seasonably speaking, with some of the suppliers. There is every indication of the movement being better from week to week. Prices are unchanged with five ton lots selling at $15.50 per 100 lbs., ton lots at $16 and smaller than ton lots, $16.35.

Letter Orders For Mixed Paint

Montreal

MIXED PAINTS.—The market is steady and is becoming more active from week to week. The manufacturers are finding conditions better as the actual painting season approaches and letter orders are coming to hand well. The basis is steady all around and stocks are in good shape.

TORONTO

TORONTO, March 27.—No change has been made in the price of linseed oil this week. There is a good firm market with a steady volume of business, as the manufacturers are drawing heavily. Seed values are keeping up well and the quantity that is coming in is not large.

As predicted in HARDWARE AND METAL last week another advance has been made in the prices of turpentine. The new quotations are three cents higher than those of last week which were four cents in advance of those recorded two weeks ago. The market is very firm and prospects are that it will continue so.

Linseed Oil Shows No Change in Price

Toronto.

LINSEED OIL.—A good deal of activity prevails in linseed oil this week as a result of the manufacturers' demands. The market is firm and there is, it is stated, little chance of prices declining to any extent in the immediate future. The export business is of good volume with indications that it will reach really large proportions. The range of quotations is as follows:

	Raw	Boiled
Linseed Oil—		
1 to 2 barrels, gal.	$1 72	$1 80
3 to 5 barrels, gal.	1 71	1 79
10 bbls. and over	1 69	1 77
	Imp. gal.	
1 to 2 barrels, gal.	$1 69	$1 83
3 to 5 barrels, gal.	1 68	1 82
10 barrels and over	1 66	1 80

Prices shown are those ruling on Thursday of current week and subject to daily fluctuations of the market.

No Change Made in White Lead in Oil

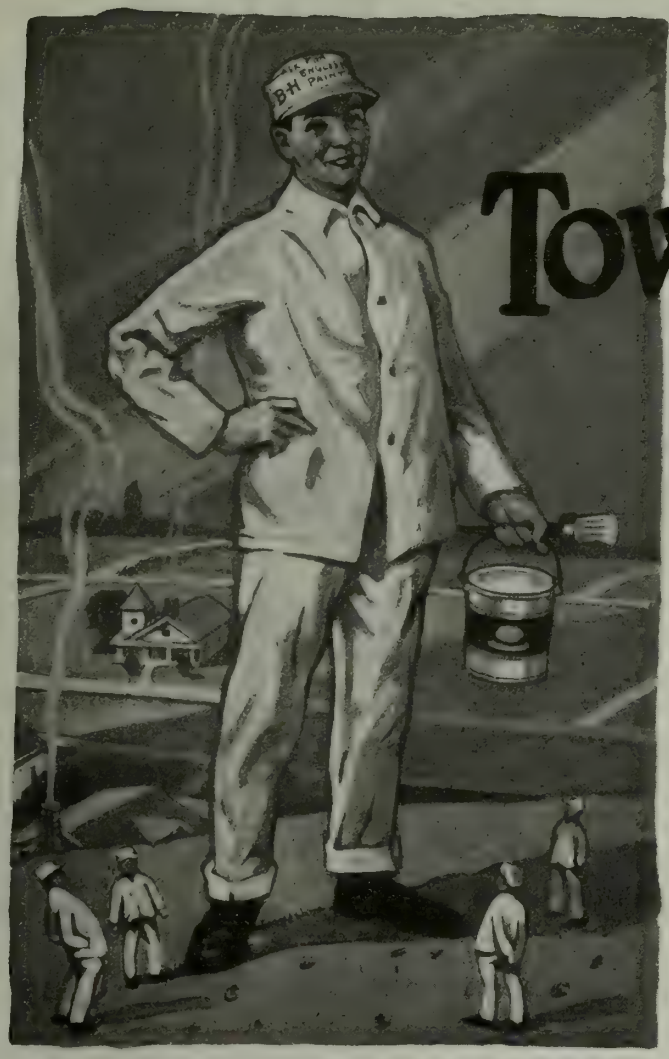
Toronto.

WHITE LEAD IN OIL.—White lead in oil shows no variation in price. There is a fair volume of business offering and it is apparently growing slowly but steadily larger. Quotations are as follows: Pure white lead in oil, $15.80 per hundred pounds in 5-ton lots; $16.30 per hundred pounds in ton lots, and $16.65 per hundred pounds in less than ton lots. The various brands are shown in the current market quotations.

Mixed Paint Trade Is Showing Activity

Montreal.

MIXED PAINTS.—With the opening up of spring business and increased building activity, the trade in mixed paints is



Towering High

above all other paint propositions—

Every B-H Agent realizes that he is in a position to offer his customers a "paint proposition" that his competitors have no means of equaling. He never has to say a word to his customers about B-H Quality—the Guarantee Label pasted on every can says it for him—and says it so emphatically as to place beyond all argument or doubt the goodness of

B-H "English" Paint

70% Pure White Lead
30% Pure White Zinc
100% Pure Paint

Consider first this outstanding fact of quality. Then consider the overwhelming superiority of the B-H publicity—which day by day is winning new converts to the use of B-H "English" Paint. Finally, bear in mind that you can sell this paint at as low a price as any other standard line and still make quite as much profit. All this means that the "profit and prestige" possibilities that go with B-H representation are such as to make our proposition tower high above any other paint representation ever offered to Canadian hardware dealers.

BRANDRAM-HENDERSON LIMITED

MONTREAL HALIFAX ST. JOHN TORONTO WINNIPEG
MEDICINE HAT CALGARY EDMONTON VANCOUVER

steadily growing. The outlook for business it is stated is excellent. No changes are noted this week in any of the prices. Repeat orders are coming in nicely it is stated.

Another Advance in Price of Turpentine

Toronto.

TURPENTINE.—Another advance in the price of turpentine was made this week and prices are now three cents higher than last week. A steadily increasing demand is noted and supplies are not coming through as rapidly as they might in many cases owing to difficulty in getting through shipments. There is a steadily increasing demand from overseas and this is also a factor in the situation. Very, very firm is what dealers say regarding the outlook. Quotations to-day show advances of three cents, making the price $1.10 per Imperial gallon in single barrel lots:

Turpentine—	Ibp. gal.
1 barrel (barrel included)	$1 10
2 to 4 barrels (barrel included)	1 09
5 gallon lots	1.20

Glass and Putty Show No Changes

Toronto.

GLASS, PUTTY.—While business is light in the window glass trade a lot of business is being figured on which indicates that there is going to be a splendid demand later. As glass is one of the last things that goes into a building this activity may not develop for some weeks yet or until the big building program that is developing is well under way. Prospects for business, it is stated, are excellent except in Winnipeg and vicinity where the wages that are being demanded are keeping building stagnant. Prices show no change—the discounts are shown in the current quotations.

Putty prices are as before:

	Per 100 lbs.		
Standard Putty—	5 ton	1 ton	Less
Bulk, in barrels	$5 30	$5 55	$5 90
Do., 100 lb. irons	6 15	6 40	6 75
Do., 25 lb. irons	6 40	6 65	7 00
Do., 12½ lb. irons	6 65	6 90	7 25
Bladder, in barrels	7 05	7 30	7 65

Pure putty advance $2 per 100 lbs. over above prices.

Montreal Automobile Dealers Are Planning To Co-operate More Closely

MONTREAL automobile dealers and those interested in the equipment and garage end of the business are bent on uniting their forces with a view to getting the most out of concerted effort. At the annual general meeting of the Montreal Automobile Trade Association held at the Windsor hotel, matters relative to the trade in general were taken up, and it was decided, among other things, that there should be a three-fold division of the automobile trade interests.

In the first place it is proposed that the automobile manufacturers and dealers shall be grouped into one unit; the automotive equipment manufacturers into the second group, while into a third section or group it is proposed to place the licensed garages and repair shops.

Permanent Secretary—Co-operation

Through the appointment of a permanent secretary, it is expected that a greater amount of benefit can be obtained for the good of the trade generally. It will be the duty of this secretary to handle the active work of each unit, and in this way a concerted and co-ordinated plan can be kept in view from time to time. The desire is that such mutual co-operation will result in benefit to all, for with a solid organization of such strength, there would necessarily be a great deal of benefit in a large way.

During the progress of the meeting, matters of much interest were discussed at length.

New Constitution—Officers

A new constitution is planned, and it is very probable that there will be regular monthly meetings hereafter for each section. It is proposed that the by-laws be changed to permit of a section of subscribing members.

The new officers selected for the year are representative of the various sections and the slate is as follows:

President, J. O. Linteau; vice-president, J. Ernest Millen,; treasurer, N. J. Catudal; secretary, J. R. Marlow; directors, W. E. Baker, C. S. Hoben.

It was generally agreed in an informal discussion of the matter that a motor show would be planned for 1920.

DOES UNUSUAL ADVERTISING

Continued from page 53

average hardware dealer can use his time to good advantage and spend at least part of his annual appropriation in the manner outlined. If I were again entering the game I would follow out other original ideas that one can always evolve, if thought be exercised. The idea is to be different and to get away from the fixed or stereotyped ideas which do not impress because they are worn out.

BRITISH EXPORT RESTRICTIONS ON TIN PLATE RAISED

Tin plates, terne plates and lead coated sheets have been transferred by the British Government from list "A" to list "C." This means that tin plates can now be exported from England. With the British tin plate manufacturer able to obtain pig tin about 20c per pound less than American manufacturers, it will affect American export trade in tin plates.

This situation is not expected to continue after June, as there is every prospect that the present embargo placed by the American Government on pig tin imports will be raised.

An extra quantity of steel has now become available for the British tin plate industry, and makers are asked to state the additional amount which they anticipate being able to make use of per week.



A seasonable window display will always increase the sales of paints. When showing these lines it is always well to add a good display of brushes.



New plant at Montreal where Munro's Pure Paris Green is made. The largest factory in Canada devoted exclusively to the manufacture of Paris Green.

Knocks 'em Cold

Munro's Pure Paris Green, the Potato Bug's Deadliest Foe

There's no spray poison like Munro's Pure Paris Green for putting the quietus on the destructive potato bug. It's such a fine, light powder that it sprays evenly on the foliage and gets *all* the bugs.

Every person who grows potatoes knows what Paris Green will do and all regard it as the most effective and satisfactory poison. It is the easiest to sell because it's simply a case of handing the most growers what they need most.

Line up for big sales by stocking the best Paris Green—Munro's. Put up in convenient packages. Over Government standard for strength.

Take our advice and order your season's stock *now*. Your jobber will supply you or we'll serve you direct.

McARTHUR, IRWIN, LIMITED

MONTREAL

Established 1842

CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION

Dominion Metallics — B.B. Caps 25% B.B. Caps, 20%; 22 short, black, 22 long, black, 22 long, smokeless, 20%; 22 short lesmok or 22 long lesmok, 20%; 22 short, smokeless, 30%; 22 long rifle, black, 22 long rifle, smokeless, 7½%; other rim fire, 10%; center fire pistol, add 35% list; center fire sporting, add 60%; shot cartridges, same as ball; brass shot shell, 20%; primers, add 35% list; empty shot shells, 5%; blanks, add 25%; bullets, add 40%.

Terms: Net 90 days, or 2% discount for cash in 30 days.

"Dominion" Loaded Paper Shells "Crown" Black Powder, 10% on list; "Sovereign" Bulk Smokeless Powder, net list; "Regal" Dense Smokeless Powder, net list; "Canuck" Shells, Smokeless, $41 per M, net; Empty Shells, 5%; 90 days net.

F.O.B. Montreal, Toronto, London, Hamilton.

AMERICAN AMMUNITION
List of Prices.

Subject to 12½% advance on list.

B.B. caps, $3.50 per M.; B.B. caps, concave ball, $4.40; 22 short, $5; 22 long, $6; 22 long rifle, $7; 22 short smokeless, $5.35; 22 long smokeless, $7.50; 22 long rifle, smokeless, $8.75 per M.

Sporting Cartridges—Centre Fire Smokeless 303 Winchester, $72.25 per M.; 303 Savage, $72.25; 303 British, $95; 32 Winchester special, $72.25; 38-55 Winchester, $76; 401 Winchester self-loading, $76 per M.

Primers—Nos. 1, 1½ and 2½, $3.60; Nos. 1 and 2 (100 in box), $3.80; Nos. 1-W, 1½-W, 2½-W and 3-W and 5, and 5½, 100 in box, $3.80; Berdan Nos. 1, 1½, 2 (250 in box), $3.60; Berdan Nos. 1, 1½, 2 (100 in box), $3.80; new No. 4, $5.50; U.M.C., 33, $5.50.

Shot, standard, 100 lbs., Toronto, $16.45-$17.35; Montreal, $18; net extras, as follows, subject to cash discount only: Chilled, $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

AUGER BITS

Standard List Prices per dozen.

3/16	$ 6.00	18/16	$12.00
4/16	5.00	19/16	14.00
5/16	5.00	20/16	14.00
6/16	5.00	21/16	16.00
7/16	5.00	22/16	16.00
8/16	5.00	23/16	18.00
9/16	6.00	24/16	18.00
10/16	6.00	25/16	21.00
11/16	7.00	26/16	21.00
12/16	7.00	27/16	24.00
13/16	8.25	28/16	24.00
14/16	8.25	29/16	27.00
15/16	9.50	30/16	27.00
16/16	9.50	31/16	30.00
17/16	12.00	32/16	30.00

Discounts from Standard List prices:

Beaver, 57½%.
Ford's Auger Bits, 35 to 27½%
Gilmour Auger Bits, 47½%.
Gilmour Car Bits, 37½%.
Gilmour Eye Augers, 35%.
Gilmour Ship Augurs, add 10%
Rockford Auger Bits, 50 and 10%.
Irwin Auger Bits, 10% to 12½% off list in Catalogue No. 10, 1905.

F.O.B. Toronto, Montreal, London and Hamilton.

AXES

Single Bits, doz	$13 25	$16 00
Double Bit	16 50	19 50
Boys' Axes	12 00	14 00
Hunters' Axes	11 00	12 00
Bench—No 2, doz	12 50	13 20
No. 3, doz	13 50	14 20
No. 4, doz	14 50	15 25

BABBITT

Prices on babbitt fluctuate with the metal markets and prices are quoted on application. Prices range from 8c to 75c a lb.

BARS, CLOTHES

No. 4, dozen	$10 00
No. 5, dozen	12 00
No. 6, dozen	14 00

BELTING (Leather)

Discounts apply to Revised List of Feb. 14, 1907.

Extra Quality, 30%.
Standard Quality, 30, 10%.
Side Lace Leather, lb..$1.70-$1.90
Cut Lace Leather, lb.., 1.90- 2.20
F.O.B. Montreal, Toronto.

BELLS (Farm)

No. 1 x 40, lb	$4 00
No. 2 x 50, lb	5 00
No. 3 x 60, lb	7 50
No. 4 x 100 lb	10 00

F.O.B. Montreal, Toronto.

BOARDS, BAKE

No. 1, 18 x 24 in., dozen	$ 8 50
No. 2, 18 x 28 in., dozen	10 50
No. 3, 20 x 30 in., dozen	12 00

BOARDS, IRONING

No. 32, 5 x 12 in., doz	$11 00
No. 35, dozen	25 00
No. 36, dozen	29 00

BOLTS AND NUTS

Discounts apply to list of Feb. 1, 1913.

Carriage Bolts ($1 list), ⅜ in. dia. and smaller, 6 in. and shorter, 20%.
Carriage Bolts ($1 list), ⅜ in. dia. and smaller, longer lengths, 10%.
Carriage Bolts ($1 list), 7-16 dia. and larger, net list.
Machine Bolts, ⅜ in. dia. and smaller, 4 in. and shorter, 25%.
Machine Bolts, ⅜ in. dia. and smaller, larger lengths, 15%.
Machine Bolts, 7-16 in. dia. and larger, 5%.
Sleigh Shoe Bolts, all sizes, net list.
Coach and Lag Screws, 30%.
Square Head Blank Bolts, 5%.
Bolt Ends, 5%.
Plow Bolts, 15%.
Elevator Bolts, 10%.
Fancy Head Bolts, 10%.
Shaft Bolts ($3 list), 10%.
Step Bolts, large head ($3 list), 10%.
Whiffletree Bolts, 10%.
Nuts, square, blank, add to list $1.50.
Nuts, square, tapped, add to list $1.75.
Nuts, hexagon, blank, add to list $1.75.
Nuts, hexagon, tapped, add to list $2.
Stove bolts, 55%. Tire bolts, 35%.
Terms: 2% off 30 days from date of shipment.
F.O.B. Montreal, Toronto, Hamilton, London, Ont.

BORAX

Lump Crystal Borax, lb. ...11c-12c
F.O.B. Montreal, London, Toronto.

BRASS

Spring sheets, 24 gauge and heavier, base	$0 35
Rods, base ½ to 1 in., round	0 34
Tubing, seamless, base	0 42
Copper tubing, iron pipe size, base, ¾ in. up to 3 in.	0 44

F.O.B. Montreal and Toronto.

BOILERS (Range)

30-gal., extra heavy	$14 75
30-gal., Standard	12 25

BOARDS (Wash), Zinc

	Doz
Pony	$2 60
Improved Globe	5 40
Neptune	5 40
Standard Globe	5 40
Original Globe	5 90
Jubilee	6 05
Newmarket King	6 05
Western King (enamel)	8 25
Beaver (brass)	7 60

F.O.B. Newmarket.

BUTTS Wrought Steel:—

No. 840	5%
No. 800	2½%
No. 838	5%
No. 808	5%
No. 80 4	15%
Nos. 802, 842, 844	5%
Nos. 810 and 814	net list
No. 830	2½%

F.O.B. Toronto, Montreal, London, Hamilton.

Spring Butts

Chicago Spring Hinges, list + 5%.
Triplex Spring Hinges, 20-10%.
Chicago Mortise Floor (5,000), 20, 7½ and 5%.
Chicago Relax Floor (6,000), 25-10-10-2½%.
Chicago Premier (4000), 12½%.
Chicago Ajax (3,000), 12½%.
Chicago Fire Station, add 10% to list.
Lavatory Door Hinges, 20%.
Chicago Screen Door (2000), 40-2½%.
Chicago Screen Door (3000), 16 2-3 %.
Non-Hold Back Screen Door, on application. F.O.B. Chicago.

CANS

For discount on milk and cream cans, etc., see list under head of wares, etc. B.B.

CHAIN

	Fire Welded Proof Coil Mont'l	Tor'to	Welded Mont'l	Tor'to
3-16 in.	$22.75	$17.00	$.....	$.....
¼ in.	16.75	14.50	21.75	23.70
5-16 in.	14.15	12.50	19.00	18.35
⅜ in.	13.00	11.50	15.90	14.00
7-16 in.	12.75	11.30	15.65	13.80
½ in.	12.50	11.15	15.50	13.65
⅝ in.	12.35	10.95	15.25	13.45
¾ in.	12.25	10.70	15.10	13.20
⅞ in.	12.05	10.60	15.00	13.10
1 in.	11.90	10.50	14.85	13.00

Electric Welded

	B.B.	B.B.B.	
3-16 in.	$18.00	$19.00	$..... $.....
¼ in.	14.95	16.00	16.20 .....
5-16 in.	12.55	13.50	13.80 .....
⅜ in.	11.35	12.25	12.60 .....
7-16 in.	11.10	12.00	12.35 .....
½ in.	10.95	11.80	12.20 .....
⅝ in.	10.70	11.55	11.95 .....
¾ in.	10.40	11.25	11.65 .....

Montreal and Toronto American Proof Coil Chair

	B.B.	B.B.B.
3-16 in.	$17.25	$.....
5-16 in.	14.25	17.25
⅜ in.	13.00	16.00
7-16 in.	12.75	15.45
½ in.	12.55	15.25
⅝ in.	12.25	.....

Electric Welded B.B.B.—Chain. ¼ in., $13.75; 5-16 in., $12; F.o.b Toronto.

Cow ties, 20%; trace chains net list; dog chains, 12½%; halter chains, 12½%; tie-out chains 37½%; stall fixtures, No. 1 or heavy, $2 dozen; stamped, No. 3 or Dominion, $1.40 dozen; breast chains, No. 220, $16 dozen pairs F.O.B. Montreal, Toronto, Hamilton, London.

CEMENT

Cement, per bbl. $2.80-$2.95 in car lots; $3.40-$3.50 bbl. in small lots. Paris plaster, five-barrel lots $4.00; single barrel, $4.50. F.O.B. Toronto.

CHURNS

List price hand churns—No. 0 $9; No. 1, $9; No. 2, $10; No. 3 $11; No. 4, $13; No. 5, $16.

List prices power churns—No. 0 $11; No. 1, $11; No. 2, $12; No. 3 $13; No. 4, $17; No. 5, $20.

Discount of 20% f.o.b. Toronto Hamilton, Fergus, London, St John, N.B.

Discount of 17½% f.o.b. Montreal, Ottawa, Kingston.

CHOPPERS, FOOD

Universal—Dozen—No. 0, $19.25; No. 1, $23.30; No. 2, $28.35; No. 3 $36.45.

Russwin—Dozen—No. 0, $19.20; No. 1, $23.40; No. 2, $28.20; No. 3, $36.60.

F. o. b. Montreal, Toronto.

CLOTHES LINE (Galvanized)

No.	Per 1000 ft
17—7-strand, 100 ft. lengths	$6.85
17—7-strand, 50 ft. lengths	7 00
18—6-strand, 100 ft. lengths	5 60
18—6-strand, 50 ft. lengths	5 65
19—6-strand, 100 ft. lengths	4 75
19—6-strand, 50 ft. lengths	5 00

F.O.B. Montreal, Toronto, London.

COPPER

Copper .. ... Montreal Toronto
Casting ingot, see weekly report.

Rods, ½ to 2 in.	$28 00	
Plain sheets, base, 16 oz. and heavier		
Copper sheet, tinned, 14x60 in., 14 oz.	34 00	36 00
Copper sheet, planished, base 16 oz. and heavier	50 00	

Above prices are full sheets and bafs. Cut sheets and bars are 5c per lb. higher.

COMBS

Curry combs: No. 111, $1.55; No. 121, $1.70; No. 122, $2.25; No. 127, $2.25; No. 100, $2.80 per dozen.
F.O.B. Montreal, Toronto, Hamilton, London

CORD (SASH)

No. 6, lb.	71
No. 7, lb.	70
Nos. 8, 9, 10, 12	69

F.O.B. Montreal, Toronto, Hamilton, London

CANADA PLATES

Prices nominal.	Montreal	Toronto
Ordinary, 52 sheets	$ 8 50	$ 8 00
Do., 60 sheets	8 60	8 10

	Apollo	Crown	Gorbais
18x24x52	.....	....	....
60	.....	....	....

COKE, TIN PLATES

	Peb-box
IC, 20x28 base	$20 00
IX, 20x28 base	23 00
IXX, 20x28 base	27 00
IXXX, 20x28 base	31 00

F.O.B. Toronto

Raven and Murex Grades—
IC, 20x28 base, 112 sheets..
IX, 20x28 base, 112 sheets..
IXX 20x28 base, 56 sheets..
IXXX, 20x28 base, 56 sheets
(Nominal) f.o.b. Montreal.

TERNE PLATES

I. C. 20x28, 112 sheets.....$20 50
F.O.B. Toronto.

"DOMINION CROWN BEST"—DOUBLE COATED TISSUE

	Nominal
IC, 14x20 base	$15 00
IX, 14x20 base	17 00
IXX, 14x20 base	19 00

F.O.B. Montreal.

CLOCKS

Big Ben	$2 92
Good Morning, each	1 15
Lookout	1 45-1 50
Sleepmeter	1 65

F.O.B. Montreal, Toronto, London Hamilton

CROWBARS, $10.50 per 100 lbs

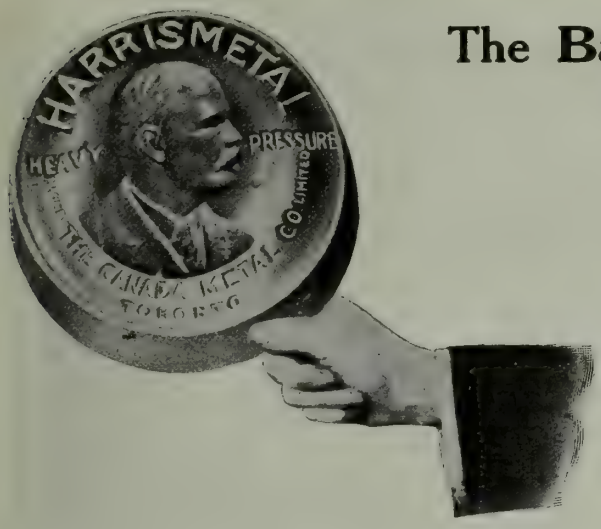
DRILLS—

Standard Lists.
Blacksmiths', ½ in. x 2½ in. shank.

List each.			
⅛	$0.45	19/32	$1.20
5/32	.45	⅝	1.30
3/16	.50	21/32	1.40
7/32	.55	11/16	1.50
¼	.60	23/32	1.60
9/32	.65	¾	1.70
5/16	.70	25/32	1.80
11/32	.75	13/16	1.90
⅜	.80	27/32	2.00
13/32	.85	⅞	2.10
7/16	.90	29/32	2.20
15932	.95	15/16	2.30
½	1.00	31/32	2.40
17/32	1.05	1	2.50
9/16	1.10		

Intermediate sizes take list of next larger.

HARRIS HEAVY PRESSURE



The Babbitt Metal that's at the Front in Efficiency and Economy

It will stand the Heaviest Pressure, always running cool.

It will wear from 50 to 100 per cent. longer on general machinery bearings than any other Babbitt metal.

It effects a saving in lubrication.

Order a Box from our nearest factory.

It is Made in Canada. What We Make We Guarantee. We Manufacture All grades of Babbitt Metals.

WRITE FOR COMPLETE LIST

Our Guarantee is Back of Every Pound of Babbitt Metal We Make

Our Specialties:

BABBITT, SOLDER, LEAD PIPE, SHEET LEAD-INGOT METALS AND ALL PLUMBING SUPPLIES.

THE CANADA METAL CO., Limited TORONTO CANADA

BRANCH FACTORIES:

34 Jackson Street, East HAMILTON

Park Ave., C.P.R. Tracks MONTREAL

301 Chambers Street WINNIPEG

1428 Granville Street VANCOUVER

Uniformity in Varnish

One of the most difficult problems in the manufacture of varnish is that of making the product absolutely uniform.

DOUGALL VARNISH

is guaranteed in this respect. Every batch of varnish is made to tried and tested formulas and no varnish is permitted to be shipped unless tests prove it to be true to formula.

Thus a gallon of DOUGALL VARNISH purchased one or two or five years from now will be exactly the same and will give the same good service as a gallon of that same varnish purchased to-day.

The Dougall Varnish Co., Ltd., Montreal

QUALITY DOUGALL VARNISHES FIRST

Bit Stock, list per dozen –

3/32	$2 70	3/8	$ 8 50
1/8	3 00	7/16	10 50
5/32	3 50	1/2	13 00
3 16	4 00	9/16	15 50
7 32	4 50	5/8	18 00
1/4	5 00	11/16	21 00
9/32	6 00	3/4	24 00
5/16	7 00	7/8	30 00

Bit Stock Drills.....37½ to 40%
Blacksmiths', ½-in. shank. 37½%
Straight Shank 37½%
Straight Shank, wire..... 37½%
Taper Shank 37½%

DOORS

See Screen Doors.
F.o.b. Toronto.

EMERY CLOTH

See under Sandpaper.

ENAMELWARE

See prices under heading Wares.

FILES AND RASPS

Discounts below apply to list of Nov. 1, 1899.

	%
Great Western, Amer.....	50
Kearney & Foot, Arcade....	50
J. Barton Smith, Eagle	50
P. H. and Imperial	50
Disston Brand	40
Globe	50
Nicholson 25-27½	
Black Diamond 25-27½	
Delta Files	20
Firth Files	50

F.o.b. Toronto, Montreal, London and Hamilton.

FITTINGS

Cast iron fittings, 12½%; Malleable bushings, 28%; cast bushings, 28%; unions, 35%; plugs, 22% off list. Net prices Class B, black, 24c lb.; Class C, 16c lb.; galvanized, Class B, 33c lb.; Class C, 24c lb.

Toronto and Montreal.

GRILLS, ELECTRIC

Single heat, round $7 50	
Three heat, round 8 25	

F.o.b. Toronto.

GRINDSTONES

	Per 100 lbs.
Over 40 lbs. and 2 in. thick..	$3 00
Under 40 lbs.	3 25
Bi-Treadle, each	7 00

F.o.b. Toronto.

HALTERS (SNAP AND RING)

	Doz.
Russet rope shank, 1"	$11.25-$12.75
Russet rope shank, 1¼ in..	13 85
Black rope shank, 1 in....	13 75
Black rope shank, 1¼".12.50-13	85
Hand sewn, no shank, 1 in.	17 40
Hand sewn, no shank, 1¼".	18 75

Halters (Sisal)

7-16 in. gross, $24; 9-16 in., $36 F.o.b. Toronto. London—7-16 in., $2.10 doz.; ½ in.. $2.65 doz.

HAMMERS, SLEDGE

Can, 5 lbs. and over, cwt..	$17 50
Masons, 5 lbs. and over, per cwt.	20 00
Masons, 5 lbs. and under...	22 50
Napping, up to 2 lbs.....	25 00

F.o.b. Montreal, Toronto, Hamilton, London.

HANDLES (WOOD)

All hickory handles, list, plus 10%. All fork, hoe, rake, shovel and mall. D handles, 10%. All other handles, net list. All neckyokes, whiffletrees and doubletrees, 10%. Wood hay rakes, horse pokes, 10%. Pike poles, ash or maple, net list.

F.o.b. St. Thomas, London, Strathroy, Toronto, St. Mary's.

HANGERS, BARN AND PARLOR

	List
Atlas, No. 0	$13 30
Atlas, No. 1	13 80
Atlas, No. 2	15 80
Stearns, 4 in.	9 75
Stearns, 5 in.	13 20
Perfect, No. 1	10 45
Perfect, No. 1½ 13 20-13	80
Storm King and safety hangers, doz.	10 60
Steel track, 1¼ in. 9 00-12	00

F.o.b. Montreal, Toronto.

HEATERS, ELECTRIC

Majestic, 1 Burner	7 50
Majestic, 2 Burner	11 25

F.o.b. Toronto.

HINGES, TEE AND STRAP

Heavy, Net Prices.

	Strap Doz. pairs.	Tee pairs.
4-inch	$ 2 70	$ 2 30
5-inch	3 33	2 88
6-inch	3 60	3 24
8-inch	4 86	3 69
10-inch	8 64	6 57
12-inch	10 71	10 44
14-inch	12 24	10 62

Light, Net Prices, figured at discount 10%.

3-inch, doz. pairs...	$0 90	$0 90
4-inch	1 08	0 99
5-inch	1 26	1 17
6-inch	1 53	1 35
8-inch	2 25	1 60
10-inch	....	....

Screw Hook and Strap Hinges—List prices, per dozen pairs—6 in., $4.30; 8-in., $4.80; 10-in., $6.40; 12-in., $7; 15-in., $7.50; 18-in., $11; 21-in., $12.40; 24-in., $16; 27-in., $17.20; 30-in., $18.50; 33-in., $21.50; 36-in., $24.50.

Discount, 25%.

F.o.b. Toronto, London, Hamilton and Montreal.

HAY KNIVES

Spear Point	$14 00
Lighting	12 50
Heath's	12 50

HOES, Grub $10.50 11 00

HOOKS, GRASS

	Canadian	Fox
No. 2, per doz..	$4 15	$5 00-$5 50
No. 3, per doz..	4 25	5 50- 6 40
No. 4, per doz..	4 35	6 00- 7 40
Little Giant ...	6 00	....
Barden Patent..	6 00	....

F.o.b. Montreal, Toronto.

HORSESHOES

Patterns	Sizes made	Price per keg No. 2 and larger Less 20c.	No. 1 and smaller
Light iron ...	0-7	$7 75	$8 00
Long heel light iron	3-7	7 75	....
Medium iron..	1-8	7 75	8 00
Heavy iron	6-8	7 75	....
Snow	1-6	8 00	8 25
New-light "XL" steel	1-6	8 20	8 45
Featherweight "XL" steel...	0-4	9 60	....
Special-countersunk	0-4	10 10	....
Toe-weight (front only).	1-4	10 60	....

Packing—Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra.

F.o.b. Montreal and Belleville.

Terms—Cash in thirty days, less 2% discount.

TOE CAULKS

Nos. 0, 1, 2 and larger, sharp and blunt, $2.25 to $2.90 box.

HOSE, LAWN Toronto

Corrugated, ½ in., 100 ft..	$17 50
Corrugated, ⅝ in., 100 ft..	20 50
Corrugated, ¾ in.	23 50
Corrugated, 1 in., 100 ft...	35 00

Less 5% for full reels, 500 ft.

F.o.b. Toronto and London.

HAT AND COAT HOOKS

Coppered wire, 3 in., $1.10 gross.

F.o.b. Montreal, Toronto, Hamilton, London.

IRON AND STEEL

See weekly report.

IRON, TINNED

Prices nominal. Subject to premium where stocks are obtainable.

72x30 up to 24 gauge, case lots	....
72x30, 26 gauge, case lots.	....

Less than case, 50c per 100 lbs. extra. F.o.b. Montreal.

IRONS, (SAD)

Mrs. Potts, No. 55, polished, per set	$1 95
Mrs. Potts, No. 50, nickel-plated, set	2 10
Mrs. Potts, handles, japanned, doz.	1 65
Sad irons, common, plain, 3, 4 and 5 lbs.....	9 20
Sad irons, plain, 6 lbs. up..	7 00
Sad irons, common, plated.	5 50
Princess Electric, each.	$4 00 4 10
Canadian Beauty Electric Irons—Style A	4 50
Style B	4 88
Hotpoint Domestic Electric Irons, each	5 25
Gasoline Sad Irons, each ...	4 25

F.o.b. Montreal, Toronto, London, Hamilton.

LADDERS, Etc.

Step Ladders

	Per ft.
Perfect, 6 to 16 ft. only....	$0 32
Hercules, 4 to 10 ft.....	0 34
Hercules, 12 to 14 ft.....	0 39
Faultless, 4 to 10 ft. only..	0 30
Ontario, 4 to 10 ft. only....	0 27
Shelf Lock, 4 to 8 ft. only..	0 22

Single and Fruit Picking

10 ft. to 16 ft.	20c ft.
18 ft. to 20 ft.	23c ft.
Chair ladders, each	2 00

F.o.b. Toronto, Hamilton, London.

Roped and Straight Extension Ladders

	Per ft.
20 to 32 ft.	$0 24
36 to 40 ft.	0 27
44 ft.	0 30
Over 44 ft.	0 40

F.o.b. Toronto, London, Montreal, Stratford.

Fire ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

LANTERNS

	Per doz.
Short Globe, plain	$12 50
Do., Japd.	13 25
Long Globe, plain	12 50
Do., Japd.	13 25
Dash, plain	15 50
Do., Japd.	16 25
Do., Search (r'nd reflec.)	17 00
Little Bobs 2 10-4 20	

F.o.b. Toronto, Hamilton, London, Montreal.

LANTERN GLOBES

	Dozen
Cold blast, short.....$0 95-$1 10	
Cold blast 1 00- 1 10	

3 doz. cases, 95c doz.; 6 doz. cases, 90c doz.

Cold blast, genuine ruby....$4 75	

F.o.b. Toronto, London, Hamilton and Montreal.

LATCHES

	Per doz.
Steel Thumb, No. 2....$1 90-$2 00	
Steel Thumb, No. 3.... 2 50- 2 70	
Steel Thumb, No. 4..... 4 75	
Barn Door, No. 5 ..... 2 75	
Barn Door, No. 9 ..... 5 10	

F.o.b. Montreal, Toronto, London.

LEAD

For pig lead and lead and zinc products see weekly report.

MACHINES (WASHING)

	List each
Canadian $10 00	
Dowswell 10 00	
Noiseless 15 50	
Hamilton 12 00	
Ottawa 10 50	
Peerless 10 50	
Snowball 15 00	
Momentum 16 50	
New Century, style A..... 16 50	
New Century, style B..... 18 00	
Playtime, engine drive 22 00	
Ideal Power 28 00	
Seafoam, electric 107 00	
Seafoam, engine drive 49 00	
New Idea, electric 134 00	
Sunshine 9 50	
Popular, No. 1 ..... 10 50	
Popular, No. 2 ..... 10 00	
Economic 12 50	
Champion 17 00	
New Excell-All 18 00	
Blue Bell, without stand... 16 50	
Puritan Water Motor Washer, complete 28 00	
Hydro, 1 Tub, engine drive 50 50	
Do., do., electric 108 50	
Low pressure water motor washer, each 30 00	
Connor ball-bearing, with rack 18 50	
I X L 18 50	
Perfection, engine drive .. 55 50	
Perfection, engine drive... 15 50	
Gem 16 50	
Winner, plain 13 50	
Connor Improved 10 00	
Jubilee 9 50	
Canada First 19 00	

Discount, 30% and 10%. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

MALLETS

	Per doz.
Tinsmiths, 2¼ x 5½ in.	$1.00-$1.75
Carpenters', No. 3	5.80

F.o.b. Montreal, Toronto, Hamilton.

MATTOCKS

Cutter, doz. $12 50	$13 25
Pick, doz. 12 50	13 25

F.o.b. Montreal, Toronto, London, Hamilton.

MIXERS, BREAD

Canuck—	
No. 4, dozen	$29 40
No. 8, dozen	33 60
Universal—	
No. 4, dozen $38 10	39 60
No. 8, dozen 46 40	48 60

MOPS

O Cedar, doz. net.....$12 00	
Sprustex, No. 2, doz..$8 00	8 40
S.W. Mops, complete, doz.	5 25 5 40
Mop Sticks, doz., No. 8....	2 00
Cast Head Mop, doz.....	2 00
Crescent, doz., No. 10..2 50	3 35
Crank wringing, doz.....	8 25

F.o.b. Montreal, Toronto, Hamilton, London.

MOWERS, LAWN

Adanac 40-10%	
Woodyatt	35%
Empress	35%
Mayflower	35%
Star, Ontario, Daisy	35%

F.o.b. Toronto, Guelph, London, Hamilton.

NAILS

List adopted July 10, 1912.

Advance over base on common wire nails in kegs.

		2¾ inch	.....15c
1 inch	.....$1	3 inch	.....10c
1⅛ inch	 1	3¼ inch	.....10c
1¼ inch	....65c	3½ inch	.....10c
1½ inch	....40c	4 inch	..... 5c
1¾ inch	....40c	4½ inch	..... 5c
2 inch	....30c	5-inch base.	
2¼ inch	....30c	5½-inch base.	
2½ inch	....15c	6-inch base.	

6½ to 12-inch-2 Ga. and heavier. 25c over base.

Standard Steel Wire Nails, f.o.b. Toronto, London, Hamilton, Milton, $4.95 base.

Freight equalized on above points.

F.o.b. Montreal, Gananoque, Collingwood and Owen Sound. $5 base.

Freight equalized on above points.

Windsor, Walkerville, Sandwich f.o.b. factory prices, carload freight allowed, $5.10.

Sault Ste. Marie, Port Arthur, Fort William, $5.05 base, f.o.b. factory; no freight allowance.

Moulding, Flooring, Slating, Box, Fence, Barrel Nails, 25c per 100 lbs. over common nail prices. Finishing Nails, 50c per 100 lbs. advance over common nail price. Clinch Nails and Sash Pins, 75c per 100 lbs. over common nail price.

Miscellaneous wire nails, 60% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton, London.

Cut Nails—Montreal, $5.35 base; Toronto, $5.35 base; London, $5.35; Hamilton, $5.35; no equalization of freights.

Roofing Nails—American, large head, keg, $10; 25 lb. boxes, per 100 lbs., $10.50.

F.o.b. Montreal, Toronto, Hamilton.

NAILS (HORSE)

C Brand

Size	Per 100 lbs.
Capewell—	
No. 5	$23 00
No. 6	22 00
No. 7	21 00
No. 8	20 00
Nos. 9 to 12	19 00

Discount, 10%

"M.R.M." BRAND

No.	Net Price List Lengths	Per box of 25 lbs.
3	1⅝"	$20 00
4	1¾"	10 00
5	1 15-16"	5 00
6	2⅛"	4 75
7	2 5-16"	4 50
8	2½"	4 50
9	2 11-16"	4 25
10	2⅞"	4 25
11	3 1-16"	4 25
12	3¼"	4 25

F.o.b. London, Hamilton, Montreal, Toronto

NETTING, POULTRY

List prices per roll of 50 lineal yards. Adopted March, 1909.

2-inch mesh and 19 ga. wire.

12 inch...	$1 80	48 inch...	$ 6 20
18 inch...	2 65	60 inch...	7 70
24 inch...	3 40	72 inch...	9 20
30 inch...	4 00	84 inch...	10 50
36 inch...	4 75	96 inch...	12 00
42 inch...	5 50		

1½ inch mesh and 19 ga. wire.

12 inch...	$3 50	42 inch...	$10 50
18 inch...	5 00	48 inch...	12 00
24 inch...	6 30	60 inch...	15 00
30 inch...	7 75	72 inch...	18 00
36 inch...	9 90		

1 inch mesh and 20 ga. wire.

12 inch...	$4 00	42 inch...	$12 00
18 inch...	5 50	48 inch...	14 00
24 inch...	7 00	60 inch...	17 00
30 inch...	8 50	72 inch...	20 00

¾ inch mesh and 20 ga. wire.

24 inch..	$10 50	36 inch...	$15 00
30 inch..	12 75		



They're Out!

What! RAMSAY'S BILL POSTERS

Where? THROUGHOUT CANADA

BUY W-S-S WAR-SAVINGS STAMPS

Be A "RAMSAY" Agent
Sell "The Right Paint to Paint Right"

A. RAMSAY & SON COMPANY

Makers of Property Preserving Paints & Varnishes for 77 years.

TORONTO MONTREAL VANCOUVER

Distributors

Edmonton District
Revillon Wholesale Limited, Edmonton
Calgary District
The McDonald - Baker Co., 818 8th Avenue West, Calgary

½ inch mess and 22 ga. wire.
24 inch...$16 50 36 inch...$24 00
30 inch... 20 10

Discounts at present quoted apply only to 1 and 2 inch mesh netting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Montreal, Canadian netting 15% off list.
American netting, 10% off list.

	Per rod
Invincible—1640	$ 0 75
1848	0 85
2060	0 95

Put up in 10, 20 and 30-rod rolls.
F.o.b. Montreal.

OAKUM

Best (American)	$21 00-$22 00
U.S. Navy (unspun)	....
Clipper (spun)	21 00
Clipper (unspun)	19 50
U.S. Navy (unspun)	....
U.S. Navy (spun)	21 50
Plumbers (spun)	$10 00- 10 50

F.o.b. Montreal, Toronto.

OILS	Montreal	Toronto
Royalite, gal.	0 20½	0 19½
Palacine, gal.	0 23½	0 22½
Gasoline, net, gal.	0 34	0 33
	List	Gallon
Black oil (Summer)	0 19½	0 18½
Black oil (Winter)	0 20½	0 19½
Imperial Kerosene Tractor	....	0 60
Capital cylinder	0 62	0 61
Machine oil, regular grades	33½-42½	32½-41½
Standard gas engine oil	0 40½	0 39½
Paraffine	0 25	0 24

List, less 15% on above.

Polarine Oil, list	0 90
Polarine Oil, heavy, list	0 90
Gargoyle Mobiloil, list	1 33

List, less 25% on above.

Fuel oil, bbls. net	0 08½
Fuel oil, tank cars, net	0 07 7-10

Prices shown are barrel basis unless otherwise specified. Barrels charged extra.

OLD MATERIALS

See weekly report.

PACKING	Per lb.
Fine jute	$0 20
Coarse jute	0 15
Hemp	0 34
Square braided hemp	0 38
No. 1 Italian	0 44
No. 2 Italian	0 36

F.o.b. Montreal and Toronto.

PAPER	Per 400-ft. roll
Dry Fibre, No. 1 roll	$1 10-$1 20
Dry Fibre, No. 2 roll	0 62- 0 65
Anchor Brand	1 20
Rosin Sized Sheeting, red	1 05
Do., blue	1 10
Tarred Fibre, No. 1 roll	1 25- 1 30
Tarred Fibre, No. 2 roll	0 77- 0 83
Surprise Fibre	0 67- 0 71
Tarred felt, per cwt.	4 10
Cyclone (dry)	1 20
Cyclone (tarred)	1 30
Joliet (dry fibre)	0 65
Monarch Sheathing (per 100 lbs.)	4 00
Asbestos sheeting (per 100 lbs.)	13½ 0 15
Carpet Felt, 16 oz. per 10 lbs.	$5 50

F.o.b. Toronto, Hamilton, London, Montreal, freight equalized thereon.

PICKS

Clay—	
5 to 6 lbs., doz.	$12 00
6 to 7 lbs., doz.	12 75
7 to 8 lbs., doz.	13 50
Rock—	
7 to 8 lbs., doz.	12 50

F.o.b. Montreal and Toronto.

PINS, CLOTHES

	Per case
5 gross, 4-in. (loose)	1 45
4 gross (cartons), 4½ in.	1 45

F.o.b. Montreal and Toronto.

WROUGHT PIPE

Price List No. 38.

Standard Buttweld

Per 100 feet.

	Steel Blk.	Steel Gal.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Gal.
⅛ in.	$ 6 00	$ 8 00	$	$ ....
¼ in.	4 68	6 81	5 28	7 41
⅜ in.	4 68	6 81	5 28	7 41
½ in.	6 21	7 78	7 60	8 63
¾ in.	7 82	9 95	8 97	11 10
1 in.	11 56	14 71	13 26	16 41
1¼ in.	15 64	19 90	17 94	22 20
1½ in.	18 70	23 76	21 45	26 54
2 in.	25 16	32 01	28 86	35 20
2½ in.	40 37	51 19	....	....
3 in.	52 79	66 94	....	....
3½ in.	67 16	84 18	....	....
4 in.	79 57	99 74	....	....

Standard Lapweld

	Steel Blk.	Steel Gal.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Gal.
2 in.	$28 86	$35 34	$32 56	$39 03
2½ in.	42 12	52 36	47 97	58 21
3 in.	55 08	68 47	62 73	76 12
3½ in.	69 00	86 94	78 20	96 14
4 in.	81 75	193 00	92 65	113 90
4½ in.	93 00	118 00	112 00	137 00
5 in.	108 00	137 00	130 00	159 00
6 in.	140 00	178 00	169 00	206 00
7 in.	283 00	292 00	219 00	268 00
8 L in.	193 00	244 00	230 00	281 00
8 in.	222 00	281 00	265 00	324 00
9 in.	266 00	336 00	....	....
10L in.	246 00	312 00	294 00	360 00
10 in.	317 00	402 00	379 00	464 00

Terms 2% 30 days, approved credit.

Freight equalized on Chatham, Guelph, Hamilton, London, Montreal, Toronto, Welland.

While the foregoing prices on iron pipe are the nominal prices, it has been found in practice that prospective buyers should ask for quotations on sizes 2½ inches and larger on account of the shortage of these sizes and the extra difficulty of procuring supplies.

WROUGHT NIPPLES

4" and under, 45%.
4½" and larger, 40%.
4" and under, running thread, 25%.

Standard couplings, 4" and under, 35%.
4½" and larger, 15%.

Terms, 2% 30 days. Approved credit, Ontario, Quebec and Maritime Provinces.

PIPE (Conductor)

	Plain	List
2 in., in 10-ft. lengths, list.	$ 8 00	
3 in., in 10-ft. lengths, list.	9 70	
4 in., in 10-ft. lengths, list.	12 80	
5 in., in 10-ft. lengths, list.	17 50	
6 in., in 10-ft. lengths, list.	21 30	
Net list.		

F.o.b. Toronto, Ottawa, Oshawa.

PIPE, LEAD

See weekly report.

PIPE (SOIL)

Medium and extra heavy pipe, 2 to 6 inch 15%
Medium and extra heavy fittings, 2 to 6 inch 25%
8 inch pipe and fittings...Net list
F.o.b. Toronto, Montreal.

PIPE (STOVE)

See prices under Wares, etc.

PITCH

Pine, black, per bbl.	8 50
Navy pitch, per bbl.	6 50

F.o.b. Montreal, Toronto.

POLISH (O-Cedar)

4-oz. bottles, doz., list	3 00
12-oz. bottles, doz., list	6 00
1-qt. can, doz., list	15 00
½-gal. cans, doz., list	24 00
1-gal. cans, doz., list	36 00

Discount, 33 1-3 per cent.

Liquid Veneer—	
4 oz., doz.	$2 00
12 oz., doz.	4 00
32 oz., doz.	8 40
64 oz., each	1 20
128 oz., each	2 10

F.o.b. Toronto, London.

PUMPS

	Pitcher Spout	Closed Spout
No. 1	$2 75	$2 95
No. 2	3 05	3 30
No. 3	3 40	3 65

F.o.b. Montreal, Toronto, Hamilton, London.

RIVETS AND BURRS

Iron rivets, blacked and tinned, 35 and 5%; Iron Burrs, 35 and 5%.

Copper rivets, usual proportion of burrs, add 15%; burrs, add 40%.

Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¾-lb. pkgs., 2c lbs. Coppered Rivets, net extras, 3c per lb.

F.o.b. Montreal, Toronto, London.

ROOFING

	Per square
Samson, 1-ply, roll	$2 30
Samson, 2-ply, roll	2 75
Samson, 3-ply, roll	3 30
R. S. Special, 1 ply	1 75
R. S. Special, 2 ply	2 00
R. S. Special, 3 ply	2 25
Amazon, 1-ply	2 05
Amazon, 2-ply	2 35
Amazon, 3-ply	2 65
Everlastic, 1-ply	1 80
Everlastic, 2-ply	2 10
Everlastic, 3-ply	2 40
Good Luck, 1-ply	1 80
Good Luck, 2-ply	2 10
Good Luck, 3-ply	2 40
McCombe Sp., 1-ply	1 75
McCombe Sp., 2-ply	2 00
McCombe Sp., 3-ply	2 25
Black Cat, 1-ply	2 05
Black Cat, 2-ply	2 35
Black Cat, 3-ply	2 65
Black Diamond Ready Roofing, 2 ply	1 12
Black Diamond Ready Roofing, 3 ply	1 38
Liquid roofing cement, per gal., in barrels	0 31
5 and 10 gal. lots, per gal.	0 44
Coal Tar (refined), bbl.	8 50
Roofing Pitch, per cwt.	1 20

F.o.b. Toronto, London, Montreal.

ROPE	Lb.
Pure Manila basis	37½
British Manila basis	33
New Zealand hemp basis	33
Sisal basis	27½

Above quotations are basis prices, ¾ in. and larger diameter. The following advances over basis are made for smaller sizes:—⅝ in., ½c; 9-16 to 7-16 in. inclusive, 1c; ⅜ in., 1½c; ¼ and 5-16 in., 2c; 3-16 in., 2½c extra.

Single lath yarn basis	27½
Double lath yarn	28
Yacht marline, tarred	54
Halyards	47
Hemp, deep sea line basis	47
Hemp, tarred ratline basis	40
Hemp, tarred bolt rope basis	42
Marline and Houseline	42
Italian rope basis. On application	
Cotton, ¼ in.	0 81¾
5-32 in.	0 80¾
3-16 in.	75 77½
¼-in. and up	74 76¼

F.o.b, Toronto, Montreal, Brantford, London, Hamilton.

RULES. BOXWOOD (LUFKIN)—

651B (68), $2.10 dozen; 751 (61), $2.70; 851 (51), $3.25; 771 (84), $6.35; 781 (62), $7.80; 861A (53½), $7.85; 852 (73), $5.10; 752B (7), $6; 386 (32), $6.90; 3851 (66½), $5.85; 465 (69), $1.80; 171 (36), $4.60.

F.o.b. Montreal, Toronto, London.

TAPES, MEASURING (LUFKIN)—

	Each
263, 50 ft. Challenge Steel.	$3 95
103, 50 ft. Reliable Jr. Steel	4 05
243, 50 ft. Rival Steel	3 50
1243, 50 ft. Rival Jr. Steel	3 50
603, 50 ft. Metallic	3 00
604, 66 ft.	3 30
403, 50 ft. Linen	2 15
	Dozen
713, 50 ft. Ass Skin	5 40
714, 66 ft. Ass Skin	6 50
143, 3 ft. Steel Pocket	7 10
145, 5 ft. Steel Pocket	9 65
175, 5 ft. Linnine Pocket	5 55
165, 5 ft. Cotton Pocket	1 60

F.o.b. Montreal, Toronto, London.

SANDPAPER

B. & A. sandpaper, 12½% off list.
Star sandpaper, 12½% off list.
B. & A. emery cloth, 30% on list.
F.o.b. Toronto, Montreal.

SCALES	Scale List	Stamping extra
Champion—		
4 lb.	$5 50	$0 80
10 lb.	7 50	0 30
240 lb.	12 50	0 50
600 lb.	28 00	1 00
1200 lb.	35 00	1 00
2000 lb.	50 00	1 00
2000 lb. Drop lever	57 00	1 00
10-lb. Household	5 00	0 10
25-lb. Household	6 00	0 30

Champion list prices subject to discount of 5%; Standard scales, 10% discount; Weigh Beams, 5% discount. No discount allowed on stamping charge. F.o.b. Toronto, Montreal, Hamilton.

SCYTHES	Doz.
Cast Steel	$15 00
Golden Clipper	16 00
Little Giant	17 00
Bush	15 50

F.o.b. Toronto, London.

SCREEN DOORS

Kasement, No. 1, 2 ft. 8 in., $28.80; 2 ft. 10 in., $30; 3 ft., $31.20; Nos. 2, 3 and 4, 2 ft. 8 in., $31.20; 2 ft. 10 in., $32.40; 3 ft., $34.20 dozen.

SNATHS	Doz.
00 Patent	$13 75
1	13 20
2	12 65
3	11 55

SCREWS

Discounts off Standard List adopted Aug. 1, 1903.

Wood, F. H., bright	72½
Wood, R. H., bright	67½
Wood, O. H., bright	67½
Wood, F. H., brass	37½
Wood, R. H., brass	32½
Wood, O. H., brass	32½
Wood, F. H., bronze	27½
Wood, R. H., bronze	25
Wood, O. H., bronze	25
Square cap	20
Hexagon cap	20

Wooden Bench Screws

Dozen	$7 00

SHEETS, BLACK

See Montreal and Toronto report.

SHEETS, CORRUGATED

See weekly report.

SHEETS, GALVANIZED

Premier Galvanized

10¾ oz.	$8 10
U.S. 28	7 70
U.S. 26	7 40
22 and 24	7 25
18 and 20	7 10
16	6 95
14	6 80

F.o.b. Hamilton and Toronto.

Apollo Brand, Montreal Toronto	
14 gauge	....
16 gauge	....
18-20 gauge	....
22-24 gauge	....
26 gauge	....
28 gauge	....
10¾ ozs.	....

Add 25c for less than ton lots.

B.W. Queen's Fleur	..nfiffiS
B.W. Queen's Fleur-	Gorbal-

gauge	Head	de-Lis "best-best"
16		
18-20		
22-24		
26		
28		

Less 25c in case lots.

SHINGLES	Per s
Standard galvanized	$10 00
Standard painted	8 00

Discount 7½%.

SIDING METAL

Standard galvanized	$8 50
Standard painted	6 50

Discount 7½%.

On shipments of 300 lbs. and over, freight is allowed south and east of and including North Bay; also several western counties in Quebec Province. Places north and west of North Bay, the freight is equalized on North Bay. For Quebec and Maritime Provinces, freight is equalized on Montreal.

SOLDERING COPPERS

Base, 3 to 8 lbs., 54½c, F.o.b. Toronto and Hamilton.

SOLDER, BAR

See weekly report.

SPOUTS, SAP

Eureka, per M. $13 50 $16 50

STAPLES

See Wire Products.

STOVES

Oil Burning Cooking	List each
Perfection No. 32, 2-burner	18 75
Perfection, No. 33, 3-burner	24 25
Perfection, No. 34, 4-burner	30 75
No. 226 oven for above stoves	7 25

Discount, 25% off list.
Freight allowed on shipments of 12 stoves.

McClary Glass Front Oven No. 70, each, net	4 25
Detroit Glass Front Oven, No. 85, each, net	4 50

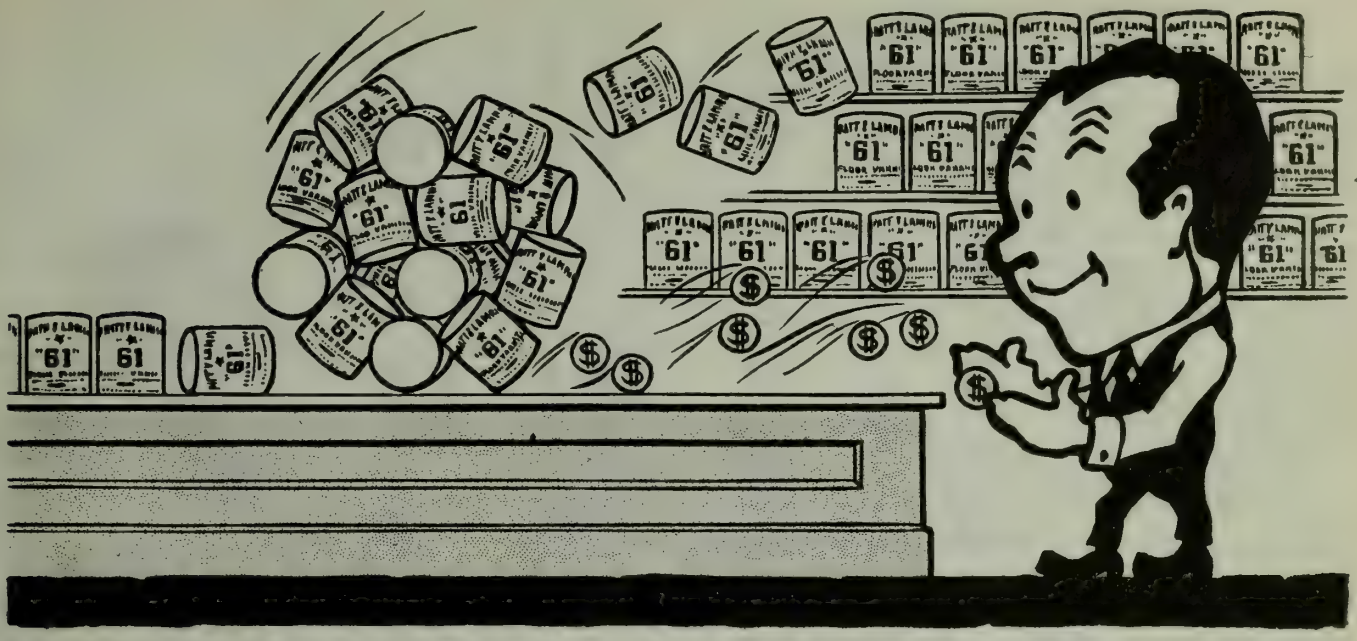
F.o.b. Sarnia, London, Toronto, Ottawa.

Oil Burning Heaters.	List
No. 525, each	7 00
No. 530, each	8 25
No. 630, each	10 25

Discount 25% off list.
Freight allowed on shipments of 24 heaters.

STRETCHERS, CURTAIN—

No. 33, per dozen	$31 50
No. 98, per dozen	18 50
No. 99, per dozen	23 00



It's Like a Rolling Snowball!

REMEMBER the big snowballs you used to make when you were a boy — how they grew bigger and bigger at every turn?

Well, that's just the way with "61" Floor Varnish in Colors. It "turns over" quickly and P&L dealers are increasing their sales at every turn!

It's that 70-year-old Pratt & Lambert reputation for quality backed up by powerful nation-wide advertising that keeps that ball rolling and kicking up cash in its wake.

Are you in on this? Have you stocked "61" in Colors?

If you're not one of these dealers, let us show you how to get your share of this steady business! Write for particulars of Introductory Assortment.

PRATT & LAMBERT-INC.
VARNISH MAKERS 70 YEARS
24 COURTWRIGHT ST., BRIDGEBURG, ONT.
FACTORIES
BRIDGEBURG, ONTARIO
NEW YORK BUFFALO CHICAGO
LONDON PARIS SYDNEY

"61" FLOOR VARNISH

for Floors, Furniture and all Woodwork

Now made in Eight Colors

SPADES, SHOVELS AND SCOOPS

	1st Grade %	2nd Grade %	4th Grade %
Plain Back Shovels and Spades	25 and 25	25 and 25	25 and 25
Draining Tools	25 and 25	25 and 25	.....
Hollow Back Scoops	25 and 25	.....	25 and 25
Sand Shovels	25 and 25	.....	25 and 25
Hollow Back Shovels	25 and 25	.....	25 and 25
Hollow Back Coal Shovels	25 and 25	.....	25 and 25
Riveted Back Scoops	25 and 25	25 and 25	25 and 25
Miners' Spring Point Shovels	25 and 25	.....	.....

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as follows:

BLACK LIST PRICES

Plain Back Shovels and Spades	$29.00	$28.00	$25.00
Draining Tools, No. 2, black	29.00	27.50	.....
Hollow Back Scoops, No. 2, black	34.50	.....	32.00
Coal Shovels, Hollow Back, No. 2, black	32.00	.....	30.00
Sand Shovels, No. 2, black	27.50	.....	24.00
Hollow Back Shovels, No. 2, black	27.50	.....	24.00
Riveted Back Scoops, No. 2, black	37.50	35.50	34.00
Miners' Spring Point Shovel, No. 2, black	36.50	.....	.....

NET EXTRAS—

For each size larger than No. 2, add 25c dozen net.

F.o.b. London, Hamilton, Toronto, Gananoque, Ottawa, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon.

SWEEPERS, CARPET

	Bissell's Doz.
American Queen, Nickeled Fittings, Cyco Ball Bearing	$48 00
Club, Jap. Cyco Bearing	102 00
Champion, Nickeled Fittings	40 00
Champion, Japan'd Fittings	34 00
Grand, Nic., Cyco B.B.	61 00
Grand, Jap., Cyco B.B.	55 00
Grand Rapids, Nic., Cyco B.B.	45 00
Grand Rapids, Jp., Cyco B.B.	39 00
Parlor Queen, Nic., Cyco, B.B.	51 00
Princess, Nic., Cyco B.B.	46 00
Standard, Nickeled Fittings	42 00
Standard, Jap'd Fittings	36 00
Universal, Nic., Cyco Bearing	43 00
Universal, Jap., Cyco Bearing	37 00

SWEEPERS, VACUUM

	Bissell's Doz.
Grand Rapids, Nic.	$98 00
Household, Jap.	88 00
Superba, Nic.	114 00

F.o.b. factory Niagara Falls, Ont. Prices guaranteed by manufacturers against their own decline to June 30, 1919. Also stocked by jobbers.

SWEEPERS (ELECTRIC)

Steel frame	$36 40
Aluminum frame	43 90
Attachments, set	8 25

F.o.b. Toronto, Hamilton, London.

TACKS

	Discount
Wire Tacks	60 and 10%
Revised Hardware Tack List adopted Jan. 1, 1916	60 and 15%
Double pointed tacks	60 10%
Shoe findings list adopted July 5, 1917	Net List
List of Capped Goods adopted Jan. 1, 1916	60 and 15%

F.o.b. Toronto, Hamilton, Montreal, London.

TINNERS' TRIMMINGS

See prices under head of Wares.

TOASTERS, ELECTRIC

Canadian Beauty	$4 50
Upright, with rack	6 40

TOOLS, HARVEST

Waverly, Wellandvale, Rixford, Maple Leaf, Bedford, 17½% discount. Samson, 12½% discount.

F.o.b. Montreal, Toronto, Hamilton, London.

TROUGH (EAVE)

O. G. Square bead and half round:

Size in girth	Per 100 ft.		
8 in.	$ 6 90	15 in.	$12 50
10 in.	7 70	18 in.	16 00
12 in.	9 10		Net List

F.o.b. Toronto, Oshawa, Ottawa.

TRAPS (GAME)

	Doz. with chain
Victor, No. 1	$2 20
Jump, No. 1	2 95
Hawley & Norton, No. 1	3 45
Newhouse, No. 1	5 00

F.o.b. Toronto, London, Hamilton, Montreal.

TWINE (BINDER)

	Per lb.
600 ft.	$0 22
550 ft.	0 23¾
600 ft.	0 25
550 ft.	0 26½

In 5-ton lots, ¼c discount from above; 10 tons and upwards, ¼c discount. Freight paid on 300 lbs. and over to nearest station.

F.o.b. Montreal, Toronto, Brantford, Hamilton, London.

TWINE (COTTON)

3-ply wrapping, lb.	0.65½
4-ply wrapping, lb.	0.69

F.o.b. Toronto, Hamilton, London.

WOOD TUBS

No. 0, per dozen	$19 80
No. 1, per dozen	17 60
No. 2, per dozen	15 40
No. 3, per dozen	13 20

F.o.b. Newmarket.

VALVES

	%
Ground work	40
Compression work, standard	45
High grade	41
Cushion work	40
Fuller work, standard	43
High grade	36
Basin cocks, No. 0 Standard	38
High grade	38
Bath cocks	48
Flatway stop and waste cocks, standard	47
High grade	45
Roundway stop and waste cocks, standard	45
High grade	45
Brass steam cocks, standard	10% advance on list
Radiator valves, standard	10
Do., removable seat	Net list
Patent quick opening valves	30
Globe, angle and check valves, standard	Net
Do., Jenkins Disc,	5% advance on list.

F.o.b. Toronto.

WARES, ETC.

Scotch Grey Ware, 40-10%.
Colonial, 27½%.
Imperial Ware, 27½%.
Pearl, 27½%.
Premier, net list.
Canada Ware, net list.
Diamond, net list. White Ware, 45%
Japanned Ware, list plus 30%.
Japanned Ware. White, list, plus 40%.
Plain and Jap. Sprinklers, list plus 30%.
Barb $6.75
Stamped Ware, plain, 45%.
Stamped Ware, retinned, 40%.
Copper Bottoms, list, plus 10%.
Tinners' Trimmings, plain, 45%.
Tinners' Trimmings, retinned, 40%.
Tinners' Trimmings, general, list plus 20%.
Factory Milk Cans, list plus 50%.
Milk Can Trimmings, list, plus 60%.
Cream Cans, list, plus 25%.
Railroad Cans, list, plus 20%.
Pieced Tinware, C.B., list, plus 70%.
Sheet Iron Ware, list, plus 20%.
Pieced Ware, ordinary, list, plus 50%. Fry Pans, 40%.
Spiders, steel, net list; cast iron, 10%.
Fire Shovels, Japanned, list, plus 20%.
Steel Sinks, painted, list plus 25%.
Steel Sinks, galvanized, list, plus 25%.
Light Galv. Pails and Tubs, list plus 30%.
Heavy Galv. Pails and Tubs, list, plus 20%.
Garbage Pails, list, plus 20%.
Jap. Coal Hods, list, plus 40%.
Galv. Coal Hods, list, plus 50%.
Paper Lined Boards, 30 and 10%.
Wood Lined Boards, 30%.
Stove Pipe, patent, per 100, 6 in., $22.28; 7 in., $23.87.
Common, made-up, per 100, 5 and 6 in., $24.67; 7 in., $26.07.
Polished, made-up, per 100, 5 and 6 in., ...; 7 in., ...
Stove Pipe Thimbles, 45%.
Copper Boilers, list, plus 10%.
Copper Tea Kettles, list, plus 10%.
Copper Tea Kettles, 3 doz. lots, list, plus 10%, less 10%.
Copper Tea and Coffee Pots, list, plus 10%.
Copper Tea and Coffee Pots, in 3 doz. lots, list, plus 10%, less 10%.
Nickel-plated Ware, 50%.

F.o.b. Montreal, Toronto, London, Hamilton.

WROUGHT WASHERS

Round plain. Sizes given are size of hole. In boxes of 50 lbs., list prices, per 100 lbs.—¼ in., $22.00; 5-16 in., $24.40; ⅜ in., $22.80; 7-16 in., $21.00; ½ in., $19.60; 9-16 in., $18.80; ⅝ in., $18.60; 11-16 in., $18.40; ¾ in., $18.20; 13-16 in., $18.00; 1 1-16 in., 1⅛ in., 1¼ in., $18.00; 1 1-1½ in., 1⅛ in., 1¼ in., 1 5-16 in., $18.00; 1⅜ in., 1½ in., 1⅝ in., $18.40; 1¾ in., 1⅞ in., 2 in., 2⅛ in., $19.00. Discount 15 per cent. Net extras, 26 to 49 lbs. of a size, $1.00; 25 lbs. of a size or less, $2.00 per 100 lbs. Package allowances—if taken in kegs about 175 lbs. each, allowance 10c per 100 lbs.; if taken in bags about 100 lbs., allowance 15c per 100 lbs.

WEIGHTS, SASH

	Tor'to	Lond'n	Mont'l	
Sectional, 1 lb., per 100 lbs.	$5.50-$5.85	$5.50	$5.35	
Section, ½ lb., per 100 lbs.	5.50- 5.85	5.50	5.50	
Solid, 3 to 30 lbs., per cwt.	4.25	4.25	3.75	

WHEELBARROWS

Navvy, steel wheel, doz.	$58 20
Garden, steel, doz.	58 80
Light garden, doz.	46 80

F.o.b. Montreal, Toronto, London.

WIRE PRODUCTS

F.o.b. Toronto, London, Hamilton Montreal.

Cut Hay Wire	Per 100 lbs.
No. 9	$6 15
No. 10	6 20
No. 11	6 25
No. 12	6 40
No. 13	6 50
No. 13½	6 50
No. 14	6 65
No. 15	6 90
No. 16	7 10

Stovepipe Wire

No. 18	8 25
No. 19	8 75

Smooth Steel Wire

Nos. 0-9 gauge, base	5 00

Extras over base sizes on smaller gauges are as follows:

No. 10, 6c extra; No. 11, 12c; No. 12, 30c; No. 13, 30c; No. 14, 40c; No. 15, 55c; No. 16, 70c extra.

Extra net per 100 lbs.—Oiled wire 10c; spring wire, $2.50; bright, soft drawn, 15c; charcoal (extra quality), $1.25; packed in casks or cases, 15c; bagging and paperings, 10c; 50 and 100-lb. coils, in 25-lb. coils, 15c; in 5 and 10-lb. coils, 25c; in 1-lb. coils, 50c; in ½-lb. coils, 75c; in ¼-lb. coils, $1.

List of extras in 100-lb. lots, net:

Tinned wire, Nos. 17-25	$2 00
Nos. 26-31	4 00
Nos. 32-34	6 00
Coppered	0 75
Oiling	0 10
In 25-lb. bundles	0 15
In 5 and 10-lb. bundles	0 25
In 1-lb. hanks	0 25
In ½-lb. hanks	0 28
In ¼-lb. hanks	0 50
Packed in casks or cases	0 15
Bagging or papering	0 16

Oiled and Annealed Wire

No. 10	$5 91
No. 11	5 92
No. 12	6 05

Wire Bale Ties

No. 12	$6 25
No. 13	6 35
No. 13½	6 40
No. 14	6 50
No. 15	6 70
No. 16	6 95

Fence Wire

No. 9 pl. galv.	$5 40-$5 75
No. 12 pl. galv.	5 55- 5 95
No. 13 pl. galv.	5 65- 6 05
No. 9 coil sp.	5 45- 5 85
No. 12 coil sp.	5 60- 6 00

Quotations are at times made on wire at lower figures than the general market by jobbers having large stocks to dispose of.

Fence Staples

Fence staples, bright	$5 10
Fence staples, galvanized	5 85

In 25-lb. boxes add 50c extra.

Poultry Netting Staples

Poultry netting staples, galvanized, list	$12 00

Less discount of 20%

Bright poultry netting staples $1.10 less than galvanized after discount has been made.

Copper and Brass Wire

	Per 100 lbs.
Copper wire	10%
Brass wire, 3 to 24 gauge, add	40%
25 to 36 gauge, add	25%

Wire Cloth

Black Fly Screen Cloth, per 100 sq. ft. in 100-ft. rolls	$3 25
In 50-ft. rolls	3 30
Galvanized, per 100 sq. ft. in 100 ft. rolls	4 75 5 50
Bronze, sq. ft.	0 14

F.o.b. Toronto, Hamilton, London.

Wire Goods

Discounts apply to list adopted Nov. 20, 1916.

Bright Screw Eyes Suits, A.B.C.M.	82½%
Bright Iron Gate Hooks and Eyes	82½%
Bright square cornered screw hooks, and stove pipe eyes	82½%
Brass, screw eyes suits, A.B.C.	70%
Brass Screw Hooks	70%
Brass Gate Hooks and Eyes	70%

F.o.b. Toronto, Montreal, London, Hamilton.

WRINGERS

Royal Can., 11 in., doz. list.	$84 80
Eze, 11 in., per doz.	91 80
Trojan, 12 inch	185 00
Favorite 511E	105 80
Unexcelled, 1041E	129 60
Easy Work	90 50
Challenge, 3111E	94 30
Gem, 141E	91 80
Sunlight, 111E	82 80
Ottawa, 341E	103 30
Empire, 11 in.	93 80
Superior, 11 in.	84 80
Majestic, 11 in.	88 00
Perfect, 11 in.	97 50
Bicycle, 11 in.	103 30
Daisy, No. 2	114 72
Daisy, No. 1	105 84
Maple Leaf, No. 2	103 20
Maple Leaf, No. 1	94 32
Sun	78 90
Rapid	82 80
Universal	63 00
Eureka, 10 in.	65 00
Eureka, 11 in.	71 40
Eclipse	97 70

Discount off above list, 30% and 5%.

Freight equalized on shipments of ¼ doz. and upwards on Montreal, Toronto, Kingston, Hamilton, London, St. Mary's.

For zinc products and zinc sheets see weekly report.

WRENCHES

Trimo—	Doz. net		Doz. net
8 in.	$15 60	18 in.	$35 00
10 in.	17 40	24 in.	50 60
14 in.	24 45		

Coes—	Doz. net		Doz. net
6 in.	$14 60	15 in.	$35 00
8 in.	17 50	18 in.	46 60
10 in.	20 40	21 in.	56 80
12 in.	26 20		

Stillson	Each	Doz. net
6 in.	$1 20	$14 00
8 in.	1 35	15 60
10 in.	1 50	17 40
14 in.	2 10	24 45
18 in.	3 00	35 00
24 in.	4 35	50 60
36 in.	....	94 20
48 in.	....	139 20



Business Brightens When Jamieson's Arrives!

Sales are made easier when you give your customer, client and friends what is Best for his needs.

Get our line on your shelves quickly. They'll need our paint to-morrow.

There will be more paint sold in your locality if you stock "Jamieson's."

A post card will bring a paint and varnish proposition—profitable to you.

R. C. Jamieson & Co., Limited

Calgary Montreal Vancouver

Owning and Operating P. D. Dods & Co., Limited

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE
Colors and white—2½-lb. packages, $8.90 for 100 lbs.; 5-lb. packages, $8.40 for 100 lbs. F.o.b. Montreal, Toronto, London.

BRONZING LIQUID
Bronzing liquid, No. 1..$1.50-$2.00
Banana oil, gal. 3.50- 7.00
F.o.b. Montreal, Toronto.

BLUE STONE Montreal Toronto
Per lb. 13-14 15-16

COLORS (DRY) Per lb.
Raw Umber, No. 1, 100-lb. kegs 0 07
Do., pure, 100-lb. kegs... 0 15
Burnt Umber, No. 1, 100-lb. kegs 0 07
Do., pure, 100 lb. kegs.. 0 15
Raw Sienna, No. 1, 100-lb. kegs 0 07
Do., pure, 100-lb. kegs.. 0 15
Burnt Sienna, No. 1, 100-lb. kegs 0 07
Do., pure, 100-lb. kegs.. 0 15
Imp. green, 100-lb. kegs... 0 25
Chrome green, pure..... 0 35
Chrome yellow 17-31
Brunswick green, 100-lb. kg 0 12
Indian red, 100-lb. kegs... 0 15
Indian red, No. 1, 100-lb. k. 0 06
Venetian red, best bright.. 0 04
Venetian red, No. 1..... 0 02½
Drop black, pure dry 0 15
Golden ochre, 100-lb. kegs.. 0 06½
White ochre, 100-lb. kegs.. 0 04
White ochre, barrels 0 03
Yellow ochre, barrels ... 0 03½-5
French ochre, barrels 0 06
Spruce ochre, 100-lb. kegs.. 0 07-8
Canadian red oxide, bbls...0 02-2¼
Super magnetic red 0 02¼-2½
Vermilion 0 40
English vermilion 2 50
F.o.b. Montreal, Toronto

COLORS IN OIL, PURE
1 lb. tins—
Venetian red 0 21
Indian red 0 35
Chrome yellow, pure 0 53
Golden ochre, pure 30-32
French spruce ochre, pure 25-28
Greens, pure 28-35
Siennas 0 32
Umbers 0 32
Ultramarine blue 0 52
Prussian blue 1 50
Chinese blue 1 50
Drop black 0 30
Ivory black 0 31
Signwriters' black, pure ... 0 40
Lampblack 0 40
Marine black, 5-lb. irons... 0 20
F.o.b. Montreal, Toronto

ENAMELS (white) Gal.
Duralite $6 50
Albagloss 3 50

GLUE Per lb.
Brantford All Round Glue
Case No. 7—50 1-lb. pkgs....$25 00
Case No. 8 100 ½-lb. pkgs.. 28 00
Case No. 9 200 ¼-lb. pkgs... 35 00
Discount
French medal (prices withdrawn).
English common sheet 32-34
English prima 35-38
White pigsfoot 0 50
Cake bone, 112-lb. bags 0 35
Hide, 112-lb. bags..... 0 45
Gelatine, 112-lb. bags 45-60
Ground glues, 112-lb. bags, ... 28-30
Ground glue, No. 2, 112-lb. bags 22-24
Do., No. 2, less than bags. 0 24

GLASS

Per 100 ft.	Single Thick	Double Thick
Under 25	$16 80	$22 90
26 to 34	17 80	24 85
35 to 40	18 35	26 40
41 to 50	23 50	30 00
51 to 60	24 60	30 80
61 to 70	26 50	32 70
71 to 80	29 70	35 40
81 to 85	....	45 45
86 to 90	....	48 85
91 to 94	....	49 80
95 to 100	....	58 55
101 to 105	....	65 35
106 to 110	....	73 10

Discount box glass, 20 to 25%.
Sheet glass, 5 to 10%. Cash 2%.
F.o.b. Montreal, Toronto, London, Hamilton.

GLASS, PLATE
Plates up to 1 foot, each $0 80
Plates from 1 to 2 feet, each 0 90
" 2 to 3 " 0 95
" 3 to 4 " 1 15
" 4 to 5 " 1 35
" 5 to 7 " 1 50
" 7 to 10 " 1 70
" 10 to 12 " 1 75
" 12 to 15 " 1 85
" 15 to 25 " 1 95
" 25 to 50 " 2 15
" 50 to 75 " 2 20
" 75 to 90 " 2 25
" 90 to 100 " 2 30
" 100 to 120 " 2 60
" 120 to 140 " 2 90
Plates 101 to 110 wide containing not over 100 ft. each... 3 00
Plates 111 to 120 wide containing not over 100 ft., each... 3 40
Plates 101 to 110 wide containing over 100 ft., each 3 40
Plates 111 to 120 wide containing over 100 ft., each 3 75
Trade Discount, 25%.
City deliveries, 33 1-3%.
Montreal, London, Hamilton, Toronto, Kitchener.

GLAZIERS' POINTS
Zinc coated, $1.56-$1.62 per doz. packages 6 lbs. gross.
Zinc, pure, prices withdrawn.
F.o.b. Montreal, Toronto.

LEAD, WHITE (Ground in oil).
Prices are per 100 lbs. in ton lots. Less than ton lots are 35c per 100 lbs. higher than quoted below. F.o.b. Ottawa, 20c advance per 100 lbs. F.o.b. London and Windsor, 40c per 100 lbs. F.o.b. Toronto and Hamilton, 30c per 100 lbs. F.o.b. Fort William and Port Arthur, ... per 100 lbs.
Maritime differential 35c per 100 lbs. over Montreal

	Montreal	Toronto
Anchor, Pure	$16 00	$16 30
Crown Diamond	16 00	16 30
Crown, Pure	16 00	16 30
Green Seal	16 00	16 30
Ramsay's Pure	16 00	16 30
Moore's Pure	16 00	16 30
Tiger Pure	16 00	16 30
O.P.W. Dec. Pure	16 00	16 30
Red Seal	16 00	16 30
Decorators' Pure	16 00	16 30
O.P.W. English	16 20	16 50
Elephant Genuine	16 50	16 80

B.B. Genuine Lead, less than tons, $17.45, Toronto; $16.90, Montreal. Ton lots 5% off; five-ton lots, 10% off.

LEAD (RED DRY)
Genuine, 560-pound casks, per cwt. .. $13 50 $14 50
Genuine, 100-pound kegs, per cwt. ... 14 25 15 50
Less quantity 15 50 17 00
F.o.b. Montreal, Toronto.

LEAD, ARSENATE

	Per pound Dry	Paste
Barrels, 600 lbs. ..	$....	$0 21
200s	0 32½	....
100s	0 33	0 22
50s	0 33	0 23
25s	0 34½	0 23
10s	0 35	....
5s	0 36	0 25
2s	....	0 26½
1s	0 39½	0 29
½s	0 43½	....

F.o.b. Toronto, Montreal, Hamilton and London.

MURESCO
Tints, 5-lb. packages, per 100 lbs., $9.60; white, 5-lb. packages, $9.00.
F.o.b. Toronto.

LINSEED OIL
For prices see weekly report.

PAINTS, PREPARED
Price per gallon, 1 gallon can basis

Elephant, white	$4 20
Elephant, colors	3 80
B.H. English, white	4 30
B.H. English, colors	4 05
B.H. Floor	3 50
B.H. Porch Floor	4 05
Minerva, white	4 15
Minerva, colors	3 90
Crown Diamond, white	4 05
Crown Diamond, colors	3 80
Crown Diamond, floor	3 50
B.H. Fresconette, white	3 35
B.H. Fresconette, colors	3 25
Moore's House Colors, white..	4 05
Moore's House Colors, colors.	3 90
Moore's Egyptian Paint, all colors	3 25
Moore's Floor Paint	3 50
Moore's Sani-Flat	3 00
Moore's Mooramel	6 50
Jamieson's Crown Anchor	3 55
C.P.C. Pure, white	4 30
C.P.C. Pure, colors	4 05
O.P.W. Canada Brand, white.	4 05
O.P.W. Canada Brand, colors	3 75
O.P.W. Canada Brand, floor..	3 50
O.P.W. Flat Wall, white....	3 35
O P.W. Flat Wall, colors	3 25
Ramsay's Pure, white	4 15
Ramsay's Pure, colors	3 85
Martin-Senour, 100%, white..	4 30
Martin-Senour, 100%, colors..	4 05
Martin-Senour, Porch Paint ..	4 05
Martin-Senour, Neutone, white	3 35
Martin-Senour, Neutone, colors	3 25
Senour's Floor Paint	3 50
Sherwin-Williams, white	4 30
Sherwin-Williams, colors	4 05
Sherwin-Williams, floor	3 50
Flat Tone, white	3 35
Flat Tone, colors	3 25
Lowe Bros., H.S., white	4 30
Lowe Bros., H.S., colors	4 05
Lowe Bros.,hard drying floor..	3 50
Mellotone, white	3 50
Mellotone, colors	3 35
Sanitone, white	3 35
Maple Leaf, white	4 30
Maple Leaf, colors	4 05
Maple Leaf, floor	3 50
Pearcy's Prepared, colors	3 50
Pearcy's Prepared, white	3 75

F.o.b. Montreal, Toronto.

PARIS GREEN Per lb.
In barrels, about 600 lbs.... $0 48
In kegs, about 250 lbs. ... 0 48½
In 50 lb. and 100 lb. drums 0 49
In 25 lb. drums 0 50
In 1 lb. packets, 100 lbs. in case 0 52
In ½ lb. packets, 100 lbs. in case 0 54
F.o.b. Montreal, Quebec, Moncton, St. John and Halifax, Toronto, Hamilton, London and Ottawa. Terms one month net or 1% in 15 days.

PUTTY

Standard	Montreal Less than tons	Toronto Less than tons
Bulk, in casks	$5 60	$5 90
Bulk, 100-lb. drums..	6 45	6 75
Bulk, 25-lb. drums ..	6 70	7 00
Bulk, 12½-lb. irons..	6 95	7 25
Bladder, in bbls.	7 35	7 65

Ton lots standard are 35 per hundred pounds less; five-ton lots 60c less than above prices.
Pure Putty, $2 cwt. advance.
Ottawa prices are 20c; Hamilton 30c; London and Windsor 40c per 100 lbs. over Montreal quotations.

ROSIN
Barrels, 100 lbs. $8 00
Less, per lb. 0 10

SHELLAC
Pure White, gal. 5 15
Pure Orange, gal. 4 75
Gum Shellac, TN, 74-76c lb.; finest orange, 79-95c; bone dry white, 85c. F.o.b. Toronto, London.

PAINT AND VARNISH REMOVER
Taxite, 1 gal. cans $3 30
B.H. Vanisher 3 00
Cumoff 3 30
Takof 3 25
O.P.W. Presto 2 75
Lingerwett 2 80-3 25
Solvo 3 00
F.o.b. Montreal, Toronto.

VARNISHES Per gal. cans
No. 1 Furniture, extra, barrels, $1.10-$1.21 gal.; gal. tins ..... $1.32-$1.43
B.H. Stovepipe Varnish, Anchor, ½ pints, per doz.... 1 40
Depend-on, list 3 50
B.H. Maritime Spar, list 7 20
Everlastic, Depend-on and Maritime Spar subject to discount of 40%.
Elastilite 3 50
Granitine Floor Finish 3 50
Hydrox Spar 3 64
Sun Varnish 2 60
Sun Spar 4 63
Sun Waterproof Floor 3 40
Jasperite Interior and Exterior 3 00
Jasperite Pale Hard Oil 2 25
Jasperite Indestructo Floor Varnish 3 00
Jamieson's Copaline 3 02
M-S Marble-Ite Floor 3 29
M-S Wood-Var 3 29
M-S Double Spar 4 57
M-S Finest Interior 3 84
Elastic Interior 2 64
Mar-not 3 40
Quick Action House 2 40
Rexspar 4 62
Smear-Not 3 34
Kyanize Spar 4 94
Kyanize Cabinet Rubbing .. 3 84
Kyanize Interior 3 84
Luxeberry light 3 80
Luxeberry granite 3 52
Luxeberry spar 4 98
Ramsay's Universal 2 92
Crown Diamond Floor 2 60
F.o.b. Montreal, Toronto.

WATER PAINTS
Opalite, 300 lb. bbls. 0 13½
Opalite, 100 lb. kegs 0 14
1 gal. packages, per pkg... 0 75
½ gal. package, per pkg.... 0 40
Coralite, 5-lb. pkgs., white. 0 07
Coralite, 5-lb. pkgs., colors. 0 07½
B.H. Frescota, 5-lb. pkge., white 7 80
B.H. Frescota, 5-lb. pkge., colors 8 40
F.o.b. Montreal, Toronto.

WASTE
Cream, Polishing $0 20

WHITE
XXX 0 19
XX 0 18
X 0 16½
XC 0 15
Japanese 0 14
XXX Extra 0 19½
XX 0 18¼
XLCR 0 17
X Empire 0 15½
X Press 0 14

COLORED
No. 5 ..... 0 15
No. 1 ..... 0 13½
No. 7 ..... 0 12
No. 1A 0 10¾
No. 1B 0 09½
Fancy 0 15½
Lion 0 14
Standard 0 12½
Popular 0 11
Keen 0 09½
Above lines subject to trade discount for quantity.

WAX Per lb.
C. & B. Floor Wax $0 40
B.H. Wax 0 40
Ronuk Floor Wax, lb. 0 38
Berry Bros. 0 34
Imperial Floor Wax 0 40
Anchor 0 33
O.P.W. Lion Brand 0 45
Old English 0 53 0 62
Johnson's 0 57 0 62
Jamieson's liquid wax, gal. ... 2 75
Gold Medal 0 42
Edwards, lb. 0 40
Ramsay's 0 45
S. & W. 0 54
Crown Diamond 0 45
F.o.b. Montreal and Toronto.

WHITING
Plain, in bbls. $2 50
F.o.b. Montreal, Toronto, London.
Gilders, bolted, in bbls. $3 00

WOOD ALCOHOL Per gal.
In five gallons .....$1.80-$1.90
In barrels 1.70
$4 extra for barrels.
F.o.b. Montreal, Toronto, London

Most Successful Bicycle Dealers in Canada Sell C·C·M· Bicycles

"90% Made-in-Canada"

LOOK up the most successful bicycle dealers in any part of Canada.

Ask them what Bicycle they have pushed in building up their fine business.

Dollars to doughnuts it's one of the C.C.M. nameplates:

"Massey," "Gendron," "Ivanhoe," "Cleveland," "Brantford Red Bird," "Columbia" or "Perfect."

Why? Because they are so unusually well made they always give satisfaction. They build up good-will for the dealer who sells them.

And because they are so well and favorably known they are easy to sell.

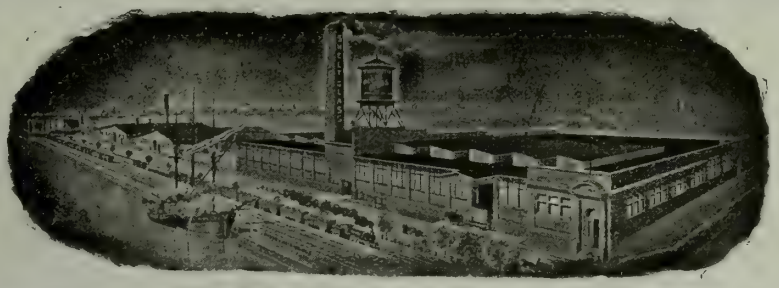
Street car cards and newspaper ads all over Canada this season will help to make C.C.M. Bicycles still easier to sell.

Agencies are still to be had in most districts. For full particulars write to Head Office or nearest Branch.

CANADA CYCLE & MOTOR CO. LIMITED

Montreal Toronto WESTON Winnipeg Vancouver

RED **S** BRAND WINDOW GLASS



GLASS BENDERS TO THE TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

DON ROADWAY TORONTO

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863
Twelve Medals of Award at INTERNATIONAL Expositions.



INCORPORATED 1895
Special Grand Prize GOLD MEDAL Atlanta, 1895.

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY - - - - PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, $11.00.

Shot, soft, per cwt., $17.20; chilled, $18.70; buckshot, $18.00; ball, $18.40.

Dominion Metallics—B.B. Caps, $2.80; C.B. Caps, $3.50; 22 Short Black or Lesmok, $4; 22 Long Black or Lesmok, $4.80; 22 Short Smokeless, $4.30; 22 Long Smokeless, $6; 22 Long Rifle Black, $5.60; 22 Long Rifle Smokeless, $7 per M. net. Center Fire Sporting, 25% off American list.

American Metallics—B.B. Caps, $3.06; C.B. Caps, $3.85; 22 Short Black, $4.35; 22 Long Black, $5.25; 22 Long Rifle Black, $7.70; 22 Short Smokeless, $4.69; 22 Long Smokeless, $6.55; 22 Long Rifle Smoke, $7.65 per M. net. Center Fire Pistol, 10% on list; Center Fire Sporting, 10% on list.

Loaded Shells—Crown Black Powder, 12 ga., $31; Sovereign Smokeless, 12 ga., $38; Regale Smokeless, 12 ga., $38; Nitro Club Smokeless, 12 ga., $45; Canuck Smokeless, 12 ga., $41 per M. net. Empty Paper Shot Shells, $14 per M.; Empty Brass Shot Shells, $6.65 per 100.

ANVILS

Peter Wright, 80 lbs. and up, 25c per lb.; clip horn, 26c lb.

Norris, 80 lbs. and over, 16c.

AXES

Single Bit	$14 50	$20 00
Rouble Bit	16 50	21 50
Broad Axes	32 00	35 00

AUGER BITS

Standard List Prices per Dozen

3/16	$6 00	18/16	$12 00
4	5 00	19	14 00
5	5 00	20	14 00
6	5 00	21	16 00
7	5 00	22	16 00
8	5 00	23	18 00
9	6 00	24	18 00
10	6 00	25	21 00
11	7 00	26	21 00
12	7 00	27	24 00
13	8 25	28	24 00
14	8 25	29	27 00
15	9 50	30	27 00
16	9 50	31	30 00
17	12 00	32	30 00

Discounts from standard list prices

Irwin	10%
Gilmour	45%

BARS, CROW. $11.25 per 100 lbs.

BAR IRON

Bar Iron—$5.25 base; Swedish iron, $5.25; sleigh shoe steel, $5.50; spring steel, $6.50; machinery steel, $8.00.

BELTING

Rubber, 6 in. and under, 20-5%; over 6 in., 15-2½%.

Agricultural or No. 1 leather belting, 30-10-7½% off list.

Standard, 27-10% off list. Extra 27%.

"The "double" list is just twice the price of "single."

BELT LACING

In sides, tanned, $1.60 per lb.; cut, $1.80 per lb.; rawhide, sides, $1.55; cut, $1.75.

Blue Stone (Vitriol), 11¾c.

BOLTS

Carriage, ⅜ and smaller, up to 6 inch, 20%; over 6 inch, 10%; 7-16 inch and larger, net list, machine, ⅜ and under, up to 6 inch, 25%; over 6 inch, 15%; 7-16 and over, 5%; machine set screws, 20%; plough bolts, 10%; stove bolts, 50%; shaft bolts, 5% on list; tire bolts, 25%; sleigh shoe bolts to ⅜ and smaller, 5% on list; 7-16 and up, 5% on list.

BORAX. Borax, per lb., 14c.

BUILDING PAPER

Tarred, $1.10 to $1.60 per roll, according to quality; plain, 80c to $1.45.

BUTTS

Plated—No. 241 Antique Copper and Dull Brass Finish

	Per pr.
2½ x 2½ in.	37
3 x 3 in.	39
3½ x 3½ in.	40
4 x 4 in.	52
4½ x 4½ in.	75
5 x 5 in.	94

Wrought Steel—

No. 840	Net list
No. 800	5% on list
No. 338	Net list
No. 804	5% off list

CHAIN

Coil, 3-16 in., $19.20; ¼, $16.25; 5-16 in., $13.75; ⅜, $12.75; 7-16, $12.35; ½, $12.25; 9-16, $12.25; ⅝, $12.00; ¾, $11.65; 1 in., $11.40; Logging, 5-16 in., $15.55; ⅜, $14.55; ½, $14.05; tie-out, 47½%.

CHURNS

Barrel, No. 0, $6.75; No. 1, $6.75; No. 2, $7.50; No. 3, $8.25; No. 4, $9.75 each.

CLEVISES, MALL. 15c per lb.

CLOCKS—Alarm

	Each
Big Ben	$2 90
Baby Ben	2 90
America	1 35
Lookout	1 75
Sleepmeter	1 35

COPPER

Sheet and planished copper, 60c per lb. Tinned, 55c.

CORD SASH

Coils or Hanks

8, 9, 10 ..... 76 lb.

DRILLS

Bit stock, 37½%; Blacksmith, ½ in. round shank, 25%.

EAVETROUGH

Eavetrough, per 100 ft., 8 in., $6.10; 10 in., $6.80; 12 in., $8.00.

Conductor pipe, 2 in., per 100 ft., $7.15; 3 in., $8.65; 4 in., $11.40.

ENAMELWARE

See Wares.

FILES

Globe	Discount 40-5%
Nicholson Gen.	Discount 30%

FITTINGS—Malleable.

Class A	60%
Class B and C, off new list	60-10%
Bushings	10%
Unions	25%
Nipples 4" and under	40%

FORMALDEHYDE

400-lb. bbls., 32c lb.; 200-lb. bbls., 33c lb.; 100-lb. bbls., 34c lb.; 10-lb. jugs, $3.75 each; 5-lb. jugs, $2.00 each; 2-lb. jugs, 85c each.

GALVANIZED WARE

See Wares

GLASS, WINDOW

	Single	Double
Up to 25 in.	$15 50	19 50
26 to 40	16 50	22 00
41 to 50	19 50	25 00
51 to 60	20 50	25 50
61 to 70	21 50	27 00

GLASS (Plate)

Net list.

GLOBES—LANTERN

	Doz.
Short Pattern	$1 05
Cold Blast, regular	1 05

GRINDSTONES

Per 100 lbs., $3.50.

Mounted on steel frames, $6 to $7.50.

HARVEST TOOLS. 17½%.

HINGES

Light T and strap, 15% off.

Corrugated Strap Hinges — 4, $1.60; 5, $2.20; 6, $3.00; 8, $4.75; 10, $7.00; 12, $10.80.

Corrugated Tee Hinges—4, $2.00; 5, $2.50; 6, $3.40; 8, $5.70; 10, $8.50; 12, $12.00.

HORSESHOES

Iron, No. 0 to 1, $8.35; No. 2 and larger, $8.10; snowshoes, No. 0 to No. 1, $8.60; No. 2 and larger, $8.35; steel, No. 0 to 1, $8.80; No. 2 and larger, $8.55; featherweight, $9.95.

IRON, GALVANIZED

	Apollo and "Fleur Premier de Lis"
10¾ oz. or 28 Eng.	$9 75
28 Am. or 26 Eng.	9 35
26 Am. or 26 Eng.	9 05
24	8 90
22	8 90
18 and 20	8 75
16	8 60

IRONS, SAD

Common Sad Irons, 8 lbs., 11c uer lb.; 4 lbs., 14c per lb.

Mrs. Pott's No. 55, set	$2 00
Mrs. Pott's No. 50, set	2 15

Mrs. Pott's common and iron handles, $1.60 dozen. Mrs. Pott's improved, $2.10 a dozen.

JACKSCREWS

15% off list.

KNIVES—HAY

	Doz.
Heath's	$12 50
Lightning	12 50

LAMP CHIMNEYS

A, per case, 8 doz., $9.10 per doz., $1.25; B, per case 6 doz., $7.80; per doz., $1.40.

LANTERNS

No. 2, plain	$13 00
No. 25, Dash-board	17 50
Short Globe, doz.	13 00

LEAD PIPE, $12.40.

LEAD WASTE, $13.40.

LATCHES—THUMB, STEEL

	Doz.
2	$1 90
3	2 50
4	4 75

Barn Door

5	2 95
8	3 20
9	5 50

LINSEED OIL

See weekly report.

MACHINES—WASHING

	Each
Dowswell	....
New Century B	....
New Idea	....
Snowball	....

Prices on application.

MATTOCKS

Pick, $13.25; cutter, $13.25.

MOPS

	Doz.
O'Cedar Polish, No. 1	$12 00
O'Cedar Polish, No. 3	12 00
Self-Wringing	5 75

MOWERS—LAWN

	14 in.	16 in.
Woodyatt	$ 8 50	$ 9 00
Empress	11 00	11 50
Daisy	6 00	.....
Star	7 50	8 00

NAILS

Wire, f.o.b. Fort William, $5.35 base; Winnipeg, $5.85 base. Cut f.o.b. Winnipeg, $6.55.

NETTING—POULTRY

Net Prices per Roll.

1 in. mesh x 24 in.		$6 30
	30 in.	7 65
	36 in.	9 00
2 in. mesh x 24 in.		3 05
	30 in.	3 60
	36 in.	4 20
	48 in.	5 60
	60 in.	6 95
	72 in.	8 30

NETTING. Poultry, Hexagon, 10%.

Banner Netting, 24 in., $4.75; 36 in., $6.10; 48 in., $7.25; 60 in., $8.50; 72 in., $9.75.

NUTS

Square, small lots, blank, 4½c tapped, 4¾c advance on list; Hexagon, small lots, blank, 4¾c; Tapped, 5c advance on list; case lots all styles, 1c less than above.

OILS

"Buffolite," 25c; Ideal Thresher, 50c; "B" Castor machine oil, 41c; Buffalo engine gasoline, 37c; Buffalo "A" gas engine oil, 55c; Royal gasoline, 37c; Family safety coal oil, 24½c; Summer black oil, 24½c; Kelso engine oil, 60c; Electro oil, 45c; Royalite oil, 21c; Standard gas engine oil, 45½c; Prairie Harvester oil, 53c.

PAINTS

Stephens' Out White, $4.45; Stephens' House, $4.20; Stephens' Floor, $3.65; Silkstone colors, $3.40; Silkstone white, $3.50; Stephens' Barn Paint, $1.45.

POLISH

O'Cedar —

	Doz.
4 oz.	$2 00
12 oz.	4 00
1 quart	10 00
½ gal.	16 00
1 gal.	24 00

Liquid Veneer—

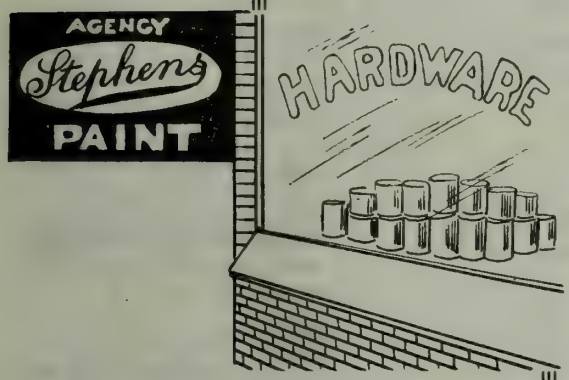
4 oz.	$2 00
12 oz.	4 00
1 quart	8 40
½ gal.	14 40

(Continued on second page

Bon Ton	Doz.
¼ pints	1 35
½ pints	2 10
Pints	3 15
Quarts	5 10
½ gal.	9 00
Gal.	15 00

FORGING AHEAD!

No man stands still in the world of business. In the struggle and strife of humanity you are either up on the front line or dropping behind in the race.



Which way are you going on the *Paint Question?*

Backward or Forward?

Stephens
REGISTERED TRADE MARK

PAINTS
Are Forging Ahead!



Will you come with us? The high quality of Stephens' Paints are making good everywhere. The ease with which they are applied, their lasting, covering and wearing qualities are putting them in solid with the trade.

Our agents are not only making a tremendous success of their paint departments but Stephens' sales are boosting other departments.

A Stephens' agency means more sales and profits for you. Write us for further information.

G. F. Stephens & Co.
LIMITED
Paint and Varnish Makers
Winnipeg Calgary

Winnipeg Hardware Quotations—Continued

PIPE, WROUGHT IRON

Per 100 ft.	Black	Galv.
¼ inch	$ 5 40	$ 7 74
⅜ inch	5 50	7 88
½ inch	7 38	9 10
¾ inch	9 32	11 60
1 inch	13 77	17 20
1¼ inch	18 63	23 22
1½ inch	22 28	27 77
2 inch	30 00	37 40
2½ inch	48 10	59 80
3 inch	63 87	78 20
3½ inch	81 80	.....
4 inch	96 90	.....
4½ inch	113 00	.....
5 inch	131 40	.....
6 inch	171 00	.....

PLASTER. Paris, per bbl., $4.50.

PLATES, CANADA

18 x 21 per box, half polish, $9.25; full polished, ...; 18 x 24, half polished, $9.25; full polished, ... 20 x 28, half polished, $9.50; full polished, ...

PUTTY

100-lb. irons	$7 20
25-lb. irons, per cwt.	7 20
1½-lb. tins	14½

RIVETS AND BURRS

Iron rivets, 30%; copper, No. 7, 60c lb.; No. 8, 61c; No. 10, 66c; No. 12, 71c.

Five-lb. assorted boxes, No. 8, 68c; No. 10, 73c lb.

Copper Burrs, No. 7, 60c; No. 8, 61c; No. 10, 66c; No. 12, 71c. and over, 71c lb.

ROPE

Sisal, 28½c base; pure Manila, 35½c base; British Manila, 31¼c base; lath yarn, 28¼c base; African hemp, 31¼c base; cotton rope, ¼ and over, 66c lb.

Tarred Marline Hanks, per lb., 50c.

SANDPAPER—

Star—	Quire	Ream
00, 0	$0 33	$6 05
½	0 36	6 50
1	0 40	7 30
1½	0 45	8 25
2	0 52	9 30
2½	0 58	10 50
3	0 66	11 90

B. & A.—

00, 0	$0 37	$6 75
½	0 40	7 15
1	0 45	8 10
1½	0 52	9 45
2	0 60	10 90
2½	0 70	12 50
3	0 80	14 30

SASH BALANCES (Caldwell). 10% on list.

SAWS, BUCK

Happy Medium, $12.00; Watch Spring, $12.50; Lance Tooth or Lightning Blades, $13.20.

SCREWS

Bright iron round head, 60%; flat head, 65%; round head, brass, 25%; flat head, brass, 30%; coach, 25%. Set Screws, 20%.

SCYTHES—

	Doz.
Bramble	$15 50
Bush	15 50
Excelsior	17 00
Cast	15 00

SNATHS—

No. 2 loop	13 25
Bush	15 00

SWEEPERS, CARPET—

See list in regular "Current Market Quotations" Column, f.o.b. factory, Niagara Falls, Ont.

SWEEPERS, VACUUM—

	Doz.
Grand Rapids, Nic.	$101 00
Household, Jap.	91 00
Superba, Nic.	117 00

F.o.b. Jobbers' Warehouse, Winnipeg. Prices guaranteed by manufacturers against their own decline to June 30, 1919.

STEEL SHEETS, BLACK

10 gauge	$7 05
12 gauge	7 10
14 gauge	7 15
16 gauge	7 25
18-20 gauge	7 80
22-24 gauge	7 85
26 gauge	7 90
28 gauge	8 00

SHOVELS AND SPADES—

Shovels—Fox and Olds, D.H., Sqr. Pt., $15.05 per doz.; D.H. Rd. Pt., $15.05 per doz.; L.H. Sqr. Pt., $15.05; L.H. Rd. Pt., $15.05; Bulldog & Jones, D.H., Rd. Pt., $16.30; D.H. Sqr. Pt., $16.30; L.H. Rd. Pt., $16.30; L.H., Sqr. Pt., $16.30; L.H., Rd. Pt., $16.30; Black Cat and Crescent Scoops—No. 4, $19.00 doz.; No. 6, $19.50; No. 8, $20.00; No. 10, $20.50; Moose & Jones Scoops, No. 4, $19.90; No. 6, $20.90; No. 8, $21.40.

SOLDER. Per ound, 36 to 37.

SPIKES

Pressed, ¼ in., $8.30; 5-16, $7.95; ⅜, $7.75; ½, $7.55.

STAPLES

Bright wire, per cwt., $6.05 at Fort William, $6.45 Winnipeg; galvanized staples, $6.95 Fort William, $7.25 Winnipeg.

STEEL

Sleighshoe, $5.50 base per cwt.; plow, common, $6.50; crucible plow, $7.50; angle, $5.35; harrow, $5.75 base; cast, octagon tool steel, 20c base; square tool, 20c base; spring, $7.50; machine, $8.00 base; tire, $5.90. Mild, 3-16, ¼, 5-16, $7.75 base; other sizes $5.50 base. Band steel, $5.50 base.

STEEL HOOPS

½ in., $8.35; ⅝ in., $8.00; ¾ in., $7.40; ⅞ in., $7.10; 1 in., $7.00; 1¼ in., $6.90; 1½ in., $6.80.

STEEL SQUARES

15% on list.

TACKS. Carpet, 65% list.

TIES. Cow, 10%.

TIN AND TERNE PLATE—

20 x 28 I.C. box	$23 50
20 x 28 I.X. box	27 00
20 x 33 I.C. box	28 50
20 x 33 I.X. box	32 50
Terne plates	24 00

TRAPS, GAME—

	Victor	H.& N.	Jump
No. 0	$1 95	$....	$....
No. 1	2 30	3 60	3 10
No. 1½	3 45	5 40	4 55
No. 2	4 80	7 50	6 70
No. 3	6 75	10 00	....

Dox.

TUBS—

	Wood	Fibre
No. 0	$21 35	$26 40
No. 1	18 80	22 65
No. 2	16 40	18 80
No. 3	14 00	15 95

TURPENTINE

See weekly report.

TWINE (WRAPPING)

	Lb.
Cotton, 3-ply, cones	$0 72
Cotton, 3-ply, balls	0 76
Cotton, 4-ply, cones	0 75
Cotton, 4-ply, balls	0 79

VARNISHES—

Stephens Luminette, gal.	$2 20
Stephens Exalite, gal.	3 00

WARES, ETC.—

Scotch Grey, 40% discount.

Colonial, Imperial, Pearl, 0% discount.

Premier, Canada, Diamond, plus 12½%.

Whiteware, 40% discount.

Japanned Ware, list, plus 40%.

Japanned Ware, white, list, plus 50%.

Japanned Sprinklers, list, plus 40%.

Stamped Ware, plain, 40% discount.

Stamped Ware, ret'd, 33 1/3% discount.

Pieced Tinware, ordinary, list, plus 65%.

Pieced Tinware, copper bottoms, list, plus 85%.

Sheet Iron Ware, list, plus 30%.

Light Galv'd Pails and Tubs, list, plus 40%.

Heavy Galv'd Pails and Tubs, plus 30%.

Jap. Coal Hods, list, plus 50%.

Galv'd Coal Hods, list, plus 60%.

WASHERS—

Iron, small lots, 33% off list plus $1.50; full boxes, iron, 33 1/3% off list plus $1.00.

WHITE LEAD—

Decorators' pure, ton lots, $16.90; less than ton lots, $17.25.

WIRE, BARB—

Lyman, 4-point, $5.05 Winnipeg; Glidden Cattle, 2-pt., $5.10 Winnipeg; Baker, 2-pt., $4.80 Winnipeg; plain twist, cwt., Winnipeg, $7.00 100 lbs.; plain galvanized; Winnipeg, No. 9, $6.00; No. 12, $6.15; coil spring, Winnipeg, No. 9, $6.05; No. 12, $6.20.

Patented screen in 100-ft. rolls, $3.50 per hundred sq. ft.; in 50-ft. rolls, $3.60 per 100 sq. ft.

WIRE, PLAIN—

Bale ties, 14 gauge, single loop $7.65 Winnipeg; $7.25 Ft. William Brass snare wire, per lb., 80c.

WIRE, ANNEALED—

No. 9, $6.75; 10, $6.80; 12, $6.95; 14, $7.15; 15, $7.25; 16, $7.40 per 100 lbs.

WRENCHES (NUT)—

Agricultural—	Doz.
6 in.	$ 6 70
8 in.	8 00
10 in.	9 40
12 in.	12 00
15 in.	16 80

Perfect Handle—	
6 in.	15 00
8 in.	18 00
10 in.	21 00
12 in.	27 00
15 in.	36 00
18 in.	48 00

WRENCHES (PIPE)—

Stillson—	Each
6 in.	$ 1 05
8 in.	1 20
10 in.	1 30
14 in.	1 85
18 in.	2 60
24 in.	3 80
36 in.	7 05

Trimo—	
10 in.	$1 50
14 in.	2 10
18 in.	3 00
24 in.	4 35

Always Ready—	Dozen Black	N.P
No. 1	$4 20	$4 50
No. 2	5 75	6 00

WRINGERS—

Eze, $62.55 per doz. Reliance.



A BIG SELLER WITH A SUBSTANTIAL PROFIT

The Star Vibrator sells for $7.50 and nets you a splendid profit on every sale. But don't think for a minute, because of its price, that the Star is not a quality product. It comes complete with cord and attachments, and is handsomely finished. Its efficiency and durability insure satisfied customers.

SOLD ON A GUARANTEE BASIS

Write for Literature.

GREAT WEST ELECTRIC CO., LIMITED

WINNIPEG, MAN.

Distributors of Laco Tungsten and Nitro Lamps

TRADE MARK "MORRISCA"

When you see the above Trade Mark on anything pertaining to Fishing Tackle you need have no hesitation in recommending it to your customers.

There is no possibility (except in a few articles) of prices for Fishing Tackle being reduced before next season, so that during the period of transition you would be well advised to place orders well ahead of your every-day requirements.

Orders for future delivery are now being booked, but owing to the great pressure we have had with Government work it will be some time yet before we are able to attain our pre-war output.

Our new General Catalogue is now in preparation, and we are placing on a Register the names of Fishing Tackle Dealers who will obtain a copy on publication. Have you sent in your name? If not, do so now.

In the meantime we invite and welcome your enquiries and will be pleased to quote you for anything we can supply. We are Wholesale only, and all enquiries from consumers direct are referred to the nearest retailer. We don't cut into his business.

Morris Carswell & Co., Ltd.
118 Howard Street, Glasgow, Scotland



Wrenches, Pliers, Screw Drivers

On this line of goods we have built a reputation. We have taken care of the trade on Crescent Pliers and Wrenches particularly well, and at the present time are guaranteed deliveries by the manufacturers to the end of 1919. In addition to the well-known Crescent lines we handle the Bemis & Call Adjustable, the No. 80 Motor Wrench, the Carll Wrench, which is interchangeable, can be used as a nut or pipe wrench. The Bonney Stillson, the Special Auto Stillson, the Como Pipe, and Eagle Claw, the Imperial Angle, the Lane Set of Ratchet Wrenches and the Allen-Eureka Ford Ratchet Sets. In Screw Drivers we have the Crescent Hammer Handle, the No. 35 assortment with Oak Display Stand, and the small Screw Driver for hard-to-get-at-places. If your stock runs low on Pliers, Wrenches or Screw Drivers at any time we are the people to write.

Merchants' Hardware Specialties
LIMITED
CALGARY



MEHASCO

Another Mehasco Message
28

THE BUYERS' GUIDE

If what you want is not here, write us, and we will tell you where to get it. Let us suggest that you consult also the advertisers' index facing the inside back cover, after having secured advertisers' names from this directory. The information you may desire may be found in the advertising pages. This department is maintained for the benefit and convenience of our readers. The insertion of advertisers' headings is gladly undertaken, but does not become part of any advertising contract.

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Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Plewes, Ltd., Winnipeg, Man.

Air Cocks
The Penberthy Injector Co., Ltd., Windsor, Ont.

Agricultural Products
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

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The Alabastine Co., Paris, Ont.

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British Aluminium Co., Toronto.
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Auto Accessories, Ltd., Winnipeg, Man.
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Canada Sales Co., Toronto.
Crown Cycle & Motor Co., Montreal.
Great West Electric Co., Ltd., Winnipeg, Man.
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North American Hardware Co., Ltd., Montreal.
Prairie Motor Sales Co., Moose Jaw, Sask.
The Royal Canadian Specialties, Hamilton, Ont.
Samuel Trees & Co., Ltd., Toronto.
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The All-Way Mfg. Co., Toronto, Ont.
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W. H. Banfield & Sons, Ltd., Toronto.
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Canada Cycle & Motor Co., Ltd., Weston, Ont.
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Canadian Winckley Co., Ltd., Windsor, Ont.
Cannon Oiler Co., Keithsburg, Ill.
The Carborundum Co., Niagara Falls, N.Y.
Canada Dry Cells, Ltd., Winnipeg.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
The Durke-Atwood Co., Toronto, Ont.
Gutta Percha & Rubber, Ltd., Toronto.
Kinzinger, Bruce & Co., Niagara Falls, Ont.
Line, Kimball Co., Moose Jaw, Sask.
The Lockwood-Ash Motor Co., Jackson, Mich.
The Marquette Manufacturing Co., Inc., St. Paul, Minn.
M. H. Merchant Corporation, Syracuse, N.Y.
Metal Specialties Mfg. Co., Chicago, Ill.
The Locktite Mfg. Co., Windsor, Ont.
Frank Mossberg Co., Attleboro, Mass.
McKinnon Industries, Ltd., St. Catharines, Ont.
Northern Electric Co., Ltd., Montreal.
The Prismolite Sales Co., Westfield, N.Y.
Will B. Lane, Chicago, Ill.
Perfection Sanitary Brush Co., Toronto.
Rock Island Mfg. Co., Chicago, Ill.
C. A. Shaler Co., Waupun, Wis.
The Steel Trough & Machine Co., Ltd., Tweed, Ont.
The Stems Tire & Tube Co. of Canada, Ltd., Toronto.
Thermoid Rubber Co., Trenton, N.J.
Trimont Mfg. Co., Roxbury, Mass.
Van Cleek Bros., Chicago, Ill.
The Van der Linde Rubber Co., Toronto.
Wilkinson & Kompass, Hamilton.
Williams & Co., J. H., Brooklyn, N.Y.
Wilson Auto Specialties, Ltd., Hamilton, Ont.

Automobiles
Canadian Pneumatic Tool Co., Ltd., Montreal.

Automobile Parts
Kinzinger, Bruce & Co., Ltd., Niagara Falls, N.Y.
McKinnon Industries, Ltd., St. Catharines, Ont.

Awnings
Finnie & Murray, Ltd., Winnipeg.
J. J. Turner & Co., Peterboro, Ont.

Axes
Canada Foundries & Forgings, Brockville, Ont.
Can. Warren Axe & Tool Co., St. Catharines.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.

Babbitt Metal
Thos. Birkett & Son Co., Ltd., Ottawa.
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal.
Hoyt Metal Co., Toronto.
Owl Metal Co., Winnipeg.
Lewis Bros., Ltd., Montreal.
Plewes, Ltd., Winnipeg, Man.
Tallman Brass & Metal Co., Hamilton.

Barb Wire
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Bars and Racks, Clothes
Stratford Mfg. Co., Ltd., Stratford, Ont.
Otterville Mfg. Co., Ltd., Otterville, Ont

Barrel Covers
E. B. Eddy Co., Ltd., Hull, Que

Barrel Liners
J. N. Warminton & Co., Montreal, Que.

Batteries, Dry
Canadian National Carbon Co., Ltd., Toronto.
Canada Dry Cells, Ltd., Winnipeg.
Great West Electric Co., Ltd., Winnipeg, Man.
Canadian General Electric Co., Toronto.
Dominion Battery Co., Ltd., Toronto, Ont.
North American Hardware Co., Ltd., Montreal.
Northern Electric Mfg. Co., Montreal.
Usona Mfg. Co., Inc., Toledo, Ohio.

Batteries, Flashlight
Canadian National Carbon Co., Ltd., Toronto
Dominion Battery Co., Ltd., Toronto, Ont.
Usona Mfg. Co., Inc., Toledo, Ohio.

Baths, Enamelled and Copper
Canada Metal Co., Toronto

Bath Room Fixtures
Kinzinger, Bruce & Co., Ltd., Niagara Falls.

Bends, Brass, Iron and Lead
Jas. Morrison Brass Mfg. Co., Toronto.

Bibbs, Basin and Bath Cocks, Compression
Jas. Morrison Brass Mfg. Co., Toronto.
The United Brassfounders, Ltd., Manchester, Eng.
Wentworth Mfg. Co., Hamilton, Ont.

Bibbs, Basin and Bath Cocks, Fuller
Jas. Morrison Brass Mfg. Co., Toronto.
The United Brassfounders, Ltd., Manchester, Eng.

Brake Lining
Thermoid Rubber Co., Trenton, N.J.
Haddow Brokerage Co., Montreal, Que.

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Haddow Brokerage Co., Montreal, Que.
The Penberthy Injector Co., Ltd., Windsor, Ont.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Stratford Brass Co., Ltd., Stratford, Ont.

Brass Castings and Goods
Canada Metal Co., Toronto.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Jas. Morrison Brass Mfg. Co., Toronto.
Tallman Brass & Metal Co., Hamilton.
The Penberthy Injector Co., Ltd., Windsor, Ont.
The United Brassfounders, Ltd., Manchester, Eng.
Williams Bros. & Piggott, Ltd., Birmingham.

Brass, Sheets and Rods
Canada Metal Co., Toronto.
A. C. Leslie & Co., Montreal.
Tallman Brass & Metal Co., Hamilton.

Beekeepers' Supplies
Canadian Bee Supply & Honey Co.

Bevels
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Belting, Transmission, Elevator and Conveyor
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Belting, Rubber
Can. Consolidated Rubber Co., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.
Plewes, Ltd., Winnipeg, Man.

Belting, Cotton
Dominion Belting Co., Hamilton, Can.
Plewes, Ltd., Winnipeg, Man.

Blacksmiths' Supplies
D. Ackland & Son, Winnipeg.

Blankets, Saddle
Burlington Windsor Blanket Co., Ltd., Toronto.
Galt Robe Co., Galt, Ont.
Samuel Trees & Co., Toronto, Ont.

Blankets, Horse
J. J. Turner & Co., Peterboro, Ont.

Bolts and Nuts
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.
Northern Bolt, Screw & Wire Co., Owen Sound
London Bolt & Hinge Works, London, Ont.
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man
Wilkinson & Kompass, Hamilton.

Bolts, Eye
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man
The Steel Co. of Canada, Ltd., Hamilton, Ont
Williams & Co., J. H., Brooklyn, N.Y.

Bolts, Panic
Wm. Newman & Sons, Birmingham, Eng.

Boring Bars
Williams & Co., J. H., Brooklyn, N.Y.

Boxes, Tin
A. R. Whittal Can. Co., Ltd., Montreal, Que.

Boots, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Boot Calks and Tools
Steel Co. of Canada, Ltd., Hamilton.

Boring Bars
Pratt & Whitney Co. of Canada Ltd., Dundas.

Box Opening Tools
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn

Bale Ties
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
Laidlaw Bale Tie Co., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

Bale Tie Buckles
J. N. Warminton & Co., Montreal, Que.

Barbed Wire
Banwell, Hoxie Wire Fence Co., Ltd., Hamilton.

Baskets
Walter Woods & Co., Hamilton.

Barn Door Hangers
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Steel Goods Co., Hamilton.
National Mfg. Co., Sterling, Ill.
Safety Door Hanger Co., Hamilton, Ont.
Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Guelph, Ont.

Barrel Stands
Wakyte Mfg. Co., Winnipeg.

Barrels, Steel
The Steel Trough & Machine Co., Ltd., Tweed Ont.

Balers, Steel
Climax Baler Co., Hamilton.
Spielmann Agencies, Montreal.

Bit, Braces
Caverhill, Learmont & Co., Montreal.
Russell Jennings Mfg. Co., Chester, Conn.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn

Black Sheets
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Brackets, Shelf
Canada Steel Goods Co., Hamilton.
The Stanley Works, New Britain, Conn.

Box Strapping
J. E. Beauchamp & Co., Montreal.
The Stanley Works, New Britain, Conn.
J. N. Warminton & Co., Montreal, Que.

Blasting Supplies
Dupont Powder Co., Wilmington, Del.

Building Papers
Alex. McArthur & Co., Montreal, Que.

Burlap
Dominion Oil Cloth Co., Ltd., Montreal, Que.

The Trade Mark behind the "Hardware House of Quality."

DIAMOND A BRAND — ASHDOWN'S GUARANTEE

The Largest Wholesale Hardware Dealers in Canada



STOP!



and consider if you are prepared to handle to your entire satisfaction your portion of the large and extensive **paint and varnish** business that is anticipated this coming season.

KYANIZE VARNISHES and KYANIZE MOTOR CAR ENAMELS

Every can of this well-known advertised line is guaranteed to be and do all we claim for it or we will refund the purchase price for the empty can.

THE ◆A◆ IS BEHIND ALL KYANIZE PRODUCTS

Besides the well-known, extensively advertised line of household varnishes and enamels, the **Kyanize** line includes a complete variety of the finest architectural varnishes and enamels. Kyanize makes the home attractive and beautifies the automobile.

READY MIXED PAINTS

DIAMOND "A" BRAND——ABSOLUTELY PURE

50% Lead 50% Zinc



OUR GUARANTEE

We hereby guarantee Diamond "A" absolutely Pure House Paint to be made entirely of Pure White Lead, Pure Oxide of Zinc (except such shades as do not contain lead and zinc), Pure Coloring Materials, Pure Linseed Oil, Pure Turpentine Dryer, and nothing else, and is sold subject to chemical analysis.

We will supply you with a strong line of advertising for store and window-dressing purposes for both Kyanize Varnishes and Diamond "A" Paint.

Up-to-date and comprehensive advertising will be sent direct to the consumer in your district.

The J. H. Ashdown Hardware Co., Limited

CALGARY WINNIPEG SASKATOON

THE BUYERS' GUIDE

Butchers' Tools
Haddow Brokerage Co., Montreal, Que.

Butter Tubs (Covered)
E. B. Eddy Co., Ltd., Hull, Que.

Butter Molds
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Walter Woods & Co., Hamilton, Can.

Butter Workers
Beatty Bros., Ltd., Fergus, Ont.

Butts and Hinges
Canada Foundries & Forgings, Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Caverhill, Learmont & Co., Montreal.
Chicago Spring Butt Co., Chicago, Ill.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Burrs
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton.
Parmenter & Bulloch, Gananoque.

Bread and Cake Makers
Thos. Davidson Mfg. Co., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.

Breast Drills
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.

Brushes and Brooms
Boeckh Bros. Co., Ltd., Toronto.
Meakins & Sons, Ltd., Hamilton.
Perfection Sanitary Brush Co., Toronto.
The Rubberset Co., Limited, Toronto.
T. S. Simms & Co., Ltd., St. John.
Walter Woods & Co., Hamilton.

Bits, Auger
Caverhill, Learmont & Co., Montreal.
Russell Jennings Mfg. Co., Chester, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.
Wilkinson & Kompass, Hamilton.
Scythes, Ltd., Toronto.

Bits, Forstner
Progressive Mfg. Co., Torrington, Conn.

Bicycles
Canada Cycle & Motor Co., Toronto.
Crown Cycle & Motor Co., Montreal, Que.
Hyslop Bros., Ltd., Toronto.
Iver Johnson Arms & Cycle Works, Ltd., Fitchburg, Mass.

Birch Seats
Canadian Veneering Co., Montreal, Que.

Brake Lining
Crown Cycle & Motor Co., Montreal, Que.

Brooms
Stevens-Hepner Co., Ltd., Port Elgin, Ont.
Walter Woods & Co., Ltd., Hamilton, Ont.

Buckles, Harness and Trunks
McKinnon Industries, Ltd., St. Catharines, Ont.

Builders' Hardware
Allith Mfg. Co., Ltd., Hamilton, Ont.
Caverhill, Learmont & Co., Montreal.
Canada Steel Goods Co., Hamilton.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
R. Johnson, Clapham & Morris, Ltd., Manchester, Eng.
National Hardware Co., Orillia, Ont.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.
Stratford Brass Co., Ltd., Stratford, Ont.

Bumpers, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Cabinet Hardware
Stratford Brass Co., Ltd., Stratford, Ont.

Canoes and Boats
Canadian Canoe Co., Peterborough, Ont.
Peterborough Canoe Co., Peterborough, Ont

Calks, Boot
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Calipers and Dividers
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Caliper Gauges
Williams & Co., J. H., Brooklyn, N.Y.

Camp Furniture and Goods
Finnie & Murray, Ltd., Winnipeg.
J. J. Turner & Sons, Ltd., Peterboro, Ont.
Otterville Mfg. Co., Ltd., Otterville, Ont.

Cans, Milk
The A. R. Whittal Can. Co., Ltd., Montreal.

Cans, Paint
The A. R. Whittal Can. Co., Ltd., Montreal.

Cans
The A. R. Whittal Can. Co., Ltd., Montreal.

Cans, Oil
Cannon Oiler Co., Keithsburg, Ill.

Caps for Hubs
McKinnon Industries, Ltd., St. Catharines, Ont.

Carriage Hardware
Stratford Brass Co., Ltd., Stratford, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Cartridges
Dominion Cartridge Co., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.

Castings, Brass, Bronze and Aluminum
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Cash Carriers
Gipe-Hazard Store Service Co., Toronto.

Cash Registers
The National Cash Register Co. of Canada, Ltd., Toronto.

Casters
Canada Foundries & Forgings, Ltd., Brockville.
The Faultless Caster Co., Evansville, Ind.

Castor Oil
B. & S. H. Thompson & Co., Ltd., Montreal, Que.

Carpenters' Tools
Haddow Brokerage Co., Montreal, Que.

Carpet Sweepers
Bissell Carpet Sweeper Co, of Canada, Ltd., Niagara Falls, Ont.
Caverhill, Learmont & Co., Montreal.
Walter Woods & Co., Hamilton.

Carriage Castings
McKinnon Industries, Ltd., St. Catharines, Ont.

Casseroles
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Chains, Coil, Boom, Hammock, Tether, Dog, Halter, Cow, Breast, Trace, Tire
McKinnon Chain Co., St. Catharines, Ont.

Cable Carriers
Gipe-Hazard Store Service Co., Toronto.

Cellar Drainers
The Penberthy Injector Co., Ltd., Windsor, Ont.

Cement, Asbestos
Canadian Asbestos Co., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Cement, Rubber
Van Cleef Bros., Chicago, Ill.

Cement, Roofing
Geo. W. Reed & Co., Ltd., Montreal, Que.

Chains, Cut-Link
The Niagara Falls Metal Stamp'g Works, Niagara Falls, N.Y.

Chains, Folding
J. E. Beauchamp & Co., Montreal, Que.

Chain Pipe Wrenches
J. H. Williams & Co., Brooklyn, N.Y.

Chair Seats
J. E. Beauchamp & Co., Montreal, Que.
Canadian Veneering Co., Acton Vale, Que.

Chairs for Automobile, Camp and Boat
McKinnon Industries, Ltd., St. Catharines, Ont.

Choppers, Ice
The Haddow Brokerage Co., Montreal, Que.
L. & I. J. White Co., Buffalo, N.Y.

Chisels, Cape, Cold, etc.
Brown-Boggs Co., Ltd., Hamilton.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Check Protectors
W. G. Patrick & Co., Ltd., Toronto.

Checking Floor Hinges
Chicago Spring Butt Co., Chicago, Ill.

Chemical Closets
Wakyte Mfg. Co., Winnipeg, Man.

Chemical Specialties
B. & S. H. Thompson & Co., Ltd., Montreal, Que.
Van Cleef Bros., Chicago, Ill.
Vol-Peck Mfg. Co., Montreal.

Choppers, Food
Landers, Frary & Clark, New Britain, Conn.

Chucks, Tap
Wells Bros. of Canada, Galt.

Churns, Hand and Power
Beatty Bros., Ltd., Fergus.
Caverhill, Learmont & Co., Montreal.
Dowswell, Lees Co., Hamilton.
Landers, Frary & Clark, New Britain, Conn.
Medalta Stoneware Co., Ltd., Medalta, Ont.
Merchants Hardware Specialties, Ltd., Calgary.
Walter Woods & Co., Hamilton.

Clamps "C"
J. H. Williams & Co., Brooklyn, N.Y.

Clothes Bars and Racks
Otterville Mfg. Co., Ltd., Otterville, Ont.

Clothes Racks
Walter Woods & Co., Hamilton.

Clamps
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Williams & Co., J. H., Brooklyn, N.Y.

Clippers
Chicago Flexible Shaft Co., Chicago, Ill.

Closets
Wakyte Mfg. Co., Ltd., Winnipeg, Man.

Closet Seats
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Clothes Dryers
The Coleman Fare Box Co., Ltd., Toronto.
Dowswell, Lees Co., Ltd., Hamilton, Can.

Clothes Lines
The Coleman Fare Box Co., Ltd., Toronto.

Clothes Line (Wire)
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Clothes Horses
Stratford Mfg. Co., Stratford, Ont.

Coal Chutes
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Coffee Percolators and Urns
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Landers, Frary & Clark, New Britain, Conn.

Corrugated Fasteners
J. E. Beauchamp & Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

Collar Balls
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Collar Pads
American Pad & Textile Co., Hhatham.
Burlington Windsor Blanket Co., Toronto, Ont.

Cotton Duck
Scythes & Co., Ltd., Toronto, Ont.

Cotton Gloves
American Pad & Textile Co., Chatham.

Coal Chutes
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Coal Hods
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

Cobblers' Sets
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Cookers, Steam
Louis McLain Co., Ltd., Winnipeg, Man.

Cookers, Fireless
Royal Fireless Cooker Co., Ottawa, Ont.

Conductor Pipe, Hooks, Heads, etc.
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Winnipeg Ceiling & Roofing Co., Winnipeg.
Wheeler & Bain, Toronto.

Connecting Rods
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Williams & Co., J. H., Brooklyn, N.Y.

Coopers' Tools
Haddow Brokerage Co., Montreal, Que.

Coping Saws
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Cordage
Brantford Cordage Co., Ltd., Brantford, Ont.
Consumers Cordage Co., Montreal.
Plymouth Cordage Co., North Plymouth, Mass.
Scythes & Co., Ltd., Toronto, Ont.

Corners, Chest
The Brainerd Mfg. Co., East Rochester, N.Y.

Crank Pulls (Wire)
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Crank Shafts
Williams & Co., J. H., Brooklyn, N.Y.

Crowbars
B. J. Coghlin & Co., Montreal.

Crocks, Butter
Medalta Stoneware Co., Ltd., Medicine Hat, Alta.

Crucibles
Canadian Asbestos Co., Montreal, Que.

Cultivators
J. E. Gilson Co., Port Washington, Wis.
C. S. Norcross & Sons, Bushnell, Ill.

Cutlery
Bridgeport Hdwe. Mfg. Co., Bridgeport, Conn.
The Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.
Geo. Butler & Co., Ltd., Sheffield, Eng.
The Canadian Wm. A. Rogers Co., Ltd., Toronto.
Caverhill, Learmont & Co., Montreal.
Geneva Cutlery Co., Geneva, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
James Hutton & Co., Montreal.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
Lewis Bros., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Oneida Community, Ltd., Oneida, N.Y.
Henry Rogers' Son & Co., Ltd., Sheffield, Eng.
Wm. Rogers Mfg. Co., Niagara Falls, Ont.

Cutters
Butterfield & Co., Inc., Rock Island, Que.
The Rapid Tool & Machine Co., Ltd., Montreal.
Trimont Mfg. Co., Roxbury (Boston, Mass.).

Curry Combs
The Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.

Cuspidors
Thos. Davidson Mfg. Co., Ltd., Montreal.
E. B. Eddy Co., Ltd., Hull, Que.

Dairy Pails
Thos. Davidson Mfg. Co., Ltd., Montreal.
Soren Bros., Toronto, Ont.

Dampers, Stove Pipe
Canada Foundries & Forgings, Brockville, Ont.

Dashes, Buggy and Carriage
McKinnon Industries, Ltd., St. Catharines, Ont.

Desks, School
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Diaphragms, Rubber

Dies, Stocks, etc.
Butterfield & Co., Rock Island, Que.
Canadian Fairbanks-Morse Co., Montreal.
Pratt & Whitney Co. of Canada, Ltd., Dundas.
The Rapid Tool & Machine Co., Ltd., Montreal.
Wells Bros. Co. of Canada, Galt.

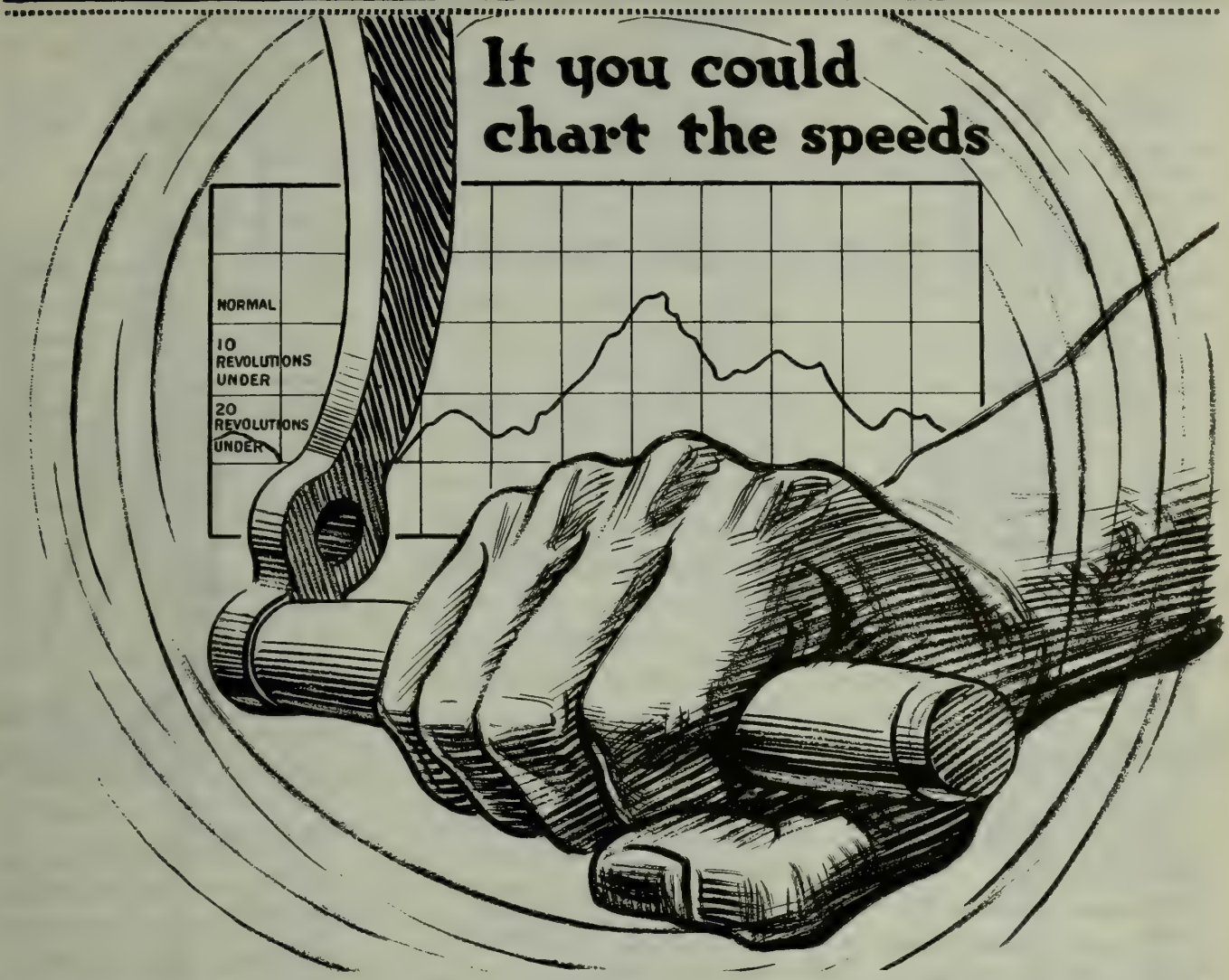
Disinfectants
J. E. Beauchamp & Co., Montreal, Que.

Display Racks and Stands
Cameron & Campbell, Toronto.
National Mfg. Co., Sterling, Ill.

Doors
Sanderson-Harold Co., Ltd., Paris, Ont.

Door Bolts
Canada Steel Goods Co., Hamilton, Can.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn

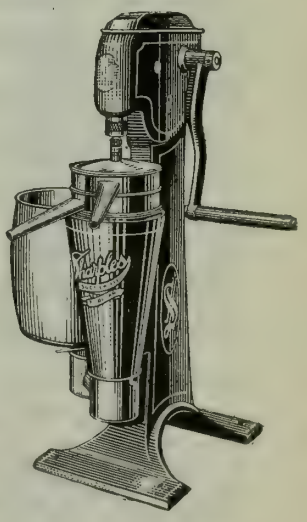
Door Knobs
Cartland & Son, Ltd., James, Birmingham, Eng.



Around and Around and Around!!!

No human hand can keep up a fixed normal speed

If every owner of a fixed feed separator—especially those who **think** they are skimming clean—could see a chart of the great **variation** in speed during one week's separation, they would be amazed. The chart would show that practically all the time the separator was being turned **below** speed and wasting butterfat. Actual tests prove that 95% of all separators are turned below speed most of the time and all separators are turned below speed some of the time. No matter how careful you are, it is humanly **impossible** to turn at a fixed speed, day in and day out. Speedometers, bells and other contraptions only show how wasteful fixed feed separators are.



SHARPLES SUCTION-FEED CREAM SEPARATOR

SKIMS CLEAN AT ANY SPEED

We again emphasize the vigorous advertising campaign for Sharples—in which the dominant note is the exclusive Sharples feature of "Skims Clean at Any Speed." How convincing is this appeal can be readily grasped from the above reproduction of a Sharples advertisement. Is it any wonder that the Sharples dealer contract is a valuable one—and that the Sharples Separator Company carefully selects its dealers? Progressive dealers are invited to write us. We have a **real** opportunity to offer.

The Sharples Separator Co., TORONTO, ONT REGINA, SASK.

Sharples Milker—The only milker with a squeeze—Send for catalogue.

The Lounsbury Co. Newcastle, N.B.

Distributors through all their branches.

"Over 2,425,000 Sharples Separators in daily use."

J. Clark & Son Fredericton, N.B

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THE BUYERS' GUIDE

Door Checks
Canadian Yale & Towne, St. Catharines.
Wm. Newman & Sons, Birmingham, Eng.

Door Hangers
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Steel Goods Co., Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.
National Mfg. Co., Sterling, Ill.

Door Springs
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Wm. Newman & Sons, Birmingham, Eng.

Door Pulls
Stratford Brass Co., Ltd., Stratford, Ont.

Doubletrees
McKinnon Industries, Ltd., St. Catharines, Ont.
West-Woods, Ltd., Winnipeg, Man.

Draining Tools
Canadian Shovel & Tool Co., Hamilton, Can.

Drills, Breast
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.

Drill Chucks
Goodell-Pratt Co., Greenfield, Mass.

Drills, Blacksmiths'
Canada Foundries & Forgings, Brockville.

Drills
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Butterfield & Co., Inc., Rock Island, Que.
Goodell-Pratt Co., Greenfield, Mass.
Jones & Shipman, Ltd., Leicester, Eng.
North Bros. Mfg. Co., Philadelphia, Pa.
Plewes, Ltd., Winnipeg, Man.
Stanley Rule & Level Co., New Britain, Conn.
Wilkinson & Kompass, Hamilton, Ont.
Pratt & Whitney Co. of Canada, Ltd., Dundas, Ont.
Wilt Twist Drill Co. of Canada, Ltd., Walkerville, Ont.

Drills, Twist
Wilt Twist Drill Co. of Canada, Ltd., Walkerville, Ont.

Drop Forgings
McKinnon Industries, Ltd., St. Catharines, Ont.
Williams & Co., J. H., Brooklyn, N.Y.
Spielmann Agencies, Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Dry Colors
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
Ottawa Paint Works, Ottawa.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.
Martin-Senour Co., Ltd., Montreal.
McArthur Irwin, Montreal.
Stewart & Wood, Toronto.

Dusters
Channell Chemical Co., Toronto.

Dynamite
Du Pont American Industries, Wilmington, Del.

Dry Cells
Canada Dry Cells, Ltd., Winnipeg.
Canadian National Carbon Co., Toronto.
Canadian H. W. Johns-Manville Co., Toronto.
Canadian General Electric Co., Ltd., Toronto.
Dominion Battery Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Spielmann Agencies, Ltd., Montreal, Que.

Eavetrough
Pedlar People, Limited, Oshawa.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Metal Shingle & Siding Co., Ltd., Preston, Ont.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Egg Beaters
Louis McLain Co., Ltd., Winnipeg, Man.
Collette Mfg. Co., Collingwood.

Egg Cases
Miller Bros. Co., Ltd., Montreal, Que.
Walter Woods & Co., Hamilton.

Egg Case Fillers
Miller Bros. Co., Ltd., Montreal, Que.
Walter Woods & Co., Hamilton, Can.

Ejectors and Syphons
The Penberthy Injector Co., Ltd., Windsor, Ont.
Jas. Morrison Brass Mfg. Co., Toronto.

Elbows
Thos. Davidson Mfg. Co., Ltd., Montreal.
Pedlar People, Ltd., Oshawa, Ont.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Electric Bells
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Electric Fans
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
The A. C. Gilbert-Menzies Co., Toronto.
Northern Electric Co., Ltd., Montreal.

Electric Fixtures
W. H. Banfield & Sons, Ltd., Toronto.
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.
Tallman Brass & Metal Co., Hamilton.

Electric Grates
Great West Electric Co., Ltd., Winnipeg, Man.

Electric Plates
Louis McLain Co., Ltd., Winnipeg, Man.

Electric Specialties
Benjamin Electric Co., Toronto.
Canadian General Electric Co., Ltd., Toronto
Canadian National Carbon Co., Toronto.
The Clemens Electrical Corporation, Hamilton.
Dominion Battery Co., Ltd., Toronto, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.
The Hessco Electric Mfg. Co., Toronto, Ont.
Landers, Frary & Clark, New Britain, Conn.
National Electric Heating Co., Toronto.
North American Hardware Co., Ltd., Montreal Que.
Northern Electric Co., Ltd., Montreal.
Spielmann Agencies, Ltd., Montreal, Que.
Usona Mfg. Co., Toledo, Ohio.

Electric Supplies
W. H. Banfield & Sons, Ltd., Toronto.
The Can. General Electric Co., Ltd., Toronto.
The Hessco Electric Mfg. Co., Toronto, Ont.

Emery
Dominion Glue & Emery Co., Montreal, Que.

Enamels
Boston Varnish Co., Everett Station, Boston
British America Paint Co., Ltd., Victoria, B.C.
Wm. Harland & Sons, Toronto.
Sturgeons, Ltd., Toronto.

Enamelled Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.
E. T. Wright & Co., Hamilton, Ont.
Sheet Metal Products Co. of Canada, Ltd., Toronto

Emery Glass and Papers
John Oakey & Sons, London, Eng.

Emery (Grain and Sheets)
DesRochers, Ltd., Montreal, P.Q.

Eveners for 2, 3, 4, 6 and 8 Horses
Gregg Mfg. Co., Ltd., Winnipeg, Man.
D. Ackland & Son, Ltd., Winnipeg, Man.
McKinnon Industries, Ltd., St. Catharines, Ont.
West-Woods, Ltd., Winnipeg, Man.

Evaporators
Steel Trough & Machine Co., Ltd., Tweed, Ont.

Excelsior
Rankin & Co., Ltd., Toronto.

Explosives
Du Pont Powder Co., Wilmington, Del.
Hercules Powder Co., Wilmington, Del.

Escutcheon Pins
Parmenter & Bulloch Co., Ltd., Garanoque, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Exterminator, Rat and Roach
The Common Sense Mfg. Co., Toronto.

Extinguishers, Fire
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
H. W. Johns-Manville Co., New York.
Northern Electric Co., Montreal.
Pyrene Mfg. Co., Ltd., Montreal, Que.

Fanlight Openers
Jas. Cartland & Son, Ltd., Birmingham, Eng.

Fasteners, Storm, Sash and Screen
National Mfg. Co., Sterling, Ill.
Stratford Brass Co., Ltd., Stratford, Ont.
The Stanley Works, New Britain, Conn.

Farm Lighting Outfits
Canadian General Electric Co., Ltd., Toronto.
Northern Electric Co., Montreal.

Faucets, Petroleum
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Feed Boxes
Canada Foundries & Forgings, Brockville

Feed Cookers
Wheeler & Bain, Toronto.

Felts (Tarred and Carpet)
Alex. McArthur & Co., Montreal, Que.
J. H. McComb, Ltd., Montreal, Que.

Fencing and Gates
Banwell-Hoxie Wire Fence Co., Hamilton.
McGregor-Banwell Fence Co., Ltd., Walkerville
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
B. Greening Wire Co., Hamilton, Ont.
Standard Tube & Fence Co., Woodstock.
Steel Co. of Canada, Ltd., Hamilton.

Fences, Woven Wire, Farm and Ornamental
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

Fenders for Buggy and Carriage
McKinnon Industries, Ltd., St. Catharines, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Fire Appliances and Liquids
Pyrene Mfg. Co., Ltd., Montreal, Que.

Fire Arms
Colts Patent Fire Arms Mfg. Co., Hartford, Conn.
Harrington & Richardson Arms Co., Worcester, Mass.
Johnson Iver Arms & Cycle Works, Fitchburg, Mass.

Files
E. C. Atkins Co., Hamilton, Can.
G. & H. Barnett Co., Philadelphia.
Delta File Works, Philadelphia.
Henry Disston & Sons, Ltd., Philadelphia, Pa.
The Ingersoll File Co., Ingersoll, Ont.
Nicholson File Co., Port Hope, Ont.
Plewes, Ltd., Winnipeg.
Simonds Canada Saw Co., Montreal
Wilkinson & Kompass, Hamilton.
DesRochers, Ltd., Montreal, P.Q.

Fillers
Boston Varnish Co., Everett Station, Boston, Mass

Fire Door Fittings
Allith Mfg. Co., Ltd., Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.

Fire Extinguishers
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Pyrene Mfg. Co., Ltd., Montreal, Que.

Fire Department Supplies
Canadian Consolidated Rubber Co., Montreal
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
Northern Electric Co., Montreal.

Fire Escapes
The Dennis Wire & Iron Works Co., Ltd., London

Fire Pails
E. B. Eddy Co., Ltd., Hull, Que.

Fireplace Fixtures
Stover Mfg. & Engine Co., Freeport, Ill.

Fireplace Screens
Canada Wire & Iron Goods Co., Hamilton, Ont

Fishing Tackle and Accessories
Marble Arms & Mfg. Co., Gladstone, Mich.

Flags
J. J. Turner & Sons, Ltd., Peterboro, Ont.
Scythes & Co., Ltd., Toronto, Ont.
Finnie & Murray, Ltd., Winnipeg, Man.

Flashlights, Electric
Canadian General Electric Co., Ltd., Toronto
Canadian National Carbon Co., Toronto.
Canada Dry Cells, Ltd., Winnipeg.
Crown Cycle & Motor Co., Montreal.
Dominion Battery Co., Ltd., Toronto, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.
Merchants Hardware Specialties, Ltd., Calgary Alta.
Metal Specialties Mfg. Co., Chicago
Northern Electric Co., Montreal.
Usona Mfg. Co., Inc., Toledo, Ohio.
Ward & Gladstone, Manchester, Eng.

Flatware
Canadian Wm. A. Rogers, Toronto.
Oneida Community, Ltd., Oneida, N.Y.

Flower Pots
E. B. Eddy Co., Ltd., Hull, Que.

Fly Swatters
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Food Choppers
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Merchants Hardware Specialties, Ltd., Calgary.

Force Cups
Canadian Consolidated Rubber Co., Toronto.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Ford Car Parts
Crown Cycle & Motor Co., Montreal.

Ford Car Specialties
Benjamin Electric Co., Toronto.
Royal Canadian Specialties, Hamilton, Ont.

Forgings
McKinnon Industries, Ltd., St. Catharines, Ont

Forgings, Drop
McKinnon Industries, Ltd., St. Catharines, Ont

Funnels
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wentworth Mfg. Co., Ltd., Hamilton, Ont

Furnaces
The Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.
Canada Foundries & Forgings, Brockville
Enterprise Mfg. Co., Sackville, N.B.
The Empire Stove and Furnace Co., Ltd., Owen Sound.
The Hall-Zyrd Foundry Co., Ltd., Hespeler, Ont.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.
Merchants Hardware Specialties, Ltd., Calgary
Record Fdry. & Machine Co., Ltd., Moncton, N.B.

Fruit Jars
Walter Woods & Co., Hamilton.

Furniture Polish
Buffalo Specialty Co., Buffalo, N.Y.
Canada Paint Co., Montreal.
Channell Chemical Co., Toronto.
Imperial Oil Co., Ltd., Toronto.
Saunders & Co., Montreal, Que.
Sherwin-Williams Co., Montreal
The Vilt Mfg. Co., Montreal, Que

Fuses, Electric
The Hessco Electric Mfg. Co., Toronto.

Fuses, Electric, Refillable
The Clemens Electrical Corporation, Hamilton.

Fuse Wire
Canada Metal Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Floor Stands
Jenkins Bros., Ltd., Montreal.

Floor Checks, Single or Double
Chicago Spring Butt Co., Chicago, Ill.

Flanges for Wheels
McKinnon Industries, Ltd., St. Catharines, Ont

Flag Holders
J. E. Beauchamp & Co., Montreal.

Flint Cloths
John Oakey & Sons, London, Eng.

Floor Dressing
Imperial Oil Co., Ltd., Toronto, Ont.

Galvanizers
McKinnon Industries, Ltd., St. Catharines, Ont.

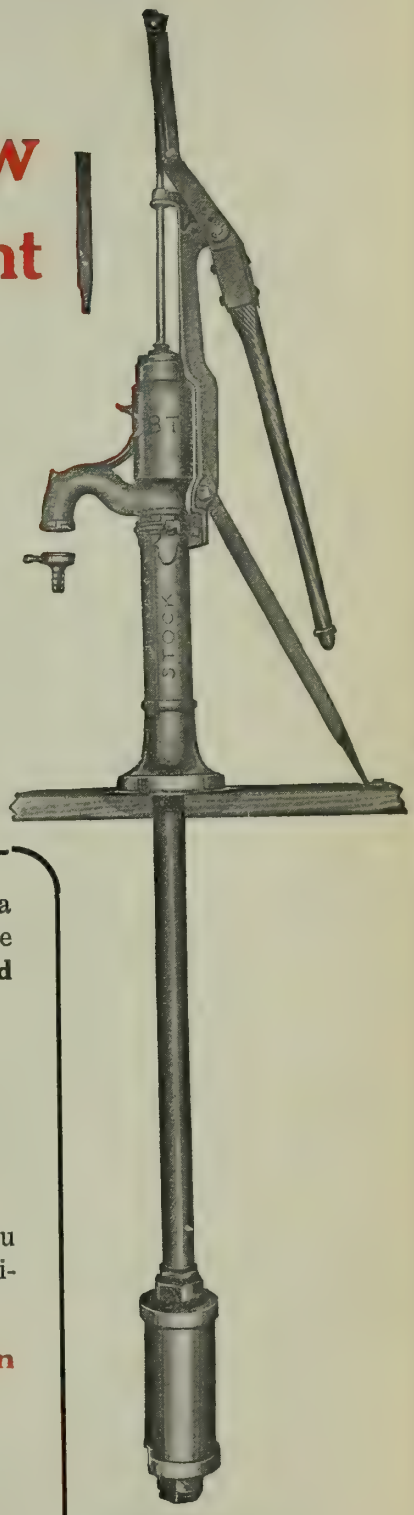
Galvanized Steel Sheets
Dominion Sheet Metal Co., Ltd., Hamilton.
A. C. Leslie & Co., Montreal
Pedlar People Ltd., Oshawa, Ont.
R. & S. H. Thompson & Co., Ltd., Montreal, Que.
Winnipeg Ceiling & Roofing Co., Winnipeg.

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BT ready to ship. Pump No. 5 for watering stock

Place your order now for the pumps you will need this summer and fall. We'll protect you if prices rise and guarantee you against loss if price falls before date of shipment. Read proposition below.



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Our proposition is this: We'll protect you on a rise or fall of price up to date your goods are shipped. If the price goes up you get the **old** price, if it goes down you'll get the new.

Buy now the pumps you require this summer and fall. Specify delivery in 2 months, 3 months—any time up to eight (8) months. We'll protect you on price up to day goods are shipped.

Don't hesitate about ordering now the stock you can turn over this summer. The above proposition guarantees you against risk of loss.

Prices, in our belief, are not coming down in the near future

Pump prices will remain firm because of cost of labor and raw materials for a long time yet. Therefore, we gladly make the above proposition to our dealers.

Beatty Bros., Limited

Fergus, Ont. **London, Ont.** **St. John, N.B.**
Winnipeg, Man. **Montreal, Que.** **Edmonton, Alta.**

THE BUYERS' GUIDE

Garden Cultivators and Weeders
C. S. Noreross & Sons, Bushnell, Ill.
Eureka Planter Co., Woodstock.

Garden Seeders and Hoes
The Bateman-Wilkinson Co., Ltd., Toronto.

Garage Seats
J. E. Beauchamp & Co., Montreal.

Garden Tools
Bateman-Wilkinson Co., Ltd., Toronto.

Garage Hardware
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Steel Goods Co., Hamilton, Can.
The Louden Machinery Co. of Can., Ltd., Guelph
National Mfg. Co., Sterling, Ill.
Richards-Wilcox Canadian Co., London, Ont.
The Stanley Works, New Britain, Conn.

Gargets
Metal Shingle & Siding Co., Ltd., Preston, Ont.
Pedlar People, Ltd., Oshawa, Ont.

Garbage Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.
J. Samuels, Toronto.
Smith Bros., Toronto.

Galvanized Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.

Galvanizing
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Galvanized Iron Cornices
Pedlar People, Ltd., Oshawa, Ont.

Galvanized Pipe
Canada Steel Co., Ltd., Toronto.

Galvanized Steel Sheets
Metal Shingle & Siding Co., Ltd., Preston, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

General Rubber Specialties
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Generators
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Gas Water Heaters
Jas. Morrison Brass Mfg. Co., Toronto.

Gaskets, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Gasoline
Imperial Oil Co., Toronto.
Prairie City Oil Co., Winnipeg.

Gauges
L. S. Starrett Co., Athol, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Wells Bros. Co. of Canada, Galt.
Canadian Fairbanks-Morse Co., Ltd., Montreal.
J. H. Williams & Co., Brooklyn, N.Y.

Gates, Galvanized
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

Gauge Cocks, Standard and Extra Heavy
The Penberthy Injector Co., Ltd., Windsor, Ont.

Gauge Glasses, High Pressure
The Strong Machinery & Supply Co., New York, N.Y.

Gauges, Water (Standard Extra Heavy Automatic
The Penberthy Injector Co., Ltd., Windsor, Ont.

Glass, Window, Plate, Ornamental
A. M. Bell & Co., Ltd., Halifax, N.S.
Drobes Mfg. Co., Montreal, Que.
The Johnston Brokerage Co., Pittsburgh, Pa.
A. Ramsay, Son & Co., Montreal.
Sanderson-Pearcy Co., Toronto.
Stewart & Wood, Toronto.
B. & S. H. Thompson & Co., Ltd., Montreal, Que.
Toronto Plate Glass Importing Co., Toronto.
G. F. Stephens Co., Winnipeg.

Glue, Flake
W. Harris & Co., Toronto.

Glue, White
W. Harris & Co., Toronto.

Glue Pots, Electric
Superior Electrics, Ltd., Pembroke, Ont.

Glue, Sheet and Ground
Canada Glue Co., Brantford, Ont.
Desrochers Ltd., Montreal, Que.
Dominion Glue & Extract Co., Montreal, Que.
W. Harris & Co., Toronto.
R. C. Jamieson & Co., Montreal.
A. Ramsay & Son Co., Montreal.

Glass Cutters
Goodell-Pratt Co., Greenfield, Mass.

Glass Cutting Boards
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Glass, Buyers of Scrap Window
The Cloisonne and Art Glass, Ltd., Kitchener.

Glass Benders
Toronto Plate Glass Importing Co., Toronto.

Glaziers' Diamonds
Cushman Motor Works, Ltd., Winnipeg.
A. Ramsay, Son & Co., Montreal, Que.
Sharratt & Newth, London, Eng.
A. Shaw & Son, London, Eng.

Gloves and Mitts
American Pad & Textile Co., Ltd., Chatham, Ont.
A. R. Clarke & Co., Ltd., Toronto.

Golf Balls
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Gopher Poison
Kill-em-Quick Co., Regina, Sask.
Prairie Chemical Co. of Canada, Ltd., Winnipeg.

Granaries, Portable, Metallic
Winnipeg Ceiling & Roofing Co., Winnipeg.

Graphites
Canadian Asbestos Co., Montreal, Que.

Grease and Oil Cups
The Penberthy Injector Co., Ltd., Windsor, Ont.

Greases
Prairie City Oil Co., Ltd., Winnipeg, Man.

Grinders, Hand and Power
The Carborundum Co., Niagara Falls, N.Y.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
Plewes Ltd., Winnipeg, Man.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Grindstones
The Carborundum Co., Niagara Falls, N.Y.
Cleveland Stone Co., Cleveland, Ohio.

Grindstone Fixtures
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Grinding Wheels
The Carborundum Co., Niagara Falls, N.Y.

Ground Wood
E. B. Eddy Co., Hull, Que.

Guns
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.
Harrington & Richardson Arms Co., Worcester, Mass.
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.

Gunsights
Marble Arms & Mfg. Co., Gladstone, Mich.

Hack Saws
Diamond Saw & Stamping Works, Buffalo, N.Y.
Flys (London), Limited, London, Eng.
Goodell-Pratt Co., Greenfield, Mass.
Miller Falls Co., Miller Falls, Mass.
Plewes Ltd., Winnipeg, Man.
L. S. Starrett Co., Athol, Mass.
Victor Saw Works, Ltd., Hamilton, Ont.

Hack Saw Blades
Diamond Saw & Stamping Wks., Buffalo, N.Y.
Flys (London), Limited, London, Eng.
Goodell-Pratt Co., Greenfield, Mass.
Henry Disston & Sons, Ltd., Toronto.
Victor Saw Works, Ltd., Hamilton, Ont.

Hack Saw Frames
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Henry Disston & Sons, Ltd., Toronto.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Hack Saw Machines
Diamond Saw & Stamping Wks., Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Victor Saw Works, Hamilton.

Halters
The Johnson Halter Co., Sarnia, Ont.
R. R. Kimread, Winnipeg, Man.

Hames, Steel and Iron
McKinnon Industries, Ltd., St. Catharines, Ont.

Hame Chains
The Niagara Falls Metal Stamp'g Works, Niagara Falls, N.Y.

Hammocks
Galt Robe Co., Galt, Ont.

Hammers
Canada Foundries & Forgings, Brockville.
Stanley Rule & Level Co., New Britain, Conn.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Hand Drills
Goodell-Pratt Co., Greenfield, Mass.

Handles, Canthooks and Peevies
West-Woods, Ltd., Winnipeg, Man.

Handles, Chest and Drawer
The Brainerd Mfg. Co., East Rochester, N.Y.

Handles
J. H. Still Mfg. Co., St. Thomas, Ont.

Hand Pulls
North Bros. Mfg. Co., Philadelphia, Pa.

Hangers, Door
Allith Mfg. Co., Ltd., Hamilton, Ont.
Beatty Bros., Ltd., Fergus.
Can. Foundries & Forgings, Ltd., Brockville, Ont
Canada Steel Goods Co., Hamilton, Can.
Cushman Motor Works, Ltd., Winnipeg.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
National Mfg. Co., Sterling Ill.
F. E. Myers & Bro., Ashland, Ohio.
Safety Door Hanger Co., Hamilton, Ont.
The Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Guelph, Ont.

Hangers, Barn Door
Allith Mfg. Co., Ltd., Hamilton, Ont
The Louden Machinery Co. of Can., Ltd., Guelph

Hangers, Door and Track
Cushman Motor Works, Ltd., Winnipeg.
Allith Mfg. Co., Hamilton, Can.
Beatty Bros., Fergus, Ont.
Canada Steel Goods Co., Hamilton.
The Louden Machinery Co. of Can., Ltd., Guelph
National Mfg. Co., Sterling Ill.

Hooks, Hat and Coat
Can. Foundries & Forgings, Ltd., Brockville, Ont
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Hangers, Storm, Sash and Screen
National Mfg. Co., Sterling Ill.
The Stanley Works, New Britain, Conn.

Hand Taps
Wells Bros. Co. of Canada, Galt.

Harness
Samuel Trees & Co., Toronto.

Hardware, Door
The Hamilton Stove & Heater Co., Hamilton, Ont.

Hardware Specialties
Allith Mfg. Co., Ltd., Hamilton, Ont.
Belleville Hardware Mfg. Co., Belleville, Ont.
The Brainerd Mfg. Co., East Rochester, N.Y.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Coleman Fare Box Co., Toronto.
Lyons & Marks, Toronto.
Louis McLain Co., Ltd., Winnipeg, Man.
Metal Specialties Mfg. Co., Chicago, Ill.
National Mfg. Co., Sterling Ill.
North American Hardware Co., Ltd., Montreal, Que.
Stratford Brass Co., Ltd., Stratford, Ont.
Taylor-Forbes Co., Guelph, Ont.

Hardware Store Fittings
Stratford Brass Co., Ltd., Stratford, Ont.

Harness Hardware
McKinnon Industries, Ltd., St. Catharines, Ont.
Trees Spriggs Co., Ltd., Winnipeg, Man.

Hatchets
Canada Foundries & Forgings, Ltd., Brockville.
Haddow Brokerage Co., Montreal, Que.
Marble Arms & Mfg. Co., Gladstone, Mich.
Stover Mfg. & Engine Co., Freeport, Ill.

Hasps
Can. Foundries & Forgings, Ltd., Brockville, Ont
The Brainerd Mfg. Co., East Rochester, N.Y.
Canada Steel Goods Co., Hamilton.
National Mfg. Co., Sterling Ill.

Headlights, Auto
Canadian Lamp & Stamping Co., Ford, Ont.
North American Hardware Co., Ltd., Montreal,

Heaters
Anthes Foundry, Ltd., Winnipeg, Man.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Jas. Morrison Brass Mfg. Co., Ltd., Toronto.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.

Heaters, Electric
Chicago Flexible Shaft Co., Chicago, Ill.

Heels and Soles, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Hinges, Box and Refrigerator
The Brainerd Mfg. Co., East Rochester, N.Y.

Hinges, Ornamental
The Stanley Works, New Britain, Conn.

Hinges, Spring
Stover Mfg. & Engine Co., Freeport, Ill.
Wm. Newman & Sons, Ltd., Birmingham, Eng.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Hinges, Strap and Tee
Canada Steel Goods Co., Hamilton, Can.
Can. Foundries & Forgings, Ltd., Brockville, Ont
National Mfg. Co., Sterling, Ill.

Hockey Sticks
J. H. Still Mfg. Co., St. Thomas.
St. Mary's Wood Specialty Co., Ltd., St. Marys, Ont.

Hoes
Ward & Payne, Sheffield, Eng.

Hoists
Manitoba Bridge & Iron Works, Ltd., Winnipeg
Plewes Ltd., Winnipeg, Man.

Horse Singers
Collins Mfg. Co., Toronto.

Hones, Razor
The Carborundum Co., Niagara Falls, N.Y.

Hooks, Coat and Hat
The Brainerd Mfg. Co., East Rochester, N.Y.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Hooks for Logging Chains
McKinnon Industries, Ltd., St. Catharines, Ont

Horse Covers, Rubber
Canadian Consolidated Rubber Co., Montreal.
J. J. Turner & Sons, Ltd., Peterboro, Ont.

Horse Shoes
D. Ackland & Son, Winnipeg.
Steel Co. of Canada, Ltd., Hamilton.
Wilkinson & Kompass, Hamilton.

Horse Shoe Pads
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Hose, Fittings and Supplies
Canadian Consolidated Rubber Co., Montreal.
Can. Foundries & Forgings, Ltd., Brockville, Ont
Caverhill, Learmont & Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
K. & S. Tire & Rubber Co., Ltd., Toronto, Ont
Lewis Bros., Ltd., Montreal.
Jas. Morrison Brass Mfg. Co., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Hollow Ware
Can. Foundries & Forgings, Ltd., Brockville, Ont

Hoist Hooks
Williams & Co., J. H., Brooklyn, N.Y.

Household Pails
E. B. Eddy Co., Hull, Que.

Hubs for Ford Cars
McKinnon Industries, Ltd., St. Catharines, Ont

Hub Caps
McKinnon Industries, Ltd., St. Catharines, Ont

Ice Cream Freezers
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.



Talk No. One Hundred and Ninty-one

Spring arrived "officially" March 21st. The voice of the robin will soon be heard in the land and the noise of the busy sheet metal man using "PREMIER" GALVANIZED STEEL SHEETS on the early Spring jobs will be evident too. That's why he gets the jobs!

TINKER TOM.

Look for Talk No. 192 next week.

DOMINION SHEET METAL CORPORATION, Limited
HAMILTON, CANADA

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THEN WHY NOT BUY THE ONLY BRUSH MADE TO THAT STANDARD?

TRADE SIMMS MARK
SET IN RUBBER

Brushes built on a quality basis and priced on a quantity output. Made under modern methods, equipment and management in the finest factory in the world devoted to the making of high-grade brushes.

T. S. SIMMS & CO., Ltd., Makers of **"BETTER BRUSHES"**
ST. JOHN (FAIRVILLE), N.B., CANADA

MADE IN CANADA

BUFFALO OILS

These are a few of our most staple lines, so well and favorably known throughout Western Canada, and are sold only through reliable merchants.

Special Cylinder Oil for Steam Engines
Harness Oil. Neatsfoot Oil
A Gas Engine Oil (for gasoline engines).
Tractorlene Oil (for oil burning engines).
Ideal Thresher's Machines Oil (for general use).
Automobile Oil and Transmission Greases.



PRAIRIE CITY OIL COMPANY, LIMITED, WINNIPEG

THE BUYERS' GUIDE

Implement Repairs
D. Ackland & Son, Ltd., Winnipeg.

Incubators
Collins Mfg. Co., Toronto.

Indicators, Speed
H. Disston & Son, Ltd., Toronto.
L. S. Starrett Co., Athol, Mass.

Indurated Ware
E. B. Eddy Co., Ltd., Hull, Que.

Ingersoll Watches
R. H. Ingersoll & Bro., Montreal, Que.

Injectors, Automatic
Jas. Morrison Brass Mfg. Co., Toronto.
The Penberthy Injector Co., Ltd., Windsor, Ont.

Injectors, Auto-Positive
The Penberthy Injector Co., Ltd., Windsor, Ont.

Insecticides
The McDougall Bros., Ltd., Manchester, Eng.

Instruments of Precision
L. S. Starrett Co., Athol, Mass.

Ironing Boards and Tables
J. E. Beauchamp & Co., Montreal.
Otterville Mfg. Co., Ltd., Otterville, Ont.

Iron, Corrugated
Canada Metal Co., Toronto.

Iron Handles
Can. Foundries & Forgings, Ltd., Brockville, Ont

Iron and Steel Bars
Caverhill, Learmont & Co., Montreal.
Dominion Iron & Steel Co., Sydney, N.S.
A. C. Leslie & Co., Ltd., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
Lewis Bros., Ltd., Montreal.
London Rolling Mills, London, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Nova Scotia Steel Co., New Glasgow, N.S.

Irons
Can. Foundries & Forgings, Ltd., Brockville, Ont
Taylor-Forbes Co., Ltd., Guelph, Ont.

Irons, Gas and Gasoline
Merchants Hardware Specialties, Ltd., Calgary.
National Stamping & Electric Works, Chicago
The Royal Self-Heating Iron Co., Big Prairie, O.

Jack Planes
Stanley Rule & Level Co., New Britain, Conn.

Jack Screws
Canada Foundries & Forgings, Brockville, Ont

Jardinieres
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Japans
Boston Varnish Co., Everett Station, Boston, Mass.

Jugs
Medalta Stoneware Co., Ltd., Medicine Hat, Alta.

Kalsomine
British America Paint Co., Ltd., Victoria, B.C.

Kettles
Can. Foundries & Forgings, Ltd., Brockville, Ont
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Keyhole Saws
Bridgeport Hardware Co., Bridgeport, Conn.

Kitchen Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.

Knife Sharpeners
J. E. Beauchamp & Co., Montreal.

Knives, Pocket and Table
Geo. Butler & Co., Ltd., Sheffield, Eng.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
James Hutton & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Merchants Hardware Specialties, Ltd., Calgary.

Knives, Sportsmen's
Marble Arms & Mfg. Co., Gladstone, Mich.

Knives, Putty
Bridgeport Hardware Co., Bridgeport, Conn.

Knobs, Drawer
The Brainerd Mfg. Co., East Rochester, N.Y.

Ladders, Step, Extension, Store, etc.
Allith Mfg. Co., Ltd., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
John Calsander Mfg. Co., St. Paul, Minn.
Otterville Mfg. Co., Ltd., Otterville, Ont.
Stratford Mfg. Co., Stratford, Ont.

Lamps, Nitrogen and Tungsten
The Canadian Laco-Philips Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man
North American Hardware Co., Ltd., Montreal.

Lamp Black
L. Martin Co., New York, N.Y.
A. Ramsay & Son Co., Montreal.
Wilkes-Martin-Wilckes Co., New York.

Lamp Burners
Schultz Mfg. Co., Ltd., Hamilton, Ont.

Lamp Chimneys
Walter Woods & Co., Hamilton.

Lamp Coloring and Frosting
Great West Electric Co., Ltd., Winnipeg, Man
Spielmann Agencies, Ltd., Montreal.

Lamps, Bicycle and Automobile
Dominion Battery Co., Ltd., Toronto, Ont.
North American Hardware Co., Ltd., Montreal.

Lamps and Lanterns, Gasoline
National Stamping & Electric Works, Chicago, Ill.

Lamps, Lanterns, Electric, Hand
Canadian General Electric Co., Toronto.
Canadian National Carbon Co., Toronto.
Dominion Battery Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
National Stamping & Electric Works, Chicago, Ill.
Spielmann Agencies, Montreal.
Usona Mfg. Co., Inc., Toledo, Ohio.

Lamps, Tungsten
Canadian Laco-Philips Co., Toronto.
Canadian Tungsten Lamp Co., Hamilton, Ont.
North American Hardware Co., Ltd., Montreal

Lamps, Nitrogen
Canadian Laco-Philips Co., Toronto.
Canadian Tungsten Lamp Co., Ltd., Hamilton, Toronto, Montreal, Winnipeg.
North American Hardware Co., Ltd., Montreal, Q.

Lamps and Lanterns, Gasoline and Kerosene
National Stamping & Electric Works, Chicago.
North American Hardware Co., Ltd., Montreal.
Powerlight Co., Winnipeg, Man.

Lanterns, Oil
Thos. Davidson Mfg. Co., Montreal.
Ontario Lantern & Lamp Co., Hamilton, Ont.
Schultz Mfg. Co., Hamilton, Can.
E. T. Wright Co., Hamilton, Ont.

Latches
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Gendron Mfg. Co., Ltd., Toronto.
Stover Mfg. & Engine Co., Freeport, Ill.

Lathe Dogs, Drop-forged
Williams & Co., J. H., Brooklyn, N.Y.

Lathe Dogs
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Lawn Swings
J. E. Beauchamp & Co., Montreal.

Lawn Mowers
Canada Foundries & Forgings, Ltd., Brockville.
Clipper Lawn Mower Co., Dixon, Ill.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Lawn Sprinklers
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Lead, Black
John Oakey & Sons, London, Eng.

Lead, Sheets and Pipe
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

Lead Traps and Bends
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
Plewes Ltd., Winnipeg, Man.

Leather Belting and Soles
Plewes Ltd., Winnipeg, Man.

Lead Irons
The A. R. Whittal Can. Co., Ltd., Montreal.

Lead Washers
Canada Metal Co., Ltd., Toronto.

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L. S. Starrett Co., Athol, Mass.

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Stanley Rule & Level Co., New Britain, Conn.

Lighting Systems, Store
Benjamin Electric Co., Toronto.

Lighting Fixtures, Store
Benjamin Electric Co., Toronto.

Lines, Wire, Clothes
Walter Woods & Co., Hamilton.
Western Wire & Nail Co., London.

Linoleum Finishes
Boston Varnish Co., Everett Station, Boston, Mass

Linseed Oil
Brandram-Henderson, Montreal.
Canada Linseed Oil Co., Ltd., Montreal and Toronto.
Dominion Linseed Oil Co., Baden and Toronto
R. C. Jamieson & Co., Ltd., Montreal.
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont.
Prairie City Oil Co., Winnipeg, Man.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
Stewart & Wood, Toronto.

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The Hamilton Stove & Heater Co., Hamilton, Ont.
National Hardware Co., Ltd., Orillia, Ont.
Peterboro Lock Mfg. Co., Peterboro, Ont.

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Dennis Wire and Iron Works Co., Ltd., London

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Loose Leaf Systems
Lowe Martin Co., Ltd., Ottawa, Ont.

Lugs for Silos
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Canadian Asbestos Co., Montreal, Que.

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Williams & Co., J. H., Brooklyn, N.Y.

Lumber Tools
Canadian Warren Axe & Tool Co., St. Catharines, Ont.
Thos. Pink & Co., Pembroke, Ont.
T. F. Shurly Co., Ltd., St. Catharines, Ont.

Machinists' Tools
J. H. Williams & Co., Brooklyn, N.Y.

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A. H. Fraser, Vancouver, B.C.
Marricott & Tynan, Ltd., Winnipeg, Man.
G. T. Mumford, Winnipeg, Man.

Mantles, Gas
R. M. Moore & Co., Ltd., Vancouver, B.C.
Hamilton Gas Mantle Co., Hamilton, Can.

Malleable Iron Castings
McKinnon Industries, Ltd., St. Catharines, Ont.

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Marine Supplies
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E. B. Eddy Co., Hull, Que.

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Mauls
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Winnipeg Ceiling & Roofing Co., Winnipeg.

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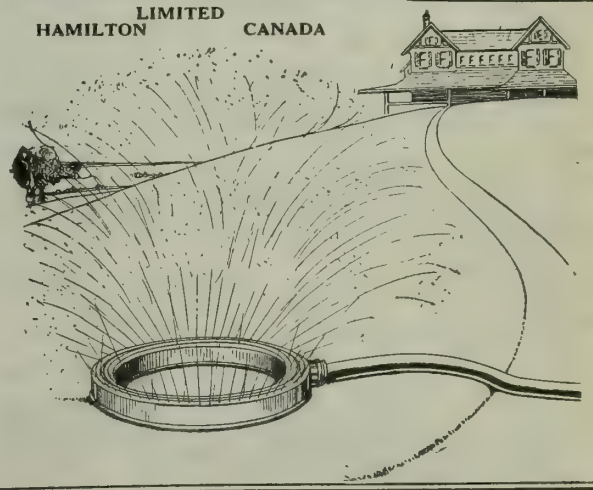
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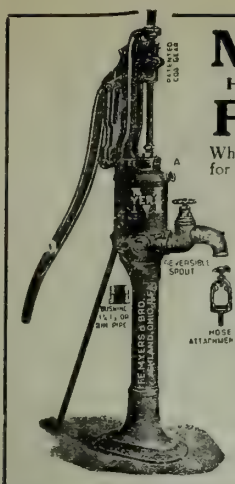
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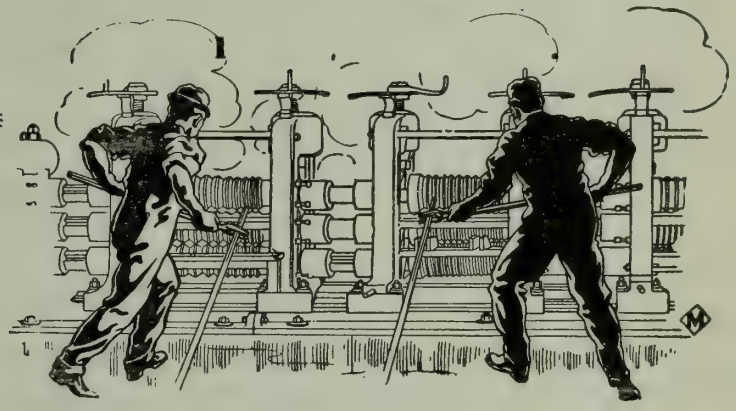
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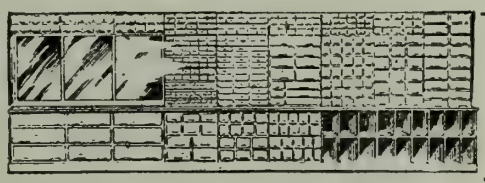
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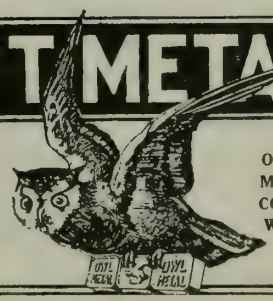


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Canadian Roofing Co., Ltd., Windsor, Ont
Standard Paint Co., of Canada, Ltd., Montreal
Alex. McArthur & Co., Montreal, Que.

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Consumers Cordage Co., Montreal, Que.
Independent Cordage Co., Toronto, Ont.
Brantford Cordage Co., Brantford, Ont.

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Fred Smith, Toronto, Ont.

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L. S. Starrett Co., Athol, Mass.

Rules, Steel, Straight and Folding Rules, Folding Boxwood
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Rules, Spring Joint
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Rules, Board and Log
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Sand Paper
United States Sand Paper Co., Williamsport, Pa.

Sanitary Tissue Towels
E. B. Eddy & Co., Hull, Que.

Saddlery Hardware
McKinnon Industries, Ltd., St. Catharines.

Sap Pans
Steel Trough & Machine Co., Ltd., Tweed, Ont.

Saws, Crosscut and Band
T. F. Shurly Co., Ltd., St. Catharines, Ont.

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Taylor-Forbes Co., Limited, Guelph, Ont.

Saws, Hand and Circular
E. C. Atkins Co., Hamilton, Can.
Henry Disston & Sons, Toronto.
Fry's (London), Limited, London, Eng.
T. F. Shurly Co., Ltd., St. Catharines, Ont.
Simonds Canada Saw Co., Montreal.
Victor Saw Works, Hamilton, Ont.

Saws, Hack
The Millers Falls Co., Millers Falls, Mass.

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Canadian Fairbanks-Morse Co., Ltd., Montreal
Renfrew Scale Co., Ltd., Renfrew, Ont.

Scales, Machinists'
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Bateman-Wilkinson Co., Ltd., Toronto.

Scoops
Canadian Shovel & Tool Co., Hamilton, Can.

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Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Screws, Wood
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J. H. Williams & Co., Brooklyn, N.Y.
Sanderson-Harold Co., Ltd., Paris, Ont.

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Screw Machines
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Canadian Veneering Co., Acton Vale, Que.
J. E. Beauchamp & Co., Montreal, Que.

Gorden Seats
J. E. Beauchamp & Co., Montreal, Que.

Seats, Fibre
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Ships' Bottom Composition
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Coleman Fare Box Co., Toronto.

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British America Paint Co., Ltd., Victoria, B.C.
Sturgeons, Ltd., Toronto.

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Furnival & Co., Toronto.
J. Samuels & Co., Toronto.

Signs, Street
The Niagara Falls Metal Stamp'g Works, Niagara Falls, N.Y.

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Geo. W. Reed, Montreal
Tallman Brass & Metal Co., Hamilton, Ont.

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Great West Electric Co., Ltd., Winnipeg, Man.

Soldering Irons (Electric)
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Plewes Ltd., Winnipeg, Man.

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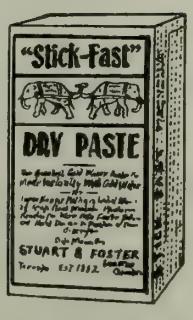
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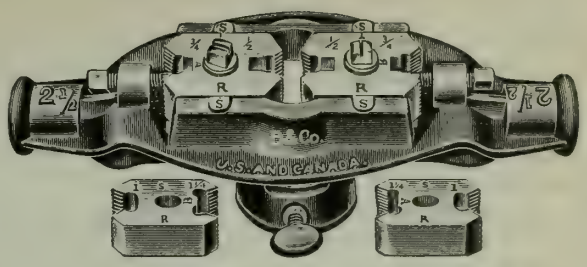
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Winnipeg Ceiling & Roofing Co., Winnipeg

Vises
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal
Goodell-Pratt Co., Greenfield, Mass.
Lewis Bros., Ltd., Montreal
National Machinery & Supply Co., Hamilton
North Bros. Mfg. Co., Philadelphia, Pa.
Plewes Ltd., Winnipeg, Man.
The Rock Island Mfg. Co., Rock Island, Ill.
The Rapid Tool and Machine Co. Ltd., Montreal.
Stanley Rule & Level Co., New Britain, Conn.
Stover Mfg. & Engine Co., Freeport, Ill.

Vises, Chain Pipe
Williams & Co., J. H., Brooklyn, N.Y.

Vulcanizers
Adamson Mfg. Co., Hamilton
Northern Electric Co., Montreal

Vermin Exterminator
The Common Sense Mfg. Co., Toronto.

The Presto Patch Co., Toronto, Ont.
C. A. Shaler Co., Waupun, Wis.

Wagon Hardware
Gregg Mfg. Co., Ltd., Winnipeg, Man.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Wagon Woodwork
West-Woods, Ltd., Winnipeg, Man.

Wallboard
Bishopric Wall Board Co., Ltd., Ottawa, Ont.

Wall Finish
British America Paint Co., Ltd., Victoria, B.C.

Walnut Seats
Canadian Veneering Co., Acton Vale, Que.
C. Kloepfer, Ltd., Toronto
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Stanley Works, New Britain, Conn.

Warmers, Foot
Chicago Flexible Shaft Co., Chicago, Ill.

Washers
Beauchamp & Co., J. E., Montreal, Que.
DesRochers, Ltd., Montreal, P.Q.
Steel Co. of Canada, Ltd., Hamilton
Otterville Mfg. Co., Otterville, Ont.
The Union Iron & Metal Co., Ltd., Toronto.
Wilkinson & Kompass, Hamilton

Washers, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Washing Machines, Electric, Hand and Power
Beatty Bros., Fergus, Ont.
J. H. Connor & Son, Ltd., Ottawa
Dowswell, Lees & Co., Hamilton.
Great West Electric Co., Ltd., Winnipeg, Man
The Hurley Machine Co., Ltd., Toronto.
Kribs, Wm., Hespeler, Ont.
Geo. C. Kaitting & Son, Galt, Ont.
Maytag Co., Ltd., Winnipeg, Man.
Maxwells Ltd., St. Mary's, Ont.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
McDonald & Wilson, Ltd., Toronto.
Nineteen Hundred Washer Co., Toronto, Ont.
The One Minute Washer Co., Toronto, Ont.

Waste, Cotton
Acme Waste Mfg. Co., Toronto.
E. Pullan Waste & Wipers Co., Toronto.
Scythes & Co., Ltd., Toronto
Wilkinson & Kompass, Hamilton

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Wm. Cane & Sons Co., Ltd., Newmarket, Ont
E. B. Eddy Co., Ltd., Hull, Que.

Wash Tubs
E. B. Eddy & Co., Hull, Que.
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Watches
R. H. Ingersoll & Bro., Montreal, Que.

Watch Specialties
R. H. Ingersoll & Bro., Montreal, Que.

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The Tower Canadian Ltd., Toronto, Ont.

Weather Stripping
Best Weatherstrip Co., Ltd., Hamilton, Ont.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
The Swan Mfg. Co., Winnipeg, Man.

Wedges
Can. Foundries & Forgings, Ltd., Brockville, Ont
Canadian Warren Axe & Tool Co., St. Catharines, Ont.

Whitewash Outfits
Collins Mfg. Co., Toronto
Spramotor Co., London, Ont.

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J. J. Turner & Sons, Ltd., Peterboro, Ont.

Weeders, Garden (hand)
J. E. Gilson Co., Port Washington, Wis.
C. S. Norcross & Sons, Bushnell, Ill.

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Can. Foundries & Forgings, Ltd., Brockville, Ont
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Wheelbarrows
Erie Iron Works, Ltd., St. Thomas, Ont.
Bateman, Wilkinson Co., Ltd., Toronto, Ont.

Wheels, Well
J. E. Beauchamp & Co., Montreal, Que.
Can. Foundries & Forgings, Ltd., Brockville, Ont

Wheeled Goods
The Crown Mfg. Co., Hamilton, Ont.

Whips
J. E. Beauchamp & Co., Montreal, Que.

Whistles
The Penberthy Injector Co., Ltd., Windsor, Ont

Wholesale Hardware
J. H. Ashdown Hardware Co., Ltd., Winnipeg.
Caverhill, Learmont & Co., Montreal
J. E. Beauchamp & Co., Montreal.
Frothingham & Workman, Montreal
H. S. Howland Sons & Co., Toronto.
Lewis Bros., Ltd., Montreal
Merrick Anderson Co., Winnipeg, Man.
Miller-Morse Co., Winnipeg, Man.
Morrison Blackwood Hardware Ltd., Moose Jaw, Sask.
Rice, Lewis & Sons, Ltd., Toronto
White's, Ltd., Collingwood, Ont.

Windshield Cleaner
The Outlook Co., Cleveland, Ohio.
Wheelbarrows (Steel)

White Lead
Brandram-Henderson, Montreal
Canada Paint Co., Ltd., Montreal
Carter White Lead Co., Montreal
Steel Co. of Canada, Ltd., Hamilton
McArthur Irwin, Montreal
Stewart & Wood, Toronto.

Window Guards, Wire
Canada Wire & Iron Goods Co., Hamilton, Ont

Wipers
Scythes & Co., Ltd., Toronto, Ont.
E. Pullan Waste & Wipers Co., Toronto.

Wire
Canadian Tube & Iron Co., Ltd., Montreal
Canada Wire & Iron Goods Co., Hamilton, Ont
Caverhill, Learmont & Co., Montreal
The Frost Steel & Wire Co., Ltd., Hamilton, Ont
B. Greening Wire Cloth Co., Ltd., Hamilton
Laidlaw Bale-Tie Co., Ltd., Hamilton
Lewis Bros., Ltd., Montreal
Northern Electric Co., Montreal
Northern Bolt Screw & Wire Co., Owen Sound
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Western Wire & Nail Co., London

Wire Cloth
Canada Wire & Iron Goods Co., Hamilton, Ont
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
B. Greening Wire Cloth Co., Ltd., Hamilton

Wire Cutters
Bridgeport Hardware Co., Bridgeport, Conn
Northern Electric Co., Montreal

Wire, Hay
Frost Steel & Wire Co., Ltd., Hamilton, Ont.

Wire Hoops
Laidlaw Bale-Tie Co., Ltd., Hamilton
Steel Co. of Canada, Ltd., Hamilton

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B. Greening Wire Cloth Co., Ltd., Hamilton

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Dunlop Tire & Rubber Goods Co., Ltd., Toronto

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E. B. Eddy Co., Ltd., Hull, Que.

Wrapping Paper
E. B. Eddy Co., Ltd., Hull, Que.
Alex. McArthur & Co., Montreal, Que.

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Barcalo Mfg. Co., Buffalo, N.Y.
Can. Foundries & Forgings, Ltd., Brockville, Ont
Goodell-Pratt Co., Greenfield, Mass.
Keystone Mfg. Co., Buffalo, N.Y.
Trimont Mfg. Co., Roxbury, Mass.
Will B. Lane, Chicago, Ill.
Plewes Ltd., Winnipeg, Man.
J. H. Williams Co., Brooklyn, N.Y.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Wrench Sets
Williams & Co., J. H., Brooklyn, N.Y.

Wrenches, Alligator
Bridgeport Hardware Co., Bridgeport, Conn.

Wrenches, Ratchet
L. S. Starrett Co., Athol, Mass.
Spielman Agencies, Montreal

Wrought Nipples
Canadian Tube & Iron Co., Ltd., Montreal

Wrought Couplings
Canadian Tube & Iron Co., Ltd., Montreal

Wrought Washers
The Union Iron & Metal Co., Ltd., Toronto.

Wringers, Hand and Power
Beatty Bros., Fergus, Ont.
Caverhill, Learmont & Co., Montreal
Connor & Son, Ltd., J. H., Ottawa, Ont.
Dowswell, Lees & Co., Hamilton.
Kribs, Wm. A., Hespeler, Ont.
Nineteen Hundred Washer Co., Inc., Toronto, Ont.
Lewis Bros., Ltd., Montreal
Merchants Hardware Specialties, Ltd., Calgary, Alta.
White Mop Wringer Co., Fultonville, N.Y.

Zinc, Bar
Canada Metal Co., Ltd., Toronto

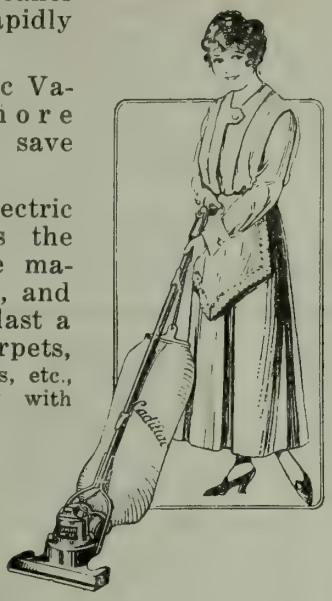
Zinc, Sheet
B. & S. H. Thompson & Co., Ltd., Montreal, Que.

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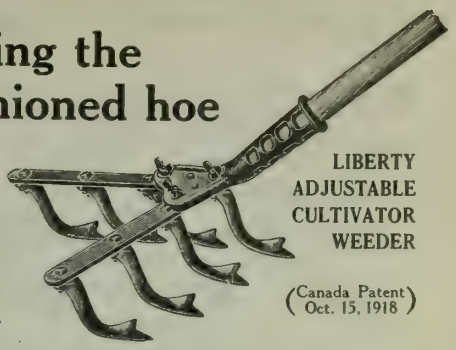


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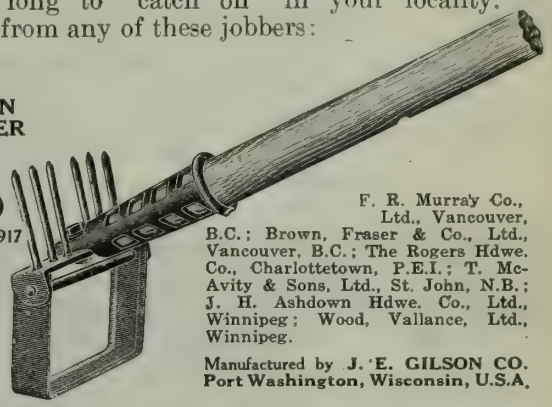


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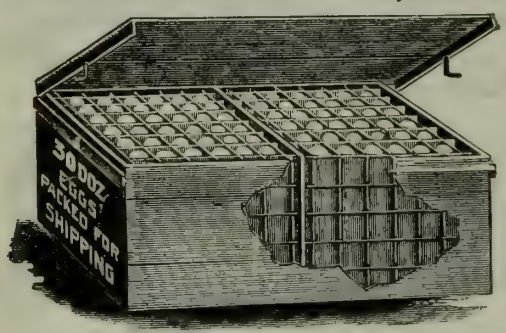
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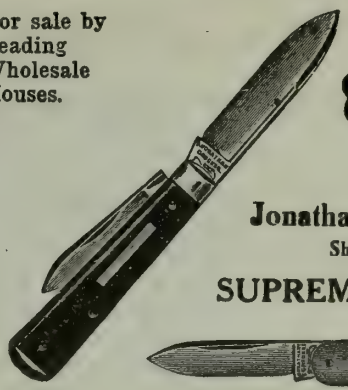
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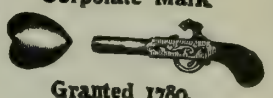
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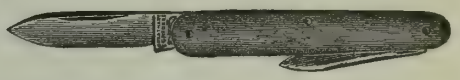


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Polishes in half the time with less labor.

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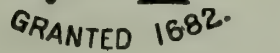
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OF ALL DESCRIPTIONS



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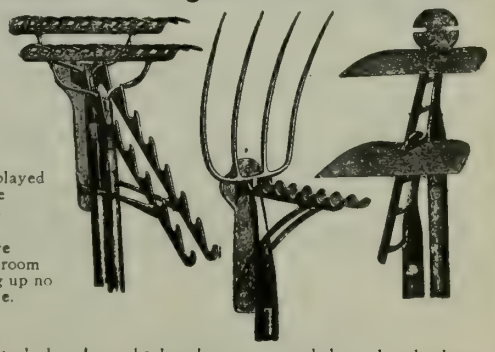
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The above is a portion of an important leading article in THE POST *of March 15th—an issue of exceptional interest. In addition to this*

THE FINANCIAL POST

OF MARCH 15th CONTAINS:

F. P. JONES SPEAKS OF EMBARGO REMOVAL

Believes it Will Result in a Number of Large Orders for Canada

Note These Contents of THE POST Dated March 22nd

Tariff Revision Must Be Made On Scientific Basis

Manufacturing Situation Misunderstood

No Six Hour Day for Brains

Unemployment and Bolshevism

Housing Bills Make Progress in Two Provinces

One Year's Result of Government Railroad Control

Royal Bank Now Owns Merchants National N. Y.

Hamilton Bank Aided Business and Government

Uncertainties of Tariff Hold Market Back

South Alberta for Big Irrigation Scheme

C. P. R. Earnings Fell to 10.79 Per Cent on Common

C. P. R. Earnings and Government Tax

Slow Decline in Prices Boom to Retailers

Big Decline in Munitions End of Canada Cement

Scotia Earned 11 Per Cent. in Common in 1918

United Farmers of Ontario in Retail Field

Steel Prices Sliced $7.00 a Ton

Budget Speech of B. C. Minister Comprehensive

Business Building News Items Appear Each Week in *The Financial Post*

The above are only a few of the many subjects of real profit making interest to Canadian men of affairs which have been dealt with by experts writers and editors in THE POST of March 15th and March 22nd. THE POST will keep you informed on Canadian business matters in a way unrivalled by any other publication. Send for a subscription to-day. The price is $3.00 per year, and you have only to fill in this form:

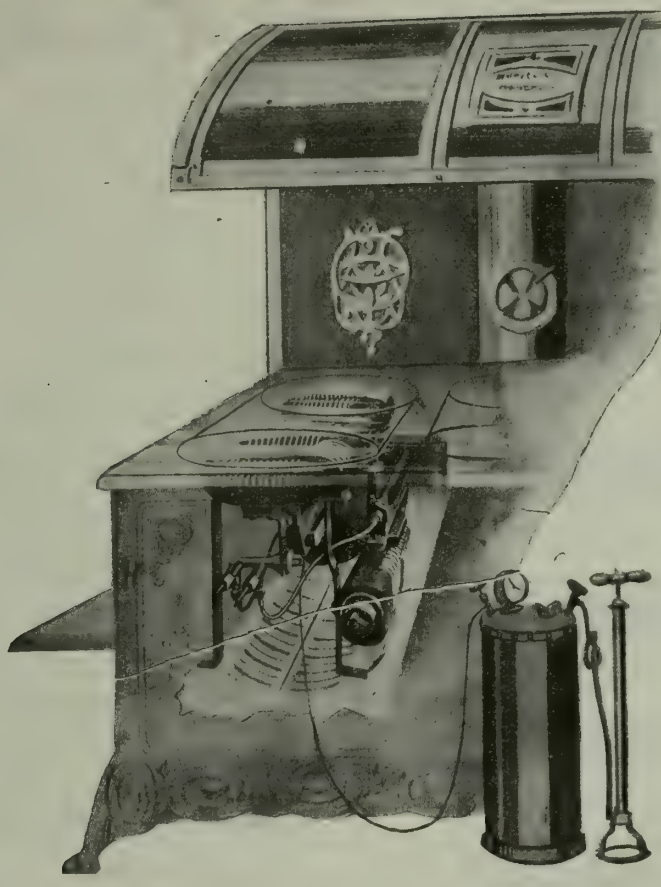
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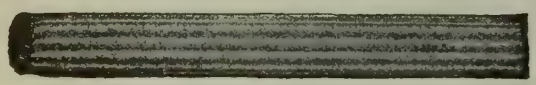
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PEDLAR'S

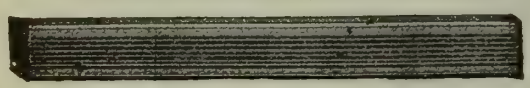
Conductor Pipe Eavestrough and Fittings



No. 840—Plain Round Conducter Pipe
Crimped at one end for easy joining. 10 feet long.



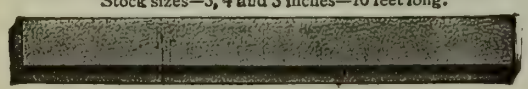
No. 841—Round Corrugated Conductor Pipe
Crimped at one end for easy joining. 10 feet long.



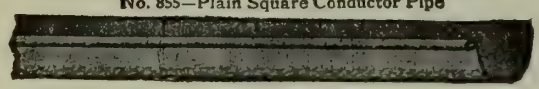
No. 850—Square Corrugated Conductor Pipe
Will not burst from freezing. End Crimped. 10 feet long.



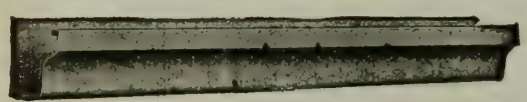
No. 854—Octagon Standing Seam Conductor Pipe
Stock sizes—3, 4 and 5 inches—10 feet long.



No. 855—Plain Square Conductor Pipe



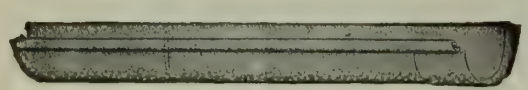
No. 830—Lap Joint Half-Round Eave Trough



No. 831—Ogee Square Bead Eave Trough



No. 847—Ogee Round Bead Eave Trough



No. 890—Slip Joint Half-Round Eave Trough. Single Bead

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OWN STORY *of his*
FIVE YEARS *in the* ARCTIC

Over five years ago Vilhjalmur Stefansson, the famous Arctic explorer, was commissioned by the Canadian Government to lead a party into the uncharted space that extended from the north-westerly boundaries of Canada on to the North Pole. Shortly after the party got away the news came back to civilization that Stefansson and some of his party had drifted out into the Arctic seas on an island of ice and they were given up as lost. But Stefansson came back, safe and sound after four years of amazing adventures, during the course of which he made many discoveries of scientific and geographical value. Mr. Stefansson has written his story of this wonderful journey and exclusive Canadian rights have been purchased by MACLEAN'S MAGAZINE. It starts in the April issue and will continue for six months. It is a thrilling narrative—unquestionably the most important Canadian story of the year.

★**Mr. Stefansson's story will be published exclusively in Canada in MACLEAN'S. The series of articles by him, now appearing in American and Canadian newspapers, refer entirely to his experiences on previous explorations and do not deal with the journey that he undertook for the Dominion of Canada and completed last year.**

Other Outstanding Features of April MacLean's

"Imperial Relations Must be Worked Out," by Viscount Bryce. An important announcement on the future construction of the British Empire.

"Reconstruction in Turkey," by Stephen Leacock. A humorous article on the present condition of things in Turkey as seen by Canada's great humorist, and applied to Canadian conditions.

"Bulldog Carney," by W. A. Fraser. A splendid novelette of the Canadian West, complete in this issue. Illustrated by Charles L. Wrenn.

"Opening the New Book," by J. K. Munro. An article on the situation at Ottawa created by the new Liberal leadership—smashing, impartial, fearless.

"The Sun Gazer," by Charles G. D. Roberts. A remarkable animal story. Illustrated by Artheur Heming.

"Canada's Fishmonger General," by Thomas M. Fraser. An article on a young Canadian who put Canadian fish on the diet of the British armies by a series of Barnum and Bailey advertising stunts.

"Bombing the Boche," by Lieut. J. Vernon Mackenzie. The second of the two articles that Mr. Mackenzie has written on the whirlwind campaign of raid reprisals which so frightened all Germany.

"The Transformation," by Frederic S. Isham. Illustrated by Hanson Booth. The second instalment of this sparkling new serial.

"Man and Wife," by C. W. Stephens. Illustrated by R. M. Brinkerhoff. The first instalment of a three part story of Canadian life by a new Canadian writer—a delightful love story with a background of business intrigue.

The Review of Reviews

The best articles from all publications the world over are selected and condensed for this department. Some of the articles in the April number are:

The Man Behind Bolshevism.
Could German Fleet have been Destroyed.
The Secret Plans of the Allied Command.
Too Much Wilson.
Is the ex-Kaiser Haunted?
Next Government Will be Labor.
New Life of Deposed Princess.
A New Kind of Socialism.
Are We Communicating With Mars?
The Cohort of the Damned.
Has War Wiped Out Disease?
The Red Terror in Russia
The Sultan Takes Hold.
Some Tricks of the Mediums.

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The Value of the Business Press to Business Men

"Business men do not realize the value which trade journals and technical magazines may have for them in increasing the efficiency of their factories and in giving them a broad and comprehensive view of their business.

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"Copies should be placed where employees can see them and they should be urged to read and study them.

"These papers are preaching the gospel of sound business on practical lines and are helpful not only to business but to the country as a whole.

"If the suggestions made by them in the past had been followed by our business men it would not be necessary at this time to point out some of the fundamental weaknesses in American business."

—Edward N. Hurley, formerly Chairman of the Federal Trade Commission, in "The Awakening of Business."

The following is list of the MacLean publications. Every publication is a leader in its field. Write us for any information you may desire with regard to the field covered, advertising rates, etc.

TRADE NEWSPAPERS

Hardware and Metal	Canadian Grocer	Dry Goods Review
Men's Wear Review	Bookseller and Stationer	Sanitary Engineer

TECHNICAL PAPERS

Canadian Machinery	Canadian Foundryman	Marine Engineering
Power House	Printer and Publisher	

MAGAZINES

MACLEAN'S MAGAZINE FARMERS' MAGAZINE

Financial Post—**Weekly Commercial Newspaper**

The MacLean Publishing Company, Limited

153 University Avenue, Toronto **Southam Bldg., 128 Bleury Street, Montreal**
1207 Union Trust Bldg., Winnipeg, Man.

SUPREME AMONG WASHERS

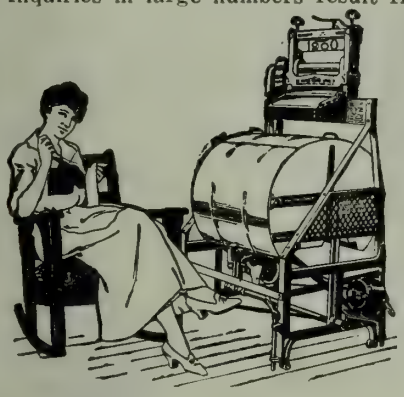
The "1900" Complete Line Pays You Best

For over twenty years we have been making washing machines **exclusively.** The best types of washers have been developed and patented by us in this time.

Recently we have perfected two new models representing the highest development the Washing Machine has ever attained.

"1900" Cataract Electric Washer

These most modern washers, as well as the other various "1900" machines—the Gravity, Water Power and Gasoline Motor Washers—are sold everywhere through our extensive advertising, which is the largest publicity campaign conducted for washing machines in Canada. Inquiries in large numbers result from this advertising, and these inquiries are turned over to such "1900" dealers as have proven their worth in their different territories.



"1900" Agitator Electric Washer

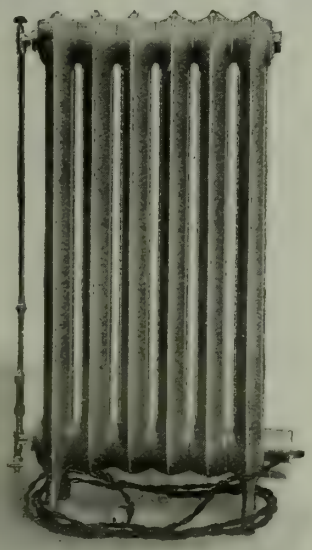
Is there a live "1900" dealer in your district? Would you like to know more about the "1900" line?
If there is no one selling "1900" Washers in your territory there is a chance for you. Make use of it by writing to-day to the Wholesale Department.



The "1900" Washer Company
357 Yonge Street
TORONTO

Prepare For Spring Trade

Your customers can save time and money by using our Electric Steam Radiators.
Hydro Electric P.C. Approval No. 101.



Spring and its uncertain weather will soon be here. Raining, windy or cold one day, very warm the next, warm in the day and perhaps extremely cool in the evening. It is neither convenient, comfortable nor economical to operate the furnace. One or two of our radiators will furnish all the heat when, where and as required at the minimum of cost and attention.

Clean, economical and guaranteed.

We offer attractive terms to legitimate dealers.

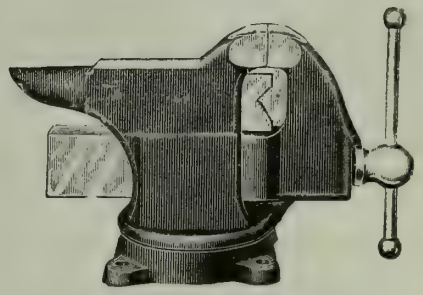
Rapid Radiators Limited,

196 King Street West
TORONTO

THE LOGICAL METHOD OF ELECTRIC HEATING.

ROCK ISLAND

VISES *A Type and Size for Every Service*



No. 241—Autovise

A combination Pipe and Anvil Vise—particularly suitable for auto repair work. Write for catalogue and prices.

Factory and Office:

Rock Island Mfg. Co.

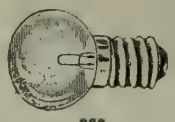
Rock Island, Ill., U.S.A.

NEW YORK
113 Chambers St.

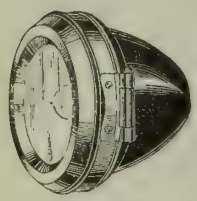
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180 North Market St.


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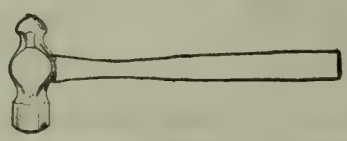


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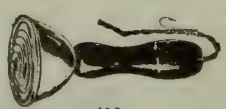

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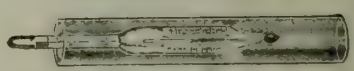

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THE above are a few of HARDWARE AND METAL'S electro assortment, comprising 412 electros of hardware and motor accessory articles, which are available to subscribers at a cost of 20c each, cash with order. Booklet showing complete assortment will be mailed free upon request.

HARDWARE and METAL

Electro Department

143-153 University Avenue
TORONTO

Build Up Your Business—

by handling the BEST.

MADE IN CANANA BY CANADIANS

Sold All Over the World

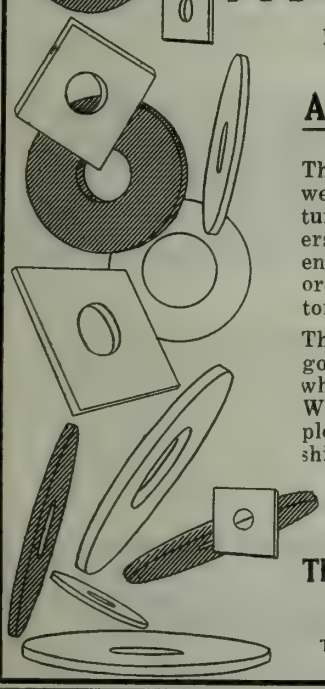


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Write for Catalogue
T. F. SHURLY CO., LTD
St. Catharines, Ont.

Unimeco

WROUGHT WASHERS



Round and Square, Plain and Galvanized

Annealed Rivet Burrs

The unusual high standard we maintain in the manufacture of both Wrought Washers and Annealed Rivet Burrs enables you to offer extraordinary value to your customers.

The "Unimeco" line means good profits and more worth while business for the Dealer. Write us for prices and complete information. Prompt shipments guaranteed.

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Limited
1951 DUNDAS ST. W.
TORONTO CANADA



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Emery Paper and Cloth, Garnet Paper and Cloth, Flint Paper and Cloth, Discs and Circles.

These guaranteed high quality products enable you to supply your customers with nothing but the best.

Send for catalogue and prices.

Canadian Sales Representatives:

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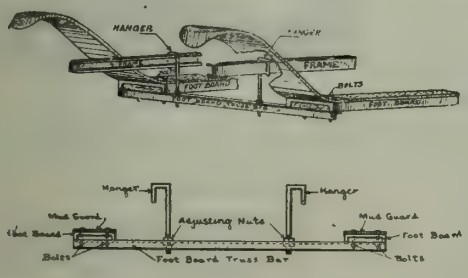
Mr. Alexander Gibb, 3 St. Nicholas St., Montreal, Can. 'Phone Main 2343.

United States Sand Paper Co.
Williamsport, Penn.



Main Office and Works, Williamsport, Pa.

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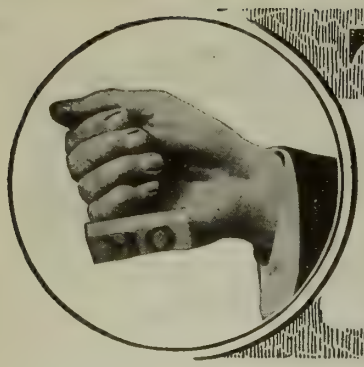
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Increases the life of the car. Can be attached by any one in a few minutes. Costs a trifle. Meets a popular demand. A quick seller with good profits.

At your Jobber's

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The Western Specialty Company
Winnipeg, Man.



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Any trade-mark shown on this page, when stamped on an article of hardware, is the manufacturer's personal "O.K.," guaranteeing the quality of the product.

BRASS CHECKS

Drop a card for prices and particulars.

HAMILTON STAMP & STENCIL WORKS, LTD
HAMILTON, ONT.

BATH ROOM FITTINGS

K NIAGARA
KINZINGER, BRUCE & CO., LIMITED
NIAGARA FALLS, CANADA
WHAT WE MAKE WE GUARANTEE

AUTO ACCESSORIES

STOVE MICA

All sizes of Clear Mica in stock for immediate shipment.

Price List on Application

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NON-ACID—FOR SODERING

at it since '93

For soderin: copper, brass, aluminum, galvanized iron, black iron—any metal to any metal. Makes a joint three times as strong as acid flux.

Stick--Paste--Liquid--Salts. Send for sample.

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For all purposes, none better made, all qualities. Send for list prices and samples.

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Hack Saw Blades and Machines

Manufactured by

Diamond Saw & Stamping Works
BUFFALO, N.Y.

TRADE SAWYER MARK Registered

STITCHED CANVAS BELTS

"THE QUALITY BELT"

PLEWES LIMITED, Distributors, WINNIPEG

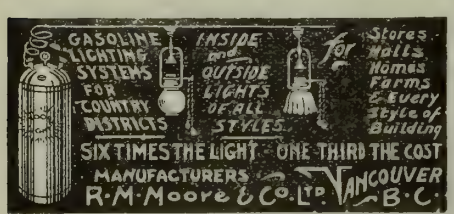
A good concern to do business with

BEAR BRAND LAMP BLACKS

A Germantown of quality that gets big business

WILCKES, MARTIN, WILCKES CO.
135 WILLIAM ST. NEW YORK





Hockey Stick Specialists

Our Field and Ice Hockey Sticks are made out of the best grade Second Growth air-seasoned ROCK ELM. Quality, Shape and Finish unexcelled. They Look Well, Sell Well and Last Well.

St. Marys Wood Specialty Co., Ltd.
St. Marys, Ont., Canada

TENTS, AWNINGS
FLAGS ALL SIZES, ALL KINDS

Lumbermen's, Sportsmen's, Hunters' and Campers' Complete Outfits. Clothing, Footwear, Supplies and Accessories.

Send Postcard for Catalogue

GRANT, HOLDEN, GRAHAM LTD.
OTTAWA, CANADA

The PARMENTER BULLOCH CO., Ltd.

GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

DENNISTEEL

Made in Canada

Lockers for Factories Stores, Offices Etc.





PETERBOROUGH CANOES

We make Canvas Covered and All Wood Canoes Skiffs, Motor Boats and Toboggans

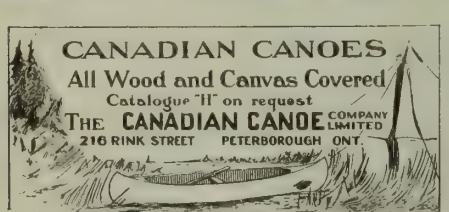
The Peterborough Canoe Co., Limited
Peterborough, Canada

THE ORIGINAL RUBBER PUTTY

Vulcanizes without heat. Repairs tires, tubes, hot water bottles. Put up in three sizes: 25, 50, 150. Dealers wanted.

"TITE WAD"
"STICKS LIKE A BULL-DOG"

E. Schofield, 620 Dominion Bank Bldg., Toronto



DOON TWINES, LIMITED

KITCHENER, ONT.

Manufacturers of all kinds of Twines and Cordage, Plow Lines, Clothes Lines, Ropes, etc. Write for samples and prices.

MILLS AT DOON, and KITCHENER, ONT.

Wanted

HELP WANTED

FOREMAN WANTED FOR TINSMITH AND plumbing shop in Maritime Provinces. Apply Box 208, Hardware and Metal.

WANTED — EXPERIENCED BUYER FOR wholesale hardware, plumbing and mining supplies. State experience and salary expected. Apply—Cochrane Hardware, Limited, Sudbury, Ont.

ONE-MINUTE WASHER REPRESENTATIVES wanted for Maritime Provinces, Saskatchewan, Alberta, British Columbia. Apply 74 Logan Ave., Toronto.

WE HAVE AN OPENING FOR FIRST-CLASS price clerk. State experience and salary. Box 237, Hardware and Metal.

HARDWARE CLERK, WITH FOUR OR FIVE years' experience. Must be good salesman. State age, experience and salary expected. Give references. The Earl Grey Hardware Co., Ltd., Earl Grey, Sask.

WANTED — FIRST-CLASS HARDWARE CLERK. State experience and salary. Cochrane Hardware, Limited, Sudbury, Ont.

WANTED—TINSMITH TO TAKE CHARGE OF shop, to figure on furnace and plumbing work. State age and wages. Box 230, Hardware and Metal.

WANTED—MAN CAPABLE OF PREPARING advertisements and literature for the retail hardware trade. Good salary. Apply giving qualifications to Box 235, Hardware and Metal.

TRANSLATIONS

ENGLISH INTO FRENCH. COMMERCIAL, Financial and Technical Literature. Advertising booklets, catalogues, circulars, posters. Private correspondence. Manufacturers and Manufacturers' Agents desiring English to French translations will secure expert service at a moderate rate by addressing Leon A. Archambault, P.O. Box 135, Station B, Montreal.

FOR SALE

FOR SALE—A BATTERY OF SIX BOWSER pumps and tanks, together or separately. Also set Cameron & Campbell's drawers, nail bins and tool cabinet. Box 201, Hardware and Metal.

GENERAL HARDWARE STOCK FOR SALE IN Sudbury. Old-established business of Purvis Bros., Ltd. Good general stock of shelf and heavy hardware, about $20,000.00, with twenty-nine years' good-will and fair dealing. Premises can be leased or bought. Retiring on account of failing health. Purvis Bros., Ltd., Sudbury, Ont.

MISCELLANEOUS

GOOD STENOGRAPHERS ARE WHAT EVERY employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto

STOVE REPAIRS FOR ADMIRALS, CLIMAX, Pen Esthers, Acmes, Crown Hurons, Garlands, Colonials, Marvels, Silver Kings, Souvenirs, Imperial Oxfords, Jewels, Peninsulars, Sterlings, Oak Laurels, Sunlights, Pandoras. Write for full list of stoves and prices. Grundy Bros., Strathroy, Ont.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Ltd. Supplied by the trade throughout Canada. (tf)

ADDING TYPEWRITER, WRITE, ADD OR subtract in one operation. Elliott Fisher, Limited, Room 314 Stair Building, Toronto.

FOR SALE

FOR SALE—HARDWARE BUSINESS RIGHT on the main street. Stock about $25,000.00. Building 25 x 120, two-storey. Can be leased for a term of years. Owner retiring. Apply Box 226, Hardware and Metal.

MISCELLANEOUS

DOUBLE YOUR FLOOR SPACE — BY INstalling an Otis-Fensome hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only $70. Write for catalogue "B," Otis Fensome Elevator Co., Toronto.

EXCEPTIONAL HARDWAREMAN WANTED

Must be a man with wide knowledge of Canadian hardware trade. Preferably a man who has retail, wholesale and travelling experience, who can write interesting, descriptive literature for the trade, and who can also write practical and interesting articles on trade problems, methods employed by successful merchants, etc. Every facility will be placed at the disposal of the right man for securing information, and for keeping in touch by travel and correspondence, also through his assistants, with leaders in the Canadian hardware industry. Salary to start thirty-six hundred a year with substantial regular increases to the right man.

This position is with the largest firm of its kind in Canada and offers exceptional opportunities to a capable man who is a good executive and an intelligent worker. Applicant must give complete details in letter to Box 240, Hardware and Metal.

FOR SALE

7 doz. No. 8 Universal Bread Makers, doz. $39.50
5 doz. No. 4 Universal Bread Makers, doz. 32.25
1 Comptometer in first-class condition.
12 doz. Saniflush, perfect, doz..... 2.25
3 rolls, ½ Hair Felt, perfect, 6c sq. foot.
6 doz. Olds D. H. Sqr. Pt. Shovels, perfect 12 00
3 doz. Jones D. H. Sqr. Pt. Shovels, perfect 13 25
1 doz. 4 Tine Manure Drags, perfect 9 00
3 doz., 6 to 7 Picks 9 00
200 doz. Cormy Conductor Elbows, galv., 15 per cent. under Wholesale.
100 kegs 3 wire nails, keg..... $4.75
750 rolls D 2 Building Paper.... 50c roll

Apply to

W. F. MACPHERSON

Sec'y. Ontario Retail Hardware Association

Prescott, Ont.

Pyrene
KILLS FIRE
SAVES LIFE



Saves 15% on Auto and Truck Insurance

Our Advertising Creates A Demand

Write for price list or ask your jobber.

Pyrene Mfg. Co. of Canada, Limited

3 St. Nicholas St., Montreal

VLIT
FURNITURE & AUTOMOBILE
POLISH
Velvet Finish Instantaneous.
Lighter Labour. Troubles Over.

The hardware dealer who carries

VLIT

Does it sell?

Then write for our dealers' proposition, it's a 100% profit-yielding line.

Made in Canada.

VLIT MANUFACTURING CO.
223 McGill Street - MONTREAL, CANADA

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LUFKIN MECHANICS' SCALES

ACCURATE

FULL LINE

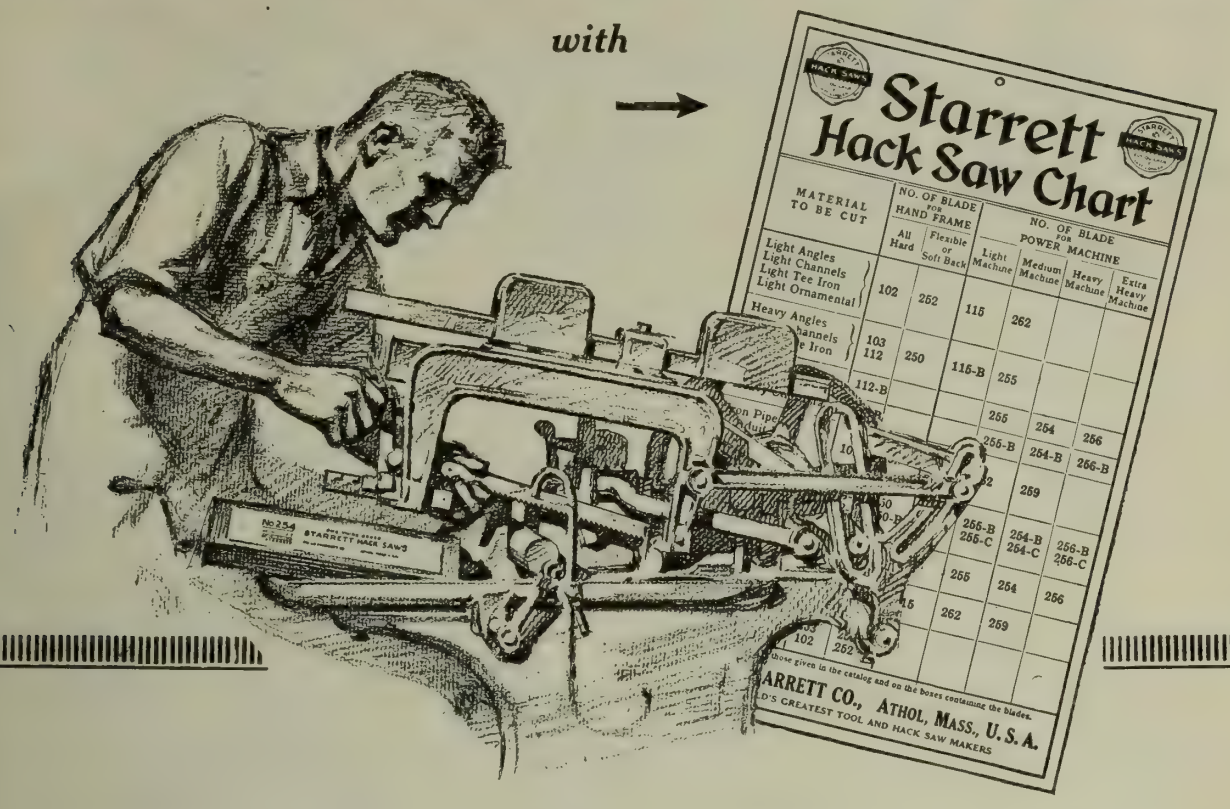
All standard patterns, also combination Steel Scales and Handy Reference Tables of Decimal Equivalents of Fraction and Wire Gauges, Tap and Drill Sizes, etc.

STOCK OUR LINE AND YOU CAN MEET ALL REQUIREMENTS

THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.

Metal Cutting Problems Solved

with



Help Your Customers Cut Down Metal Cutting Costs

The Starrett Chart will enable **them** to select the **proper** blade for **their** particular requirements, as it was produced only after the most severe tests had been made on all classes of materials, under various conditions.

Any one Hack Saw Blade cannot be successfully used in cutting off Structural Steel, Iron or Brass Pipe, Cast Iron, Tool Steel or Sheet Metal. If that were practical, we would have made such a blade years ago.

To Increase Efficiency of the Cutting-Off Department

it is necessary that the proper blades be used for particular requirements. The Starrett Chart gives your customers reliable information they can depend upon.

Our service department will conclusively prove the above statements. Get Catalog No. 21MA.

STARRETT HACK SAW BLADES

Manufactured by

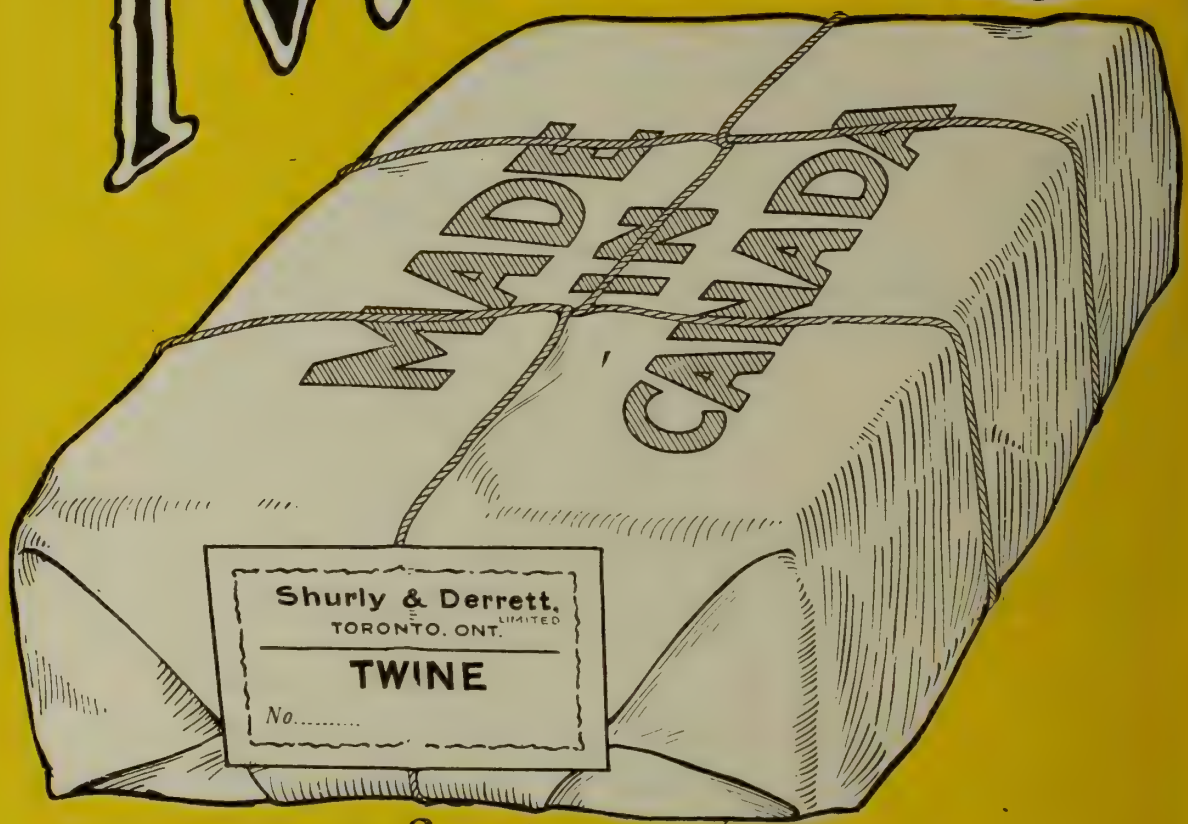
The L. S. Starrett Co., Athol, Mass., U. S. A.

The World's Greatest Toolmakers
Manufacturers of Hack Saws Unexcelled

New York London Chicago

42-907

Twines



Look for this package

We also manufacture

Cotton, Jute and
Hemp Rope
Fish Lines.

Clothes Lines.
Spindle Binding
Tennis Nets, Etc.

Shurly & Derrett

LIMITED
1080 BLOOR ST. WEST
TORONTO

HARDWARE AND METAL

Vol. XXXI
No. 14

PUBLISHED EVERY SATURDAY SINCE 1888

THE MACLEAN PUBLISHING COMPANY, LIMITED
PUBLICATION OFFICE: TORONTO, CANADA

April 5
1919



The Traditional "Trade Mark"

USE

"Lion Brand" Cordage

For Every and All Purposes

"Coast to Coast Service"

CONSUMERS' CORDAGE COMPANY, LIMITED

Head Office: Montreal, Canada

MILLS AT MONTREAL AND HALIFAX

Branches and Stocks: St. John, N.B. and Toronto, Ont.

AGENTS AND STOCKS:

Tees & Persse, Limited, Winnipeg, Regina, Saskatoon, Moose Jaw, Calgary, Edmonton, Fort William

Jas. Bisset & Co., Quebec Macgowan & Co., Vancouver



Make Out-Door Work a Pleasure

A SUCCESSFUL garden needs proper cultivation, and to work your garden without wasting too much time, you must have efficient Gardening Tools. Let us show you the new styles of Cultivator Hoes, Weeders, Rakes, Forkes, Shovels and other devices which will make gardening a real pleasure to you, as well as ensuring the utmost returns.

In the house,

O-Cedar Polish Mop



will save as much time as the modern Garden Tool does in the Garden. Price $1.50 for either round or triangle shape.

P. 34

One of the 8

IT'S OUT!

The new Spring Series of Newspaper Advertisements for Hardware Stores . . .

Eight advertisements of assorted sizes—the smallest 5 inches, single column; the largest, 8 inches by 5 columns.

Each advertisement is beautifully illustrated—each is a "puller" for any store that makes use of it.

Plates of these advertisements will be sent free to any hardware merchant who requests them.

What do **we** get out of it? You are wondering why we are so generous as to give advertising plates away. The answer is simple. In each plate, there is a small space devoted to O-Cedar Products. The reference to O-Cedar is not large enough to make it look like an O-Cedar advertisement—just enough to let people know that you handle O-Cedar Products. Only one merchant in a town can have the use of the requested plates. So it will be well to let us have your order without delay. There is a blank space in each, as shown, wherein may be inserted whatever special items you may wish to list. The entire series of 8 advertisements are ready for you to look over in proof form. Send for the sheet of proofs and learn how to make use of our Advertising Department.

CHANNELL CHEMICAL COMPANY, LIMITED

O-Cedar Polish

HARDWARE AND METAL, April 5th, 1919. Volume XXXI. Published every Saturday. Yearly subscription price, $3.00. Entered as second-class matter July 1st, 1912, at the Post Office at Buffalo, under the Act of March 3rd, 1879. Entered as second-class matter at the Post Office Department, Ottawa.

—to touch up the old car

The lengthening days and higher temperature of Spring wakens the motorist to fact that his car looks rather dingy and in need of a touch up to make it presentable.

This is a good time to bring out your stock of cleaners and "touch-up" auto accessories — show them in your windows.

Beside the Johnson line of Auto Products, we carry Tire Repair Kits, Locktite Tire Patches—the patching material which mends large-size blow-outs most satisfactorily.

Johnson's Auto Products

will make and keep the car young.

Johnson's Cleaner

Johnson's Hastee Patch

Johnson's Stop Squeak Oil

Johnson's Prepared Wax
Liquid and Paste

Johnson's Carbon Remover

Johnson's Radiator Cement

RICE LEWIS & SON LIMITED TORONTO HARDWARE

EST'D 18 47



O-CEDAR POLISH

This well-known line needs no introduction. It has proven its merit as an auto cleaner and polish.

LIQUID VENEER

May be used on a cloth or sprayed on with the Liquid Veneer Spray Pump—a polish of universal use.

HERE IS A HELPER TO ACCOMPLISH THE ABOVE WORK

LANE'S "H-C" JACK

With an "H-C" the motorist can jack his car without getting himself muddy or dusty. No need to get under because the long folding handle enables him to place the jack and operate it anywhere.

"The House of the Padlock"

Order from our representatives or direct—prompt service.

"Electric Gifts for the June Bride"



UNIVERSAL
ELECTRIC HOME NEEDS

UNIVERSAL Electric Home Needs are the last words in Electrical Appliances and make ideal wedding gifts.

This complete line combines beauty of design with low operating cost and each device is thoroughly practical in use.

Consistent National Advertising is constantly reminding housewives of these electrical needs.

Your profits increase with your turnover. Concentrate on goods you can sell quickly.

Order from your jobber to-day.

CANADIAN REPRESENTATIVES

A. McFARLANE & CO., LIMITED

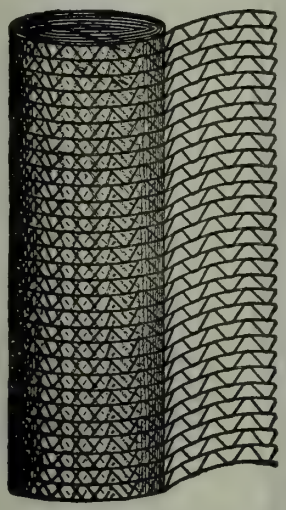
MONTREAL QUEBEC

LANDERS · FRARY & CLARK

· NEW · BRITAIN · CONNECTICUT ·



"WW" BRAND Always Makes Friends! "WW" BRAND

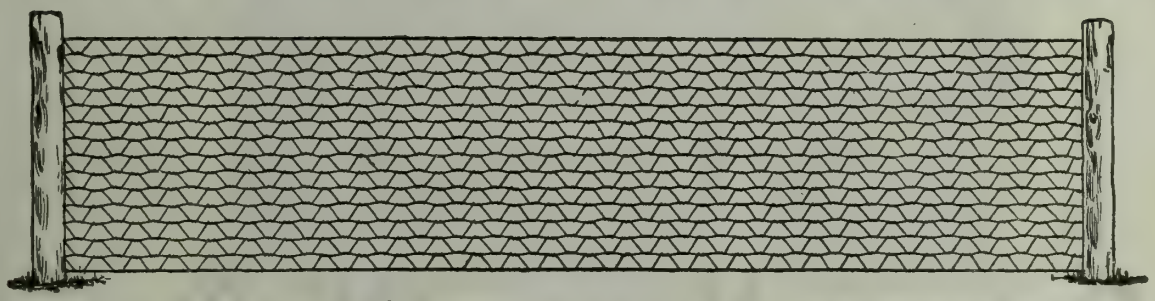


W. W. Poultry Fence

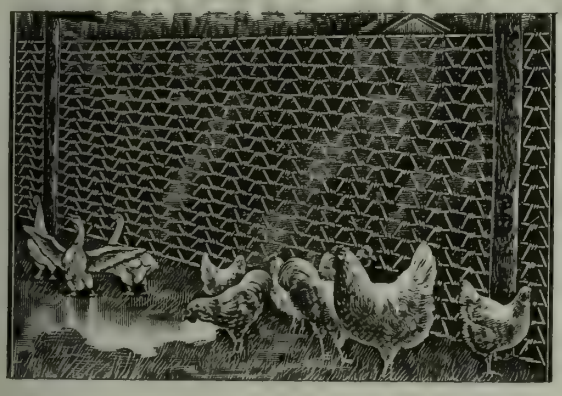
Every Roll Guaranteed

The guarantee means that the horizontal wires in truss formation are two sizes heavier than cross wires. At intersections the wires are completely twisted, avoiding hinging tendencies and openings by unwinding that are common with other makes. Will hang straight and tight between posts without affecting width, not requiring rail or board at top or bottom.

POULTRY FENCING



Made in one and two-inch mesh



Importance to You

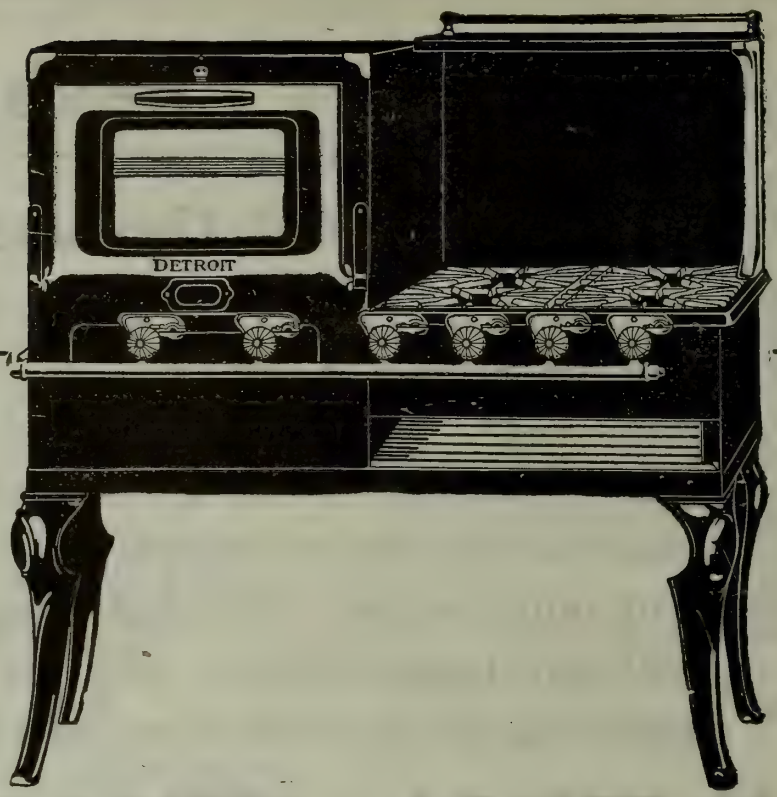
The manufacturers of "WW" Poultry Fencing control every step in the manufacture and, therefore, can regulate the quality from the beginning to the end. Nothing but the best is allowed to pass.

We carry a complete assortment of Wickwire Hexagon Netting, Galvanized after weaving—the price is the same as Galvanized before weaving.

Prices Attractive. Write for Proposition.

WHOLESALE DISTRIBUTORS:

LEWIS BROS., LIMITED, MONTREAL



Burns Coal-Oil

22 Hours To a Gallon

The Oil Stove Without a Wick!

Housewives everywhere appreciate the many special advantages of the wickless oil stove. Detroit Vapor Oil Stoves have no wicks, asbestos rings, or wick substitutes of any kind.

Dealers—here is a big opportunity to increase your oil stove business. Handle a good stove and build up a sound trade.

Detroit Vapor Oil Stoves

No Wicks ∴ Light Instantly ∴ Work Like Gas

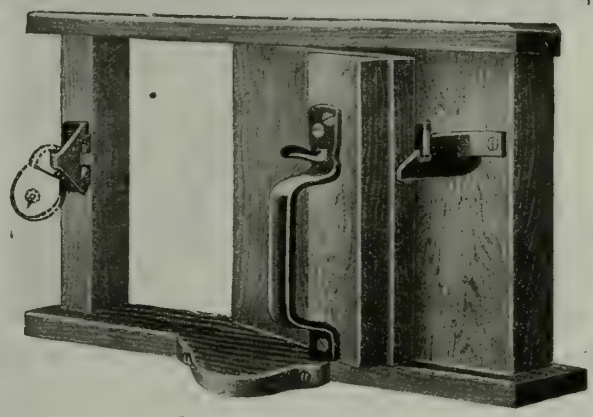
Another important feature of Detroit Vapor Oil Stoves is their sturdy gas stove construction. By using a Detroit Vapor Oil Stove, common coal-oil will give the same convenience and service as the modern city gas range, and, at a cost much lower than gas, coal or wood. Twenty-four years of concentrated oil stove experience is back of every Detroit Vapor Oil Stove. This insures them of dependability and the best of service.

If you are a progressive dealer, write to-day for our exclusive agency proposition. It will interest you.

The Detroit Vapor Stove Company

DETROIT ∴ MICHIGAN

40



Door Open



Door Closed

No. 29 All Steel Latch

The exclusive features of this swinging Barn Door Latch make it a popular seller. Made entirely of steel, Japan finished. Harness cannot catch on it. Each latch is supplied with catch to hold door open. May be locked with padlock.

Packed individually—the **"National Way,"** with screws and directions.

Write for our catalogue of Builders' Supplies, giving full information.

National Manufacturing Co.

Sterling, Illinois.

ALL GARAGE DOORS SHOULD BE HUNG ON ROLLERS

No equipment ever produced offers the many attractive features or gives such universal satisfaction to the user as does the

HATCH GARAGE DOOR OUTFIT

Outfit includes:

- **3 Special Swivel Door Rollers**
- **22 Feet of Track**
- **3 Pairs Special Garage Door Hinges**
- **3 Stay Rollers**
- **2 Extra Heavy Door Handles**
- **1 Safety Hasp**
- **1 Hook and Eye**



Makes doors weather-tight, sag-proof; prevents slamming, and does not get out of order.

The hinged door allows entrance without opening the other two.

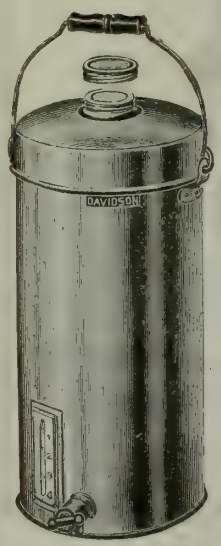
Complete directions packed with every set.

The roller bearing swivel hangers hold the doors in place, take the bind off the hinges and roll the doors around the corner, on the inside of building to the side wall.

SWING IN NOW---WRITE OUR HANGER DEPT. TO-DAY.

CANADA STEEL GOODS COMPANY, LIMITED, Hamilton, Canada

"DAVIDSON'S" DAIRY SUPPLIES



Creamery Can

In line with your policy of handling only the best merchandise—it will pay you to investigate our *Dairy Supplies*.

We manufacture Cheese, Factory and Railroad Milk Cans, Cream Cans, Delivery Milk Cans, Creamery Cans, Ice Cream Cans, Milk Aerators, Strainers, Strainer Pails, Cream Pails and Dairy Pails. All made to stand a great amount of wear and absolutely sanitary.

Write to-day for our catalogue. Fully illustrated.



Milk Strainer Pail

THE THOS. DAVIDSON MFG. CO., Limited

Toronto Montreal Winnipeg

ARMCO IRON

ENAMELED PRODUCTS

In the Home

Armco Iron makes its appeal to the women of America in the way of enameled refrigerators, stoves, tabletops, and other enameled kitchen products.

It is a pleasure to feel we have a part in bringing about this great "Enamel Age" for the American kitchen. Our message to the home makers of the land is that they can expect the best products when they know the enameling is done on a pure Armco Iron base.

Its evenness and freedom from occluded gases, seams, scars, cracks, spots, pin-holes and other defects are what make possible the polished perfection of Armco Iron Enameled Products. They don't show ugly spots or rough places.

Many leading manufacturers are using Armco Iron exclusively for all enameled parts in the manufacture of their kitchen cabinets, stoves and table tops.

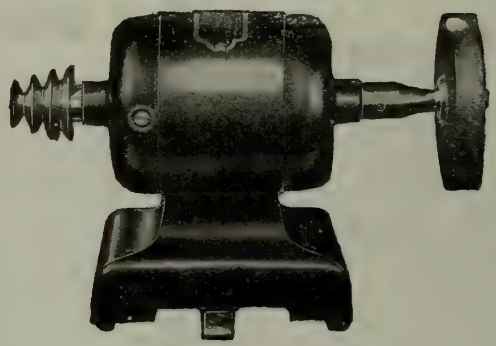
The American Rolling Mill Co.

Middletown, Ohio



Purity ARMCO IRON Durability

SELLING THE "DUMORE" MOTOR



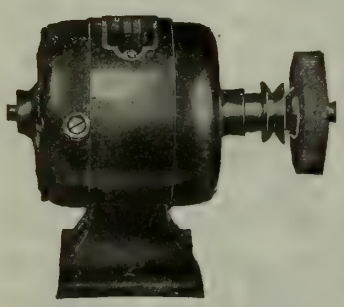
Type C 1-16 H.P.

Of course you know how to sell Northern Electric "Dumore" Motors, Mr. Dealer, but have you ever tried this method?—

Take one of our Type C 1/16 H.P. Motors and place it on your counter just at the spot where most of your customers approach it, attaching it to the nearest socket in full view. Each time a customer is at the counter, demonstrate it to him; however, you will find that the majority of them will ask you for a demonstration.

Really, the machine sells itself. You can readily show your customer how easily it is handled and the large number of household helps it can accomplish, such as polishing silverware, cleaning cutlery, driving various domestic appliances, etc.

If one of your customers think it is too large or too small do not forget to show him either Type A 1/25 H.P. or Type D 1/8 H.P. If you have not tried this method, put it in effect at once and you will be surprised at the increase of your sales.

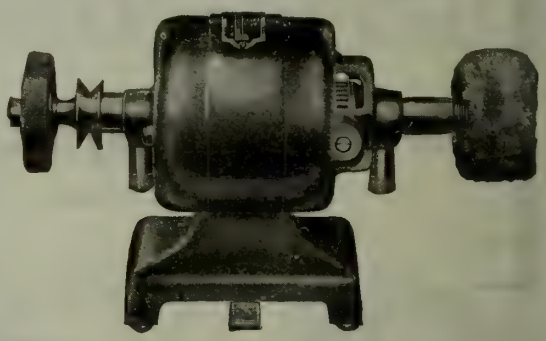


Type A 1/25 H.P.

Built to meet the demand for a light compact power unit. Finished in black enamel. Equipped with 3 feet of cord and attachment plug, wheel arbor and emery wheel. Wheel arbor nickel plated. Type B motor is similar to Type A, only it is entirely nickel plated.

Type C 1/16 H.P.

Light and Powerful. Always ready for use and is as near trouble proof as motors can be made. Equipped regularly with 3-step pulley on one end of the motor shaft and a wheel arbor on the other, together with an emery wheel. Can be equipped the same as Type D. Equipped with 8 feet of cord and attachment plug. Cutler-Hammer, 3-speed Rheostat, Speeds: 2,000, 6,000, 8,000 r.p.m.



Type D 1/8 H. P.

A popular size, especially adapted for jewelers' and dentists' work. Equipped with 8 feet of cord and attachment plug. Shaft ends are tapered. Ritter chucks and wheel arbors can be used on this motor. Speeds: 2,000, 6,000, 8,000 r.p.m.

If you are not one of our dealers, write us for full particulars, prices and literature.

Northern Electric Company

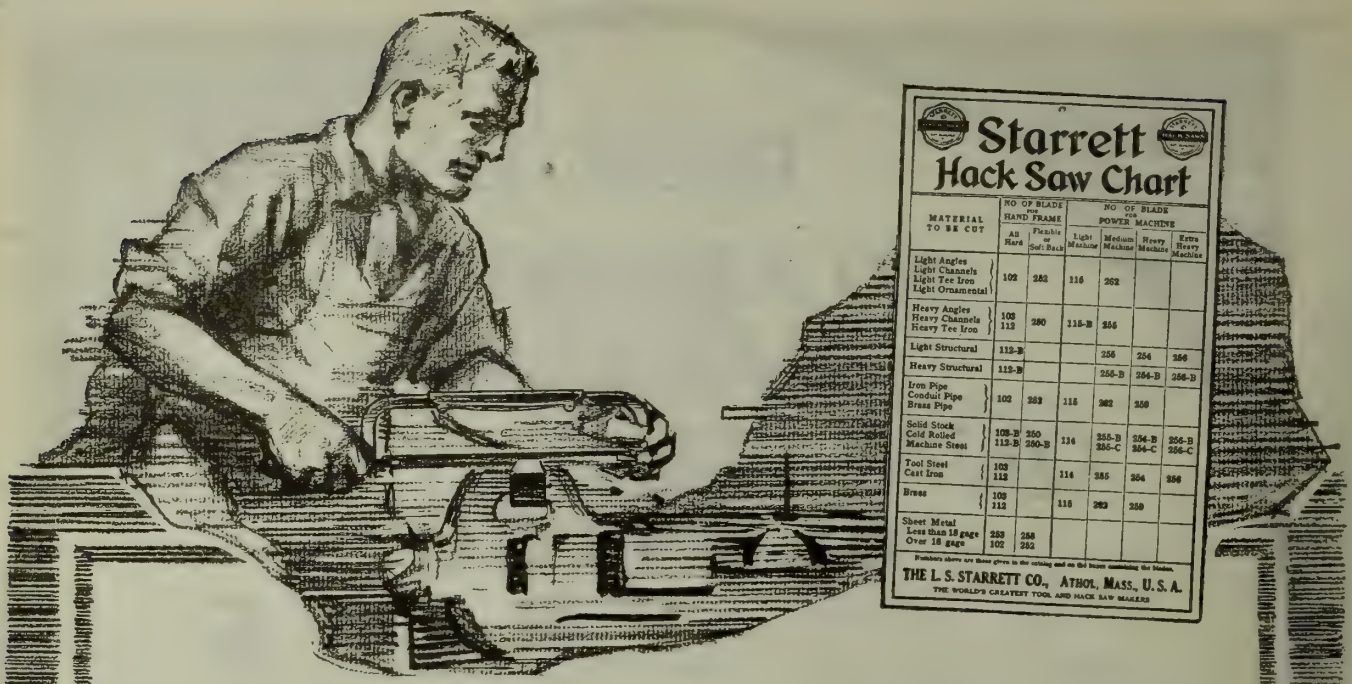
LIMITED

MONTREAL
HALIFAX
OTTAWA

TORONTO
LONDON
WINNIPEG

REGINA
CALGARY
VANCOUVER


Quality
Service
THERE IS
NO ARGUMENT
When you are assured
QUALITY
SERVICE
PRICE
and One Hundred Cents Worth of Value
for Every Dollar You Spend
PURCHASE THE PRODUCTS
OF
CANADIAN MILLS
A Canadian Dollar is Worth One Hundred Cents in Canada
THE
STEEL COMPANY
OF
CANADA
LIMITED
HAMILTON MONTREAL



Starrett Hack Saws meet—EXACTLY—any cutting requirement

From the standpoint of efficiency and economy your customers can readily understand the importance of being able to get the *right* saw for any cutting requirement.

Starrett Hack Saws

are made in a number of styles and sizes—each saw for a certain class of work—tested and "set" to be the most efficient for that given material.

Our Starrett Hack Saw Chart will tell them at a glance which saw to use for their type of work. Our Catalogue No. 21MA shows 2,100 styles and sizes of fine precision tools and hack saws.

The L. S. Starrett Company

STARRETT HACK SAWS CUT QUICKER LAST LONGER

The World's Greatest Toolmakers.
Manufacturers of Hack Saws Unexcelled.

ATHOL, MASS.

New York London Chicago

42-908

WILT

"Where there's a WILT—there's the Way"

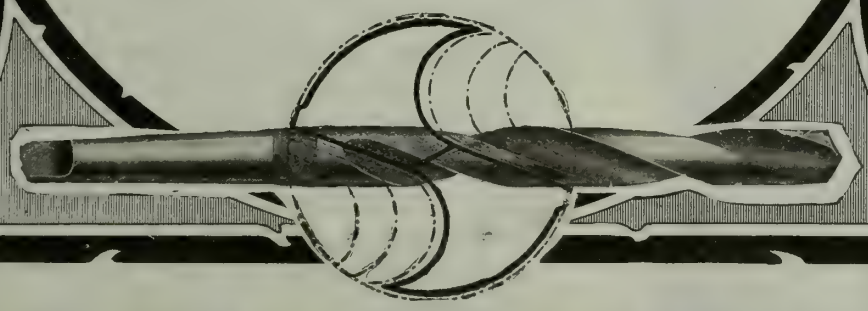
HIGH SPEED AND CARBON TWIST DRILLS

Unusual Drills Backed by Unusual Policies

Every Hardware Dealer should investigate the unusual qualities of **WILT DRILLS** and the broad general policies we have adopted in the marketing of all **WILT PRODUCTS.** **WILT DRILLS** have stood the test of all conditions. They are here to stay. Their popularity amoug mechanics makes that a certainty.

There will be no dissatisfaction among your customers using **WILT DRILLS** if its in our power to prevent it and you too will be pleased with the splendid profits you can make selling **Wilt Products. Investigate.**

WHERE THERE'S A WILT---THERE'S THE WAY



WILT TWIST DRILL CO.
OF CANADA LIMITED

WALKERVILLE ∴ ∴ ∴ ONTARIO

London Office : **Wilt Twist Drill Agency, Moorgate Hall, Finsbury Pavement, London, E.C.2, Eng.**



This Saw Will Advertise You

Star Hack Saws will help advertise your store if you connect up with our big national advertising campaign. Almost all your customers have seen the page and double-page advertising of Star Saws in the Saturday Evening Post and other publications.

Put Star Saws in your display case and in your window, with a Saturday Evening Post opened to the last Star ad to remind your customers of the national advertising on Star Saws that they have been seeing right along.

Star Hack Saw advertising has shown dealers everywhere that there are far more hack saw users than they ever thought possible. Get after the business that is rightfully yours.

Star Saws, the largest advertised of all tools—will help boost your whole tool department if you will let it work for you.

Our Handbook, "How to Sell Tools," helps you cash in on our national advertising in your tool department. It is full of money-making ideas and selling suggestions that you can use. Write for your copy to-day.

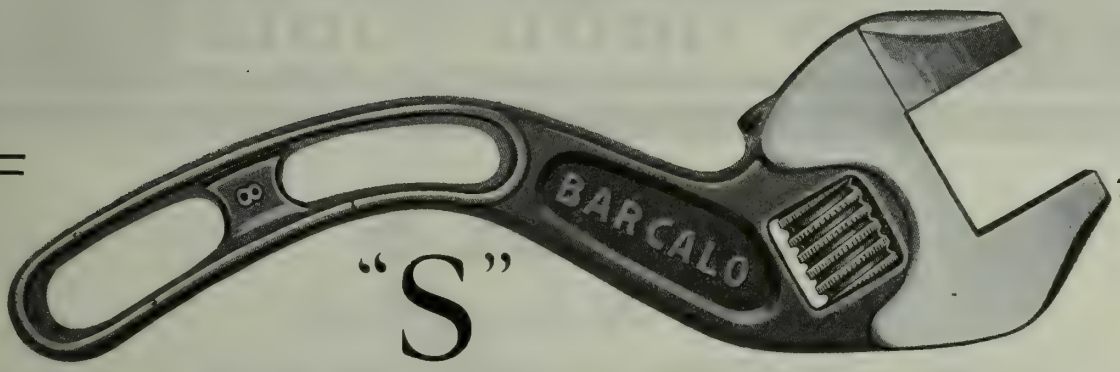
MILLERS FALLS CO.

"Toolmaker to the Master Mechanic"

100 RIVER STREET

MILLERS FALLS MASS.,

BARCALO



"S" Wrench Service

There are no frills about the Barcalo "S" Wrench. Yet any mechanic will take pride in its attractive and business-like appearance.

The primary object of the Barcalo "S" Wrench is to perform a special service for the Machinist, Engineer or Garage man.

It will perform all the operations required of any wrench, besides helping the mechanic out of many a tight place where the ordinary wrench would be an impossibility.

Its Claim to Usefulness—is backed by extraordinary strength, unsurpassed lasting qualities, simplicity of construction and freedom of manipulation.

Made in 6, 8, 10, 12 and 14 sizes.

We are zealous of our ability to make good wrenches.

We guarantee to replace, free, any Barcalo Wrench proving unsatisfactory to your customer.

Dealers are making **a good margin** of profit, through **Barcalo sales.**

How about you?

May we mail you further information? Write to-day.

Barcalo Manufacturing Company
BUFFALO, NEW YORK
TORONTO---GEORGE H. SMITH
Room 118 Stair Building
MONTREAL--GEORGE L. COHOON
11 St. Sacrament St.
WINNIPEG---D. PHILIP
138 Portage Ave. East

GOODELL-PRATT

1500 GOOD TOOLS

LEVELS

Made for Accurate Work

A Complete Line in Wooden, Iron and Aluminum Construction

51 MODELS **19 SIZES**



No. 4224—Sectional Mahogany, reinforced by Brass Binding Rods Dovetailed entire length and Doweled to Brass End Plates.



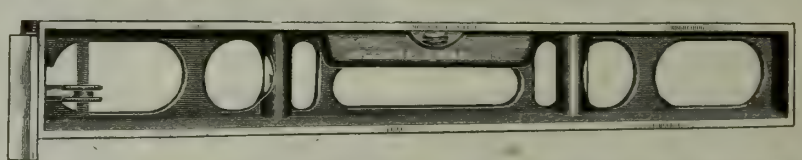
No. 4724—Solid Mahogany with ends protected by Heavy Brass Channel End Plates.



No. 5124—Solid Hardwood, Mahogany Finish.



No. 510—Iron Level with Double Plumb.



No. 528—Engineers' Iron Level with Special Rise and Fall Measuring Device.

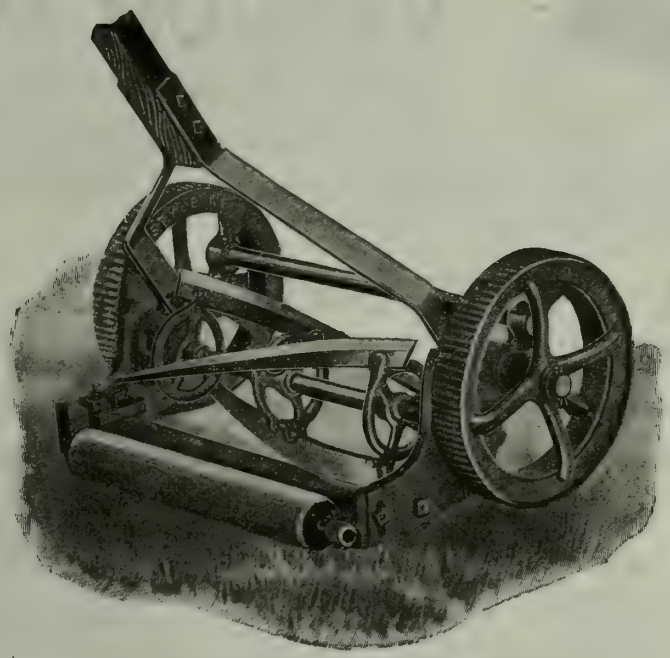
Write for Tool Book No. 13

GOODELL-PRATT COMPANY, Greenfield, Mass., U.S.A.

Toolsmiths

CANADA
FOUNDRIES & FORGINGS
LIMITED

"Brockville" Lawn Mowers



Style "K"
8½ and 9 inch Driving Wheels.

Three, Four or Five Blades—10, 12, 14, 16, 18 or 20 in. cut.

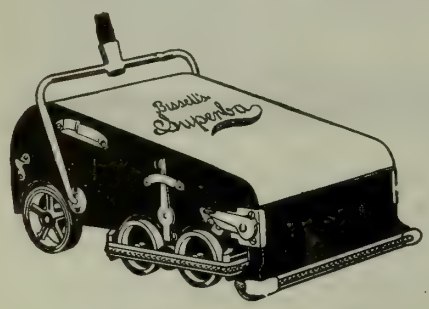
The mere mention of "Smart's Brockville" mowers to the prospective lawn mower buyer, whether in Canada, England, Australia, or in fact any market in the world, is a complete sales argument in itself. Styles C, K, and B.B. Lawn Mowers are known wherever grass is grown.

Write for particulars *to-day*. Immediate shipment of all orders received. Ask your jobber for "Brockville" Mowers.

JAMES SMART PLANT
BROCKVILLE - CANADA

THE SALABILITY OF A NAME

WHEN rival claims for an article leave only uncertainty in the mind of the purchaser, it is the name that decides—the article with a reputation which is chosen.



BISSELL'S VACUUM SWEEPER

carries the advantage which 43 years of honest endeavor has won for it as guaranteeing a standard of merit in sweepers. And Bissell's' Vacuum Sweeper is made to sustain the reputation of the name it bears.

BISSELL CARPET SWEEPER CO. OF CANADA LIMITED

NIAGARA FALLS, ONTARIO (Factory) and GRAND RAPIDS, MICHIGAN

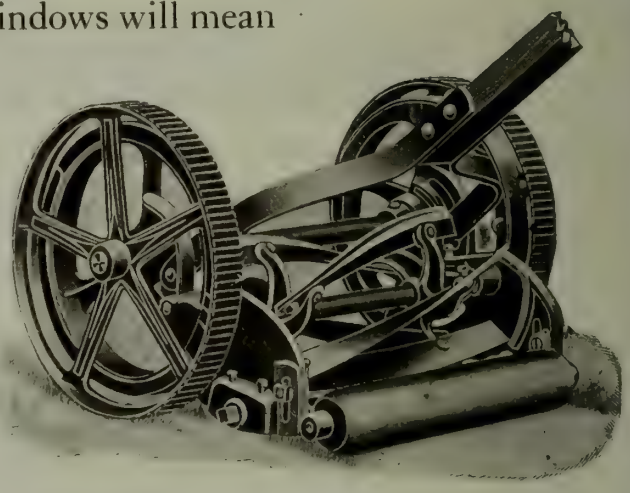
Are Your Ads Full of Lawn Mower Pep?

A good display of Empress, Adanac, Ontario, Woodyatt, Star and Daisy Lawn Mowers in your windows will mean increased business

Everybody is thinking Gardens and Lawns and a worn-out Mower to commence the Season is a continuous temper tester.

Talk Lawn Mowers this week and see the benefit.

We can supply repeat orders promptly.



The Largest Manufacturers of Hardware in Canada

Taylor-Forbes Company, Limited

Taylor-Forbes Co., 246 Craig St. W., Montreal.
H. G. Rogers, Ltd., 147 Prince William Street, St. John, N.B.
Canadian United Mfrs. Agency, London, Eng.

Head Office and Works:
Guelph, Ont.

Taylor-Forbes Co., Ltd., 1070 Homer Street, Vancouver.
H. F. Moulden & Son, Travelers' Building, Winnipeg.

Tools for Telling the Time

SELLING "Ingersolls" is not a jewelry proposition in the ordinary sense of the word. "Ingersolls" are tools that your customers need just as much as they do hammers, saws, chisels or any other tools that you sell.

If you are not handling "Ingersolls," then you are overlooking trade that should be yours. There is no trick in selling them. It is not like selling other watches. You don't have to talk about jewels or movements — or anything like that. Display them — let your customers know that you have them —and you can build up a good trade for them.

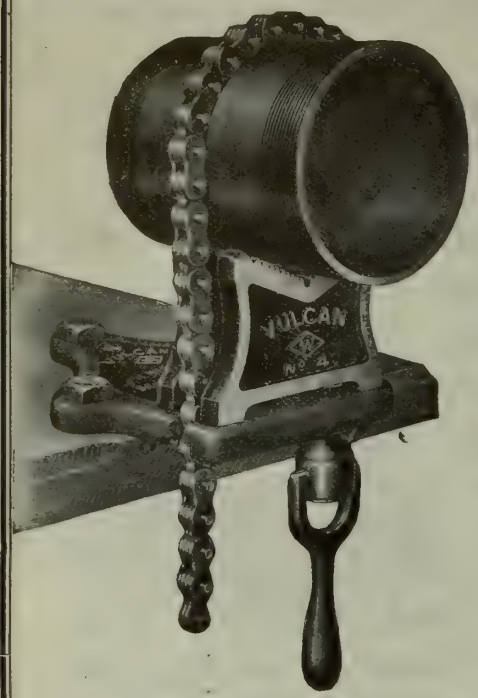


Robt. H. Ingersoll & Bro.

Canadian Factory and Offices

128 Bleury Street **Montreal**

If you are not handling "Ingersolls" a postal—or a letter—will bring you some interesting information, or if you are handling them and you haven't a good display case, drop us a line and let us tell you about our new 1919 cases.



Williams' "Vulcan"
Drop-Forged
Chain Pipe Vise

MADE entirely of drop-forged and wrought steel, these Vises are unbreakable, compact, rapid in action and positive in gripping pipe. They are attachable *anywhere*—any handy bench, post or other support will serve. Remember, Williams' Chain Pipe Tools have been *Standard* for nearly half a century—they are all backed by our absolute and unconditional guarantee of service.

Vises in 3 sizes for ⅛ to 8-inch pipe.

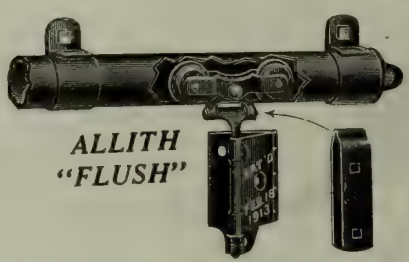
Descriptive Booklet on request.

J. H. Williams & Co.

"The Drop-Forging People"

30 Richards Street — **Brooklyn, N.Y.**

THE A. G. LOW CO., LIMITED, 30 Pacific Ave., Saskatoon, Sask.
Agent for Manitoba, Saskatchewan, Alberta and British Columbia



Swings Into the Opening
Beats a Real Canadian Winter

The Allith "Flush" meets the Universal demand for a weatherproof door hanger being impervious to the storms which are usually common to the Canadian winter. The trolley of the Allith "Flush," as you will note above, is enclosed in a weather-proof tube which is proof against snow or ice. This ensures perfect working under all conditions. Note the hinged hanger which allows the door to swing automatically into the opening flush with the wall.

Spring, Summer, Fall, Winter—there's always need for the "Allith Flush." Order a stock.

R. H. Falkiner, 34 Victoria St., Toronto.

Allith Manufacturing Company Limited
Hamilton Canada

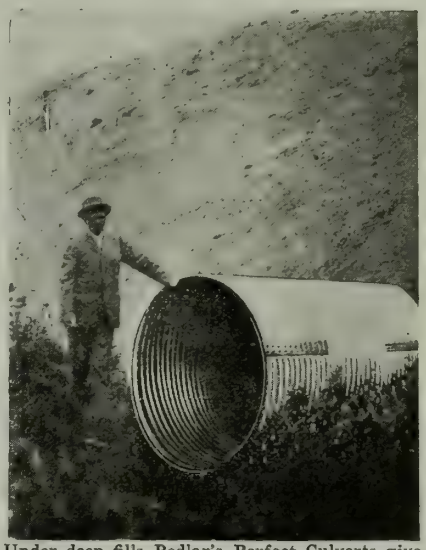
H. E. O. Bull, 184 Mance St., Montreal.

PEDLAR'S PERFECT TONCAN METAL CULVERTS

Why *Corrugated* Metal Culverts?

Because corrugations add tremendously to strength, corrugated metal Culverts are easily handled and reasonable in cost.

Corrugations make bursting through freezing impossible and they give the culvert a good grip on the ground during freezing weather and floods.



Under deep fills Pedlar's Perfect Culverts give abundant strength and unsurpassed lasting qualities.

Why *Pedlar's Perfect* Corrugated Metal Culverts

Because they have proven their ability to stand up under the heaviest service. Because they are "perfect" in workmanship—depth of corrugations and careful attention to every detail. **Because they are made of Toncan Metal and will last indefinitely.**

Toncan Metal is unsurpassed in lasting qualities by any sheet metal made from iron ore.

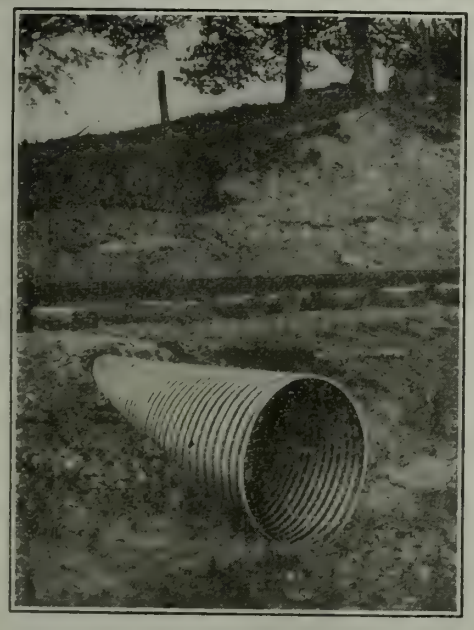
Culverts made from Toncan Metal are giving splendid service in nearly every country of the world under every condition of soil and climate.

Thousands of these Culverts are in service in Canada. We will gladly supply names of users and our Culvert Book No. 32 on request—write

For every severe sheet metal service, from roofing and flashing to tanks and refrigerators, choose Toncan Metal. It is reasonable in cost yet lasts indefinitely.

Our Book "Corrosion — The Cause — The Effect—The Remedy" should be in your Library — We'll send it on request.

Corrugated Culverts should have earth above them to at least their own diameter. This Pedlar's Perfect Culvert stands the pounding of railway service with even less.



The Pedlar People Ltd.

Oshawa, Ont.

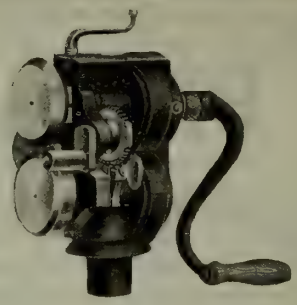
Canadian Distributors of Toncan Metal

THE STARK ROLLING MILL CO.
CANTON, OHIO
Sole Makers

TONCAN METAL

Resists Corrosion

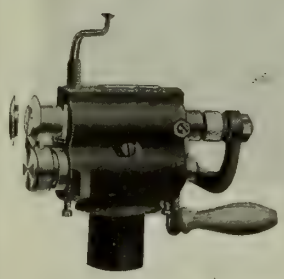
SMALL MACHINES



Are Made for Service. They Combine Durability, Speed and Accuracy

No Tinshop can afford to be without a set of these machines

We manufacture a full line of Tinners' Tools



Drop us a line for full particulars and prices

The Brown-Boggs Co., Limited

Hamilton, Canada

ATKINS

Sterling Quality Cross-Cut Saws



The Saw that brings a *higher price*—a *bigger* profit. Their Service makes them worth it.

Sterling quality steel backed by sixty years' experience has produced these popular Saws. Get quotations and resale prices immediately. *Ask for catalog "H.M."*

Made in Canada.

E. C. ATKINS & CO.

Makers of Sterling Saws

Factory—Hamilton, Ont. **Vancouver Branch—109 Powell St.**

For the Office Desk

And Every Room in the Home

The opportunities for the sale of Polar Cub Electric Fans, at only $8.50 retail, are tremendous. At this price they become the individual fan to be used on each desk in an office and in the dining room, living room, kitchen, and the sleeping rooms at home—a wonderful field for sales.

Polar Cub is strong and substantial. Has two speeds and a stop. Is equipped with cord and plug. Has a handsome nickel plated motor, adjustable to any angle. Height, 8 inches; blade diameter, 6 inches; blades, guard and base finished in rich, velvet black enamel.

Send in your order now and be prepared for the first hot wave. Don't delay and lose sales by taking chances on last minute deliveries.

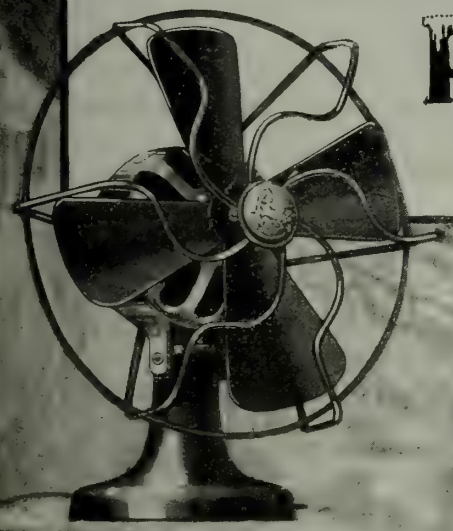
BACKED BY ADVERTISING

Polar Cub will be advertised every week in The Saturday Evening Post during July and August, the hottest months of the year and the demand is bound to be a large one. It is by far the biggest fan value in the market to-day—a fan whose price puts it within the reach of all and yields a good dealer profit.

Polar Cubs are packed 12 to the carton and some exceptionally good store display material will be supplied FREE if requested. Write for discounts and prices.

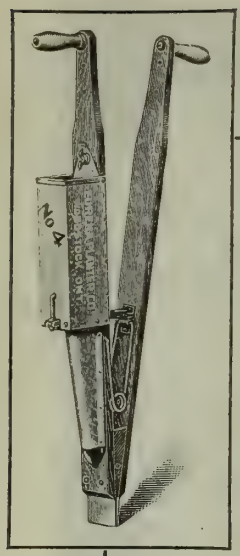
The A. C. Gilbert Company, 325A Blatchley Ave., New Haven, Conn.

In Canada: The A. C. Gilbert-Menzies Co., Limited, Toronto, Ontario



Polar Cub
Electric Fan

$8.50
RETAIL



Eureka Corn Planter

There is no wasting of seed where the *Eureka Corn Planter* is used. Every kernel is accounted for with the result that economy is a certainty to the last degree.

Then, too, planting is easier and more thoroughly done with a like saving in time and labor.

Everything is in favor of the Eureka Corn Planter. It's such an economizer that customers are readily convinced of the wisdom of purchasing one or more. It sells on its merits, making good profits for the dealer.

In one and two-hand styles, well finished, light and durable, positive and accurate in action. A seed guard determines the number of kernels to be dropped in each hill. Only one lot of seed can pass into the jaws at one time. A flat steel spring is used in place of the cheap brushes used in ordinary planters, which constantly wear out.

Recommend this labor- and money-saving tool to your customers.

Write for catalogue and prices

EUREKA PLANTER CO., LIMITED

Woodstock, Ontario

For use under steam service there are no valves quite as satisfactory as

JENKINS BROS.

Globe and Angle Valves

Fitted with Jenkins' No. 119 Discs

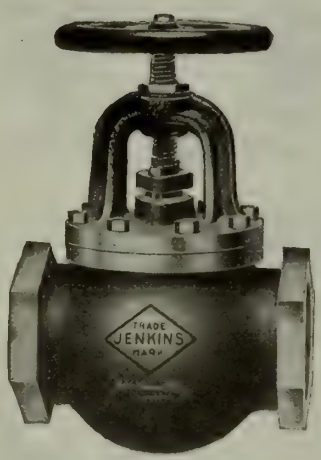


FIG. 141

JENKINS BROS.

Standard Pattern Iron Body Globe Valve Screwed with Yoke.

The composition of the disc is very hard, but becomes tough and flexible in service when under steam pressure.

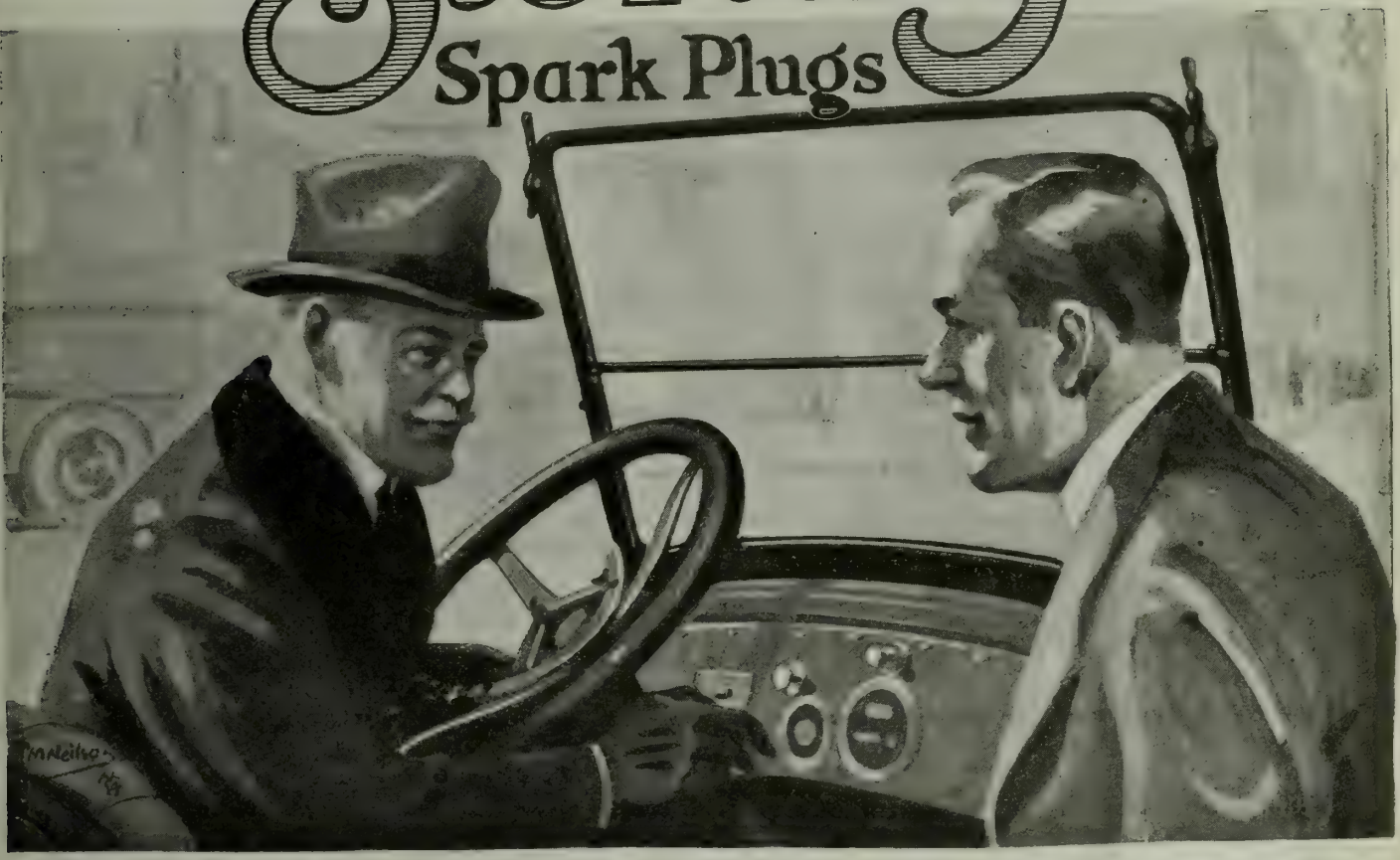
It shows remarkable freedom from cracking and flaking and unrivalled durability in working steam pressures up to 150 pounds.

Write for Catalogue No. 8.

103 St. Remi St. JENKINS BROS., Limited MONTREAL

6 GREAT QUEEN STREET, KINGSWAY, LONDON, W.C. 2, ENGLAND

Sterling Spark Plugs



When the Customer Speaks A Good Word

"Just stopped to tell you that I've learned something from you about better car operation.

"And those Sterling Spark Plugs taught me the lesson.

"Well, just like a lot of other motorists, I have been 'plugging' along, so to speak, trying to make on old set of plugs last as long as possible.

"I knew that if I took them out it meant throwing them away, and buying new ones. But I finally put in a set of Sterlings, and you should have seen the difference in this motor.

"But the point is this: when carbon accumulates—and it does accumulate in every motor nowadays—it's the work of only a few minutes to take those Sterling Plugs apart and wipe off the carbon. Then the plugs are as good as new."

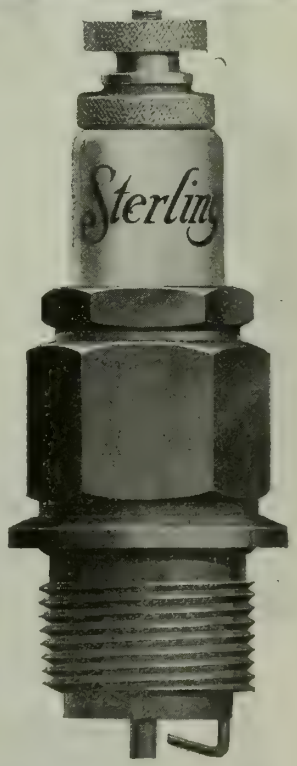
This is the evidence of a pleased customer.

Sterling dealers find the sale of Sterling Spark Plugs pleasant because of this relationship with users.

Between the dealer and the Lockwood-Ash Motor Co., the maker behind the spark plug, the relationship is just as cordial.

The Lockwood-Ash Motor Co. is of long and successful experience; its product is one dealers grow more enthusiastic over as the satisfaction of the customer grows.

For sale by progressive garages and supply dealers everywhere.



A Style and Size for Every Car

Distributors for Canada and Newfoundland:

Dominion Battery Company, Limited

736 Dundas Street East, Toronto

LOCKWOOD-ASH MOTOR COMPANY

Main Street, Jackson, Michigan

(57)

SEPARABLE  CLEANABLE

The "One Minute" Washer

With Gasoline Engine or Motor Attachment

The "One Minute" Washer, with the new features and attachments here illustrated, makes an ideal apparatus that will appeal to every housewife who enters your store.

No doubt there are many of your customers who possess the "One Minute" Hand Power Washer, who already know and appreciate its great washing qualities. It's your privilege to suggest to them the convenience of this new attachment.



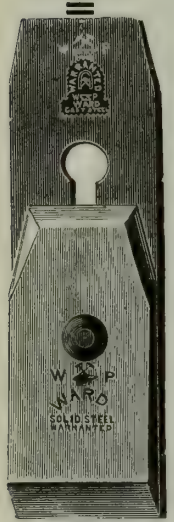
Consists of a shafting with a double pulley and lever shaft that throws the power belt from the drive pulley to an idler. Runs Washer and Wringer separately. Any engine or other motor power unit can be used on this apparatus.

The added convenience, plus time and energy saved, is well worth the small cost of installation.

We make Hand, Electric, Gasoline and Water Power **"One Minute" Washers.** If you are not selling them, may we prove to you why it will be extremely profitable to do so? Write us about our attractive agency proposition for your district.

One Minute Manufacturing Co., Toronto Canada





WARD & PAYNE'S

ANVIL BRAND

W P

SHEFFIELD

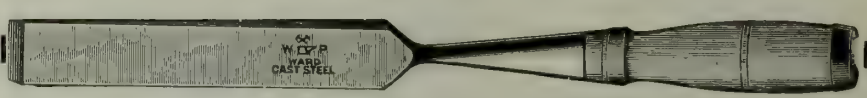
The **Anvil Brand** of celebrated Tools have been manufactured in England for the last 100 years. In that time the **Ward & Payne** Trade-mark has become a mark of distinction that stands for the **highest quality** in light-edge tools. Build your sales on this excellent reputation. The tradesman takes pride in the possession of a **Ward & Payne** and the dealer makes a splendid profit in selling him.

We are in a better position than ever to supply the Canadian market. Order from your jobber or write our nearest agent.

Canadian Agents:

ALEXANDER GIBB, 3 St. Nicholas St., Montreal
SHERMAN F. AINSLIE, Spadina Avenue, Toronto
ANTHONY FERGUSON, LTD., 1150 Hamilton St., Vancouver, B.C.







WHY NOT BE GUIDED BY THE JUDGMENT OF HUNDREDS OF WELL KNOWN LUMBERMEN, WHO ACKNOWLEDGE THE SUPERIORITY OF

"SAGER AXES"

AND

"SOO LINE" LOGGING TOOLS?

GET THE HABIT.

(AND THE PROFIT)

Canadian Warren Axe & Tool Co.,

LIMITED

ST. CATHARINES, ONT.



Soo Line Logging Tools

Famous Five Files Sell Themselves

You need no elaborate "sales talk" to persuade the customer to buy them. The buyer is "sold on them" when he comes to your store.

For fifty years they have been Standard Grade files.

Good steel accurately cut and properly hardened insures their efficiency and long life.

Specify them when ordering.

They are:

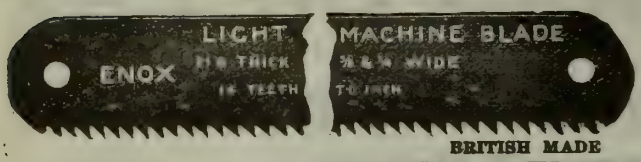
KEARNEY & FOOT
GREAT WESTERN
AMERICAN
ARCADE
GLOBE

Made in Canada by



ENOX HACKSAW BLADES

ARE THE BEST

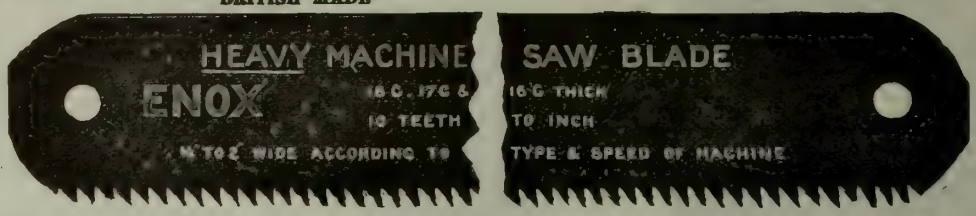


BRITISH MADE



AGENTS IN CANADIAN TOWNS WANTED

AN ENTIRELY BRITISH COMPANY

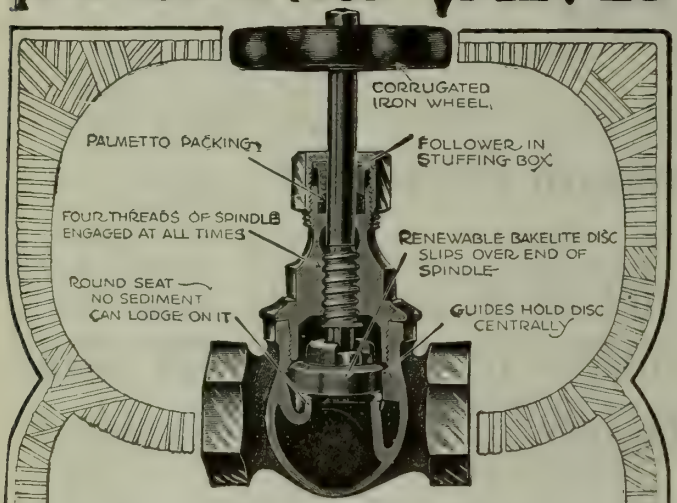


Liberal terms offered to firms willing to carry stocks and act as sole agents for the district.

SOLE MAKERS FRY'S (LONDON) LIMITED, 46 Upper Thames St., London, E.C. 4, England. Works: Greenwich, S.E. 10

The Standard Machinery & Supplies, Limited, 261 Notre Dame St., West, Montreal.
Agents for British Columbia—The A. R. Williams Machinery Co., 495 Railway St., Vancouver, B.C.

FAIRBANKS VALVES



Renewable Disc Valves

The only tool required is a wrench to remove the bonnet. The vise, hammer and cold chisel are all eliminated. Once sold always demanded by your trade.

The Canadian Fairbanks-Morse Co., Limited

"Canada's Departmental House for Mechanical Goods"

St. John, Quebec, Montreal, Ottawa, Toronto: Hamilton, Windsor, Winnipeg. Saskatoon, Calgary Vancouver, Victoria.

VOL-PEEK

15 Cents



60% PROFIT IN THIS LINE

Vol-Peek makes big profits for the dealer. No expense—simply hand over the counter. Comes to you in an attractive display stand. Individually wrapped.

Vol-Peek appeals to the housewife. Mends all kinds of kitchen utensils, such as Pots, Pans, Tinware, Graniteware, Copper, Aluminum, etc., at half cent per mend easily applied (no tools required), and hardens quickly.

Order a display stand to-day of 24 packages, $2.25. **Vol-Peek** is guaranteed and backed by our extensive advertising.

At your jobbers or direct.

H. NAGLE & CO., Box 2024, MONTREAL
(Owning and operating Vol-Peek Mfg. Co.), Canada

PINK'S LUMBERINGTOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87

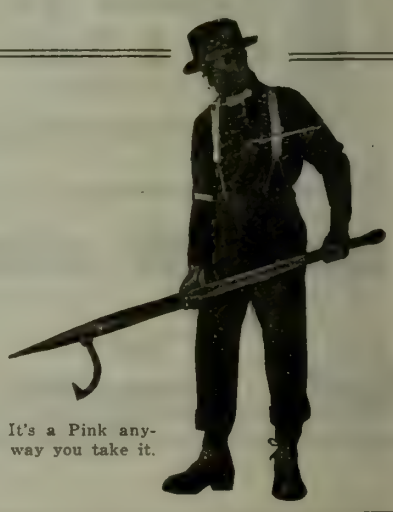
Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

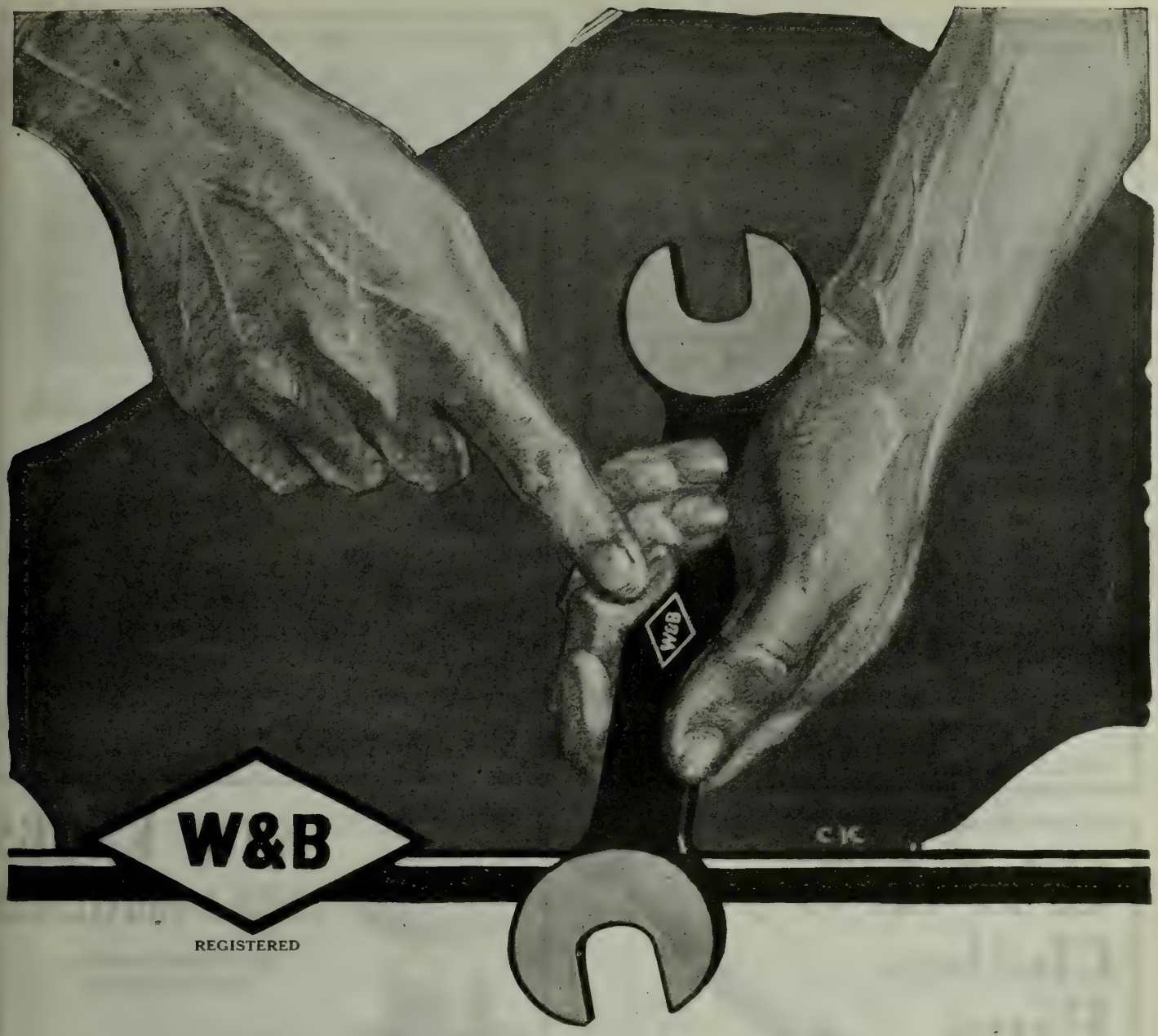
THE THOS. PINK COMPANY, LIMITED

Manufacturers of Lumber Tools

PEMBROKE - - - - - ONTARIO



It's a Pink anyway you take it.



LITTLE LETTERS—BIG VALUE

Three generations of good mechanics have been satisfied with Whitman & Barnes tools.

Every year has added to the repute and credit of the letters "W & B" in the diamond trade mark —sixty-five years of progressive improvement.

There are four grades in wrenches. You will find "W & B" on the best only — drop forged steel of the highest quality for wrench purposes—designs that are proved correct by experience —and skilled workmanship by men who are specialists in wrench manufacture.

Be sure your wrenches carry the mark shown above.

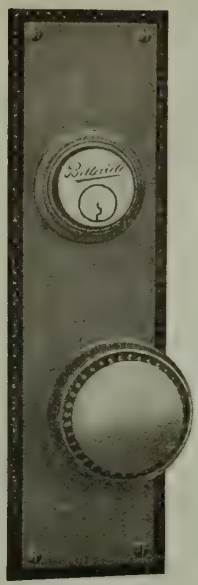
THE WHITMAN & BARNES MANUFACTURING CO.

OFFICES AND FACTORY, ST. CATHARINES, ONT.

Established 65 Years

Whitman & Barnes

TWIST DRILLS — REAMERS — WRENCHES — HAMMERS



"Belleville" Hardware

A "Made-in-Canada" Product Equal to the Best in the World

We are all apt to look up to imported goods as superior to home-made lines. Pause before you concede anything to foreign products over "BELLEVILLE" HARDWARE. Here is a Canadian-made product that is as good as the best.

"Belleville" hardware is meeting the demand of the most particular architects and builders, and is recording wonderful success throughout Canada. It is a worthy Canadian product, worthy of the best Canadian patronage. All hardware looks very much alike to builders and architects until they have had experience with "Belleville."

Best line for dealers to handle. Has greatest demand. Get our proposition.

Belleville Hardware & Lock Mfg. Company

BELLEVILLE ONTARIO



The Farmer Who Sprays is a Good Farmer to Cater to !

He is the farmer who is progressive, wants the best and gets it —a good all 'round customer who pays cash and buys lots of goods. Ten-to-one he owns a

Spramotor

It isn't a SPRAMOTOR unless we made it

or is a good prospect for one. He will also want parts and accessories. Can you supply him, or must he go to the other store or the mail order house? Handle the Spramotor, well advertised, well made. Write for our dealer proposition, now.

SPRAMOTORS, LTD. 6046 King Street London, Canada

CANE'S Clothes Pins



NOT "Just Clothes Pins"

Cane's Star Brand Clothes Pins are better—they cost no more than "just clothes pins"—but there's a difference.

Star Brand are always right in shape, right in length and correct in count. They will not injure the clothes.

Your Jobber will be pleased to supply Star Brand Superior Clothes Pins at no extra cost.

The Wm. CANE & SONS Co., Limited
MANUFACTURERS
Newmarket Ontario

DOOR KNOBS CHINA and GLASS

With Special Canadian Brass Mountings



Canadian Drawer Knobs

JAMES CARTLAND & SON

LIMITED

BIRMINGHAM
ENGLAND

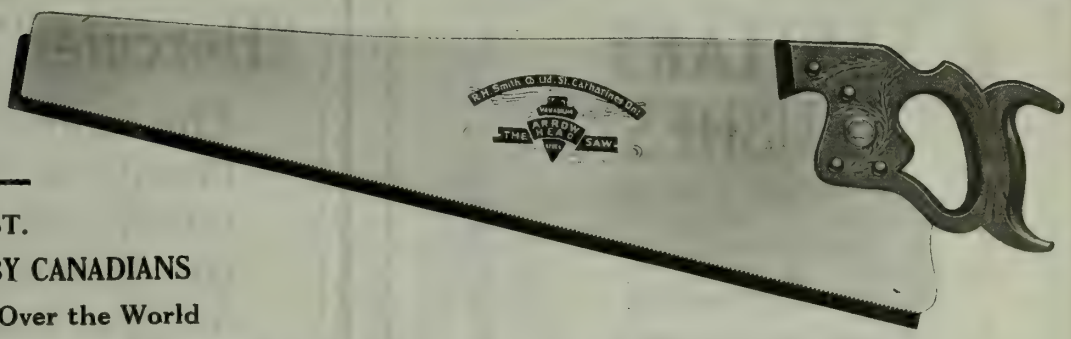
Canadian Representative:
GEO. H. SMITH, 39 Adelaide St. W., TORONTO

Build Up Your Business —

by handling the BEST.

MADE IN CANANA BY CANADIANS

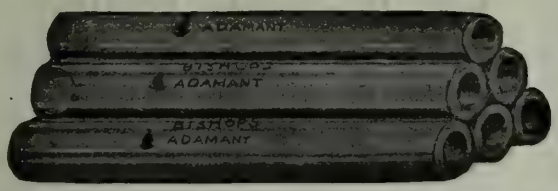
Sold All Over the World



ARROW HEAD SAWS

Write for Catalogue
T. F. SHURLY CO., LTD
St. Catharines, Ont.

Safe Gauge Glasses



Strong's Ironclad

When ordering Gauge Glasses stop and consider what poorly made, unsafe Gauge Glasses may **cost** the concern.

An eye put out—a man badly cut—a workman laid up for weeks—the company put to great expense under the New Liability Laws.

The ten thousand concerns who use Strong's Ironclad have carefully considered these facts and stick to Strong's Ironclad because **safe** and **reliable** when under High Pressures.

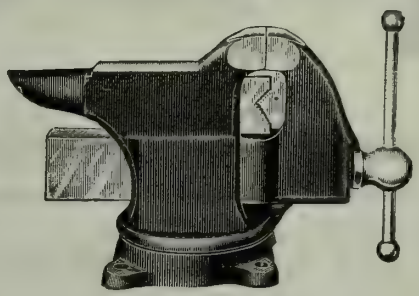
All sizes in lengths of 1 in. to 72 in. in any fraction of an inch, with fused ends. Sell **safe** glasses and **hold** customers. Write for prices.

The Strong Machinery and Supply Co.

21 Walker St., New York, N.Y.

ROCK ISLAND VISES

A Type and Size for Every Service



No. 241—Autovise

A combination Pipe and Anvil Vise—particularly suitable for auto repair work. Write for catalogue and prices.

Factory and Office:

Rock Island Mfg. Co.

Rock Island, Ill., U.S.A.

NEW YORK
113 Chambers St.

CHICAGO
180 North Market St.

E. Roy,
65½ St. Andre St., Montreal, Que.

A. S. Butchart
26 Adelaide St. W., Toronto

C. C. Cartwright,
Union Trust Bldg., Winnipeg



4 Good Reasons ---READ 'EM!

Why you should sell Rolled Thread Bolts and Screws:

BETTER QUALITY—Rolled Thread Bolts can only be made from first quality Basic Open-Hearth Stock.

STRONGER—Actual tests show 13 per cent. greater strength than Cut Thread Bolts.

NO USELESS WEIGHT—Shanks are smaller than threads. No useless weight to pay freight on.

BIG FIRMS ADOPTING THEM—Some of the largest users on the continent will accept nothing else—and they always investigate before acting.

THE NORTHERN BOLT, SCREW AND WIRE COMPANY, LIMITED - OWEN SOUND, ONT.



SANITARY BRUSHES

in TWISTED WIRE of all kinds

MANUFACTURED BY

The Perfection Sanitary Brush Co.

1118 Queen St., W.
TORONTO

Original Makers in Canada

HIGHEST QUALITY AND WORKMANSHIP

Manufacturers to the trade only

Send for Catalogue and Prices

Phone:
Parkdale 250



"Hercules" Sash Cord

The reputation of this brand has been thoroughly established in the Canadian market for the last eighteen years. It compares in quality with the best imported brands, but is sold at a considerably lower price and can be safely recommended for any job.

All wholesale hardware dealers carry "Hercules" Sash Cord and can fill orders promptly.

Manufactured in Canada

Manufacturers
OF

WIRE

HEADQUARTERS FOR
WIRE BALE TIES

Largest Capacity and Stock in Canada

PROMPT SHIPMENT

LAIDLAW BALE TIE COMPANY, Limited

HAMILTON, CANADA

Winnipeg Toronto Montreal
London, England

MADE IN CANADA

Blacksmiths' Boiler Makers' Machinists'
AND
Pipe Fitters' Tools

Write for Catalogue

A. B. Jardine & Co.
LIMITED
HESPELER, ONT.



Fairbanks Scales

For over 90 years Fairbanks Scales have been the World's Standard for accurate weighing.

The Canadian Fairbanks-Morse Co., Limited

"Canada's Departmental House for Mechanical Goods"

St. John, Quebec, Montreal, Ottawa, Toronto, Hamilton, Windsor, Winnipeg, Saskatoon, Calgary, Vancouver, Victoria.

NIPPERS and PLIERS



Here are two handy tools that are very profitable for the Dealer to sell. Both are well made, possess an attractive appearance, and have such a variety of uses that they make an instant appeal to the customer.

"HERCULES" CUTTING NIPPERS No. 113

Forged from fine quality carbon steel, hardened and oil-tempered. Compound lever, Natural Steel finish, with faces of jaws polished bright. 5½ in. and 6½ in. sizes.

No. 113

COMBINATION CUTTING PLIER No. 118

Combines flat nose plier with gas burner grip, side cutters, two shear wire cutters, reamer and screw driver. Made of high grade steel, drop forged with jaws and cutting edges carefully hardened. 6 in., 7 in. and 8 in. sizes.

Write for our catalogue of handy tools. We manufacture a complete line. Order through your jobber or direct to us.



N.o 118

The Bridgeport Hardware Bridgeport Mfg. Corp., Conn.



The Best Made

No. 580
Market Cleaver

Butchers' Tools

Very largely sold in Canada; well known on account of their superior temper. Get our Catalogue if you haven't it already.

We have had 82 years' experience.

The L. & I. J. White Co.

155 Columbia St., Buffalo, N.Y.

Canadian Agents:
Hardware Agencies, Montreal



KEYSTONE BRAND

The Workman Knows

The workman knows the effect of a poor kalsomine or whitewash brush. Now tell him the cause—poor, uneven bristles insecurely fastened.

"KEYSTONE"

Kalsomine and Whitewash Brushes

are made of the best grade of bristles obtainable, and careful workmanship assures your customers of a brush, which will flow the color smoothly and finish the job, unmarred by streaks or bristles shed on the surface.

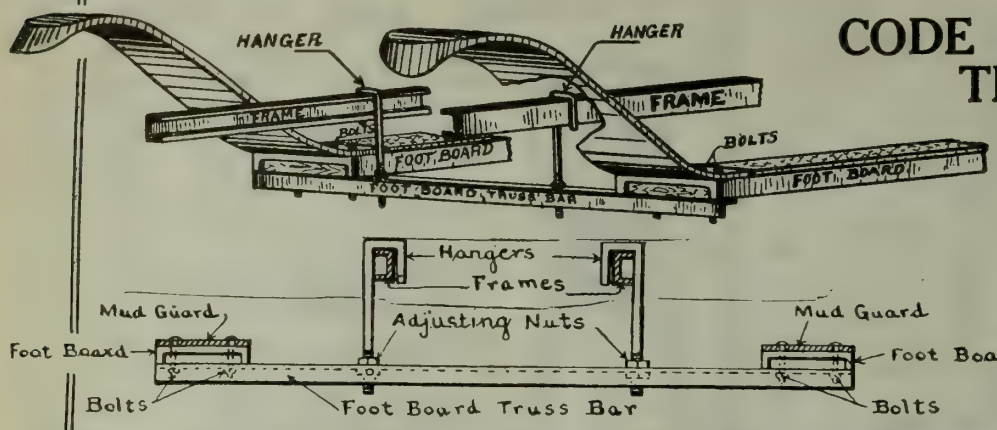
Write for prices, etc.

Stevens-Hepner Co., Limited

Port Elgin - Ont.

Get prices and information about the "Nugget" Broom and the rest of the famous Keystone Brand Brooms and Brushes

STEVENS-HEPNER CO., *Limited*
– PORT ELGIN, ONTARIO –



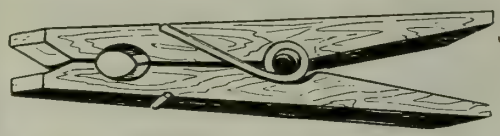
CODE FOOT BOARD TRUSS BAR

for Ford Cars

Made of rolled steel. Lasts a lifetime. Saves money. Gives satisfaction. A rapid seller. Good profits. At your jobbers.

The J. H. Hanson Co., Limited
MONTREAL, QUE.
The Western Specialty Co.,
WINNIPEG, MAN.

The Megantic Broom Mfg., Co., Ltd.
Manufacturers of Brooms and Clothes Pins





Lake Megantic, Que.



Our clothes pins are made and designed to **stay on the line.** And they do. Dealers know that by the way housewives are asking for them. Made of the best wood, that insures against splitting. Splendid profits and customers' satisfaction assured to the dealer selling them. Write our nearest agent.

AGENTS: Boivin & Grenier, Quebec. Delorme Frere, Montreal. J. Hunter White, St. John, N.B. H. D. Marshall, Ottawa. Harry Horne Co., Toronto. Tomlinson & O'Brien, Winnipeg. Oppenheimer Bros., Vancouver; McFarlane & Field, Hamilton, Canada.

More-Profit Pumps ---Real Profit

No use to sell a pump that makes trouble for a dealer with his customer.

The trouble is remembered. The cost of repairs is dead loss of time and temper. The dealer suffers.



"Aremacdee" hand and motor metal pumps for force or lift use, every kind, are shown in the big catalogue.

Dealers, ask for prices and terms. Get real profits on your metal pump sales.

WRITE

The R. McDougall Co.
LIMITED
GALT, CANADA

NO ROCKING NO SHAKING NO WORK NO DIRT



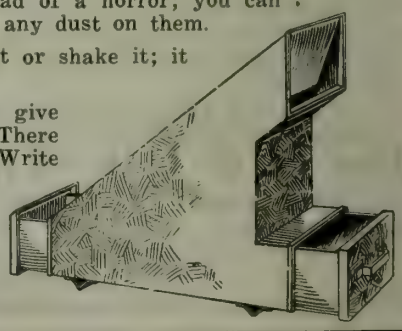
ASH-SIFTERS THAT MAKE SALES

Made of Galvanized Iron with Black Iron Drawers, Self-Closing Doors, Removable Screens

This makes ash-sifting a pleasure instead of a horror; you can wear your best clothes and yet not get any dust on them.

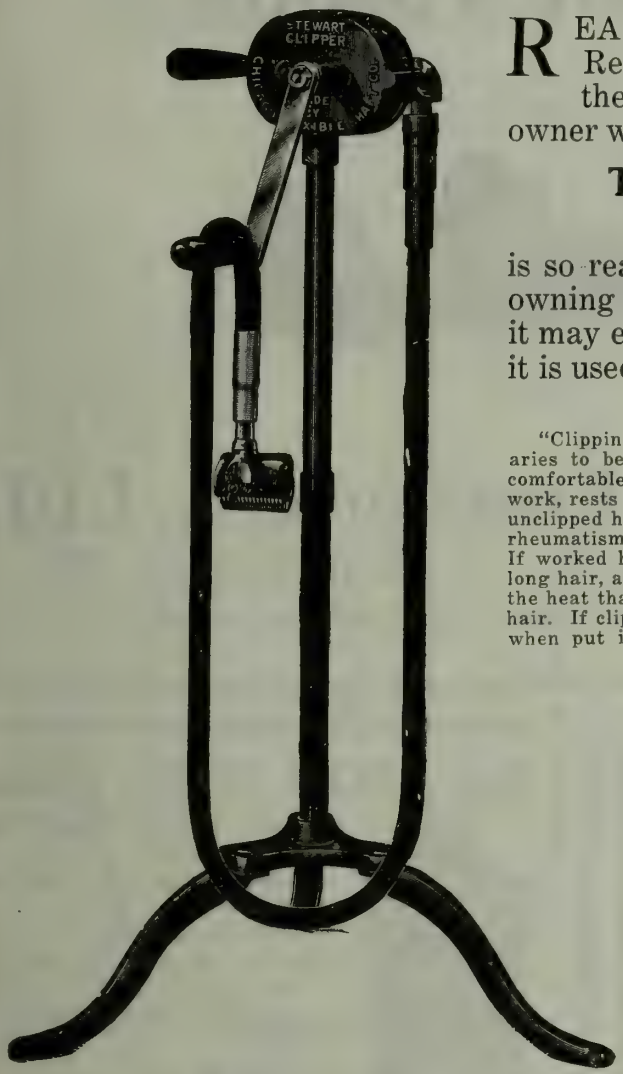
It is dustless; you don't have to rock it or shake it; it is self-operating, a child can work it.

We guarantee that this ash sifter will give satisfaction or your money refunded. There are good profits in it for the dealer. Write us to-day for prices and information.



FURNIVAL & CO.
631 Dupont St. - Toronto, Ont.

Preach (and Practice) the Gospel of Spring Horse-Clipping



READ the accompanying editorial from the Horse Review, get the facts well in mind, and preach the gospel of the "Stewart Clip" to every horse-owner who comes into your store (mule-owners, ditto).

The Stewart No. 1 Ball Bearing Horse Clipping Machine

is so reasonable in price ($13.00) that even the man owning only **one** horse can well afford to buy it. For it may easily save several times its cost the first season it is used.

Says the Horse Review:—

"Clipping a horse in the spring is now conceded by all the leading veterinaries to be as essential to his well-being as shoeing him or giving him a comfortable bed to lie on. A clipped horse dries out rapidly after a hard day's work, rests comfortably and is refreshed for the work of the following day. An unclipped horse is liable to catch the heaves, pneumonia and all sorts of colds, rheumatism, etc. This is especially so when his hair is long and he is "soft." If worked hard he will perspire freely and the moisture will be held by his long hair, and the food that should go to nourish him will be used to replenish the heat that is being constantly taken from his body by the mass of cold, wet hair. If clipped the perspiration will evaporate almost as soon as secreted, and when put in the stable he rests comfortably and his food does him good."

Cows Must Be Clipped, Too

Demand for **clean milk** now being made by shippers, by health departments of cities, and by an awakened consuming public, makes it **necessary** that every milch-cow should be clipped around udder and flanks about once a month. The Stewart No. 1 is exactly suited to this work, as well as to horse-clipping.

Machine Shearing for Sheep

We demonstrate that a **Stewart No. 9 Ball Bearing Sheep Shearing Machine** gets about 15% more wool to the clip than will be recovered by hand-shearing, because the Stewart machine clips to a close, even stubble, all over the body, while hand-shearing is uneven and irregular.

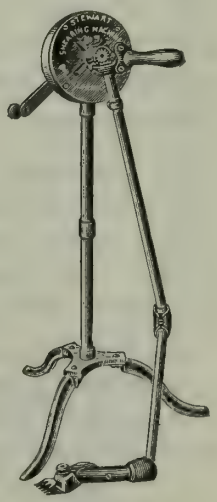
For the same reason the "Stewart" delivers the fleece in one solid, even "blanket" without the "second" cuts that hand-shearers (especially if they are working on a "per-head" basis) leave in the wool. This means a better price for the wool.

And, of course, machine shearing is both faster and more humane than hand-shearing.

For these reasons, every owner of a flock of sheep (even though it be a small one) is an active prospect for a Stewart No. 9, at $19.00.

Your discount from the price named is so liberal that every sale of either machine shows a fine net profit.

Send for our catalog, or if you are already familiar with our machines, send in your order promptly (direct or through your jobber).



Chicago Flexible Shaft Co.

12th Street and Central Avenue
CHICAGO

MAPLE LEAF BRAND

Tapsoles and Toplifts



Anglo-Canadian Leather Co., Ltd.

665 King Street West - TORONTO

THE LARGEST SOLE LEATHER TANNERS IN THE BRITISH EMPIRE

TRADE MARK Red Devil Tools

They're *Easy* Sellers

THERE is more profit in a quick sale than in a slow one. Goods that don't need a lot of talk to get acceptance save your clerk's time and your money.

"Red Devil" Tools have a reputation with your trade. People know by experience that "Red Devils" are worth their price—they accept a tool with the familiar "Red Devil" trade-mark without doubt or argument.

To see the difference for yourself, suppose you start off with a few "Red Devil" Tools—glass cutters, hack saw frames and blades, and chain drills for instance.

Write for catalogue and prices.

SMITH & HEMENWAY CO., INC.

89 Coit Street Irvington, N. J.

Buy "BON-TON" Cream



Canada's National Metal Polish

Has no superior.

Polishes in **half the time** with less labor.

Retains its brilliancy.

Contains **no acid** or injurious chemicals.

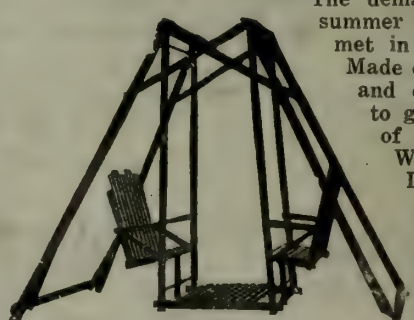
Order a case **to-day** from your wholesaler.

Manufactured only by

Stuart & Foster, Limited

Toronto, Can.

LAWN SWINGS



The demand for a profitable summer selling line is amply met in our Lawn Swings. Made of well seasoned wood and carefully constructed to give an extra amount of service.

We also manufacture Lawn Chairs, Play Yards, Baby Walkers, Camp Cots, Verandah Swings and Cushions, etc.

Write for our catalogue D. of wood products.

THE STRATFORD MFG. CO., LIMITED : STRATFORD, ONTARIO

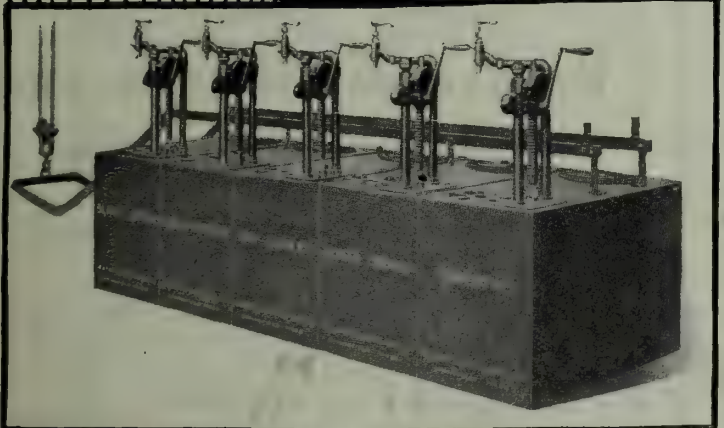
Modernize Your Store with a Gilbert & Barker Oil Storage System Save Oil and Money

For handling paint oils, varnishes and heavy, "gummy," non-lubricating oils our T221-H spells maximum efficiency.

This outfit may also be used for lubricating oils and units may be arranged in battery form as shown below.

They make an attractive and economical arrangement, and as they are fitted with chain hoist, barrel dash, track and cradle, the oil is easily emptied from barrel to tank by gravity, which allows thorough draining without waste and this operation can be completed by one man.

These units or batteries are nicely finished in green enamel baked on and the tanks are plainly lettered with the names of the oils when so desired.



Follow the Leaders

A safe, sane policy, especially when the leaders are the big, progressive men of the country, men who adopt an improved system only after they are thoroughly satisfied that it means greater efficiency and consequently greater profits.

The cost of installing Gilbert & Barker Oil Handling Equipment in your store is nominal and the saving in time, labor, and positive elimination of waste quickly pays for the installation.

For the rapid and economical handling of paint oils, varnishes, lubricating oils or kerosene, there is a Gilbert & Barker outfit just suited to your requirements, and if you are handling gasoline, remember that the G. & B. line of Pumps and Tanks is complete.

Bulletin 52 tells the story in a very compehensive manner

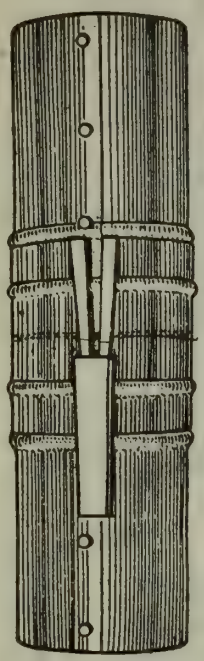
To-day is a better day than to-morrow—write.

Imperial Oil Limited, Canadian Distributors for

Gilbert & Barker Oil Handling Systems

BRANCHES IN ALL CITIES

"Ideal" Galvanized Well Casing



Patent Lock Joint. Made 20 gauge and heavier. All joints butt together. Will stand **hard driving.** Positive lock on joints. Will not telescope. Absolute smooth bore. Will not cut drilling rope. Over 100,000 feet used in Alberta during 1917-8. Costs less than half of price of Steel Casing. Lasts three times as long. Send for trial order. Circulars and price list on request.

Patented, 1918. "IDEAL" Screw Joint also made by us.

Manufactured by

IDEAL WELL CASING CO., Ltd.
CALGARY, ALBERTA

METALS · CHEMICALS · GLASS
B&S·H Established 1790

We are now prepared to quote on

English Castor Oil

in all grades for prompt import.

Send us your enquiries for Spring.

B.&S.H.THOMPSON & COMPANY LIMITED MONTREAL

Branches: Toronto, Winnipeg, Vancouver, New Glasgow, N.S.
Selling Agents for Eastern Canada for United States Steel Products Co.
Exporters of the Products of the American Sheet & Tin Plate Co.

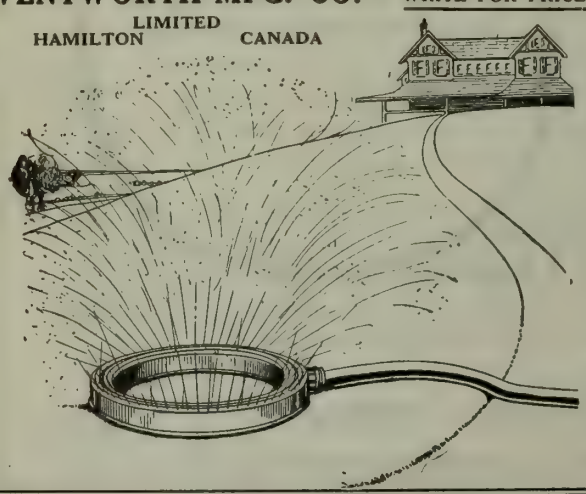
LAWN SPRINKLERS

ORDER NOW FOR SPRING DELIVERY

Do you know about our improved sprinkler?
Operates full capacity on one half pressure required by ordinary sprinkler.
A great selling argument, especially where the pressure is low.

WENTWORTH MFG. CO. LIMITED
HAMILTON CANADA

WRITE FOR PRICES





Bathroom Fittings and Hardware Specialties

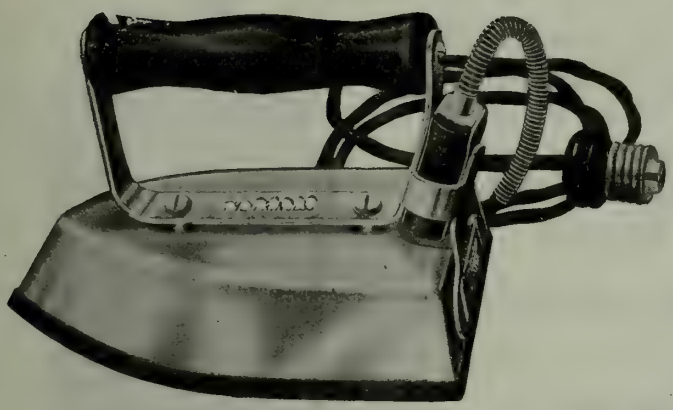
Our lines are complete to supply any demand and include—

Towel Bars, Brackets, Rings and Posts, Shelf Brackets, Brush, Tie, Match, Sponge, Soap and Toothbrush Holders, Soap Dishes, Hangers and Trays, Coat Hooks, Tumbler Holders, Toilet Paper Holders, Bath Seats, Mirrors, etc.
All profitable and attractive lines for you to sell.

Write to-day for prices.

Gendron Manufacturing Company Ltd.
Duchess and Ontario Streets, Toronto, Ont.

TWO SPECIALTIES THAT HAVE MADE GOOD



The "Colborne Electric Iron"

has kept pace with modern improvement and is the most perfect Iron we know of. For over eight years we have handled this line. It has not only given every satisfaction but returns for repairs have been less than one per cent. of those sold.

Our "Cavalier" Hand and Rip Saws

Sold at a popular price have filled the want of a reliable Saw that dealers could sell at a reasonable figure. The quality is good, the handle roomy, and the "hang" right. All sizes in stock.

CAVALIER
MADE IN CANADA
REFINED SILVER STEEL

CAVERHILL LEARMONT
AND COMPANY
MONTREAL, P. Q.

Sold only by

Caverhill, Learmont & Co.

Montreal

WHERE QUALITY COUNTS

Your customers will pass judgment upon the mitts or gloves you sell them by the length of service they give.

You can sell "A.R.C." Brand Workmen's Mitts and Gloves in full confidence that they will satisfy your customers. The quality of these products is unsurpassed. They are made from the best materials. "A.R.C." Brand products have been well known amongst the Canadian trade for 50 years.

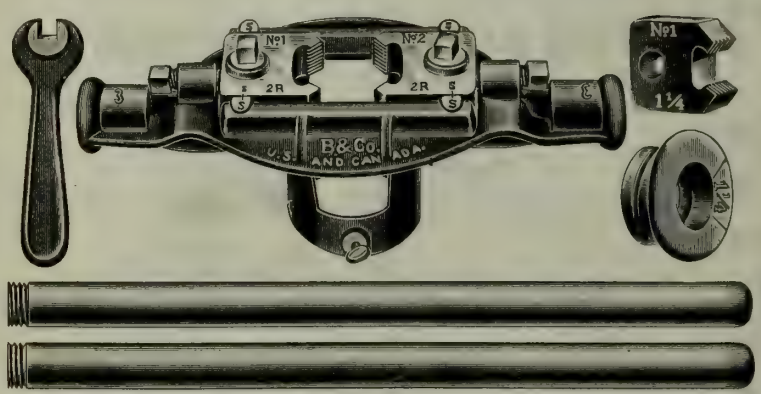
They sell at a price which gives a splendid margin of profit.

Write us to-day for complete information.



A. R. Clarke & Co., Limited, Toronto

Manufacturers---Gloves, Mitts, Moccasins, Shirts, Sheep Lined and Mackinaw Clothing



Solid Die Plates, Armstrong Adjustable Stock and Dies, Pipe Cutters and Vises.

These are the lines that used to be made by Butterfield's. Quality guaranteed, and good delivery promised.

Service is the thing and we are out to give it, and enable you to please your customers.

Write for catalogue and prices.

Rapid Tool & Machine Co.

LIMITED

Lachine, Que. Branch: Iberville, Que.







THE BRAINERD LINE

Most Complete on the Market

QUALITY SERVICE

Cabinet—Chest—Phonograph—Refrigerator—
Builders—Box—Store and Office Fixture

HARDWARE

BRASS BRONZE STEEL

THE BRAINERD MFG. CO.

EAST ROCHESTER, N.Y., U.S.A.







MAPLE LEAF STOVES & RANGES

THE MAPLE LEAF SELLING POLICY

When we sell you Maple Leaf Ranges, Heaters or Furnaces we calculate your competitor will be trying hard to sell the best goods he can buy elsewhere.

We do not expect the Maple Leaf Stores to get Sales by superior salesmanship alone. We recognize that a salesman must have merit to back up his salesmanship.



The Maple Leaf "Monarch" with Reservoir, Plain Warming Oven, Tubular Towel Bar, Polished Key-Plate Top.

The Highest Grade Range at a Reasonable Price.

(Sold also Square with waterfront)

Maple Leaf Goods please the people. The owner's praise is our most valuable advertising. See the result in 1918 Sales, three times the Sales of 1915.

Exclusive right to sell the Maple Leaf Line is a valuable asset.

Sold only through responsible dealers

Write for territory.

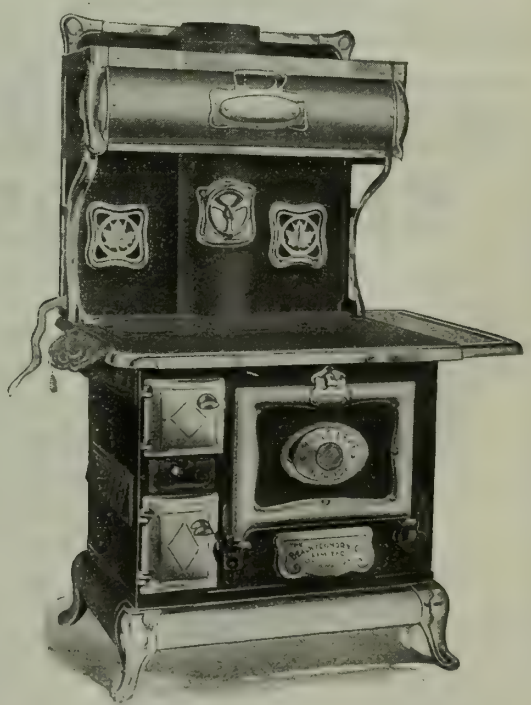
Everything catalogued in the Maple Leaf Line arrives bristling with selling points.

We study to omit no constructive advantage.

The goods are all made to sell by merit.

During the past three years Maple Leaf Stores installed an immense number of Ranges, Heaters and Furnaces.

Because they all gave real satisfaction the enviable reputation of the Maple Leaf Line has continued to spread.



The Maple Leaf "Invader." A favorite for town and city use. (Sold also with Reservoir. Large choice in ovens). Write for prices.

THE BEACH FOUNDRY CO., LIMITED

OTTAWA, ONT.

Western Distributors: THE CANADIAN SUPPLY CO., Saskatoon, Sask.

TAPATCO
REGISTERED TRADE MARK BRAND



GLOVES AND MITTS



The Canadian Hardware Dealers handling "TAPATCO" Gloves and Mitts are building up a fine line of business and making splendid profits. Their quality is unsurpassed, and are in fit and appearance equal to the best. There's a "TAPATCO" for every use and in a select assortment to choose from.

Made in Gauntlet, Knit Wrist and Band Top Styles, in heavy, medium or light weights. Leather Tip, Leather and Leatherette-faced Gloves, Jersey Gloves and Mitts in Tan, Slate and Oxford.
Order through your jobber.

The American Pad & Textile Co.
CHATHAM, ONTARIO



"DOMINION"

COTTON AND WOOL WASTE AND COTTON WIPERS WASHED AND STERILIZED

A WASTE FOR EVERY USE

6 Grades White Cotton Wiping Waste.
5 Grades Colored Cotton Wiping Waste.
4 Grades Wool Packing Waste.
3 Grades Cotton Wipers, Washed and Sterilized.

Samples with Prices on Request

Scythes & Company Limited
Montreal TORONTO, ONT. Winnipeg

Guaranteed to cut 10% more Timber

SIMONDS

"THE SAW MAKERS"



The only successful Crescent Ground one-man Cross-Cut Saw on the market. Accurately tapered from cutting edge to back, it cuts easily and saws fast. Crescent Grinding prevents binding in the kerf.

Write for Booklet and Discounts covering Simonds Cross-Cut and Hand Saws.

Simonds Canada Saw Co., Limited
St. Remi St. and Acorn Ave.
MONTREAL, QUE.
Vancouver, B.C. St. John, N.B.

Stanley Tools



THE "BAILEY" IRON PLANE has been the STANDARD for over FORTY YEARS and has always maintained the leading position.

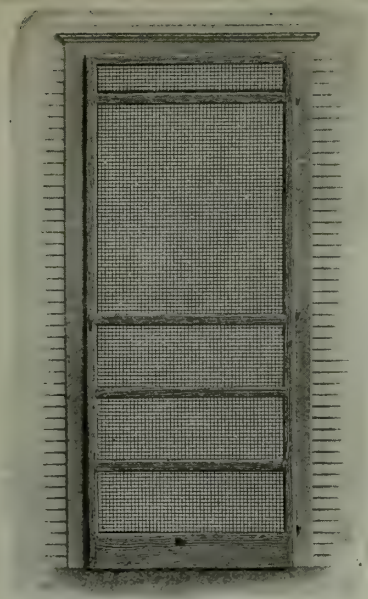
We are the sole manufacturers of the "BAILEY" PLANE. Every Plane has the name "BAILEY" and the number cast in the bottom and the name "STANLEY" is stamped on each cutter.

Always insist that your stock consists of Planes made by THE STANLEY RULE & LEVEL CO., which carry with them a GUARANTEE backed by a Company that has been manufacturing Carpenters' and Mechanics' tools for over half a century.

Made in Canada

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.

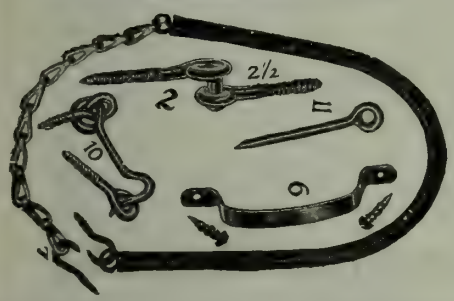
Canadian Representatives—A. MacFarlane & Co., Ltd., Montreal, Canada



Kasement Screen Windows Made Like Our Doors

Everyone appreciates the many advantages of full-size window screens—the windows can be moved up from the bottom and down from the top. "Kasement" window screens are hinged like our doors, and can be swung open to permit washing the windows.

You can get some good orders. Why not get after this business?



OUR PRICES TO THE TRADE

"Kasement" Window Screens made to order—
Fitted with 14 mesh Galvanoid Wire.....20c per square foot
Fitted with 14 mesh Bronze Wire.....36c per square foot
Crated F.O.B. Burlington

KASEMENT SKRENE DOREICO.

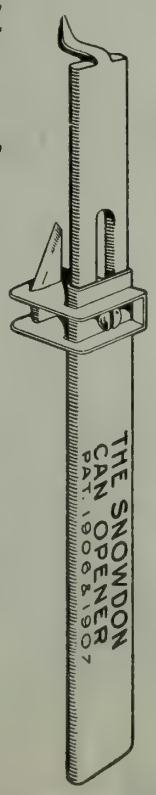
183 Church Street, Toronto
Factory: Burlington, Ont.

"Kasement" Doors are Sold from Coast to Coast



The Only Perfect Can Opener

Packed in One Gross Wood Boxes which contain Twelve Dozen Cardboard Boxes



Cremone Bolts

For Casement or French Windows
And HINGED DOORS
All Steel, with Rods 6' 6" Long
Prices on Application.

MONARCH ELECTRIC CO.
LIMITED
District MONTREAL
St. Lambert, P.Q.

GILSON GARDEN TOOLS

We specialize in improved Garden Tools. The **Liberty Adjustable Cultivator-Weeder** here illustrated is an all-around Garden Cultivator. Does the work better than any hoe. Be the first in your district to introduce this serviceable line. There are good profits in it. The design and efficiency of **Gilson Garden Tools** are fully guaranteed.

Order from any of these Jobbers

F. R. Murray Co., Ltd., Vancouver, B.C.; Brown, Fraser & Co., Ltd., Vancouver, B.C.; The Rogers Hardware Co., Charlottetown, P.E.I.; T. McAvity & Sons, Ltd., St. John, N.B.; J. H. Ashdown Hdwe. Co., Ltd., Winnipeg; Wood, Vallance, Ltd., Winnipeg, Man.

Manufactured by

J. E. GILSON COMPANY
Port Washington
Wisconsin, U.S.A.



Kill-Em-Quick

The GUARANTEED Gopher Poison

Most Profitable to Sell Because It's the Best to Use

The most extensively advertised and best known gopher poison in Canada.

Its merit has been officially recognized for 14 years by leading Farmers' Associations and Governmental Agencies.

Pays a Fine Profit---and a Big Seller

WHOLESALE PRICES:

60c	40 acre size, per doz.	-	$4.80
$1.20	100 acre size, per doz.	-	9.60

f. o. b. Jobber

There is money in it for you---get it.

Kill-Em-Quick Co., Limited, Regina, Canada

Who Are Your Customers?

The local newspaper, the tinsmith, the plumber, the machine shop, the factory, the waterworks, the electric light plant, etc., are all possible customers.

What percentage of this field are **your** mixed metal customers? There are many reasons why **Hoyt Metals** will give them better service. May we help you to get a greater share of the mixed metal business in your town? Write us to-day.

HOYT METAL CO., Toronto

NEW YORK, N.Y. LONDON, ENG. ST. LOUIS, MO.

IRON AGE
Garden Tools

Sell Best Because They Serve Best

IRON AGE Garden Tools are made in many styles. There are Hill and Drill Seeders that sow with remarkable accuracy either in hills or drills, furrowing, planting, covering, packing the soil and marking the next row in one operation. There are Single and Double Wheel Hoes that make furrows for such crops as potatoes; that ridge, cultivate, hoe and rake, keeping the soil in that well-mulched condition necessary for success. For every garden seeding and tillage purpose—an Iron Age!

The thousands upon thousands of men, women, boys and girls, who are now gardening in a **farm-like way** with Iron Age Tools, make it easy for you to sell Iron Age Garden Tools.

Write to-day for catalogs, prices and terms

Made in Canada

The Bateman-Wilkinson Co., Limited
81G Symington Ave. Toronto, Canada





THIS CUT SHOWS THE PREMAX HAME CHAIN

WE MAKE DUDSON, ZENITH LOOP-LEVER HAME CHAINS

QUALITY HARNESS GOODS



IDEAL CURRY COMB

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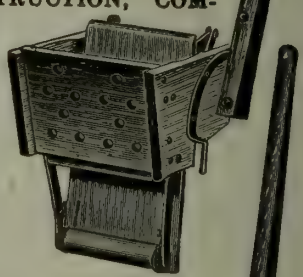
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"White"

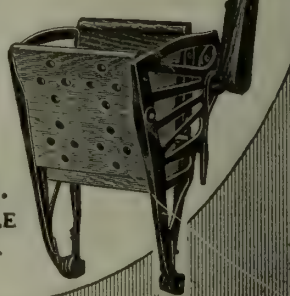
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Made of malleable iron and the best of hard woods — Maple or Birch. Fits any kind of pail and wrings the mop thoroughly.

It has more than one use —often used for fruit and vegetable presses and works perfectly. The advent of the White Mop Wringer proved a boon to the housewife—it sells itself and is a good profit-maker.



White Mop Wringer Co.
FULTONVILLE
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Our products render the very best service---the brand that practically sells itself. Catalog and prices on request.

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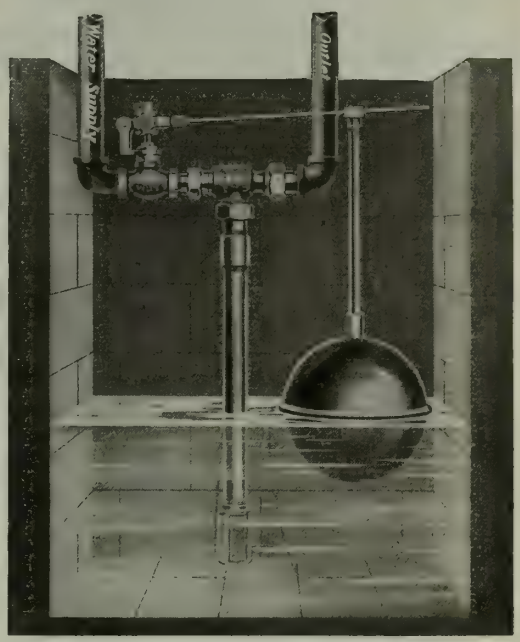
It's not necessary to have that basement of yours flooded every Spring. Why stand idly by and watch your stock being needlessly damaged and rapidly deteriorating in value?

Install a **Morrison Automatic Cellar Drainer.**

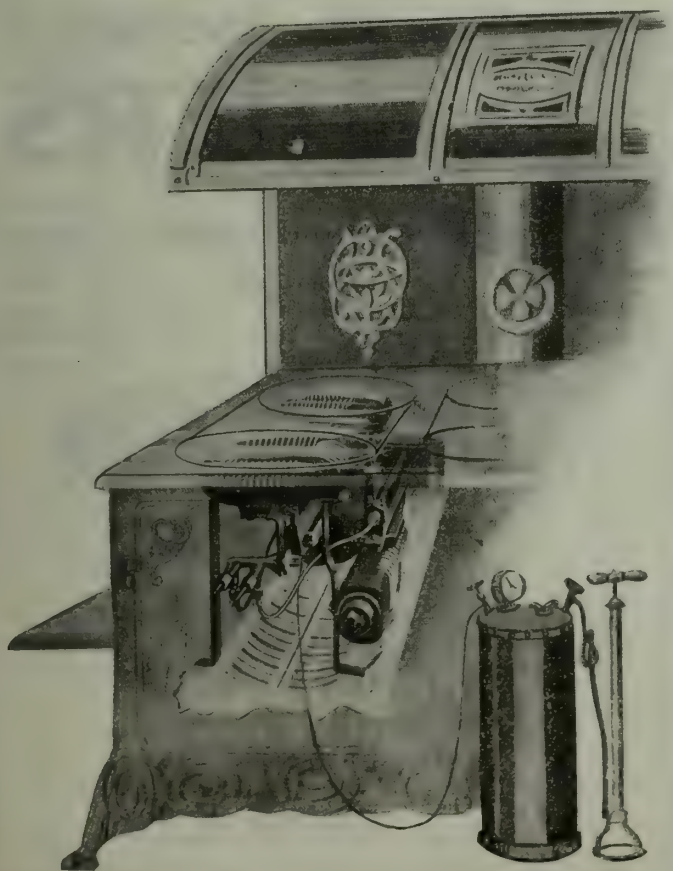
It will keep your cellar dry all the year round. It's easily installed, entirely automatic, all working parts are above water, operates at 10 lbs. water pressure and has no complicated cams or levers to get out of order.

Whether for your own use or to sell to your customers it will pay you to investigate the satisfactory, sure and perfect working qualities of the **Morrison Cellar Drainer.**

Dealers are making splendid profits selling them. May we send you complete information?



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Fuel of all kinds is scarce and costly. Your customers will appreciate the money-saving qualities of

The Canadian Oil Burner

The cheapest and most efficient oil burner on the market. Burns 90% oil and 10% kerosene. No odor, no dirt, no work. Splendid profits in this line for the dealer.

May we quote you prices?

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Toronto, Ontario



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Let us get together and capture all the business in your territory. We have one of the most attractive and profitable lines in everything required by the builder: Furniture trimmings of all kinds, Sash Locks, Sash Lifts, Casement Fasteners, Door Pulls, Hat Hooks, Transom Catches, Key Plates, Flush Bolts, Sash Push and Pull Plates, House Numbers, Door Knockers, Casement Adjusters, etc.

The Stratford Brass Company,
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STRATFORD, ONTARIO

An Axe is as Strong as its Handle

STILL'S

—will give you a stronger working tool, for **STILL'S HANDLES** are made from the best of Canadian Woods.

The sale of

STILL'S HANDLES

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There's a reason.

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J. H. Still Mfg. Company
ST. THOMAS -:- ONTARIO

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We manufacture a wide range of **wrought washers** of every description. Round and square in plain and galvanized.

"Unimeco" washers possess superior quality and unusual finish.

We can also supply you with **Annealed Rivet Burrs** of the same high quality. The "Unimeco" line is a profitable one for you to handle. Write us for information and prices. We ship promptly.

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LIMITED
1951 DUNDAS ST. W.
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Wrought and Steel Plate WASHERS OF ALL DESCRIPTIONS

ROUND AND SQUARE

PLAIN OR GALVANIZED

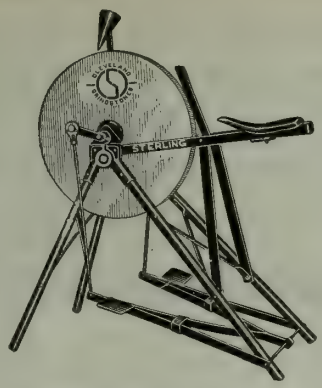


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MILWAUKEE, WIS.



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Cleveland Grindstones

We own and control 22 quarries, including the only quarry producing the GENUINE Berea stone, the rock by which all other grindstones for farm and general use are judged.

Through long experience we have the expert knowledge necessary to make intelligent and satisfactory selections of the proper grit best adapted to special requirements.

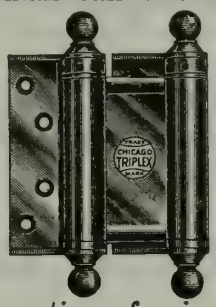
THE CLEVELAND STONE CO.
UNION BLDG. CLEVELAND, OHIO
Bissett & Webb, Limited, Winnipeg, Man.
Western Distributors

TRADE CHICAGO MARK

SPRING HINGES

A SUGGESTION

Have you a stock of Spring Hinges that have distinctive selling features which your salesman can offer and which would make the prospective purchaser buy them and no other?



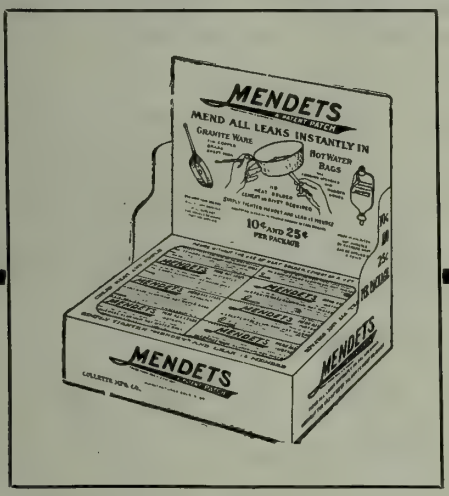
Chicago "Triplex" Spring Butts

offer this advantage to you. The appearance, durability and finish of this article are unsurpassed, and in consideration of prices that are conservative in respect to value, the up-to-date dealer cannot afford to neglect this profitable business.

Send for Catalogue M. 32. It fully illustrates and describes the most complete line of Spring Hinges manufactured.

Chicago Spring Butt Company.

CHICAGO TRADE CSB CO MARK NEW YORK



A Silent Salesman!

Suggestion creates desire. A desire to purchase means another sale. That's the service our display case renders you. Mendets is performing an unusual service in the home in the mending of metal and rubber utensils. Meet the popular demand Send for a display case to-day.

At your jobber's.

Collette Mfg. Company
Collingwood, Ont., Canada

Seasonable Suggestions

Spring is the time when you should do a bigger business. Window displays pay at this season. Housewives are on the look out for time and labor-saving devices; and seasonable housecleaning articles properly displayed in your show window are sure to pull an increase in sales.
A display of Canadian manufactured goods—made by Canadian labor, properly priced, will increase your sales and keep you busy.

Display "Cadillac" Electric Vacuum Cleaners!

Get after your customers, talk Cadillac Electric Vacuum Cleaners to them from your windows, your sales rooms—interest your clerks in "Cadillacs"—they sell at retail prices lower than quoted for other makes of Electric Vacuum Cleaners sold in Canada. You make—



Big Profits

Cadillacs save time and labor—thoroughly clean carpets, floors, walls, curtains, etc., with little or no effort. Are light and easy to run.
The Cadillac is the only Canadian-made machine on the market.

Write for full particulars to

Clements Mfg. Co., Limited
78 Duchess Street
TORONTO

EVEREADY DAYLO

We Are The Leading Distributors

and Make Immediate Shipments from Our Complete Stock

MAIL US YOUR ORDERS OR WRITE FOR CATALOG

Our reputation has been won by our efficient service

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No. 102-A—CHISEL POINT

We offer you bars made of High Carbon Steel at the same price as you are buying the Mild Steel Bar elsewhere. Send us a trial order.

B. J. COGHLIN CO., LIMITED, Office and Factory: Ontario Street East, MONTREAL.



THE PROGRESSIVE MANUFACTURING CO.

Torrington, Conn., U.S.A.

FORSTNER BITS

bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTER. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability. Made for Brace—made for Machine. Packed singly; packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Order through your jobber to-day.

TARRED FELT SPECIFY DOMINION BRAND

J. H. McCOMB, LIMITED Manufacturers of all kinds of Building Paper, Pitch and Coal Tar **MONTREAL**

REPRESENTATIVES WANTED EVERYWHERE

We have been manufacturing awnings for over FORTY years and honestly lay claim to being experts in our line. We guarantee QUALITY, FIT and WORKMANSHIP EQUAL to ANY and SUPERIOR to MOSTawnings made by other manufacturers. Business in this line can be developed locally by agents in touch with new buildings and alterations. If we are not represented in your locality we are open to appoint an agent—preferably in the hardware trade. Good commissions. Samples and quotations on application.

J. J. TURNER & SONS, LIMITED - PETERBOROUGH, ONT.

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WORKS: LACHINE CANAL, MONTREAL

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BAR IRON and STEEL: Rounds, Squares and Flats

Also Twisted Steel Bars for Reinforcing

SELLING AGENTS:

CANADIAN TUBE & IRON COMPANY, Limited, MONTREAL



EVEREADY DAYLO

On Your Counter

—plus your window display and the right kind of sales effort in co-operation with ours—that's the winning combination for producing sales and multiplying profits.

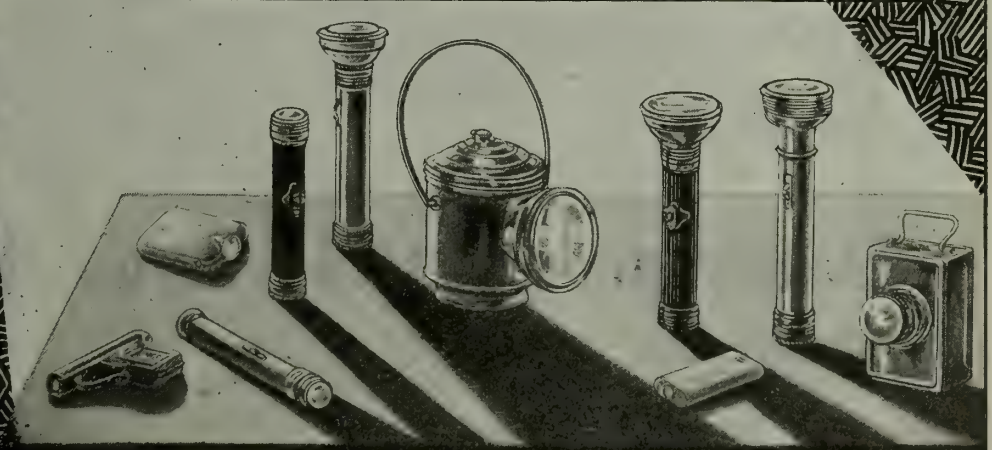
Our consumer advertising, showing the many uses for DAYLO, impresses on the prospective customer's mind the need of DAYLO in every household. But the real buying incentive—the thing that makes him dig down into his pocket for the purchase price—is the goods on display.

A DAYLO window display says, "Here's the place to buy me," and ushers in many a sale. But DAYLO counter displays have created enormous sales amongst the class of trade that rushes in for something else and is caught and held by the display while making other purchases or waiting for change.

And don't forget that DAYLO sales bring repeats. No one expects a battery to last forever. You can build up a permanent and growing business in Eveready Tungsten Batteries and Eveready Mazda Bulbs. The big stores are doing it by keeping the Eveready line constantly on display.

Put in a complete Eveready line, push it and get *your* share of this business.

CANADIAN NATIONAL CARBON CO., Limited
Toronto Canada

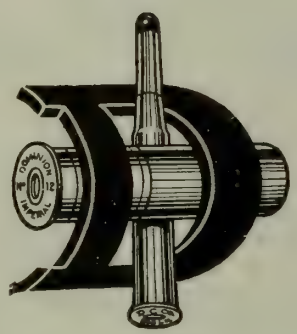


The light that says "There it is!"

Trap Shooting Means More Ammunition Sales

—and this is bound to be the biggest Trap Shooting season since 1913 and bigger than any trap shooting season Canada has ever known.

Be awake to the fact that trap shooters demand the ammunition which gives the best results.



Dominion Ammunition

is giving the satisfaction that comes from speed and accuracy to the majority of Canada's best trapshooters. Remember the Canadian long run record of 203 breaks made with Dominion Ammunition and tell your customers of this when selling trap loads.

If you have not already prepared for the 1919 trapshooting season, place your order for ammunition to-day and specify Dominion Ammunition.

Dominion Cartridge Co., Limited

Montreal **Canada**

"Member Audit Bureau Circulation."

HARDWARE AND METAL

CANADA'S NATIONAL HARDWARE WEEKLY

Vol. XXX. TORONTO, APRIL 5, 1919 No. 14

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Stanley Garage Door Holder No. 1774

Stanley Garage Door Holder No. 1774

The Stanley Garage Door Holder keeps garage doors from slamming against a car in any wind that blows. When you sell a consumer one it gives him such constant satisfaction and pleasure that he always remembers he bought it from YOU. He tells his friends about it and where he got it.

Stanley Garage Hardware

The Stanley line always pleases a car owner because it is handsome, easy operating, durable and built **especially for garages.** It comprises every item of hardware equipment for a garage of any size or type and is put up in sets for convenient, prompt handling.

Write for special catalog on Stanley Garage Hardware, which includes Butts, Hinges, Door Plates, Latches—the Stanley Garage Door Holder—every piece of hardware required for the equipment of a garage.

THE STANLEY WORKS

NEW BRITAIN, CONN.

NEW YORK CHICAGO

Canada's National Hardware Weekly

HARDWARE AND METAL

Published Every Saturday Since 1888

Vol. XXX. TORONTO, APRIL 5, 1919 No. 14

Unusual Activity in Building

Big Chances For Hardwaremen in the General Program of Construction and Also in the Special Field Which Will be Financed by Government Funds to Relieve the Shortage of Dwellings.

AN unusual situation which presents an unusual opportunity for hardware dealers exists in the building field to-day. There are two distinct divisions, each of which is big enough to involve the expenditure of many millions of dollars for materials. In one section there is the general building programme, and in the other the special programmes that are to be undertaken by various municipalities and for which Government funds will be available. This last is aimed to relieve the acute shortage of dwellings that exists throughout the Dominion. Owing to the difficulties in selecting types of homes that would be suitable and also in getting the machinery in operation for their erection, there has been considerable delay, but the situation now is that scores of municipalities are either ready or just about ready to go through the procedure necessary to obtain the Government loans.



This is a type of house of which large numbers are being built in the model towns and villages of England. Ample room for gardening is a feature.

Permits Doubled

In the field of general building there is every indication that a record season is ahead. Taking the Dominion province by province, the statistics available show that the permits for February were double those issued a year ago. The figures for March, it is stated, will also show a huge increase. Reliable information from architects is to the effect that they are busier than they have been for five years, and that they have not only have enough work on hand to keep them busy all this year, but they look for a steady increase in the volume of construction work.

Ontario is one of the provinces which is taking the lead in arranging to make use of the funds offered by the Government to relieve the housing problem.

In all parts of the Province of Ontario municipal councils are making their plans for taking advantage of the Government's offer to provide funds to be used in relieving the shortage of houses. Hardware dealers are keenly interested in this matter as it will mean large sales of building supplies, tools and other merchandise through the stores. There is a big chance here for hardwaremen to render real service in the way of suggestions that will make the homes to be built not only better dwelling places, but more homelike and comfortable. The housing problem has become a most serious one in many places. Many of the homes that were built by speculators were so cheaply and poorly constructed that they are now in such a state that it is only because there is such an acute shortage of houses that people will live in them.

Want Something Better

The people want something better, and many municipalities are planning to give them houses that will more nearly meet the requirements of ideal home conditions. There is a fine opportunity here for the hardware dealers to get busy and make suggestions in connection with the plans and specifications that are to be prepared. Anything that will tend to congestion is being avoided in England and other countries where the housing problem is being worked out. In these countries where they have learned, at a horrible price the lesson that small, dark rooms in crowded quarters exact an enormous toll in deaths from various diseases, the demand is for houses where these menaces to health will be entirely removed. The houses need not be expensive, but with fair-sized rooms and clean and bright surroundings, conditions will be created that are aimed at reducing diseases to a minimum. Much attention is being given to sanitary matters.

Can Give Advice

In all these matters the hardwareman can give excellent advice, and also in connection with the selection of the materials that are to be used. Past experience has proven beyond any doubt that it does not pay either from a health standpoint or from an economical standpoint to build cheap shoddy dwellings.

In the new types of houses in England, gardening is featured with the idea of getting the people, especially soldiers who have been wounded, out of doors in

the fresh air as much as possible. Many of the model towns and villages are kept as spotless as regular applications of paint, both inside and out can make them. There is modern heating and plumbing in these homes, and in many of them not only electric lighting, but electrical equipment of various kinds, all aimed to reduce labor. In all these things the hardwaremen are interested and can give the various municipalities who are busy with plans, advice that will be invaluable. The hardware man will reap the benefit later in the sale of much merchandise.

Can Help Here, Too

Many of the officials of the municipalities have been more or less in the dark regarding the procedure to be followed in connection with the housing scheme of the Government. By making use of the following regulations which have just been issued by J. A. Ellis, director of the Bureau of Municipal Affairs, the hardwaremen may be able to clear up a lot of points on which their councils and committees are rather vague. This will give them an opportunity also to get closely in touch with the work that is going on.

Following are the regulations:

THE ONTARIO HOUSING ACT, 1919

Rules and Regulations Made by the Director of the Bureau of Municipal Affairs Under the Provisions of Section 25(1) of the Act.

Plans, Specifications and Estimates.

(1)—(a) Plans and specifications, together with an estimate of the cost of construction, in triplicate of all houses to be erected under the provisions of the Act other than by a Commission shall be submitted to the Commission, and by the Commission to the Director, for approval; provided, however, that such plans, specifications and estimate of cost may in the first place be submitted directly to the Director for approval. Two sets of such plans, specifications and estimate will be returned marked "aproved" when satisfactory.

(b) Where a Commission proposes to erect houses, plans, specifications and estimate of cost in duplicate shall be submitted to the Director for approval, one set of which will be returned.

(c) All houses shall be erected in accordance with the plans, specifications and estimate of cost so approved.

Restriction as to Cost of House to Apply

2. The provisions of sub-sections 2 and 3 of section 11 of the Act shall apply to subsection (b) of section 12 (1) and to section 13 of the Act, in so far as the cost of a house is concerned.

Restriction as to Cost of House and Land to Apply

3. The provisions of sub-sections 2 and 3 of section 11 of the Act shall apply to subsections (c) and (d) of section 12 (1) of the Act.

Security in Lieu of Cash Payment

4. The security which may be given under sub-section (c) of section 12 (1) of the Act may be in various forms. The following methods might be considered:

(a) The borrower depositing with the Commission or company, stocks, bonds, debentures or other securities for money.

(b) The borrower giving the Commission or Company a power of attorney, or other authority to receive moneys, whether in the shape of salary or otherwise, which is or might thereafter become due and payable to the borrower; and authorizing the Commission or Company to apply same, or such portion thereof as may be agreed upon, on account of the payments to be made under the Agreement for Sale referred to in section 16 of the Act.

(c) A responsible resident of the municipality guaranteeing the payments which the borrower is required to make under such agreement for a period to be agreed upon.

Interest During Construction

5. Whenever a loan is made under the provisions of the Act interest at the rate of 5 per cent. per annum shall be charged upon the amount loaned from the date at which it is advanced. Such interest from the actual date of the advance until a date to be fixed by the Director shall be added to the amount of the loan, as being interest during construction, and shall thereupon become part of the loan.

Interest During Construction to be Charged by a Commission or Company

6. A Commission or a Company acquiring land or erecting houses under the provisions of the Act shall be entitled to charge interest at the said rate upon the amount paid for such land from the date of its payment, and upon the amount paid upon progress estimate for the construction of such houses, until a date to be fixed by the Director, and shall be entitled to include the proper proportion of such interest in the amount at which each of such houses is to be sold.

Commission May Retain Moneys to Secure Payment for Labor and Materials

7. A Commission before making payment on a progress estimate, or the final payment on any loan, to a Company or a person, must be furnished with such evidence as the Commission may require proving that all labor done and materials supplied for the house for which the loan is being made have been paid for, or will be paid for, out of the loan. The Commission is hereby authorized to retain from the progress estimate or final payment such amount as the Commission considers necessary to ensure that all the labor performed and materials supplied for such house will be paid for.

Building By-laws

8. In a municipality which has building by-laws all houses shall be erected in accordance with such by-laws; provided that the minimum requirements regarding general provisions and housing standards of the province shall take precedence over the provisions of the building by-laws of any municipality where such provisions fall below the minimum requirements and housing standards of the province.

House Not to be Converted into Store

9. A house erected under the provisions of the Act shall not be converted into a store or used for any purpose other than a dwelling, except with the approval of the Housing Commission of the municipality.

Remittance of Moneys to Province on Account Loan

10. The Commission shall, by cheque payable to the Treasurer of Ontario, forward to the Director all payments made by it on account of any loan by the Province.

Serial Debentures to be Issued by Municipality as Collateral Security for Loan

11. The debentures to be issued by a Cor-

Continued on page 86

The estimated cost of building work, as in five cities, is as follows:

City	Jan., 1919	Feb., 1919	Feb., 1918	Feb., 1919, compared with Jan., 1919 Inc. (+) Dec. (—) Amount	Per cent.	Feb., 1919, compared with Feb., 1918 Inc. (+) Dec. (—) Amount	Per cent.
Nova Scotia ...	$ 151,450	$ 265,133	$ 71,584	+$113,683	+ 75.06	+$193,549	+ 270.38
Halifax . ..	137,295	250,248	68,075	+ 112,953	+ 82.27	+ 182,173	+ 167.61
Sydney	14,155	14,885	3,509	+ 730	+ 5.16	+ 11,376	+ 324.19
New Brunswick	9,500	39,300	.....	+ 29,800	+ 313.68	+ 39,300	.....
Moncton . ..	9,500	26,550	.....	+ 17,050	+ 1.79	+ 26,550	.....
St. John ...	.....	12,750	.....	+ 12,750	.....	+ 12,750	.....
Quebec	84,539	320,170	134,692	+ 235,571	+ 278.46	+ 185,478	+ 137.71
Montreal-Maisonneuve .	60,154	151,740	77,045	+ 16,891	+ 28.08	+ 74,695	+ 96.95
Quebec	20,095	53,630	25,147	+ 33,535	+ 166.88	+ 28,483	+ 113.27
Sherbrooke ..	500	90,000	.....	+ 89,500	+ 179.00	+ 90,000	.....
Three Rivers.	3,850	24,800	17,000	+ 20,950	+ 544.16	+ 7,800	+ 45.88
Westmount .	.....	.....	15,000	.....	.....	— 15,500	.....
Ontario	623,633	1,024,498	492,942	+ 400,866	+ 64.23	+ 531,557	+ 107.833
Brantford ..	2,650	4,275	10,000	+ 1,625	+ 61.32	— 5,725	+ 57.25
Ft. William.	500	4,500	.....	+ 4,050	+ 810.00	+ 4,550	.....
Guelph .. .	2,500	4,885	2,800	+ 2,385	+ 95.40	+ 2,085	+ 74.46
Hamilton . .	171,450	189,965	65,890	+ 18,515	+ 10.80	+ 124,075	+ 188.31
Kingston . .	2,267	11,312	.....	+ 9,045	+ 398.99	+ 11,312	— .....
Kitchener . .	99,600	2,660	425	— 96,940	— 97.33	+ 2,235	+ 525.88
London	17,530	41,795	16,560	+ 24,265	+ 138.42	+ 25,235	+ 152.39
Ottawa .. .	50,350	20,300	15,800	— 30,050	— 59.68	+ 4,500	+ 28.68
Peterborough.	190	21,350	1,230	+ 21,160	+11,136.84	+ 20,120	+1,035.77
Port Arthur.	3,511	322	530	— 3,189	— 90.83	— 208	— 39.25
Stratford . .	180	5,245	575	+ 5,065	+ 2,813.89	+ 4,670	+ 812.17
St. Cathar'es.	17,780	18,140	8,125	+ 360	+ 2.02	+ 10,015	+ 123.26
St. Thomas .	3,200	7,665	550	+ 4,465	+ 139.53	+ 7,115	+1,293.64
Toronto	225,375	676,185	347,282	+ 450,810	+ 200.03	+ 328,903	+ 94.71
Windsor . ..	26,550	15,580	23,175	— 10,700	— 40.30	— 7,325	— 31.61
Manitoba	99,400	25,250	54,900	— 74,150	— 74.60	— 29,650	— 54.01
Brandon . .	.....	4,600	250	+ 4,600	.....	+ 4,350	+1,740.00
Winnipeg ...	99,400	20,650	54,650	— 78,750	— 79.23	— 34,000	— 62.21
Saskatchewan .	6,820	45,425	28,125	+ 38,605	+ 566.06	+ 17,300	+ 61.51
Moose Jaw .	800	1,625	17,500	+ 825	+ 3.13	— 15,875	— 90.71
Regina	4,100	37,600	3,650	+ 33,500	+ 817.07	+ 33,950	+ 930.14
Saskatoon . .	1,920	6,200	6,975	+ 4,280	+ 222.92	— 775	— 11.11
Alberta	22,000	50,700	47,850	+ 28,700	+ 130.46	+ 2,850	+ 5.96
Calgary	18,000	47,500	32,200	+ 29,500	+ 163.89	+ 15,300	+ 47.52
Edmonton . .	4,000	3,200	6,650	— 800	— 20.00	— 12,450	— 79.55
Brit. Columbia	99,572	92,985	71,190	— 6,537	— 6.62	+ 21,795	+ 30.62
New Westm'r	5,500	17,075	3,900	+ 11,575	+ 210.45	+ 13,175	+ 337.82
Vancouver ..	78,197	65,810	55,415	— 12,387	— 15.84	+ 10,395	+ 18.76
Victoria . ..	15,875	10,100	11,875	— 5,775	— 36.38	— 1,775	— 14.95
Total, 35 cities.	$1,096,974	$1,862,462	$901,283	+$766,488	+ 69.87	+$962,179	+ 106.75



This photo shows the all steel shelving used by Dunlop & Company of Pembroke, Ont., in its tinware and enamelware department. Note the neat arrangement. Every article is price marked. Display is a feature of this store and in order to show the goods in the display counter still more effectively the firm plans shortly to replace the wooden counter tops with all glass tops.

Handling a Turnover of $750.000

Dunlop & Company, Of Pembroke, Get Business By Going After It — Displaying Goods Well In Store And Windows Materially Increases Sales.

"OUR annual turnover for our year ending March 31 will be approximately $750,000. This will be an increase over the previous twelve months of about $115,000. Business has been good and our trade is continually expanding."

This is the way in which F. W. Cockburn, manager of the Dunlop Hardware Company of Pembroke, sums up the situation at present as far as his firm is concerned in discussing business conditions with HARDWARE AND METAL. Pembroke is a town of 8,000 population, situated in a splendid farming and lumbering district. But this does not explain the volume of business done by the Dunlop Hardware Company.

Go After Trade

"We get the trade because we go after it," said Mr. Cockburn. "We have spared no time, trouble, or expense, to make our stock and our store one of the best in the country. One of the biggest items in connection with our business is the supplies required by the lumbermen. We go right out after this business. The place to get this kind of business is in the lumber camps, and just as soon as a new camp is started our men are there to take orders for supplies. Take crosscut saws for instance. These are needed in large quantities. This year I should say we will sell fuly 2,500. This is approximately an increase over our sales in this line last year of 25 per cent."

In going after the trade in the lumber camps, however, the Dunlop Company does not for one minute neglect either the local retail trade or the trade of the thousands of prosperous farmers in the district. By reaching out for business it has built up a business that extends for at least a radius of twenty miles around Pembroke. French farmers from across the river in Quebec, Scotch farmers in the district east, and German farmers in the territory west, all buy from Dunlop's.

A Splendid Store

The Dunlop Hardware Company, to meet the demands of its trade, requires an immense stock, and it believes in never letting a customer get away because it does not have the goods asked for in stock. The people of the district have come to know that if they want anything in the hardware line they can get it at Dunlop's.

The retail store on the main street of Pembroke is not only one of the handsomest, but one of the largest and most substantial buildings in the town. Two big fires last year swept away whole

ections of Pembroke's business district. Some of the storage buildings of the Dunlop Co. were among those which went up in smoke, but it was at the retail store built throughout of concrete that the flames in the last big fire were checked. The store is absolutely fireproof and the windows, except the platee glass show windows, are of wire glass. The stock is carried in various sections of the store, and each is separated by fire-proof doors. A large stock of cutlery is kept in a fire-proof vault that was formerly used for keeping the books in. It was converted into a fire-proof cutlery store house by simply placing shelving in the vault. Each night massive iron doors close on a valuable stock of this line.

Steel Shelving

As may be seen from the illustration, solid steel shelving is used throughout the enamelware department. Below the shelves various lines are kept in solid steel drawers. These steel shelves occupy the whole of the eastern side of the store and one end.

"The steel shelving has proved so satisfactory," said Manager Cockburn to HARDWARE AND METAL, "that we are planning to put in a lot more of it. It is not only strong but it looks well and is easily kept clean. If it is accidently scratched, a little rubbing with oil removes all traces of the damage. This cannot be done with wood.

Another improvement planned by the firm is in connection with its silent salesmen. These are found throughout the store and at present have glass fronts and wooden tops. It is planned to shortly remove all the wooden tops and replace them with glass.

Some Features of the Store of Dunlop & Co.

Store and adjoining buildings are all of fireproof construction.

Four large display windows which are changed regularly.

The price is plainly marked on every article in the store.

All steel shelving in the enamelware department. More shelving of this style is to be installed.

Display counters with glass front. The wooden tops are to be replaced with glass to add to the display value.

Display tables which are changed frequently are placed at conspicuous points in the store.

Seasonable lines of goods are kept on display in the front part of the store.

All stock is kept looking its best, clean, bright and attractive.

Increase Sales

"We have proven beyond doubt that these silent salesmen are big business producers," said Mr. Cockburn. "People can see the goods and often buy things when they are in the store that they need but had forgotten about until they see them in the cases. Displaying the goods always helps sales, so in order to display them still more we are going to put glass tops on the cases."

Mr. Cockburn appreciates fully the value good window displays are in boosting business. The Dunlop Hardware Company has four large display windows, and the displays are changed regularly.

"We nearly always get results," said Mr. Cockburn, "but if we put in a display and find within two days it is not increasing sales, it comes out. We always use price tickets freely in connection with all goods shown in the windows. We went to considerable expense to secure good show windows and they have demonstrated their value."

Change Them Often

The Dunlop Company has learned the value of keeping display tables laden with various articles at strategic points in the store where all those who come in cannot help seeing them. These displays are changed often and the tables have been responsible for many sales.

The firm also makes it a rule to keep seasonable lines displayed right in the front of the store. At present, stoves, washing machines and hockey sticks are prominently shown. The results may be gathered from the statement of Man-



The above photo shows how the display idea is carried out in another section of the store. Note the display table in the lower left hand corner. Tables like these in conspicuous places about the store sell a lot of goods. They are changed regularly. Note the stove shown close by the door as one enters the door as one enters the store. The counter shown is to be replaced shortly with an all glass counter which will help display and sell still more goods.



The illustration shows a front view of the hardware store of Dunlop & Company at Pembroke, Ont. The four large display windows are changed regularly. The building is of fireproof construction throughout.

ager Cockburn that this year's stove sales will run between $15,000 and $18,000, while approximately 180 hand-power washers have been turned over.

"There is a noticeable tendency on the part of the farmers to buy labor-saving appliances, regardless of cost," said Manager Cockburn. "There is an equally noticeable tendency on the part of the public at large to demand quality goods. I attribute this to the fact that people have learned that owing to the advances in prices inferior goods, which used to be priced low are now high, and people realize that it is better to pay a little more and get a really good article.

Keep Eight Men Busy

The Dunlop Company handles a large quantity of electrical goods, lamps, electric washers, electric irons, and other lines. This business has grown until now the firm keeps eight men looking after electrical wiring and installing fixtures.

The Dunlop Company last year, owing to the difficulties it experienced in obtaining male help owing to the military demands, tried the experiment of putting its enamel ware, aluminum goods, and kitchen ware in charge of two girl clerks. Miss Coles and Miss Perault have been looking after this work for many months, and the increases in sales are the best proof that the experiment was a success.

"We have found that women will go to them and ask about things when they would not care to go and ask a male clerk," said Manager Cockburn. "The girls have picked up the business thoroughly. They take a keen interest in their work, and keep the stock spotlessly clean. I think I am safe in saying they do more work than five men."

Business Kept Up

Mr. Cockburn, in discussing the business prospects said he expected business to expand steadily. After the armistice was signed he said a decrease in volume was looked for. What actually happened was that sales in November, 1918 were $15,000 ahead of those in November, 1917. In December there was an increase of $21,453 over the business of the same month the year previous.

He commented also on the fact that not only the Dunlop Hardware Company, but no firm in Pembroke holds bargain sales.

His views regarding the granting of credit are interesting. He has been with the Dunlop Company for twenty-four years.

Six Years Often

"At the time I started," said Mr. Cockburn, "credit was often granted for long terms, six or seven years. We finally cut it down to two years, but now we insist on a settlement within a year. Our proportion of credit business to cash is nine to one. It is impossible to estimate our losses for a year, but taking a five-year period as a basis, I should say that our losses from credit granting would total five per cent."

Mr. Cockburn said the losses as far as farmers are concerned are very small. While the farmers generally want accommodation he said, he found them honest and willing to pay up sooner or later. The principal trouble the firm finds is collecting from working men who have the habit of paying cash for some time and then suddenly asking for credit on some excuse, run up a good-sized bill, and then migrate.

Pays No Bonus

The Dunlop Company does not pay any bonus to its clerks, but it has a system by which the sales records of each man is kept, and then at the end of the year his salary is raised according to the work he has done.

On all the roadways leading into the town of Pembroke, and at prominent places throughout the countryside where they will be seen by the largest number of people, the Dunlop Company has placed its signs. Two kinds are used, some of steel construction and the other of frame. There are about seventy-five of these signs at one point and another in the country for a radius of twenty miles around Pembroke. They measure about eight feet in length and three feet in height and all direct the farmers to the Dunlop Hardware Co. in Pembroke for their needs. These signs, Mr. Cockburn says, have paid well and bring in a lot of business, besides keeping the firm's name continually before thousands of people.

Other Features

Beside the store building shown in the illustration, which is stocked from cellar to garret, Dunlop & Company have half a dozen other buildings in which to carry various lines which they deal in very extenstively. There is a building for cement, one for axes, of which the firm handles large quantities, another for iron and bars, a large stable, a warehouse, and a building where explosives are kept.

Everything that makes for labor saving and ease of handling is to be found in these buildings. The stable, for instance, has modern all-steel equipment and concrete flooring and is always quickly and easily kept clean. All the buildings are of fireproof construction.

FURTHER DECLINES TO COME ON FALL LINES

A manufacturer of enamel and tinware lines, etc., in referring to the decline in prices this week, states that: "The recent drop in steel prices along with the announcement that the prices on this commodity would be constant during the balance of the year has enabled the manufacturers of shete metal goods to name much lower prices. These prices became effective on April 1, and already tre effect is being felt in the trade. Lower prices will undoubtedly prevail in this manufacturer's opinion on season able fall lines as soon as the raw material for fall goods starts to arrive that have been bought at lower prices. Reports all over the country show small stocks on hand which undoubtedly is responsible for the increased demand.

MASS PRODUCTION OF MOTOR CARS

The first attempt is to be made by British manufacturers to embark upon the mass production of motor cars, a plan which the *Daily Mail* states has met with so much success in the United States. A Newcastle-on-Tyne firm of manufacturers will shortly place on the market a standardized 12-horsepower car assembled from parts manufactured by a number of well-known engineering firms throughout the country.

What Hardwaremen Are Doing

Activities of Stores All Over the Country As Reflected in Their Advertising Copy—Many Suggestions Here For Arranging and Phrasing Your Own Advertisements.

Macnab & Sons, Orillia, Ont., challenge the mail order houses in announcing a sale of stoves. Eight stoves are listed, giving sizes, style and price with the following comment: "To make room for the new lines, we propose to clean out our coal and wood ranges, and to do this we offer you the best line ever sold in Canada at less than manufacturers' prices. Take a look over our stock. You can save $15 to $20 buying now while the line lasts. These prices are cash prices. Your opportunity is to buy now as we cannot repeat this offer when the lot is sold out. On the same quality and on the same cash basis they work on we will meet any prices in Eaton's general catalogue."

J. C. MacIver, Welland, Ont., advertises "Wall paper, paints and brushes. New tapestry wall papers, foliage and scenic patterns for living rooms, dining rooms and halls, blue, brown, grey and buff. Stripe patterns for bedrooms, floral cut-out borders, narrow stripes of blue, pink and mauve. Floral cut-out patterns add charm to these papers. We sell—fine carpet brooms. Every broom guaranteed. Will outwear three ordinary brooms. Try one, $2.70. Kalsomining brushes. Special varnish for furniture and indoor work. See us before buying your ready mixed paints. You will save money."

W. H. Cuddy, Strathroy, Ont., is after the car owners in his town. He advertises "—— auto finishes. Now is the time to remodel your car. —— auto finishes will give you finished results at a home made price. Spread —— auto enamel over the surface as best you can and forget about it. It will even itself out into a smooth coating and dry out of danger from dust quickly. When you drive your car out again it will look like new. —— finish is very durable, more durable than the finish originally put on by the manufacturers of most cars. It will not crack, chip off nor become dull through washing or exposure. You will find your spring hardware needs here.

Consumers' Hardware and Supply Co., Lethbridge, Alberta, advertises "On the line by nine o'clock." A better washing, whiter clothes, no hard work. Freedom from hours of slop and steam when you use the —— high speed washer. It runs easier loaded than others do empty. It's the washer with the spiral cut gears that gives ease and speed, the four-winged dolly that churns the hot suds through the clothes. Positively will not injure the finest fabrics. Your money refunded in 30 days if not satisfied. The washer back by a positive 5-year guarantee. Come in for a demonstration to-day."

Rice Lewis & Son, Limited, Toronto feature the following: "British flags to welcome the returned men and add the brightness of appreciation to the freshness of spring. Many weather worn flags on our public and larger buildings might now be seasonably replaced. We have an assortment." Here follows a description of some of the goods and the ad closes with "Weather wearing, fast color, English all wool bunting."

The Allison Hardware Co., Chatham, Ont., advertises "The —— Silo, the mortgage lifter, the money maker. Pays for itself the first six months. Enables cows to produce as much milk as when pastures are at their best. The —— Silo is scientifically planned, not only as to form and construction, but particularly as to material, the famous Southern long leaf yellow pine being used. Talk it over with us—then ask the man who owns one."

J. R. Myers & Sons, Stratford, Ont, are out to get business from the spring gardeners. Their ad reads: "Garden tools that will make gardening a pleasure. You need to have some sort of garden implements to work the ground properly, so why not buy good ones while you're at it? We have just the right gardening sets for your personal use, that you'll say yourself are just the kind of well made implements you have been wishing for. Prices are right too. Look here, Rakes, 40 cents and up; Hoes, 55 cents and up."

The Pioneer Hardware Co., Davidson, Sask., advertises "Enamelware, our spring stock has arrived and we think that we have a complete line at prices which are right. Hardware, we have also received a carload of mixed hardware and feel that we are in a better position to attend to the requirements of our patrons than ever before. We solicit your patronage for 1919, and assure you of our best service."

John A. Yeo, Shelburne, Ont., offers "A Timely Suggestion. The housecleaning season is now here. Why not get your house painted as well as cleaned? Paint does not only add to appearance, but is a disinfectant as well, and makes a house healthier to live in. Use —— stain for your floors, wood work and doors. We have varnish for the linoleum, ——, —— for the walls and ceilings, in fact everything in the paint line that goes to make the home better to live in."

James S. Neill & Sons, Fredericton, N.B., also feature washing machines. In display type they announce "Washing machines. A washing machine not only washes the clothes mechanically, but does it better and quicker than they can be washed by hand, no rubbing, scrubbing or backaches for you; the washer takes all the work and responsibility." A cut of the washer is given, but no prices are mentioned.

C. E. Hadden, Picton, Ont., in his ad says: "All accounts that are past due owing to C. E. Hadden, must be paid before April 1st, 1919. Your very strict attention to this notice will greatly oblige, as after that date, past due accounts will be collected in another way."

The O. B. Henry Co., Arthur, Ont., is advertising a sale of tools as follows: "Come to Arthur on April 15th. Try to make this a Banner Day. If price will induce you, come. Read the list below. There are dollars saved by buying now. We purchased the used Tools from the Aviation Department of the Imperial Munitions Board, Toronto, part of which we will put on sale that day.

Some of the items listed are:

5	only Blacksmith Leather Aprons, each	$1.00
50	set Assorted makes consisting of the following sizes Auger Brace Bits, one each, 3-16, ¼, 5-16, ⅜, 7-16, ½, 9-16, 11-12, 10-16, 13-16, 12-16, 14-16, 16-16 at	2.00
100	only ⅛ Socket Firmer Chisels with handles ..	.30
75	only ¾ Socket Firmer Chisels with handles ..	.35
100	only 1 Socket Firmer Chisels with handles ..	.35
100	only 1½ Socket Firmer Chisels with handles ..	.35
5	only 30 in. Spirit Levels	1.00
50	only Iron block planes, 5 in. in length, reg. $1.25	.59

The ad closes as follows: "Make our store your headquarters, whether you are in need of goods or not. All welcome."

O. B. Henry & Co., Drayton, Ont., are advertising as follows: "Seeds. We have been a little late this year in quoting prices re seeds on account of the unrest of the market, but we find that there is now considerable activity in the outside market. Following are our prices for immediate delivery and you can take our word it is the right time to buy now.

Going After Auto Accessory Business

Hardware Dealers Have One Of The Greatest Opportunities For Sales This Season in the History of the Trade—A Steadily Growing Field That Brings Both Direct And Indirect Business.

PERHAPS one of the best indications of the steady progress hardware men are making in the sale of automobile accessories is the protest made by some of the jobbers and garage men. They say the hardware men are getting the business and they try to make out that the hardwaremen are encroaching on their territory. Some even will go so far as to say that the hardware men are guilty of a breach of business ethics because they have entered this field.

It is the old story over again. The hardware dealers saw a chance to be of real service to their community and to add a profitable sideline and took it. They not only took it, but in all part of the country hardware dealers have been pushing the sale of accessories with the same "pep" that they put into selling other lines, with the result that they now dominate the situation in many districts.

For Good Business

They have found that their automobile accessory departments can be made to show a profit not only through direct sales but also indirectly through their influence in bringing automobile customers into touch with other commodities in the store.

Car owners as a rule are people with money who do not hesitate at spending a dollar or two when they get what they want. Very often they come into the hardware store for oil, or auto tools or some other line for their car, perhaps only for gasoline, and before they leave will spend several dollars. This happens frequently, so frequently that many hardware dealers count car owners among their best patrons.

Has Grown Steadily

Many hardware firms who ventured into the auto accessory field a few years ago because they saw possibilities in the business have watched the department grow steadily every year, until now it is one of the most substantial and best paying sections of the business.

Just as the automobile business is growing steadily because cars are supplying a real need in the world, so the accessory business is growing and will grow, because every car owner has to have new equipment to keep his car up to date; auto finishes and varnishes to keep it looking at its best, and devices that make for convenience or economy of operation.

Excellent Chances

At no time in the history of the automobile business have there been better chances for handling and selling auto accessories than right now.

Col. Charles Clifton, president of the National Automobile Chamber of Commerce, discussing the situation in regard to automobile production, recently said:



This is the way in which the W. H. Thorne Co. of St. John, N.B., is going after the auto accessory business. This ad. might have been much improved by quoting prices.

"Normally the production and sales of motor vehicles in this country increased at a rate of 40 per cent. a year. In 1915 and 1916 the passenger car increase was 50 per cent. to 80 per cent. respectively, but in 1917 it fell to 17 per cent. and last year there was a decrease of nearly 40 per cent. If the normal increase had been maintained throughout this four-year period, the output last year would have been approximately 2,250,000 instead of the actual production of 1,044,754, and there would have been built about 700,000 more cars than were actually made. So there is an apparent shortage of that many cars. For the year 1919 there should be a potential market for 3,000,000 cars, but not more than half of this number will be produced in all probability, and by summer many persons will be wanting cars who will have to go without, or content themselves with machines that have already been in service too long and should go to the junk dealer."

Same Conditions Here

That this summary of the situation is correct is shown by the statements of manufacturers to HARDWARE AND METAL. Firm after firm declared that it will be absolutely impossible for them to make delivery of new cars in anything like the quantities that they are being called for.

There is only one answer to this situation, and that is that those who have cars and want to buy new ones will have to make the old ones do. Those who do not now own cars will either have to wait or buy used cars and fix them up. They are doing this. Many car owners are also fixing up the old car and plan to make it do this season.

This opens unlimited opportunities for the dealer who is handling auto accessories, and as far as the hardware men are concerned they are taking full advantage of it.

Going After Business

They are going after the business, and they are getting it. Working on the principle that the way to keep merchandise turning over is to let people know you have the goods, the hardware dealers are arranging attractive window displays of accessories, they are advertising in the newspapers, and many of them are sending out lists to the car owners in their territory. Aggressive merchandising of this kind brings results, and the hardware dealers are reaping the reward. They are holding the business that their advertising copy, their window displays, and their other methods bring in because they are rendering service in their stores. They not only have the stock but they have a stock they can stand behind and guarantee to the limit.

Have Played It Safe

No one can accuse the hardware dealers of falling into a trap which so many fell into, that of taking on a whole lot of new and untried goods. Few fields have seen more new lines, many of them fads, brought out than the auto accessory field. Many of them failed abso-

Continued on page 69

Brothers Who Helped Allies Win

Four Sons of James L. Vokes—Left Their Father's Hardware Store in Answer to the Empire's Call—Three Are Home, Two Wounded and the Other is Still on Duty in France.

COMPARATIVELY few families were represented in the great war by four stalwart sons. Still fewer hardware men had the honor of having that many boys fighting in the service of the Empire. J. L. Vokes of the hardware firm of J. L. Vokes and Son, 68 King street W., Toronto, had all his boys in uniform serving King and country in various capacities. Three of them are now home again, two wounded, while the fourth is still on duty in France with his unit but hopes to be home before very long.

Lieutenant A. L. Vokes, whose picture is shown third in the adjoining column, was the first to answer the call to the colors. In May of 1915 he enlisted at Toronto with the 13th Battery as a private. After training for a short time in Canada he went to England and later to France where he served with his battery through some of the heavy battles at that time. Some of these fights were among the bitterest of the war, especially for the Canadians, who had to hold their own against odds that were tremendous. They were not only outnumbered but at that time the German forces had the advantage in not only having high explosives, but in having them in large quantities.

Wounded at St. Eloi

Lieut. Vokes was kept pretty busy and saw a lot of heavy fighting. He came through it, though unharmed, except for a wound in the hand. This was sustained when he was struck by a piece of shrapned. The wound was more painful than serious. Soon after this he was sent to England where he took the training which resulted in his securing his commission as lieutenant. Returning to France he took part in all the heavy fighting that occurred and was through the terrific struggle that was raging just a year ago at this time when the Germans made their greatest effort. He was also there when the tide turned and it was the Germans who were doing the retreating, followed by the victorious Allies. He arrived home recently.

Went With C.A.M.C.

Pte. H. A. S. (Arnold) okes answered the call in August of 1915 when he signed up with the C.A.M.C. He went to England in September and was on duty there for some time, seeing that side of the war which only those who had to help take care of the thousands of wounded men have any appreciation of. In England he was promoted to Corporal, but in order to get to France and into "the big show" reverted to the rank of private. In France he was stationed with No. 10 Stationary Hospital, which had its headquarters at Calais. Here he did his share in looking after the men who came back in a steady stream from the firing line while the big battles were on. He also saw another phase of the havoc wrought by German "kultur" when Hun aviators made a raid last spring and dropped bombs on the hospital. Pte. Vokes escaped unhurt. He is still on duty in France.



In At The Finish

Pte. Edward L. Vokes, who returned to Toronto on Friday night last, enlisted with the 116th Battalion in September, 1916. After arriving in France and going through some heavy fighting unharmed he was wounded on July 17, 1917, in a raid on Avion, when a piece of a bomb struck him between the shoulders. He wa ssent to England, where he was in the hospital for some time. Upon recovering he was assigned to the duties of Sergeant Instructor and spent some months helping get recruits into shape for service in France. When the big events of the war commenced to shape themselves last year he went to France again, being attached to the third division. He was not only through the fighting which marked the final efforts of the Huns, and which kept the whole world in suspense for three months, but he was in the big drive which the Allies started and which ended victoriously. He was not only in the drive but he was in at the finish, being with the third division when it was in at the capture of Mons the day before the signing of the armistice.

Went in The Navy

Sub-Lieutenant Carl W. Vokes did his bit with the Canadian navy. After signing up in 1917, he proceeded to Halifax and was perhaps exceedingly fortunate in that he reached that city on the day after the explosion which caused such great loss of life and damage to property. He has been on duty ever since until he came home three weeks ago.

The four brothers were in the hardware business with their father before leaving to help fight the battles for the world's liberty.

Lieut. Arthur L. Vokes, who has just got into civies again, is back in the store with his father. His other two brothers are taking a little rest before deciding what they will do.

Reading from top to bottom, the names of those in the photos are: Pte. Edward L. Vokes, 116th Battalion; Pte. Arnold Vokes, of the C.A.M.C.; Lieut. Arthur L. Vokes, who went over with the 13th Battery, and Sub-Lieutenant Carl W. Vokes, of the R.C.N.V.R.

Paint Firm's Big Publicity Campaign

Plans Rapidly Taking Shape To Cover Dominion—More Extensive Than Originally Planned—Important Data Secured Will Assist Greatly—Concerted Action On Retailers' Part Will Be Effective, Too.

EXTENSIVE plans in furtherance of the big educational paint publicity campaign about to be launched by the Canadian Paint, Oil and Varnish Association, are rapidly taking shape, under the committee in whose hands the whole matter has been left. This committee, comprised of George Henderson, president and general manager Brandram-Henderson Ltd.; R. C. Misson, Montreal manager of the Sherwin-Williams Co. of Canada, Ltd.; A. T. Black, manager Martin-Senour Company, Ltd.; H. E. Mihell, of the Imperial Varnish and Color Co., Ltd., and A. W. Poole, of McArthur-Irwin, Ltd., has been actively engaged in placing the forthcoming campaign on a most substantial basis. Such progress has been made as will ensure the inauguration of the campaign about April 20. This will be an ideal time for the opening of the "big push" toward the biggest selling season yet enjoyed by the paint trade from coast to coast.

President Henderson's Views

As president of the Canadian Paint, Oil and Varnish Association, and as chairman of the advertising committee above mentioned, Mr. Henderson said:

"Too many owners of property consider paint as a decorative medium only, and consequently somewhat of a luxury. Perhaps the paint manufacturers are somewhat to blame themselves for this attitude, having probably stressed the artistic side and not paying sufficient attention to the real purpose of paint.

"In this educational campaign we are going to place before the public the true facts, showing that the first and most important purpose of paint is to protect and preserve. It is an astounding fact that the loss to invested capital in this country through decay and disintegration of property because of lack of paint, exceeds the loss through fire."

Plans More Extensive

An outline of the tentative plans for this campaign was given in HARDWARE AND METAL of March 8. Since then progress has been made by the committee and the plans call for a more elaborate programme, it is understood, and for the expending of a larger sum for general publicity. Speaking along these lines, Mr. Henderson continued:

"While the Canadian Association has been fortunate in being able to secure much data from the American Paint Association, which also is conducting a similar campaign, yet we believe we are going in some respects deeper into this matter, placing it on a broader national conservation basis worthy the support of every good citizen.

"We have every reason to believe that the Canadian Trade Commissioner and the Dominion Commission of Conservation will publicly endorse and approve our objects. From this it will be seen that the campaign is much more important than any previous Clean-up and Paint-up campaign. It is to be an educational, conservation movement under national auspices.



GEORGE HENDERSON

Of Montreal President and General Manager of Brandram-Henderson, Ltd.

National in Scope

"The advertising will be of a national character, extending from coast to coast, and using large space in the leading dailies, farm papers, and general publications. In addition to the regular advertising, we have also organized a propaganda department, which has gathered a large amount of information relative to the woeful waste caused through the lack of paint. This data will be furnished the press from time to time in all parts of the country."

Co-operation Expected

In a scheme of this nature it is obvious that the retailer will be no small factor in working out details that devolve upon him. In fact a real opportunity will be afforded the retailer in every town, city and hamlet, and of which he will do well to avail himself. It is an opportunity that has not been afforded in just so unique a manner at any previous time.

"The ultimate success of this campaign," said Mr. Henderson, "rests upon the co-operation given by the retail trade. It furnishes them a wonderful opportunity to 'cash in' by co-operating in every way possible. The committee has carefully prepared a plan enabling the dealer to take full advantage of the campaign. The retail dealer may make himself a teacher of thrift in his own community by bringing this message of the conserving value of paint before his own community."

Get Early Start

With signs of an early spring the dealer will be wise who lays his plans now, and who begins the preliminary publicity in his own community so essential to forming a solid foundation for the coming weeks and months. The mailing list will require revision and careful checking. Before the busy days come this should be attended to and corrections and additions made. Stocks also will need to be checked up carefully and displays made to look their best. Probably a coat of paint or varnish will be effective in the paint section, and early window displays will be in order. The whole atmosphere within the store can be made to breathe the spirit of this movement. Is your plan being worked out? To-day is an ideal time to begin.

SHEFFIELD STEEL FIRMS SEE BUSINESS REVIVAL COMING

Reports from Sheffield, England, report that while the steel trade is very quiet there are indications that a big revival of business in coming. A report says: "There are movements which tend to inspire confidence in the future of the trade, at any rate as regards various special classes of steel. Some at least of the many overseas inquiries are materializing into actual business in spite of the high prices. The South African mines, having now resumed crushing, are ordering a considerable tonnage of steel from Sheffield, and large French orders are being booked for special steels for the automobile industry, as well as steel for the manufacture of implements. There is also a substantial overseas demand for steel plates. Scandinavian countries are in the market for a good deal of Sheffield material. Most of this business represents goods and materials which cannot be done without, and buyers are now being convinced that the high prices are likely to continue. Traders who have opportunities of seeing the initial stages of business movements are now taking a more hopeful view of the future, and prophesy a summer."

Prior to his departure for Calgary, H. S. Doan, who has been on the staff of Hewitt & Black, Limited, hardware, Medicine Hat, Alberta, for seven years, was presented with an easy chair at a gathering of the employees, held at the home of R. C. Black.

EDITORIAL COMMENT

DON'T try to build a business without having a foundation. Store service, good advertising and enthusiasm are a good combination on which to start.

* * *

LONG after you have turned the key in your shop and have gone home, your advertisement, if it is well written and attractive, is proclaiming your store and your goods in many a family circle. A good ad. is a salesman who works 24 hours a day.

A PECULIAR SITUATION

AN interesting sidelight on the copper situation is to be found in the labor problem. With wages high and great accumulations of copper on hand, and with the end of the war stopping heavy governmental demands, the larger companies turned to decrease production to stop inroads on their working capital. The working forces were cut in half. One corporation which employed 2,000 men and turned out 10,000,000 pounds a month cut its force to 1,000 men. Another which employed 1,000 men and turned out 5,000,000 pounds a month cut its force to 500 men. But to the very great surprise of the corporations the cutting in half of the employment force did not cut in half the amount of production. Rather the companies found themselves producing with a half force almost as much as they had produced with a full force. The explanation was made that the men realized the situation, were putting in more time and working harder in their hours of labor.

DAYLIGHT SAVING

THE mix-up that has resulted over the question of daylight saving will apparently be adjusted by the necessities of business. As far as the Government at Ottawa is concerned the vote against the proposal is regarded as mere camouflage. The members who want to square themselves with their rural supporters, and there are many such members, can now go back to them and say in all truthfulness, "You can see for yourselves, for it is on record that we voted against the daylight saving bill." At the same time many of these members are personally strongly in favor of daylight saving. It is regarded as not unlikely that the Government may yet put the measure through under some excuse or other. The situation as it stands now is that the United States has put summer time into effect and the Canadian railways in order to conform with the train schedules and make connections have adopted it too. This naturally means that the telegraph companies will fall in line and the daily newspapers have to operate on the same time as the telegraph companies. In nearly all the larger centres and even in many of the smaller places the clocks have been put forward an hour. It is chiefly from the rural districts that the opposition to the plan is coming. The farmers make all sorts of claims against daylight saving and many are refusing absolutely to adopt it or work by it. In these cases no particular harm is done except perhaps to the farmer himself, who may suffer some inconvenience. Were daylight saving, however, not adopted in the business world, Canadian railways, and factories would be running an hour behind American railroads and there would be not only inconvenience, but loss and serious interruptions to business.

WORTH GOING AFTER

NEVER in the history of this country are people reading the advertisements with such close attention and such keen interest as they are now. The great buying public is thoroughly alive to the fact that reading the advertisements of live wire merchants is one of the ways in which they can not only save money, but help fight the high cost of living. This is especially true of women and they have been doing more buying in the last five years, as a result of so many men being overseas, than the average individual might suspect. An investigation which was conducted recently by a magazine to find out just how much of the buying women have been doing showed some very interesting figures. For instance, ninety per cent. of the house furniture is bought by women, eighty-five per cent. of the pianos, ninety per cent. of the food products, sixty-five per cent. of the socks and sixty-five per cent. of the men's neckwear. No figures are given in regard to hardware purchases, but many hardware men state that there has been a very noticeable increase in the amount of buying done by women. Many firms now, in all their advertising matter, take special pains to feature a number of lines which will carry a broad, general appeal to women shoppers. They state that they are obtaining very excellent results from these tactics. Women naturally love to "shop" and the stores that attract them are those whose ad-

vertising copy carries a real message. If the store backs up this message by having good goods and showing them attractively, sales can be greatly increased.

THE SIX-HOUR DAY

LABOR, wrapt up with itself as unfortunately are other classes to far too great an extent, thinks of capital as the octopus which sucks its blood. Labor thinks of management hardly at all, yet management is the factor which, under proper conditions, gives life to both capital and labor. Management and capital may be one, but where they are one, there capital is also, in reality, labor.

Unions are urging a six-hour day. Henry Ford is said to be granting a six-hour day. The workers in those plants, therefore, will toil for six hard hours—then eighteen golden hours they will have to themselves.

Not so the Ford executives—the management. Those men, be their office hours what they may, will be, as in the past, twenty-four hour men. Time for food, recreation and sleeping they will, of course, take; yet the food will often be taken while the business is being discussed, sleep will frequently be in a Pullman, which is hurrying the sleeper to a business appointment; the recreation will largely be with friends with whom ideas may be exchanged, from whom the valuable fresh start on the business problem may be secured.

The management—the brain workers—neither seek nor know any six-hour day. An understanding of their constant study and work would be illuminating to the labor men. It would lead these to realize how uneasy lies the head that is head of some big work.

WILL HELP CANADA

IMPOSITION by the French Government of an import embargo to the British is regarded by Government officials as evidence that the Allies have completed their plans for industrial reconstruction and are proceding to put them into effect.

Great Britain and France have established a pool to control whatever purchases they need to make in the United States, and Italy is co-operating with them to a limited extent. As a result trade experts do not think there will be much sale for American finished products in the European countries for some time to come, it being the announced policy of the Allies to do without those articles which they cannot manufacture at home. Many basic materials still will be obtained from Canada and already inquiries are coming in in a manner that indicates that considerable future business will develop. The building up of a vast inter-Empire trade is in progress and Canada will benefit, while at the same time helping the Motherland to maintain her industrial place in the world.

WHAT OTHER EDITORS SAY

IT seems to us, much of this outcry against profiteering and Bolshevism is much like the child on the ocean beach trying to sweep the waves back with a broom. What is profiteering? Is it anything more than "getting the price" demanded by conditions? All of us are ready to condemn the other fellow for profiteering because it happens to affect us. But it has probably been noticed that anybody having anything for sale is getting the highest price possible for his commodity. The laborer who used to be satisfied with $3 a day now demands $5 and $6; the farmer who used to yearn for one dollar wheat now demands two dollars; thirty-cent butter and eggs—pre-war prices—now fetch sixty cents. One might go on indefinitely, but what's the use? The man who does not know that to set a profiteering price on wheat means that automatically a profiteering price is set on everything else, has not studied the problem closely. Away back in Bible times, high corn (wheat) prices meant correspondingly high prices on everything else. And this condition has always obtained. It is the same to-day and will be the same for all time. It gets a country nowhere to bring on a condition and then decry the effects. —*Okanagan Commoner.*

* * *

WE learn that the boards of trade in various towns are taking active measures to combat the mail order business that is draining the country towns so steadily and so systematically. This is a line of work that should be taken up by the Forest B.M.A. in a vigorous manner. Every week considerable money is sent from Forest to mail order houses. This is too much of a drain and the bulk of this business can be done through the home merchants if all will join in a united effort. It is well worth trying.—*Free Press*, Forest, Ont.

* * *

SPRING, from time immemorial, has been known as house-cleaning time. During recent years this period has developed a popular slogan, "Clean up and paint up." As a conservative measure this would be hard to improve upon. Wood, when exposed to the weather without protection, soon deteriorates, it bears a shabby and neglected appearance, and is in a great majority of cases but an indication of the enterprise or carelessness of the owner.

Nothing adds more to the appearance of a building than a coat of paint; nothing will do more to protect the woodwork and prolong its life than covering it with a paint preservative. With building conditions as expensive as at present, and with the necessity of employing the available help in the construction of new houses, it is essential that present construction be protected.

Our soldiers are coming home, they are coming from a country of homes, where thrift is paramount, where the people take pride in their premises and keep them in the best condition. Can we not, this spring, bear this in mind, and let our boys see that the home folks have awakened to the advantages of cleaning up and painting up, that their homes bear that well-kept and cheery appearance that bids them welcome?—*The Chronicle Telegraph*, Waterloo, Ont.

* * *

OUR Parliamentary representatives at Ottawa are working up an indemnity objective of $4,000 a session. This is a jump of $1,500 a year, and if the object is obtained the good and bad alike will share in the increased emoluments. We are not going to say that some of the members are not worth the $4,000 a year, but we are confident the number is comparatively small. The mere voting machines will get the same salary as the active and efficient members. If the Commons is entitled to an increase of salary the Senate will stand out for a like consideration, and the present is no time to throw away money when we are told the country will have to strain every energy and practise every economy to pay the interest on our war debts.—*The Chronicle*, Durham, Ont.

EVENTS IN THE TRADE

Business Changes

Port Dover, Ont.—A. M. Brogdon, of Stratford, Ont., has purchased the hardware business of J. S. James.

Obituary

The death occurred at Maisonneuve, Quebec, of W. T. Woodall, manufacturer of tacks.

The death occurred at Gananoque, Ont., of Senator George Taylor. He was a director of the Ontario Wheel Co., Ltd.

William H. Roughley, aged 39, traveller for the past four years for the hardware firm of D. H. Howden & Co., London, Ont., died at his home after an illness of only a few days with pneumonia. He was formerly with the Hobbs Hardware Co., also of London. John, of Calgary, is a brother.

Fire Losses

The premises of the Fowler Hardware, Ltd., Sudbury, Ont., were damaged by fire in a blaze which caused a loss of $150,000.

Personals

Fire in the premises of the Toronto Metal and Waste Company, 146 Niagara Street, Toronto, caused a loss of $12,000.

E. Wright, of Strathroy, Ont., has left for Regina, Sask., where he and his father intend opening a retail hardware store.

At the annual meeting of the Civic Garden Club, held at Hamilton, Ont., A. T. Enlow, of the Dominion Sheet Metal Co., was elected president.

B. C. Culley, of Forest, Ont., who recently returned from overseas, has taken a position in the hardware store of Fred Hunt at Goderich, Ont.

Edward Young, of Tillsonburg, Ont., has joined the staff in the tinsmithing department of the Tweed Hardware Co. at Tweed, Ont.

Walter Muirhead has been transferred from Winnipeg to Calgary, where he is now manager of the sporting goods department of the J. H. Ashdown Hardware Co., Ltd.

Alex. Henry, of sale staff Sheet Metal Products Co., who was operated on for appendicitis last week, is progressing favorably and hopes to again call on the trade in the near future.

Joseph A. Merrick, secretary-treasurer of Merrick, Anderson & Co., Ltd., Winnipeg, returned on Friday last after spending several weeks in California with his son, who has been ill but is now well on his way to recovery. Mr. Merrick reports conditions through Western Canada as very good at points he stopped off at and everyone feeling very optimistic over the outlook.

Norman A. Wylie, for many years sales manager for Ontario of the Sheet Metal Products Co. of Canada, Limited, has resigned to engage in the manufacturing business. At a gathering of the sales and office staffs of the above company, Mr. Wylie was the recipient of an address and a handsome testimonial expressing the regard in which he was held by those with whom he had been so long associated.

Trade Notes

The Superior Roofing Co. has been registered at Toronto.

The Dufferin Paint Works has been registered at Toronto.

The firm of Goodwin & Co., Ltd., Sarnia, Ont., has been changed to Imperial City Heaters, Ltd.

A voluntary petition for a winding-up order has been granted for Munitions and Metal Products Ltd., Montreal.

The Hurley Machine Company, Limited, 413 Yonge street, Toronto, is moving into new offices at 411½ Yonge street.

Wm. Chalmers, hardware, Deloraine, Manitoba, has moved back to the store in which he commenced business 17 years ago. He plans to remodel the building shortly.

W. H. Lutz, of Hespeler, Ont., has resigned as secretary-treasurer of the Grand River Railway to take the position of business manager of the Galt Art Metal Works at Galt, Ont.

Archie Morris has been appointed representative in Edmonton and Northern Alberta for the Merchants Hardware Specialties, Limited, of Calgary. He is opening a permanent sample room in Edmonton. Mr. Morris is well known to the hardware trade, having been a travelling in a coast city.

Montreal News

A. W. Poole, of McArthur, Irwin, Ltd., Montreal, visited New York during the week.

George Henderson, president Brandram-Henderson, Ltd., Montreal, was in New York this week.

The Hamilton Stove and Heater Co. was represented in Montreal this week by Mr. Taber.

Montreal jobbers were called on this week by Mr. Martin of the Channell Chemical Co.

A. Birmingham, of John H. Graham and Co., New York, was in Montreal during the week.

E. N. Dengate, representative for Oneida Community, Ltd., was a Montreal visitor this week.

C. E. Peabody, representing C. E. Peabody & Co., of New York, spent part of the week in Montreal.

Morris Wheller, of Sargent and Co., New Haven, Conn., was a caller on the Montreal trade this week.

T. F. Shurley, of T. F. Shurley and Co., Ltd., St. Catharines, Ont., called on the Montreal trade this week.

Archie T. Black, general manager of the Martin-Senour Co., Ltd., Montreal, was in New York during the week.

Charles Shinn, of the Seed Filter and Manufacturing Co., New York, spent a day or two in Montreal this week.

W. S. McLennan, general sales manager of Brandram-Henderson, Ltd., Montreal, was in New York this week

Members of the Montreal Board of Trade have been scouring the business houses for new members, and their "drive" netted them, it is understood, about 600 members. Several of the interested solicitors were from the metal and hardware section, and Mr. W. S. Leslie, of A. C. Leslie and Co., wholesale metal merchants, has been a very ardent canvasser, it was stated.

S. A. Harris, with S. Guiterman and Co., England, and R. Wumberlich, their New York representative, were in Montreal this week in the interests of the English house. While here they placed orders for a number of general hardware lines, these to be shipped to the English market. HARDWARE AND METAL was informed that the disposition toward Canadian-made goods is very favorable by the English firms, and that they express a real preference for goods available here, which are likely to sell in the British market.

Maritime Notes

W. G. Scovil and Howard Ryan have opened a general store in Hampton, N.B., in the premises formerly occupied by T. G. Barnes & Sons.

S. T. Payson's general store in Westport, N.S., was destroyed by fire recently with a loss of $6,000, only a small part of which was covered by insurance.

Winnipeg News

W. B. Stephenson, of Harding, Man., was a visitor in the city for a few days this week.

Mr. Tompkins, of the Lay Whip Co., Rock Island, Quebec, spent most of the week in the city calling on the jobbing trade.

Jos. A. Merrick, secretary-treasurer of the Merrick Anderson Co., Ltd., has just returned from a two months' vacation spent in California, where he was visiting his son, G. G. Merrick.

Mr. Segurdson, of Segurdson and Thoraldson, who operate stores at Riverton, Arbourg and Gimli, Man., was in town for a few days this week on business.

Regina News

Messrs. McIntyre and Johnston, representing the Prairie City Oil Co. were in the city this week.

Mr. Iron of Yale and Towne, St. Catharines, Ont., was in the city this week.

Mr. Shaver, representing the Gillette Safety Razor Co., called on the hardware trade this week.

Mr. Perry Logan, of the Wood Hardware Co. is spending a few weeks in Toronto.

Mr. H. James, of the Glasgow House hardware department is on a business trip east.

N. L. Van Fant, of the Canada Foundries and Forgings Limited, James Smart plant, was in the city this week.

Mr. Lewis Hurry, manager of the Hingston Smith Arms Co., sporting goods department, Edmonton, was in the city this week.

Incorporations

The A. R. Williams Machinery and Supply Company, Limited, plans to manufacture and deal in tools and machinery.

The Blue Mountain Lumber Company, capital $40,000, head office Collingwood, Ont., plans to carry on a general lumber and sawmill business.

The Canadian Collapsible Rim Company, Limited, head office, Windsor, Ont., capital $500,000, plans to manufacture and deal in accessories for autos, trucks, bicycles, motorboats and aeroplanes.

Midland Woodworkers Limited, capital $500,000, head office, Toronto, plans to manufacture and deal in wooden, corrugated paper and fibre boxes, builders' supplies and tools.

Personal

The Stamped Metal Products Company of Canada, Limited, head office, Toronto, capital $6,000,000, plans to manufacture enamelled ware and kitchen and household ware and also forged and sheet metal goods.

Oliver Lee, Limited, capital $50,000, head office, Toronto, plans to import and manufacture paints, varnishes, glue, toys, rubber goods and motor vehicles.

Scottish Rubber Company Limited, head office, Montreal, capital $100,000, plans to deal in rubber and celluloid goods.

CHANGES IN SALES STAFF OF MENZIES & COMPANY, LIMITED

Messrs. H. Mansell, A. J. Robertson and Robert Brownlee have joined the sales staff of Menzies Company, Limited, manufacturers' agents, Toronto. Mr. Robertson will be sales manager for the Ontario division on the A. C. Gilbert Menzies and the Menzies Company staff. He will have as his assistant, F. J. Venator, who prior to enlisting in the C.E.F. was employed with the Torcan Fancy Goods Company. H. Mansell has been manager for Canada for the past three years of Lazarus & Rosenfeldt and was formerly Western representative of Messrs. Cassidy Limited. He will act as special representative of the two companies. Mr. Brownlee, who was in business for himself in Montreal, until recently, will look after the Maritime Province territory.

WILL HANDLE ACCESSORIES

Motor Products Ltd., has commenced business in Winnipeg, having taken over an automobile accessory firm which recently went into liquidation. The new company will handle a complete line of automobile accessories for both retail and wholesale trade. In the latter department five or six travelling salesmen will be engaged to cover the territory from Port Arthur to the mountains. In addition to the full line of accessories which will be sold largely to the hardware dealers of the West, this company plans to offer batteries and battery parts and to give service on recharging, etc. A catalogue of all lines carried will be ready for dealers about April 1. The personnel of the new company is as follows: S. Sager, president; W. E. Garnett, manager; Mr. Kline, service manager; Mr. Grace, credit manager; Mr. Goldsmith, accountant.

W. E. Garnett, manager of the new company, was formerly manager of the auto accessory department of the J. H. Ashdown Hardware Co. of Winnipeg.

APPOINTED SALES SUPERVISOR

The Thermoid Rubber Company of Trenton, N.J., has appointed H. B. Niblette as supervisor of their tire sales division. Mr. Niblette was associated with the B. F. Goodrich Company for a number of years, and recently was district factory representative of the Quaker City Rubber Company.

JUVENILES FIRE CASTER FACTORY

Four youths faced the court in Montreal on a charge of setting fire to the factory of their former employer, W. J. Hinphy, furniture caster manufacturer. This fire occurred on February 5 and, owing to the many suspicious fires in the city, an investigation was made. The arrest of these boys is the sequel and upon examination they admitted, it is said, having set the fire to "get even" with their old boss. It appears that he had dismissed them because of their inattention to the work assigned them.

MASTER PAINTER IS DEAD

MONTREAL.—A well-known master painter in the person of Jos. N. Arcand, passed away at his home in Montreal, 243 Beaver Hall Hill.

Having followed closely the work of painting and decorating, the late Mr. Arcand filled the office of president, in 1904, of the Master Painters' and Decorators' Association of Canada. In addition to this he was, in the years 1909-10, president of the Montreal Builders' Exchange. It is stated that, in 1903, he was instrumental and largely responsible for the settlement of a painters' strike.

Mr. Arcand is survived by a widow and five children.

ADULTERATED LINSEED OIL

As chairman of a special committee of the National Paint, Oil and Varnish Association to investigate and stop the sale of adulterated linseed oil and turpentine, R. B. Robinette, secretary and treasurer of the Tropical Paint and Oil Company, of Cleveland, Ohio, has issued an appeal to the trade in general to lend its aid in stamping out the practice by reporting to the committee any attempts to sell such products. In the past year, the first of the committee's existence, the committee gathered considerable evidence along the lines indicated and placed it in the hands of the Federal Trade Commission with the result that one or two of the worst offenders were indicted. No publicity was attached to this work, but the committee intends to carry out its work this year in the opposite fashion by obtaining all the publicity possible with a view to furthering the work.

PLAN TO DOUBLE CAPITAL

At the annual meeting of the Ingram and Davey Hardware Company, Limited, St. Thomas, Ont., held during the week, the first item of business after the usual routine transactions had been dealt with was to pass a resolution making application to the Government for the increase of the capital stock of the company from $100,000 to $200,000.

The officers were re-elected and the old directors were returned to office with one addition. Frank N. Barrett, who has been assistant manager for a number of years, was elected to the board of directors. His position will be assistant general manager.

The other officers include George A. Ingram, president and treasurer; George W. Davey, vice-president and manager; E. A. Davey, secretary, and F. N. Barrett, assistant manager.

Plans were also discussed for the enlarging and improving of the store, and other matters in connection with the extension of business.

BUYS WILHELM PLANT

The Glidden Company, of Cleveland, Ohio, has taken over the business of the A. Wilhelm Company, of Reading, Pa., and plans to increase the capacity of the plant for manufacturing dry colors and chemicals.

President Workman Says Prospects For Export Business Encouraging

PRESIDENT MARK WORKMAN, of the Dominion Steel Corporation, has returned to Montreal after an absence of two months in Europe, where he visited England and the Continent.

Mr. Workman had the opportunity to view conditions under many auspices and has concluded that the future prospects for export from Canada are encouraging. Just at present there are many things to becloud the situation, and the uncertainties prove a barrier to more business materializing at the present time.

Great Britain, France and Belgium, Mr. Workman thought, would prove excellent fields for the Canadian manufacturer. With all interest centred upon the peace terms and with the important deside uppermost of getting this one big job completed satisfactorily, it is, at present, anything but easy to secure large business in these markets.

Canada Can Compete

Mr. Workman believes that, when the time arrives and goods will be bought, that Canada can enter the field in open competition with other countries. Operating costs, for instance, have been so increased in England that it is now impossible to produce an average product there at anything like pre-war prices. The demands of labor all around are a large factor in these higher costs and Canada, therefore, will be able to enter as a competitor in many lines, it is confidently expected.

Ships a Big Factor

While Canadian manufacturers can only secure business when they are in a position to deliver the goods, the great necessity confronts the industrial element of the country of securing ample shipping to carry their goods to Europe. Just at the present time the outlook is not over-encouraging for an ample amount of tonnage. Mr. Workman referred to the activity which had been exercised by United States interests and which have been laying big plans for a large merchant fleet. With the Government backing the manufacturer and making it possible for him to not only secure the shipping, but to secure rates that will give him an undoubted advantage, Mr. Workman said that it was of the utmost importance for Canada to give this matter due attention.

In addition to this, it will be also necessary, it was pointed out, to organize and develop an export banking system to work conjointly with the whole export scheme.

Big Manitoba Convention Planned

A GENERAL meeting of the executive of the Retail Merchants' Association of Canada, Manitoba branch, was held in Brandon last week at which it was decided to go ahead with the convention for this year, the officers deciding it would be advisable to hold the convention in Brandon. The dates set, and which, unless something unforeseen develops, will stand are Tuesday, Wednesday and Thursday, June 17, 18 and 19, for what will be the 5th annual convention.

The Brandon branch of the association is very keen on the convention, and along with the executive have enlisted the aid of Mr. McDermid, mayor of Brandon; Mr. Rankin, president of the Board of Trade; Mr. Hobson, president of the Kiwan's Club, and several other influential citizens. The work to be done in connection with the holding of the convention was outlined by J. H. Curle, Manitoba secretary.

The first annual convention was held in 1915 at Winnipeg, and succeeding conventions having been held at the same city it was felt a change to Brandon could be made the centre for this year's activities to advantage.

A real live program is already under contemplation, the executive planning on bringing in two or three large retailers from the South who have made a big success of their own business to outline some of the methods they employed. H. E. Hart, Long Prairie, Minn., who carries on a general merchandising business, is one of those expected. Mr. Hart was one of the principal speakers at a Business Builders' conference held in Chicago in January, 1918, and his address was very favorably commented upon. Although in a town of only 1,500 people, Mr. Hart does a business which compares favorably, in fact exceeds, many city enterprises. Other speakers it is hoped to get are H. E. Clark, hardware merchant, Lakefield, Minn.; F. T. Mann, general store merchant, Devil's Lake, N.D., president of the North Dakota Retail Merchants' Association, and Alex. Carr, Jamestown, N.D. Mr. Carr is a Chautauqua man, connected with the movement known as Community Development, and is rated as one of the best authorities on dealing with the mail order business.

In connection with the addresses to be given by these men it is proposed to have Manitoba merchants lead in a discussion of the various points brought up with a view to getting greatest value for the local merchants.

In addition to these successful retail merchants, representatives of the manufacturers, wholesalers and commercial travellers are to be asked to cover their respective fields, while an open meeting to which the farmers will be invited, is talked of.

A special effort to interest clerks is going to be made, an address on salesmanship with a discussion following, at which actual sales experiences will be given, is another phase of the program being worked out. The Brandon representatives are in favor of putting a little more life into the convention proceedings by introducing musical features.

It is expected the evening meetings will be of an open nature and present idea is to secure moving pictures of an instructive and interesting nature to lend further variation. Thursday night, a banquet to the guests by the City of Brandon seems to be the idea for the wind-up of the convention proceedings.

At the meeting held last week to discuss the condition, E. Bolton, retail grocer, was elected president of the Brandon branch of the association to replace J. M. Robinson, who had resigned. The Brandon officers of the association are:

Honorary president—R. J. Campbell, (furniture).

President—E. Bolton (grocer).

1st vice-president—Alderman J. B. Curran (hardware) with Brandon Hardware.

2nd vice-president—A. B. Knowlton (boots and shoes).

Treasurer—W. E. Crawford (jeweler).

Secretary—John Hopkin (hardware) with Johnson Hardware Co.



Pressed Steel Boxes

R. Chestnut & Sons, Fredericton, N.B. —Please advise where we can buy pressed steel or sheet iron shop boxes for carrying a stock of pipes, fittings, etc.

Steel shelving, etc., may be purchased from the Dennis, Wire & Iron Goods Company, London, Ont., and Geo. B. Meadows & Company, Toronto.—Ed.

Makers of Aluminum Ware

Please give names of Ontario manufacturers of aluminum ware.

Hudson Bros., Limited, Toronto; Northern Aluminum Company, Toronto; Ware Mfg. Co., Oakville, Ont.; Sheet Metal Products Company, Toronto.—Ed.

Concrete Mixer

Frank Dafoe, Madoc, Ont.—Would like the names of manufacturers of small concrete mixers.

The London Concrete Machinery Co., London, Ont., make these.—Ed.

Canning Outfits

H. A. West, Annapolis Royal, N.S.—Will you give the address of a manufacturer of canning outfits for canning fruits and vegetables?

The Andrews Wire Works of Canada, Ltd., Watford, Ont., manufacture these. —Ed.

Metal Hose Reels

Hardware Co. of Toronto.—Can you tell us who makes metal hose reels in Canada?

These are manufactured by the John Watson Manufacturing Co. of Ayr, Ont. —Ed.

Valmar Washer

J. A. Akitt, Ardath, Sask.—Can you give us the name of the manufacturer of the Volmar or Vulmar washing machine?

Can any of the readers of HARDWARE AND METAL supply this information.—Ed.



GALVANIZED SHEETS BUNDLING TABLE

The Dominion Sheet Metal Corporation, Ltd., Hamilton, Ont., has issued an attractive galvanized sheets bundling table measuring 10½ by 14 in. This table gives practical and interesting as well as valuable information regarding the weight per square foot in ounces and in pounds, also square feet per sheet, weight per feet, number of sheets, weight of bundles. Copies will be supplied free to the trade upon request.

GILSON GARDEN TOOLS

The J. E. Gilson Co., Port Washington, Wisconsin, has just issued a handsomely illustrated catalogue of the garden tools manufactured by them, including hand cultivators, wheel cultivators, weeders, edge trimmers, and dandelion diggers. Copies will be sent to readers of HARDWARE AND METAL upon request.

APPEAL ALLOWED

The courts have allowed the appeal of the Mueller Manufacturing Co. of Sarnia, Ont., and dismissed the action of the Pere Marquette Railway Co., which sued to recover $6,692, balance claimed due for the carriage of brass from San Francisco to Sarnia. The Mueller Co. bought from Paul Wenger, of New York, a quantity of brass ingots which that firm was importing from Japan. With the consent of both parties the goods were billed as copper ingots instead of brass ingots. Freight on brass ingots is apparently higher than that on copper. When the goods were delivered it turned out to be scrap brass, and the Mueller Company refused to pay freight except as for scrap, tendering $3,600.79. The railway said that the amount paid must be as billed and demanded $10,292.81. In the suit that followed Chief Justice R. M. Meredith gave judgment in favor of the railway. The Appellate Division reverses this decision on the ground that under the Railway Act and the regulations of the Railway Board the true rate depends on what the goods really are and not what they are billed as.

DEATH OF W. A. KEMP A LOSS TO THE TRADE

In the passing of the late W. A. Kemp, vice-president of the Sheet Metal Products Co. of Canada, Ltd., whose death was announced in the March 22 issue of HARDWARE AND METAL, a very great loss has taken place among Canadian manufacturers in general, and among hardware manufacturers in particular.

Mr. Kemp's experience in the business goes back to the days when kitchen utensils were largely sold off of the wagons of rag peddlers and junk collectors. He was one of the early travellers who put his best efforts into inducing the hardware trade to push and specialize in the selling of household kitchen utensils.

Associated with his brother, Sir Edward Kemp, W. A. Kemp lived to see a business that in the 80's was a very small one, grow to its present size and standing throughout Canada. Particularly was he well known through the West, as he was one of the early travellers throughout Western Canada, and the old-timers out there tell many amusing stories of his efforts to get them to handle tin ware and enameled ware.

Mr. Kemp was a man who possessed to remarkable degree the ability to analyze business conditions and problems, and his rare judgment and sagacity was widely recognized. The thoroughness and patience with which he mastered mechanical and busines details has left a very strong impression on the spirit and efficiency of the business which he spent his life in building up. These traits were welll known and recognized by his many friends among the wholesale and retail hardware trade who first learned to know him years ago when it was his custom to call on the trade from Halifax to Vancouver.

NEW FIRM TO MAKE STAMPED AND ENAMELLED WARES

A new company has started operations in Toronto for the purpose of manufacturing enamelware, tinware, and other lines. The company will be known as The Consolidated Stampings and Enameling Ltd., and will be located at 2382 Dundas Street West, Toronto. Norman A. Wylie, for many years sales manager of the Sheet Metal Products Co., Ltd., and at one time connected with Rice Lewis & Sons. Ltd.. is on of the officials of the new company.

WIRELESS PHONES COSTLY

Montreal.—The proposal to instal "wireless" telephones in Montreal business houses met with a less enthusiastic reception when the probable cost was made known. It is stated that, at present, a telephone suited to this class of conversation would cost from $1,500 to $2,000. While the idea is brand new and the interest quite keen in some quarters, this high cost will have dampened the enthusiasm of those who would otherwise have had orders placed early.

TRADE INQUIRIES

The Department of Trade and Commerce has received the following inquiries relating to Canadian trade. Addresses may be secured from the Department, or from the Editor, Hardware and Metal, Toronto, Canada. Please quote reference number when requesting addresses.

565. **Sole and upper leather.**—A Liverpool firm asks to be placed in communication with exporters of the above with a view to business as soon as conditions permit.

570. **Wooden toys, tea trays and tea tables, leather goods.**—A Liverpool firm wishes to get into touch with firms exporting the above with a view to securing a purchasing agency for the North of England territory.

571. **Linseed cake.**—A Liverpool firm asks to be placed in touch with exporters of the above with a view to future business.

573. **Wooden handles.**—A Liverpool firm asks to be placed in communication with exporters of axe, pick, hammer, hay fork and broom handles, with a view to purchasing 50 to 100 gross lots of each.

574. **Wire nails.**—A Liverpool firm is open to purchase the above in lots of 50 to 100 tons.

575. **Bolts and nuts.**—A Liverpool firm would like to receive offers of galvanized barbed wire in 30- to 50-ton lots.

578. **Wooden doors.**—A Liverpool firm asks to be placed in touch with exporters of the above.

579. **Asbestos roofing, shingles, asbestos corrugated sheathing and building boards.**—A Liverpool firm is interested in the above.

584. **Wood for cricket bats.**—A Sydney, New South Wales, company requires quantities of cottonwood and willow for making cricket bats, and invites correspondence from interested suppliers in Canada as per particulars appearing in report from Canadian Commercial Agent at Sydney in last issue, page 391.

586. **Cabinet and builders' hardware; cotton piece-goods.**—A firm in Brisbane, Australia, wishes to secure the agencies for Queensland of cabinet and builders' hardware, also cotton piece-goods, for the sale of all of which they claim a good connection.

587. **Manufacturers' selling agency.**—A newly-established British firm, the members of which have had successful and varied experience with leading British exporting houses, is ready to undertake Canadian agencies. Arrangements for branch agencies have been made in Canada, the Argentine Republic, South Africa, Australia, New Zealand, China, Japan, Dutch East Indies, India, Burma, Straits Settlements, Egypt, Soudan, France, Italy, Spain, Portugal, Russia, Siberia, and Scandinavian countries.

592. **Rubber goods.**—An Englishman now in London, who was formerly manager of a large Petrograd rubber factory, is anxious to get into touch with Canadian manufacturers of overshoes and other rubber goods seeking a market in Finland and Scandinavia, and eventually in Russia.

598. **Wire.**—A Glasgow firm wishes to hear from exporters of all kinds of wire with a view to business as soon as conditions permit.

599. **Box shooks.**—A Glasgow firm wishes to be placed in touch with exporters of the above with a view to business as soon as conditions permit.

600. **Leather bends.**—A Belfast firm wishes to get in touch with exporters of the above, with a view to business as soon as possible.

604. **Baling wire.**—A Glasgow firm wishes to receive offers of steel baling wire, No. 14 W.G. by 9 feet long, looped one end, oiled and bagged both ends, in 10-ton lots, with a view to business as soon as conditions permit.

Continued on page 86

THE CLERKS DEPARTMENT

"Work the Only Road to Advancement," Says John G. Shedd

President of Marshall Field & Company, of Chicago, Started as a Stock Boy and Worked His Way Up—Many Fail Because They Lack Courage, He Says

YOUR question of how a young man can make a success is one that is very often asked by our employees, and one that we invariably answer with "work," says John G. Shedd, in the "American Magazine."

That may seem quite obvious, for we all believe that a good business career is founded on work. But different people have different definitions of work. There are many young men who, I know, would like to blame their misfortunes on what they term hard luck; whereas, the trouble is really with themselves. A man who is successful and honest with himself will agree with me that there is no royal road to advancement, but that his progress has been made along the sure, though oftentimes long, road of hard work.

Need Good Judgment

Now, I don't mean to say for one moment that success can be achieved by hard work alone; but I do say that work and thoroughness, good judgment and courtesy, certainly ought to achieve the desired end. I also think that in most cases a young man finds his way far easier if he keeps to one line of work. Shifting from one occupation to another—I do not mean from one job to another within an organization—is apt to retard speed.

If I may use myself as an instance, I have always been in the merchandise field. To be sure, I began on a farm; but my first job was in a small store in a little New England town. After a few years' training under able merchants I came to what I like to feel is the greatest store in the world, and here I have remained.

Will Climb Steadily

That, by the way, is always a good plan. Choose the biggest and best concern in the line of business that interests you. Get into the organization, even if you have to begin at the very bottom. If you are sincere, and work with a fixed purpose, you'll find yourself climbing up the ladder that leads to the top. Suppose you don't get there! Get as far as you can.

Some men, I know, believe in the little business. They claim that advancement is quicker and the chances greater; but to that I emphatically say no. The bigger the business, the bigger the opportunities. The more competition, the quicker your brain works. The more big men you have the chance to observe and work under, the greater is the experience that you gain. The more branches of the business there are, the more chances of progression and the more opportunities of selecting the branch you like. In a small business you often have to wait for the one or two men higher up to pass out of this life, or for some extraordinary occasion to arise to take them away. In a large concern someone is being moved up almost every month.

Men Who Came Up

Let me give you one or two concrete cases of men who have come up from the bottom in the Marshall Field organization. One man began his career with this concern as bookkeeper in a department office. Later he was transferred to the floor, selling merchandise and taking care of stock in our wholesale store. His next step brought the job of road salesman. Later he became a foreign buyer. That position he held several years, when he was given the management of a large group of departments, with nearly three hundred men working under him. After forty-five years of faithful service to this company he is retiring for a well-earned rest and is well satisfied with his financial achievements.

Was a Salesman

Another man, when he was twenty years old, took a position as salesman in the lining department of the retail store. It was not long before he became a floor manager. I want to add here the explanation that the job of floor manager is not without responsibility. Under his care are a large number of men and women, and, in addition to that, he has to be something of a character expert to know how far to allow credit to customers, and to settle in a tactful way many questions equally important.

Became Manager

Well, an opportunity came to put this man into the housefurnishing department as salesman. This department having a larger scope, there was more chance for him to demonstrate his ability. In a comparatively short time he became buyer and manager of the department. Later he filled the positions of assistant superintendent of the employees, manager of the physical properties, and of assistant merchandise manager; until now, at the end of thirty-five years, he is general manager of the retail store.

Think, ambitious young men, what this means! There are just such chances for you if you only fit yourself for them. Now if I may tell a little about myself, perhaps my experience will be of some definite help.

Looked Ahead

Though I began my career with Marshall Field in a ten-dollar-a-week job as stock boy, I kept my eye steadily looking into the future and aimed to do my work in the best, most thorough way possible, to be progressive and to look for as many improvements as I could find to incorporate in the work itself. By keeping those thoughts ever before me, I soon had a chance for advancement to salesman in one of the departments. From that position I became a buyer, then a merchandise man, and so on up. Never for one moment did I think of any other line of business. My whole attention was given to merchandising in all its different branches as my positions succeeded one another. When I was salesman I tried to be the best in the department, to know the most there was to know about salesmanship and merchandise, and to think about and study the work of a buyer, the next higher job, and which I knew would be mine if I could qualify. I believe the thing that helped me most was steady purpose and courage.

Is Not Considered

The quality of courage is too little taken into consideration in a business career. Many men have good ideas, splendid plans for reorganization or business improvement, but because of lack of courage they fail to carry their plans through to a successful conclusion. There is no stretch along the road to a business success which does not call for courage in a man to back his judgment.

Ability to foresee is another great asset. Not that I mean a man can look ahead twenty years and say, "I will attain certain results by that specified time," or, "This business will be in such and such a position in so many years." In these days, business is changing so rapidly, especially in the large centres of population, that it would be absurd to say a man can look into the future of a business and foretell exactly all its opportunities. But I do say, and most emphatically, that to be abreast of the times you have got to be a little ahead of the times. It is well, therefore, to cultivate the ability to look ahead so that you may be the first in your line to install the newer methods or to launch the most advanced ideas for your work.

Must Show Ideas

In choosing a man for advancement, we always look for the one who has shown the most progressive ideas about his present job, and who has been most thorough in his work. We say to any young man seeking advancement, Never forget the quality of thoroughness. I do not mean that we expect a man to attend to details an office boy could take care of; but I do say, when a job is turned over to you, see that the task is well and completely done. Make it your object to know that any particular piece of work is as thorough and as perfect, even though it may seem of small importance in itself, as you would want an architect to make the plans for a great building.

Aim to be Leader

And aim to be a leader. Assume responsibility. Often it is by the taking over of little jobs that big ones are thrust upon you. When we want to test a young man we may put little jobs up to him. If he is thorough and takes the right responsibility and attitude to those small tasks, he soon finds others entrusted to him. And if he shows that he can do those equally well, he is pretty apt to get the first chance of promotion that comes along.

Makes His Work

In our organization—and I am sure it is the case in other large concerns—a man makes his own work. He may be called an office boy, a clerk, a department manager, for the sake of business organization, but his work may be partly what his title implies and equally that which would come under another title. For, in the work for which he shows the best aptitude, the most chances are given him to use his initiative. Each job you tackle and make a success of is a link in the chain of preparation for something bigger and better.

Spare the man higher up. Be alert to study his wants and needs. Never let him feel he has to prod you to get what he wants. Take over the responsibilities of the smaller things of your chief's job. Look after them so thoroughly and conscientiously that he does not have to give them a moment's thought. He will appreciate it, and your reward will come in due time. In the same way, train those who are working for you to carry on your work. A good business is not carried on by jolts and jars. The smoother it runs, the more successful it is; and the slipping of one man into a higher place and of another into his should be done so easily and smoothly that the business suffers no interruption. I think a man far greater who has the ability to train those working for him than one who never considers that necessary.

Needs Enthusiasm

But to go back to the characteristics of a man that attracts me. Enthusiasm is another. That word enthusiasm is much overrated and misused. The kind of enthusiasm I mean, however, is the product of love for your work. You have got to love your work to succeed. Any young man who is not in complete sympathy with the line of toil he has selected, let him at once change before it is too late and he has made a failure of a business career that would perhaps have been brilliant if it had been founded on love of the work.

With all my fixed purpose, courage, and determination, I never could have realized my desires if the enthusiasm that is built on love of my work had not been their foundation. Work, no matter how absorbing and interesting it may be, is at times taxing, and unless it is a vital part of your existence you can never make a success of it. For me no game of golf, no flight in an aeroplane, could be more interesting than the genuine pleasure and satisfaction I take in planning new business ideas and bringing them to successful fruition.

Seldom Succeeds

I want to go back to that other quality of which I spoke—courtesy. The rude man seldom succeeds. An abrupt, aggressive man makes enemies; and enemies are the undoing of any business, no matter how secure its foundation. The considerate man, who works for the good will of his customer, builds up a business that, because of its success, means his own advancement.

Never wait for your employer to come to you with requests, or suggestions, or orders. Go to him. His time is valuable, and he will appreciate the man who tries to save it.

Won Promotion

I have a very good example of what courtesy did for one man, not so very many years ago. He held a position in my office that required tact, firmness, and sureness of judgment. This young man possessed these qualities in such a degree that he could make an offender see his mistake, and yet feel a friendliness to the young man who had graciously listened to him and finally convinced him of his error. So well did that man complete his job of courtesy that, when a big opening came for a position entailing the care and responsibilty of large numbers of men, it was given to him. I sometimes wonder if he realizes just what it was that brought him his bigger opportunity.

Right here I want to speak of promotion. It is a mistaken idea many young men have, that if they do not gain rapid advancement they are not making a success of their work. The slower methods are often surer. It is true some men progress faster than others, and it is not always due to circumstances, but to the ability of those young men to make good in each step of their progress.

May be Detriment

I have known cases where too rapid promotion was a detriment to the individuals. The increased responsibilities were too much for them, and efficiency was mpaired. It would have been better for those young men if they had had slower promotion. Some men become heady over rapid advancement. It always seems a pity to me. Success is something of which to be proud, but not openly boastful.

The ability to obtain credit is another important feature that enters into the career of any young man, and especially one who is endeavoring to build up a business of his own. I mean credit from banks or from dealers from whom you buy your goods.

I analyze the eligibility for credit under the three C's—Character, Competency and Capital. No matter how clever a manager a man may be, no matter how much he may know about his business, or how much capital he may possess, he cannot gain credit. On the other hand, a man may have believed, to have absolute integrity of character. What he does, what he is, and what he stands for in his community, have everything to do with his ability to gain credt. On the other hand, a man may have an absolutely unquestionable character and good capital, but unless he knows his business thoroughly and has the ability to manage it well, he is not likely to be given credit. Then, again, much as we should like to extend credit to an honest, capable man, it is generally necessary for him to establish the fact that he has some property or negotiable security. "Capital" may not necessarily mean a large sum of money; but it does mean some good assets, good merchandise, the ability to know how to get more and to dispose of it with profit.

Employers Urge Clerks of St. John, N.B., To Form An Association

AN interesting illustration of the modern idea of co-operation between employers and employees was furnished at a meeting held this week in St. John, N.B., for the purpose of considering the formation of an association composed of clerks employed in wholesale and retail places of business. More than one hundred were present and committees were appointed to interview the clerks in the various lines of trade with a view to ascertaining how many would join if an association were formed.

The principal speakers at the meeting were A. H. Wetmore, past president of the Board of Trade, and W. F. Hatheway, both heads of large wholesale establishments. Both of these gentlemen heartily supported the movement and urged the clerks to proceed with their plans.

Mr. Wetmore believed that it would be to the advantage of both clerks and their employers. Mr. Hatheway pointed out that the merchants had associations of their own and could not reasonably object to their clerks following the same line of proceedure. Other employers were reported favorably and the matter now is largely up to the clerks themselves. The association would deal with such matters as wages, hours of work, overtime and others of mutual interest.

GOING AFTER AUTO ACCESSORY BUSINESS

Continued from page 59

lutely to come up to the requirements of car owners, and in a short time were proven unsaleable. Very, very few hardwaremen were caught with stocks of these novelties because they did not experiment. They were satisfied to deal in the lines that were standard, and for which there was a steady and continuous call and a good profit, rather than risk taking on a lot of lines about which they knew nothing. Events proved that they were wise, and by their farsightedness they not only escaped being caught with stocks of unsaleable goods, but they did not have any of the troubles which come from selling customers goods with which they are dissatisfied in a short time. This always means a loss of confidence in the store where the goods were purchased, and looking elsewhere for a store where goods that can be depended upon are available. This is perhaps one of the big reasons for the hardware dealers' success in handling, not only auto accessories, but other lines. They were very careful in selecting their stock to get good goods, and then they were not afraid to guarantee them to the limit.

STORE CLERKS FORM A UNION IN OTTAWA

President Tom Moore of the Trades and Labor Congress of Canada addressed a large gathering of store clerks in Ottawa recently, at By-Ward Market Hall. The views he expressed seem to meet with general approval and he was listened to with great attention. Mr. Moore gave several reasons for the need of a union, and asserted that clerks were better off in many stores in the States than here.

Organizer Hanley of the Cooks' and Waiters' International Union; Organizer J. T. Walsh, Bakers' Union; Organizer Hoop and President P. Green of the Trades and Labor Council of Ottawa, were the other speakers.

It was decided to form a clerks' union immediately. As soon as the speeches were ended, enrollment cards were distributed, and between two and three hundred of those present signed up. A feature of the meeting was the fact that about half the audience was composed of ladies.

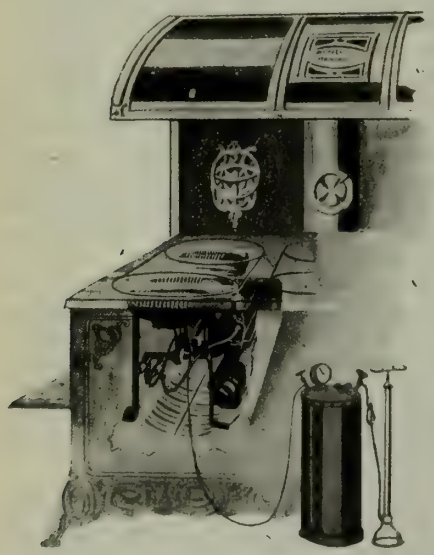
James H. Drewe, of Winnipeg, first manager of the Gurney Northwest Foundry Company's Winnipeg branch, and formerly in the hardware business in Toronto, last week, with Mrs. Drewe, celebrated the 51st anniversary of their marriage. Mr. Drewe retired from active business life in 1907. He had two sons overseas.

NEW HARDWARE GOODS

OFFERED TO CANADIAN HARDWAREMEN

OIL BURNER

The Canada Oil Burner, manufactured by the Canada Oil Burner Co., 35 Adelaide Street West, Toronto, Ont., produces, it is claimed, a perfectly pure, clean, odorless, smokeless, dry gas which will give a safe and satisfactory heat. The burner, it is stated, uses ten per cent. kerosene mixed with ninety per cent. air. The burner, it is stated, can be installed in any make of furnace, coal stove or range. Each burner, it is claimed, manufactures and consumes it own gas and is equipped with an automatic cleaning device. A big point claimed by the manufacturers in connection with the burner is that there is no smoke, soot or grime and no ashes to sift or carry out daily. Any cook stove, it is stated may, by using the burner, be converted into a gas range in thirty seconds by any housewife. This, it is stated, is of particular value to those residing in the country or in small towns where supplies of artificial gas are not available. One gallon of oil, it is claimed, will generate sufficient gas to burn with the air for from nine to ten hours. The cost, it is stated, figures at from 1½ to 2 2-3 cents per hour of continuous burning and sufficient heat, it is claimed, is generated to heat any range oven up to 450 degrees in half an hour. It will heat the room, it is stated, and will burn under any conditions in an open grate, in a furnace,



Oil Burner

or in the open air. For the furnace the manufacturers claim it is the cheapest proposition on the market, absolutely safe in every way, and it is much cheaper than coal or wood with all the trouble eliminated.

CARBON REMOVER

The Work Rite carbon remover, made by the Workrite Manufacturing Co., 5606 Euclid Avenue, Cleveland, Ohio, will, it is claimed, take the knock out of motors, give a considerable amount of extra power and save from ten to forty per cent. in gasoline consumption. It requires no attention, it is stated, except refilling with water. One quart of water is used, it is stated, in running 100 miles. The carbon remover, it is stated, is easily attached to any engine in a few minutes where the manifold is exposed between the carburetor and the engine. The oxygen in the water, it is stated, burns the carbon in the engine and eliminates further deposit. It gives a perfect mix-

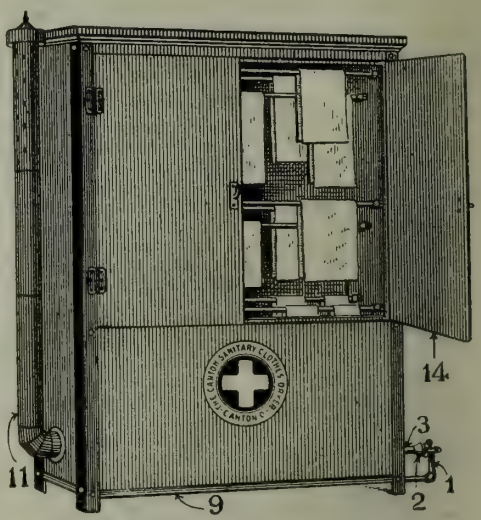


Carbon Remover

ture, it is claimed, even with poor gasoline, causing a powerful explosion. The device consists, it is stated, of a metal frame for holding a quart jar of water. In the jar, it is stated, there is an adjustable inlet valve and an outlet connection with a rubber tube running to the manifold, where it is attached with a ⅛-inch pipe thread connection. The air is drawn through the water, it is stated, by the suction of the engine, and this vapor is mixed with the gasoline. All connections, it is stated, are made of brass and cannot rust.

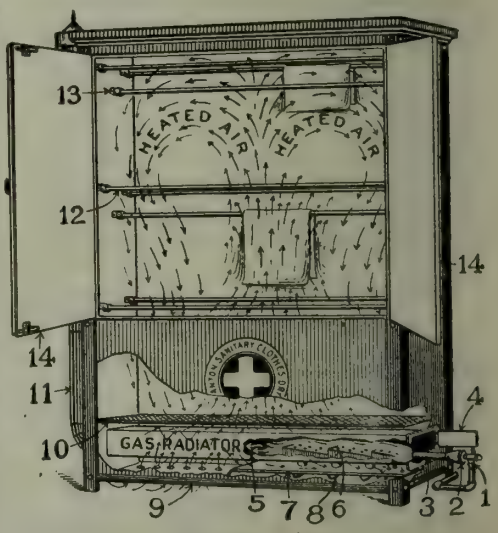
SANITARY DRYER

The Canton Sanitary Dryer is to be manufactured in Canada by the Hurley Machine Company, 413 Yonge street, Toronto, they having secured the Canadian representation. It is stated the "Canton" is the only ventilated clothes dryer will, it is claimed, modernize the convenient and sanitary. Installing the



Sanitary Dryer

dryer will it is claimed modernize the laundry room and save time, trouble and worry. In the lower part of the drying cabinet and over the gas radiator, it is stated, there is placed a special wire screen to prevent clothes coming in contact with the heated radiator should they at any time fall from the hanging rods. The hanging rods, it is stated, are removable and interchangeable. The dryer, it is claimed, is absolutely noiseless in operation and the cold air, steam and moisture, it is stated, is carried through the gas flame and converted into heated air before coming in contact with radiators or vent pipe. Clothes, it is stated, will not discolor in drying nor will they have a laundry odor.



Interior View

WEEKLY HARDWARE MARKET REPORTS

STATEMENTS FROM BUYING CENTRES

THE MARKETS AT A GLANCE

FURTHER reductions in some lines of steel and iron goods have been made this week. This is in line with the course Canadian firms are taking to meet the new prices of the American steel firms. Other changes are pending, and all, it is stated, will be downward. No big reductions are being made and none are looked for, the revision process being very gradual.

Among the important changes this week is a new list of discounts for tinware and enamelware, further reductions in iron and steel, new and lower prices for wood screws, and a drop of 35 cents in the price of cut nails.

A reduction of ten per cent. has been made in stove bolts. Chain prices have been revised and are a little higher. A decidedly firmer tone is noticeable in the copper market. Brush manufacturers state that all prices will be very firm until July, when they expect they may advance a little. This will be due, they say, to higher prices for raw materials and high wage schedules. Lower prices are also in effect on carriage and machine bolts, stove and tire bolts, nuts and steel rivets.

Prices of linseed and turpentine are very firm, and according to reports regarding conditions in the producing districts in the South, are likely to remain so. A steadily increasing demand is also reported from overseas.

Many lines of woodenware are showing a tendency to firm prices as a result of inquiries and business that is being received from England.

Business in general is reported to be improving, and it is expected that the general tendency in many lines toward price reduction will have stimulating effects upon the whole situation. In the building trades an even larger volume of construction appears, and prospects are very bright for one of the best seasons in many years.

MONTREAL MARKETS

MONTREAL, April 3.—Reductions of importance have been made this week on a number of leading lines.

Various grades of enamelled ware, tinware, stamped ware, tubs, pails, tinners' trimmings, fry pans, spiders, sheet iron ware, etc., have been reduced by a revision of the discounts. These in many cases are about 10 per cent., and the new schedule is effective as from April 1. Copper tea kettles and boilers are also affected. As yet some lines of japanned ware have remained unchanged and a revision on these may follow.

Cotter pins, stove bolts, sink bolts, etc., have been reduced in price. It will not be surprising if machine and carriage bolts and kindred lines follow. A considerable reduction has been put into effect in the States, it is stated, on wood screws, and these also are inclined to lower levels. Cut nails are down to $4.75. Black sheets are reduced again from 35c to 60c per 100 pounds. Tin is down 2c per pound and ingots are fairly steady and quiet.

On the whole business is not as active as it was a week ago, and this is attributed to a return of decided wintry conditions. Navigation is likely to be retarded somewhat by this unexpected weather, and at this point the beginning of navigation is always looked upon as favorable to better business. Confidence is held regarding the immediate future.

Cotter Pins; Stove Sink Bolts Down

Montreal

BOLTS AND PINS.—Reduced discounts are in effect for cotter pins. The new discounts applying are 85 per cent. and 10 per cent. Sink bolts also are lower, the discount now being 55 and 10 per cent. Stove bolts are lower also, new discounts being 55 and 10 per cent. In view of these changes and following the revision of iron prices downward, it will not be surprising to see lower prices follow for various other bolts, such as carriage and machine.

Wares Are Down; Stoves Steady

Montreal

STOVES AND WARES.—Stove markets are steady, and there is little to indicate changes being made at present. The movement is rather restricted in this market.

Revisions to lower levels have been made on various wares and tinners' trimmings. The changes made are many and are in effect as from April 1. Some lines of japanned ware have not yet been revised, but these will probably follow. The new discounts applying on enamelled ware, tinware, etc., are as follows: Enamelled ware—Colonial, 33 1-3 per cent.; Premier, 10 per cent.; White, 50 per cent.; Imperial, 33 1-3 per cent.; Canada, 10 per cent.; Scotch grey, 50 per cent. Stamped ware—Plain, 50 per cent.; retinned, 45 per cent.; pieced ware, list plus 30 per cent.; copper bottoms, list plus 50 per cent. Sheet iron ware, list plus 10 per cent.; spiders, 10 per cent. Steel sinks, list plus 15 per cent. Galvanized ware, list plus 20 per cent.; galvanized sinks, list plus 15 per cent.; light galvanized pails and tubs, plus 20 per cent.; heavy galvanized pails and tubs, plus 10 per cent.; garbage pails, list plus 10 per cent.; tinners' trimmings, plain, 50 per cent. off list; retinned, 45 per cent.; copper wash boilers, net list; nickel-plated copper tea kettles, net list; copper bottoms and pits, net list; tinned steel hollow ware, 5 per cent. on list.

Cut Nails Reduced; Wire on the Move

Montreal

NAILS AND WIRE.—In one quarter cut nails have been reduced, and the new basis here is $4.75. In all probability this base will be generally adopted, and in any case the output of this line is said to be almost nil with some jobbers. It was stated in HARDWARE AND METAL last week that a reduction would

probably come on these. Wire nails are steady and somewhat more active at the new basis of $4.75. Plain wire is based at $5 per 100 pounds.

Cautious Buying Noted on Rope

Montreal

ROPE, CORDAGE.—Buyers are securing their requirements of rope as wanted, but there is a decided absence of large orders. It would seem that the decidedly uneven price basis that has been manifest in recent weeks has decreed a very careful buying programme on all sides. Prices are unchanged with pure manila rope selling at 34c; British manila at 30c, and sisal at 27½c per pound. The cotton rope market is easy at recent declines already published. Seine twines, too, are on a lower and somewhat uneven basis.

Steady and Firm Oil and Gasoline

Montreal

GASOLINE, COAL OIL.—Steadiness is manifest for all lubricating and illuminating oils, and no changes have been made. Coal oil prices, according to grade, have held at 20c to 23c per gallon. Motor grade gasoline is unchanged at 34c, and with the price war over, which has been raging in the States for some time, the market here will probably be held on a continued steady basis.

THE DRILL SITUATION

Lower prices on drills quoted in HARDWARE AND METAL'S market reports last week represented quotations made to the retail trade by jobbers. They did not represent a further reduction by the manufacturers. The latter reduced their prices about 6 or 8 weeks ago and a number of jobbers did not change their prices until later, as announced in HARDWARE AND METAL'S market reports. Manufacturers claim that unwarranted reductions were made some time ago in order to stimulate business, that the present levels cannot be maintained, and that advances in price will take place rather than further declines.

New Prices Have Helped Bar Sales

Montreal

IRON AND STEEL BARS.—While there is not, as yet, the unusual early movement of iron and steel bars, there is quite a deal of activity all around. This is assigned to the lower basis reached a couple of weeks ago and to the assurances that have been made regarding the continuance of present basis for some months at least. With the opening of river navigation there will be a still better movement, it is expected.

Common bar iron, per 100 lbs.	3 75
Refined iron, per 100 lbs.	4 75
Mild steel	3 75
Iron finish machinery steel	3 80
Norway iron	12 00
Single reeled machinery steel	5 50
Spring steel	5 50
Sleigh shoe steel	3 75
Tire steel	3 95
Toe calk steel, per 100 lbs.	4 65
Band steel	3 75
Harrow tooth steel	3 90
Mining tool steel, per lb.	0 17½-0 19
Black Diamond tool steel, per lb.	0 18 -0 19
Black Diamond cast steel, lb.	0 22

Another Reduction On Black Sheets

Montreal

SHEETS AND PLATES. — Black sheets have been revised in price again and the basis is 35c to 60c below the prevailing scale of last week. This makes a fair buying price now for the various gauges and trading will probably be freer in the immediate future. Galvanized sheets are moving out slowly and on an unchanged basis.

BLACK SHEETS—	Per 100 lbs.
10 gauge	$5 40 $6 25
12 gauge	5 45 6 30
14 gauge	5 50 6 35
16 gauge	5 60 6 45
18-20 gauge	6 15 6 75
22-24 gauge	6 20 6 80
26 gauge	6 25 6 85
28 gauge	6 35 7 00
GALVANIZED SHEETS—	
10¾ oz.	$9 25
28 gauge	8 75
26 gauge	8 50
22 and 24 gauge	8 35
20 gauge	8 35
18 gauge	8 35
16 gauge	8 00

NOTE—These prices are for full bundles, an extra charge of 25c to 35c per 100 lbs. is made for broken lots.

Lead Sheets and Pipe Are Steadied

Montreal

LEAD PRODUCTS.—Makers of lead products feel more confident regarding the future of prices on the line, and do not anticipate changes in the near future. The movement is necessarily restricted, as yet, but with the probability of considerable building being undertaken here in the near future, better business will be available.

Lead pipe, lb.		$0 12
Lead pipe (cut lengths)		0 13
Lead waste pipe, lb.	0 13	
Lead traps and bends	Net list.	
Lead wool, lb.		0 14
Lead sheets, 3 to 3½ lbs., sq. ft., lb.		0 12
Lead sheets, 4 to 8 lbs., s. ft.		0 11
Cut sheets, ¾c lb. extra, and cut sheets to size, 1c. lb. extra.		
Solder, guaranteed, lb.		0 38
Solder, strictly, lb.		0 35
Solder, commercial, lb.		0 33
Solder, wiping, lb.	0 31	0 35
Solder wire (8 gauge)—		
40-60		0 36¾
45-55		0 39¾
50-50		0 42½
Zinc sheets, casks		0 17
Do., broken lots		0 18

Scrap Metals to Move Better

Montreal

OLD MATERIAL.—While there is no great demand from the Canadian mills for scrap the selling is speeding up in the States, dealers report. It is expected that this influence will reflect itself here in the coming weeks. Prices are unchanged but there is a tendency to greater firmness on various metals. The recent price-fixing on steel in the States seems to have restored confidence in old metals quite a little.

Dealers' Buying Prices—		
Pipe scrap, ton	8 50	9 00
Stove plate, ton		15 00
No. 2 busheling		5 00
Old rubbers, boots and shoes	0 06	0 06½
Overshoes, lumbermen's rubber boots		0 03½
Bicycle tires		0 03
Automobile tires	0 04	
Yellow brass		0 08½
Red brass	0 12	0 12½
Light brass	0 06	0 07
Scrap zinc		0 04¾
Heavy copper	0 13	0 13½
Wrought iron, No. 1, per gr. ton		11 00
No. 1 machinery cast		18 00
Heavy melting steel		10 00

Tin Has Dropped; Copper is Steady

Montreal

INGOT METALS.—Little movement of any one line is reported, and there is but one change, that of a decline of 2c per pound on tin. The London market is lower.

COPPER.—Considerable firmness is manifest in the United States market, and the price basis is upward inclined. Price here holds at 19c.

TIN.—Licenses are now available for import from England, and the easing tendencies there have amounted to about £13 in London. This is followed by a lower quotation here of 58c per pound. One of the assigned reasons for the decline is that of a poor and almost negligible demand from the United States, supplies there having continued large.

LEAD.—Quietness prevails, and while there is no change of price the tendencies at this writing have been slightly firmer. Local basis holds at 7 to 7½c.

ANTIMONY.—A steadier feeling pre-

NEW DISCOUNT ON BOLTS AND NUTS

BOLTS AND NUTS.—New prices on bolts and nuts which become effective immediately were announced on Thursday. The new discounts are carriage bolts ⅜-in. and smaller, 6 in. and shorter, 35 per cent.; ⅜ in. six inch and longer, 20 per cent.; 7-16 in. and larger, 15 per cent.

Machine bolts, ⅜ in. dia., 4 in. and shorter, 40 per cent.; ⅜ in. 4 in. and longer, 25 per cent.; 7-16 in. and larger, 25 per cent.

No change is made in sleigh shoe bolts, all sizes being quoted at net list.

Coach and lag screws, 50 per cent.

Square head blank bolts, 25 per cent.

Bolt ends, 25 per cent.; plow bolts, 30 per cent.; elevator bolts, 25 per cent.; fancy head bolts, 25 per cent.; shaft bolts ($3 list), 25 per cent.; step bolts, large head (3 list), 25 per cent.; whiffletree bolts, 25 per cent.

Nuts, square, blank, add to list 75 cents; nuts square, tapped, add to list $1.

Nuts, hexagon blank, add to list $1; nuts, hexagon, tapped, add to list $$1.25.

F.o.b. Montreal, Toronto, Hamilton, London.

vails and the price basis is maintained without change at 8c per pound.

SPELTER.—Following the trend of lead a slightly firmer feeling is manifest on this item, and the price quoted here is 9c.

ALUMINUM.—Of all the ingots, this is probably the most stable, and the interest is very limited. Price remains at 40c.

PIG IRON.—Lack of interest is as manifest here on this item as elsewhere. Some hesitation exists regarding buying. Price basis, per ton, $45.

TORONTO MARKETS

TORONTO, April 3.—A tendency towards lower prices is noticeable this week in several lines, especially iron and steel, tinware and enamelware, wood screws and cut nails. Changes in some other lines are pending. The reductions which have taken place are all moderate, and in the opinion of manufacturers are likely to hold for some time. Spring business has opened up nicely in many lines, and a very noticeable improvement in orders is noted by a number of firms. This is especially so, it is stated, in the iron and steel trade. Prices of carriage and machine bolts have been revised and all the changes are to slightly lower quotations. The general reduction in the prices of wood screws amounts to two and one-half per cent. Prices for galvanized sheets are a little easier. Black oil is down one cent per gallon. A small reduction has been made in the prices of oiled and annealed wire.

Cut Nails Are Down 60 Cents

Toronto.

NAILS, WIRE.—Cut nails have been reduced sixty cents and the new quotation is at $4.75 per hundred pounds base. Wire nails are steady at $4.70 per hundred pounds base. Steel wire prices are unchanged, the quotation for smooth steel being $5.

Iron and Steel A Little Lower

Toronto.

IRON AND STEEL.—Further reductions in the prices of iron and steel have been made and the new quotations are as follows:

Common bar iron	$4 25	$4 50
Common bar steel	4 25	4 50
Refined iron	4 65	4 90
Angle base	4 50	4 75
Horseshoe iron	4 50	4 75
Tire steel	4 45	4 70
Mild steel	4 25	4 50
Norway iron	11 50	15 00
Toe caulk steel	5 15	5 45
Sleigh shoe steel	4 25	4 50
Band steel, No. 10	4 50	4 75
Do., No. 12	4 75	5 00
Spring steel	9 50	11 50
Mining drill steel	21 00	30 00
Sheet cast steel	0 42	0 45
Tool steel	0 22	0 90

Galvanized Sheets A Little Firmer

Toronto.

SHEETS, PLATES. — While no changes have been made in black sheets the quotations for galvanized sheets are slightly firmer. A good volume of business is being handled and prospects for a steady season's trade are reported good. Quotations are as follows

BLACK SHEETS—	Per 100 lbs.	
10 gauge	$6 80	$7 50
12 gauge	6 50	6 75
14 gauge	6 00	6 25
16 gauge	6 00	6 25
18-20 gauge	....	6 50
22-24 gauge	....	6 55
26 gauge	....	6 60
28 gauge	....	6 70
3-16 inch plate	....	6 25
¼-inch boiler plate	....	5 80

Prices shown are for full cases. An extra charge of from 25c per 100 lbs. is made for less than case lots.

GALVANIZED SHEETS—		
10¾ oz.	$8 25	$8 50
U.S. 28	7 95	8 20
U.S. 26	7 65	7 90
22 and 24	7 50	7 75
18 and 20	7 30	7 60
16	7 20	7 45
14	7 10	....

Prices shown are for full cases. An extra charge of 25c per 100 lbs. is made for less than case lots.

Higher Prices For Fire Welded Chain

Toronto.

CHAIN.—Higher prices are being asked for both proof coil and B B B fire welded chain. The quotations are: Proof coil, 3/16-in., $21.40; ¼-in., $17.75; 5/16-in., $14.60; ⅜-in., $13.40; 7/16-in., $13.15; ½-in., $12.80; ⅝-in., $12.75; ¾-in., $12.70; ⅞-in., $12.40; 1-in., $12.30.

B B B, 3/16-in., $27.40; ¼-in., $23.60;; 5/16-in., $18.40; ⅜-in., $17.25; 7/16-in., $16.65; ½-in., $16.50; ⅝-in. $16.15; ¾-in., $16.00; ⅞-in., $15.80; 1-in., $15.65.

Stove and Tire Bolts; Steel Rivets Cheaper

STEEL RIVETS, STOVE AND TIRE BOLTS.—New quotations are made on these lines as follows: Steel rivets and burrs, 7-16 in. and smaller, old discounts 35 and 5 per cent.; new discount 40 and 5 per cent.

Stove bolts, old discount 55 and 10 per cent.; new discount $65 per cent.

Tire bolts, old discount 35 per cent.; new discount 50 per cent.

Corrugated Sheets Show No Change

Toronto.

CORRUGATED SHEETS.—A fair volume of business is reported in corrugated sheets. Quotations are unchanged, the figures being as follows:

	Per 100 sq. ft.	
Corrugated Sheets—	Gal'zed	Painted
No. 28 gauge	$8 25	$7 00
No. 26 gauge	9 00	8 00
No. 24 gauge	13 50	10 00
No. 22 gauge	16 00	12 50
No. 20 gauge	19 00	16 00
No. 18 gauge	24 00	19 50

Discount, 7½ per cent.

On shipments of 300 lbs. and over, freight is allowed south and east of and including North Bay; also several western counties in Quebec Province. Places north and west of North Bay, the freight is equalized on North Bay. For Quebec and Maritime Provinces, freight is equalized on Montreal.

Toronto.

Brushes Expected To Hold Very Firm

Toronto.

BRUSHES.—A good volume of business is reported in brushes and it is stated that present prices will hold very firm until July. At that time it is intimated quotations are likely to advance as a result of high prices for labor and steadily advancing prices of bristles.

Export Business May Boost Brooms

Toronto.

CORN BROOMS.—The prices for the best grades of brooms are unchanged notwithstanding the downward revision of the cheaper varieties. A good deal of export business is in prospect it is stated and the tendency will be for prices to remain firm. Prices of whisks show no change. Quotations for washboards and clothes pins remain steady.

Lead and Zinc Remaining Steady

Toronto.

LEAD AND ZINC PRODUCTS. — Quotations on these lines are unchanged with a steadily increasing volume of business offering. The prices are:

Lead pipe, lb.		$0 12
Lead waste pipe, lb.		0 13
Lead traps and bends		Net list
Lead wool, lb.		0 14
Lead sheets, 4 to 6 lbs., sq. ft., in rolls, lb.	0 11	0 12½
Cut sheets ½ to ¾c lb. extra and cut sheets to size, 1c lb. extra.		
Solder, guaranteed, lb.	$0 35	$0 37
Solder, strictly, lb.	0 33	0 37
Solder, commercial, lb.	0 30	0 36
Solder, wiping, lb.	0 29½	0 32½
Solder, wire, lb.	0 40	0 45½
Zinc sheets, per lb.		0 17

Scrap Materials Demand is Quiet

Toronto.

OLD MATERIALS.—While there is little demand for scrap there are indications that the business may improve a little from now on. During the week Toronto firms bought about 40,000 tons of shell steel that was the property of the Imperial Munitions Board. There is more of this material in various parts of the country and it is likely some may

be shipped to England. The quotations are:

Dealers' Buying Prices—		
Tea lead	....	0 03
Heavy lead pipe	....	0 04
Pipe scrap	....	8 00
Stove plate, per ton	....	10 00
No. 2 busheling	....	8 00
Yellow brass	....	0 06
Red brass	....	0 08½
Light brass	....	0 05
Scrap zinc	....	0 05
Heavy copper	....	0 15
Wrought iron, No. 1, per gr. ton	....	15 00
No. 1 machinery cast	....	14 00
Heavy melting steel	....	9 00
Old rubbers, boots and shoes	0 06	0 06¼
Overshoes, lumbermen's rubber boots	....	0 04½
Bicycle tires	....	0 04½
Automobile tires	0 03½	0 04

No Changes Made in Rope Prices

Toronto.

ROPE.—Rope prices are quoted as follows: Pure manila, 34 cents base; British manila, 30 cents; New Zealand hemp, 30 cents; sisal, 27½ cents. Prices it is stated will hold firm. A fair volume of business is being handled. Reports regarding supplies of raw materials indicate that they are plentiful and that no difficulties will be experienced in securing all lines required.

Boiler Tubes May Be Easier Shortly

Toronto.

BOILER TUBES, WROUGHT PIPE.—While revised prices of boiler tubes to slightly lower quotations are expected shortly, they have not yet become effective. Business has been showing some improvement and a number of inquiries are coming in. Prompt delivery is being made from the mills. No changes are reported in the prices of wrought iron pipe.

BOILER TUBES—	Per 100 feet Seamless	Lapweld
1 inch	$28 00	$.....
1¼ inch	32 00	.....
1½ inch	35 00	28 00
1¾ inch	35 00	28 00
2 inch	40 00	28 00
2¼ inch	43 00	30 00
2½ inch	45 00	35 00
3 inch	52 00	40 00
3¼ inch	.....	47 00
3½ inch	62 00	48 00
4 inch	70 00	60 00

Firmer Markets For Ingot Metals

Toronto.

INGOT METALS.—Steadily increasing activity in these lines with a firmer tendency in all prices but antimony which is a little lower, are noted this week. Copper prices are showing much stronger tendencies especially since the American Government which has about 100,000,000 pounds on hand, announced that it will only put it on the market in small lots so as not to demoralize the trade.

COPPER.—Prices are distinctly firmer and a steadily increasing volume of business is being handled. Sheet copper is figured on a base price of 25 cents, while other quotations are being made from eighteen to twenty cents a pound.

TIN.—The tin trade is only fair and prices show no change from the sixty cent figure previously quoted.

NEW PRICES ON TIN AND ENAMELWARE

Granite Ware	50 per cent.
Pearl Ware, Colonial, Imperial	33 1-3 per cent.
Diamond Ware, Canada, Premier	10 per cent.
White Ware	50 per cent.
White Ware, Decorated	LIST+25 per cent.
Japanned Ware	LIST+20 per cent.
Japanned Ware, White	LIST+30 per cent.
Watering Pots	LIST+20 per cent.
Toys	LIST+35 per cent.
Stamped Ware, Plain	50 per cent.
Stamped Ware, Retinned	45 per cent.
Retinned Kneading Pans	45/12½ per cent.
Copper Bottoms	LIST PRICE
Tinners' Trimmings, Plain	50 per cent.
Tinners' Trimmings, Retinned	45 per cent.
S. C. Handles, Tinners' Mallets, Snips and Shears	50 per cent.
Tinners' Trimmings, General	LIST+10 per cent.
Watering Pot Roses	LIST+5 per cent.
Milk Can Trimmings	LIST+60 per cent.
Cream Cans	LIST+25 per cent.
Factory Milk Cans	LIST+50 per cent.
Railroad Cans	LIST+20 per cent.
Government Stamping charges, all sizes	10c each NET
Ice Cream Packer Cans	LIST PRICE
Pieced Tinware with Copper Bottoms	LIST+50 per cent.
Pieced Tinware	LIST+30 per cent.
Woodjacketed Oil Cans, f.o.b. Toronto only	LIST+25 per cent.
Dairy Pails	LIST+30 per cent.
Sheet Iron and Steel Ware	LIST+10 per cent.
Acme Fry Pans	40/10 per cent.
Quick Meal Fry Pans and Steel Spiders	10 per cent.
Stove Shovels	LIST+20 per cent.
Steel Sinks, Painted	LIST+15 per cent.
Steel Sinks, Galvanized	LIST+15 per cent.
Heavy Galvanized Buckets	LIST+10 per cent.
Galvanized Ware	LIST+20 per cent.
Garbage Cans	LIST+10 per cent.
Gasoline and Gusher Oil Tanks	LIST PRICE
Wash Tubs, Light	LIST+20 per cent.
Wash Tubs, Heavy	LIST+10 per cent.
Coal Hods, Japanned	LIST+40 per cent.
Coal Hods, Galvanized	LIST+50 per cent.
Rug Pattern Stove Boards, Paper Lining	30/10 per cent.
Rug Pattern Stove Boards, Wood Lining	30 per cent.
Damper and Damper Clips	25 per cent.
Chimney Pipe Collars	LIST+40 per cent.
Stove Pipe Elbows	LIST+25 per cent.
Stove Pipe Elbows, Galvanized	LIST+40 per cent.
Light Stove Pipe Elbows, 5 and 6-inch	PER DOZ. NET, $2.30
Light Stove Pipe Elbows, 7-inch	PER DOZ. NET, $2.50
Stove and Other Pipe	LIST+75 per cent.
Handy Thimbles	45 per cent.
Oval Copper Wash Boilers	LIST PRICE
Tea Kettles	LIST PRICE
Tea Kettles, in 3 dozen lots, one shipment	10 per cent.
Tea Kettles, Nickel Plated	LIST+5 per cent.
Tea and Coffee Pots	LIST PRICE
Tea and Coffee Pots, in 3 dozen lots, one shipment	10 per cent.
Nickel Plated Ware	50 per cent.
Lanterns, etc.	50 per cent.
Oil Stoves and Heaters	10 per cent.
Lamp Wicks	LIST+15 per cent.
Embossed Ware	20 per cent.
Oilers	LIST PRICE
Chase's Machine Oilers	LIST PRICE
Miscellaneous Goods	50 per cent.
Eave Trough, etc.	LIST PRICE

SPELTER.—Business is more active and will probably continue so as many inquiries now in hand promise business in the near future. Quotations are being made from 8¼ to 8½ cents a pound.

LEAD.—Lead is also more active than for some time. The price is steady at 7½ cents.

ALUMINUM.—The trade in this line is quiet. Quotations range around the fifty-cent mark.

ANTIMONY.—Antimony is a little easier most of the business being done at eight cents. There has been more business offering and more is in prospect.

MAY AFFECT COPPER PRICES

The United States War Department has made the following announcement from the office of the Director of Sales:

An agreement has been reached whereby the United Metal Selling Co., representing the copper producers, will sell for the War Department approximately 100,000,000 pounds of copper and also whatever amount of copper scraps the War Department has to dispose of. Not less than 5,000,000 pounds of copper will be delivered by the United States to the copper producers each month for a period of 10 months, and then 10,000,000 pounds of copper per month will be delivered for a period of five months.

It was further agreed that the amounts delivered to the copper producers would be at least 10 per cent. of their total sales, and in the event of good market conditions the copper producers would take in excess of this amount. The copper will be sold by the copper producers at market prices as determined by the average published quotations. A small consideration will be allowed the copper producers in marketing the copper for the Government to cover expenses of sales.

LONDON MARKETS

LONDON, April 3.—Business during the past week has been good. The few days of warm weather started things going nicely, and it only needs steady warm weather to make good business all the time.

Several lines are quoted at lower prices this week, and other reductions are expected. A revision of the prices of rivets and bolts is likely. Collections in this district are good. From the country round about orders are coming in steadily, and while no one is buying largely there is every prospect for a good season's business.

Lower Prices For Cut and Wire Nails

London, Ont.

NAILS.—Both cut and wire nail prices have been revised downward. Cut nails are down 60c per hundred pounds, the new price being $4.75 base. Wire nails are 25c lower, the latest quotation being $4.70 base, f.o.b. London.

Oiled and Annealed Wire Prices Reduced

London, Ont.

OILED ANNEALED WIRE.—New quotations for oiled and annealed wire show lower figures. With $5 as the base net quotations at present are, No. 10 $5.16 per 100 pounds; No. 11, $5.22, and No. 12, $5.30.

Lower Price Named For Hay Baling Wire

London, Ont.

HAY BALING WIRE.—A revision made in the price of hay baling wire gives quotations on No 14 in coils at $5.40 per hundred pounds.

Ten Per Cent. Cut in Stove Bolts

London, Ont.

STOVE BOLTS.—A drop of 10 per cent. in the quotation on stove bolts has been made. The new discount is 55 and 10 per cent.

Three-Cent Advance Made in Turpentine

London, Ont.

TURPENTINE, LINSEED OIL.—An advance of 3c per gallon has been made in turpentine. Quotations are as follows: 1 bbl. lots, $1.10 per Imperial gallon; in 2 to 4 bbl. lots, $1.09; in 5 gal. lots, $1.20. Linseed oil quotations show no change. The prices are as follows:

	Raw	Boiled
1 to 2 barrels, per gal.	$1 72	$1 75
3 to 5 barrels, per gal.	1 71	1 74
6 to 9 barrels, per gal.	1 69	1 72

Less than barrels, add 10c per gallon.

White Lead in Oil Remains Unchanged

London, Ont.

WHITE LEAD IN OIL.—The quotations for white lead in oil show no changes. The prices are as follows: Pure, in 1 ton lots, $16.30 per hundred pounds; in less than tons, $16.65. Pure Elephant in ton lots, $16.90 per hundred pounds; less than tons, $17.25.

Tinned Tea Spoons Have Been Reduced

London, Ont.

TINNED TEA SPOONS. — Lower prices are now in effect for tinned spoons. The new quotations are: No. 900, tea spoons, $3.75 per gross; No. 900 dessert spoons, $7.25 per gross; No. 900, tablespoons, $7.50 per gross.

Lower Quotations For Asbestos Sad Irons

London, Ont.

ASBESTOS SAD IRONS.—New and lower quotations are made for asbestos sad irons. The new prices are: No. 70, asbestos, $2.50 per set; No. 60 Dover, $1.90 per set.

Price of Solder Slightly Reduced

London, Ont.

SOLDER.—A lower quotations is being made on solder this week. Thirty-one cents per pound is the new price for half and half.

Higher Prices For English Shears

London, Ont.

SHEARS.—The new quotations on English sheep shears are higher. Following are the prices: 5G x 6 in., bent, $10 per dozen; 5G x 6½ in., bent, $10.50; K20 x 6½ in., bent, $13.50; BBA x 7 in., straight, $26. English gardener hedge shears are also higher. The new prices are: No. 100 x 8 in., plain, $1.55 per pair; No. 101 x 8 in., notched, $1.85; No. 100 x 9 in., plain, $1.90; No. 101 x 9 in., notched, $2.25; No. 107, ladies, $1.95; No. 106 x 9 in., long handle, $3; No. 105 x 9 in., long handle, $3; No. 1062 x 9 in., long handle, $3.50.

Fifty-Cent Drop in Carpet Felt

London, Ont.

CARPET FELT.—Carpet felt prices are down 50c per hundred pounds. The new price is $5 per 100 pounds.

Neverslip Calks Are Raised Twenty Cents

London, Ont.

NEVERSLIP CALKS.—An advance of 20c per hundred, list, is announced in "Neverslip" calks. The new prices are: No. 4 x 5-16-in., $2.80 per 100; ⅜-in., $2.80; 7-16-in., $3; ½-in., $3; 9-16-in., $3.20; ⅝-in $3.20. Less 15 per cent.

Electric Grills Are Down Fifty Cents

London, Ont.

ELECTRIC GRILLS.—A drop of 50c in the list price of "Canadian Beauty" electric grills has been made. The quotation is No. 402, $8.25 each list, less 25 per cent.

Coil Door Springs Show an Advance

London, Ont.

COIL DOOR SPRINGS. — Higher prices for "Perfect" coil door springs are announced. The new quotations are: No. 2, 65c per dozen; No. 3, 70c; No. 4, 75c; No. 5, 90c.

Fence Staples Show a Reduction

London, Ont.

FENCE STAPLES.—New and lower prices on fence staples have been named. The new quotations are: Bright, 100 lb. kegs, $5.10 per 100 pounds; 25 and 50 lb. boxes, $5.60; galvanized, 100 lb. kegs, $5.85 per 100 pounds; 25 and 50 lb. boxes, $6.35.

Lower Prices For Cast Enamel Sinks

London, Ont.

CAST ENAMEL SINKS.—Lower quotations are made on cast enamel sinks. The new prices are: 16 x 24, $6 each; 18 x 30, $6.35; 18 x 36, $9.72.

No Changes Made in Prices of Rope

London, Ont.

ROPE.—Booked orders for rope are now being shipped. No change has been made in quotations. The prices are: Pure manila, 34c per pound base; British manila, 30c; New Zealand hemp, 30c; sisal, 27½c.

Poultry Netting Remains the Same

London, Ont.

POULTRY NETTING.—Poultry netting and poultry fence is moving steadily. Prices are unchanged, poultry netting quotations being 15 per cent. off list. The prices for Blue Ribbon poultry fence are: 24 in.., $4.30 per roll of 10 rods; 36 in., $5.50; 48 in., $6.50; 60 in., $7.65; 72 in., $8.75.

Garden Tools Show No Change

London, Ont.

GARDEN TOOLS.—Garden tools are selling well. The quotations show no change from 17½ per cent. off the list price.

Bar Iron Prices Show a Reduction

London, Ont.

BAR IRON.—Lower quotations are being made on bar iron. The new price is $3.75 base f.o.b. London, Ont.

Wrought Washers a Little Easier

London, Ont.

WROUGHT IRON WASHERS.—Lower prices are quoted for wrought iron washers. The new price is 45 per cent. off list.

Horse Clippers Are Selling Well

London, Ont.

HORSE CLIPPERS.—Horse clippers are moving steadily. The quotations are: Stewart (power), No. 1, $9.75 each; Handicap (hand), $1.95; New Market, $2.75.

WINNIPEG MARKETS

WINNIPEG, April 3.—Price changes for the past week are again very limited, practically all lines holding firm with the exception of knife handles and agricultural wrenches, Stillson pipe wrenches and soldering coppers, which show slight reductions, and indications point to fairly steady markets for the next 30 days at least.

Business is reported fairly good in all lines, and is only held up pending warmer weather, as considerable building is expected in the West during the coming season.

General Reduction in Tin and Enamelware

Winnipeg.

New prices are just to hand covering tinware, enamelware, etc., and shows a general reduction of from 10 to 15 per cent. over former quotations. This becomes effective on April 1. New discounts applying are given as follows:

Colonial, Imperial and Pearl Ware, 20-7½%.
Premier, Canada and Diamond Ware, 2½%.
White Ware, 40-10%.
Japanned Ware, regular, list plus 30%.
Japanned Ware, white, list plus 40%.
Stamped Ware, plain, list less 40-10%.
Stamped Ware, retinned, list less 40%.
Pieced Tinware, ordinary, list plus 40%.
Pieced Tinware, copper bottoms, list plus, 60%.
Galvanized Tubs and Pails, light, list plus 27½%.
Galvanized Tubs and Pails, heavy, list plus 17½%.

Wrench Prices Show a Slight Reduction

Winnipeg.

WRENCHES.—Prices on several lines of wrenches have been revised during the past week and show a slight reduction on the local market due to competition; however no change has been recorded by manufacturers and prices quoted may be revised to higher levels in the near future. The lines affected include knife handle, agricultural, hawkeye, and Stillson wrenches, which are selling today at the following figures:

Knife Handle Wrenches, 6 in., $12.00; 8 in., $14.40; 10 in., $16.80; 12 in., $21.60; 15 in., $28.80; 18 in., $38.40; 21 in., $46.80 dozen.
Agricultural—6 in., $7.00; 8 in., $8.40; 10 in., $9.80; 12 in., $12.60.
Hawkeye Wrenches—$6.25 dozen.
Stillson Pipe Wrenches—6 in., $1.00; 8 in., $1.15; 10 in., $1.25; 14 in., $1.75; 18 in., $2.50; 24 in., $3.65; 36 in., $6.75 each.

Soldering Coppers Are Down Two Cents

Winnipeg.

SOLDERING COPPER. — Continued reductions on the price of copper is again reflected in the price of soldering coppers, which show a reduction of 2c per pound during the week and are now selling at 46c base, making the net prices on the different sizes as follows: ¾ lb. per pair, 53c per pound; 1 lb. 52c; 1½ lb., 49c; 2 lb., 48c; 2½ lb. 47c; 3 lbs. and over per pair, 46c per pound.

Oils and Gasoline Slightly Reduced

Winnipeg.

OILS AND GASOLINE.—Prices on oils and gasoline which have been holding firm for the past six months show slight reductions on some lines in price lists just issued by manufacturers. To-day's ruling prices on a few of the more familiar lines are given as follows and are for full barrel lots:

Buffaloite, 25c; Ideal Thresher, 50c; B Castor Machine, 41c; Buffalo Engine Gasoline, 37½c; Buffalo A Gas Engine Oil, 55c; Royal Gasoline, 37c; Family Safety Coal Oil, 25½c; Summer Black Oil, 24½c; Kelso Engine Oil, 60c; Electro Dynamo Oil, 45c; Standard Gas Engine Oil, 45½c; Atlantic Red Engine Oil, 39c; Solar Red Engine Oil, 40c; Renown Engine Oil, 47c; Kearsarge Engine Oil, 43c; Prairie Harvester Oil, heavy, 63c; Prairie Harvester Oil, light, 53c; Granite Harvester Oil, 50½c; Eldorado Caster Machine Oil, 43½c; Winter Black Oil, 25½c; Summer Black Oil, 24½c gallon.



Game Trap Prices Still Holding Firm

Winnipeg.

GAME TRAPS.—Prices on game traps which were reduced on February 1 still hold firm, and no further reductions are to be expected for the coming season. Booking orders are now being solicited by Winnipeg jobbers for fall shipment at to-day's ruling prices, which are confirmed as follows:

Game Traps, Victor—No. 0, $1.95; No. 1, $2.30; No. 1½, $3.45; No. 2, $4.80; No. 3, $6.75; No. 4, $8.10; No. 91, $3.20; No. 91½, $4.55 doz. H. & N.—No. 0, $3.05; No. 1, $3.60; No. 1½, $5.40; No. 2, $7.50; No. 3, $10.00; No. 4, $11.80 doz.
Oneida Jump—No. 1, $3.10; No. 1½, $4.55; No. 2, $6.78; No. 3, $8.90; No. 4, $10.45 doz. Newhouse—No. 1, $5.20; No. 1½, $7.80; No. 2, $11.55; No. 2½, $18.15; No. 3, $15.40; No. 4, $18.15; No. 4½, $45.65; No. 50, $97.95; No. 5, $135.35 doz.

Linseed Oil and Turps Unchanged

Winnipeg.

LINSEED OIL.—Linseed oil prices show no change on the local market during the past week, holding firm at $1.85 per gallon for raw oil and $1.88 for boiled oil, while the demand is reported about normal. Turpentine prices are reported firm at former quotations which have held for the past two months, and no immediate change is anticipated. To-day's ruling prices are confirmed as follows: Barrel lots, $1.25 per gallon; ½ barrels, $1.28; 5 gal. lots, $1.30; 1 gal. lots, $1.30, plus the usual extras for containers.

Wrought Iron Washers May Be Lower Soon

Winnipeg.

WROUGHT IRON. — Prices on wrought iron washers still hold firm at prices established last October. However, recent reports from manufacturers indicate that a slight reduction may be expected. Prices in the meantime are as follows:

Wrought Iron Washers. Size of hole, ¼ in., $19.65; 5-16 in., $17.25; ⅜ in., $15.20; 7-16 in., $15.00; ½ in., $14.05; 9-16 in., $13.55; ⅝ in., $13.40; 11-16 in., $13.25; 13-16 in., $13.15; 15-16 in., $13.00; 1 1-16 in., $13.00; 1¼ in., $13.00; 1⅜ in., $13.25; 1⅝ in., $13.25; 2⅛ in., $13.65 per 100 lbs. For less than cases add 50c per 100 lbs.

Coil and Log Chain May Go Higher Soon

Winnipeg.

COIL AND LOG CHAIN.—Prices on coil and log chain hold very firm on the local market, while the demand is reported to be good. Reports from some quarters seem inclined to look for still higher prices on these lines. Prices to-day on the different sizes are given herewith:

Coil Chain—3-16 in., $19.20; ¼ in., $16.25; 5-16 in., $13.75; ⅜ in., $12.75; 7-16 in., $12.35; ½ in., $12.25; 9-16 in., $12.25; ⅝ in., $12.00; ¾ in., $11.65; ⅞ in., $11.40; 1 in., $11.40 per 100 lbs.
Log Chains—¼ in., $18.05; 5-16 in., $15.55; ⅜ in., $14.55; 7-16 in., $14.15; ½ in., $14.05 per 100 lbs.

BUSINESS CHANGES

Quebec City.—Gosselin and Belanger, hardware, have dissolved partnership.

Frank Criticism of Steel Prices

Not Sufficiently Reduced to Make Investments Safe is One View—Will Fail to Create Big, Broad Market Necessary to Stimulating All Industry is New York Opinion

MANY American trade journals and newspapers are remarkably outspoken and frank in their criticism of the steel magnates in making a reduction in prices which the press regards as insufficient and not in the best interests of business. The following are fair samples of the attitude being taken by the press on the steel situation:

"What has occurred in the matter of iron and steel price fixing is very remarkable in many respects," says the "American Metal Market." It was both surprising and astonishing.

"The producers made much reference to their 'costs' and yet when the prices were announced, tin plates and structural shapes were cut by the same amount, $7 per net ton. Galvanized sheets and merchant bars were cut by the same amount, $7 per net ton. Rods were put at $13.50 above billets, when the War Industries Board had them at $9.50 above and the ten-year pre-war average had them at $6.11 above.

Board's Attitude

"The Industrial Board had made much reference to the re-establishment of open market conditions, and of reinstating the law of supply and demand, but when it announced the reductions it said, 'The public should not expect to buy' below the reduced prices 'during the current year.'

"A great many steel producers had strongly expressed the opinion that at this time there should either be a large reduction in steel prices, one that would command the interest of the long range buyer, or there should be no reductions at all. Yet the reductions, according to our composite finished steel, average $6.70 per net ton or 9.4 per cent. The precise action was taken that had been quite generally condemned, when it was said there should be a large reduction or none.

The Interests

"Hardly less remarkable than what occurred is the attitude of various interests connected with this operation. For instance, there is the attitude of certain of the producers whose representations to Washington were made in the spirit that Washington 'simply must take into consideration' this or that argument. There were certain pig iron producers, for instance, who insisted that Washington must recognize certain basings. These should reflect that the war is over. During the war Washington made the prices and controlled the buying. Now it is the buyer who controls the buying. The receipts of a blast furnace are the tonnage multiplied by the price. The price alone does not fix the receipts. The war is over. These furnacemen need to re-establish contact with their customers.

All Have Duty

"Again, there is the attitude that it is the duty of a great many people, if not everybody, to seek by all means to encourage people to buy. It is quite true that we all have our duties. The trade paper, for example, has a duty, to inform its readers. It is not the duty of a trade paper to misinform or mislead its readers, to color its reports, for instance, so as to convey the impression that prices are not going to decline when the probability is that they will. There may be those who are performing a legitimate public service if they induce a buyer to make a purchase when it would have been to the buyer's advantage not to make the purchase. The responsible trade paper does not stand in that class, however. Its responsibility is to its readers.

Should be Larger

"We will not knowingly devote one agate line of space to any statement that would tend to induce a reader to make a purchase he would afterwards regret having made. We will continue to reflect the best business judgment of our writers. This judgment just now is that steel prices have not been reduced enough to make permanent investments safe, though material needed in the near future should be bought, and bought as quickly as possible. Finished steel prices are now 81 per cent. above the 10-year pre-war average. Twelve days ago copper was 4 per cent. below its pre-war average, and since then it has been advancing."

Says Too High

The "New York Sun" criticizes the new steel prices as being too high, and says that they will fail to create a big, broad, national market which would drive the steel industry at full speed and give momentum to general industry. The "Sun's" article is as follows:

"Steel producers have fixed prices for the rest of this year to the satisfaction of themselves, the Department of Commerce Industrial Board and the Attorney-General of the United States. The Department of Justice will not prosecute the producers for their price fixing agreement. The Industrial Board will recommend the new schedules to consumers as 'fair' prices. The price fixing producers will try to sell their product.

"So far, so good. But unless the producers have fixed the price to the satisfaction of consumers they will not sell their steel.

Normal Business

"The business that is ahead of American industry is normal business. Either it must be done on something like a normal basis or it will not be done at all, price fixing agreements or no agreements, 'fair' prices or not, the Attorney-General concurring with the producers or the Attorney-General trying to send the price fixers to jail.

"And the hard cold fact about the new steel prices is that they still are some 80 per cent. higher than the 10-year average before the war. To argue that a steel condition like this is normal, that is within spyglass distance of normal, anybody would need to be prepared to argue that all war prices and all war conditions are within a shade of being normal as a permanent national institution for the rest of time.

Must Suit Buyers

"When buyers are clamoring for products the producers can make prices to suit themselves. When producers are clamoring for business they must sell to suit the buyers. The successful merchant, when his business or any part of his stock comes to a standstill never hesitates to get it moving again by such deep cutting of his prices that buyers will not only come but come on the run to his market. Then, when his business is in full swing again he works out a readjustment on a new basis—a basis of a living thing, not a dead thing. Manufacturers caught in the same predicament must do the same thing. If they don't they must die of dry rot.

Copper Was Slashed

"The copper producers, with their business stopped dead short, knew they must find a market at any hazard. They did not find it, they did not try to find it, just a shade below the high level of war prices. They slashed and slashed until they were actually two cents below the pre-war average of several years. Consumers needing copper were eager to buy it on that basis because they knew that it could be used profitably at once. They were eager to buy it for future use because they knew that on that basis they could use it profitably at any time—because they knew that the very use of copper in growing volume would send the price sooner or later much higher.

Not Profitable

"In peace times, striving to start up peace business, steel will not be bought that cannot be used at a profit. At only a little lower than war prices the building trades cannot use steel at a profit. The railroads cannot. The manufacturers of farm implements cannot. The makers of machinery for textile mills, for mines, for general productive industry cannot. Nobody but the man in a desperate emergency can use steel now on anything like a war basis. That sort of consumption will not be for the next year, or for the next two years, a drop in the bucket.

"The steel price fixing way up in war cloud heights at such a time as this isn't good enough economics, isn't good enough business to find a market—a big, broad, national market which would drive the particular steel industry at full speed, give momentum to general industry from sea to sea, pack payrolls, swell business and send the country bounding along the old glad road of prosperity."



Bankers Know the Value of Paint

Strong Arguments to Use in Extending Business Among the Farmers—Typical Cases Outlined Showing How Man Who Used Paint Won Out.

"HIGH finance and paint" yelled Jim Cooper at his young partner, "how in blazes do you expect you're going to get those two things to mix and increase your paint sales? Don't you know, sonny, that oil and water never were on good terms with each other?"

"Well, they're going to be, some considerable," replied the junior partner of the Cooper & Coates Hardware Company.

"How do you figure it out?" came back the senior partner.

"When a bank or trust company begin to nose into your business you can reckon on either one of two things—either they're getting a case of nerves over you or they're mighty curious about your surplus cash," observed Coates.

"Well, anything the matter with our bookkeeping? Ain't we sound as a drum?" broke in the old man anxiously and in perplexity.

On Sound Basis

"Sure, we're sound; never better in our lives since we cut out all this credit business," laughed Coates, holding the old man in puzzled suspense, "but that isn't the drift of my argument. The banks and loan companies are headed to get mixed up with the paint business from a different angle. Fact of the matter I never saw it myself till yesterday, when I was cleaning out a lot of those farmers' notes at the bank."

"If you didn't see it coming till yesterday, how can I tell what's in the wind. Are the banks working up some new war scheme finance to clamp on us?" questioned the uneasy and doubtful senior partner impatiently.

"Wrong again, Uncle," laughed Coates. "It's something that can be made to come our way if we go after it right. It's an angle from which the money foundries look at property conditions, and it makes an opening for us to be of real service to the farm community—and you know, if it wasn't for our farm business we could shut up shop here and shift for other browse."

"I don't see it yet," answered the old man with easier mind; "however, shoot away and get it off your system."

Upwards of two-thirds of the Hardware and Paint trade in Canada is either totally dependent or indirectly dependent on and in contact with the farm trade. The viewpoints expressed by this banker represent the viewpoints of all bankers who come in contact with the farming community, and suggest a wide open opportunity for extending the service of your Paint Department. What are you doing in this direction? Are you letting this opportunity go by the board or are you going after it? It's a chance for your Paint Department that's well worth thinking over.

Talking of Paint

"After I had finished up with that paper in the bank I was sitting in the front office with Arthur Saunders, talking over things in general. Somehow or other our conversation veered round to paint. Saunders seemed to take a pretty likely interest in that end of the business.

"I was like you. It took me a little while to find out just which way he was heading. Looking out the window Saunders pointed out Smith, who owns a farm back on the second concession, and Andy Watkins who lives on the cross road two miles east of here.

"'Know those two men out there?' he asked. I told him that they came into the store frequently. 'Ever sell them paint?' he continued. Don't know as I remember ever selling Watkins any, but Smith buys quite often. Why do you ask? It was my turn to get curious.

Interesting Sequel

"'I thought so' he reflected; 'did it ever occur to you the accounts of those two men in our books might disclose an interesting sequel to their accounts with you?'

"I didn't see the connection, and told him so," observed Coates to his curious senior partner; then he gave me the history of the two cases.

"It seems, as you and I both know, that both of these men took up their farms about the same time ten years ago. Both farms are about the same size and about the same distance from town. Both were well drained, have about the same soil, and are well adapted to mixed farming. Both men had their troubles in getting started, and, so far as hard work is concerned neither one has much on the other; both worked hard. Like a lot of others about here, they came to Saunders for money, offering their property as security on their notes. Saunders went out to see both places before he placed his recommendation with the head office.

Different Cases

"'You would have thought,' said Saunders, 'that both men stood an equal chance in obtaining the amount they wanted, which was about the same, but they didn't, nor could I recommend it. Even though he was up against it, more or less, Smith had somehow or other always managed to keep his house, barn, and stock sheds painted and in good repair. The well-kept condition of his buildings and farm impressed me at once. I had no hesitation in making a recommendation for the full amount asked, and our loan inspector backed me up fully.

"'But as I say, it was different with Watkins. The run-down condition of his buildings and the general untidiness of the place forced me to make a cut in my recommendation of his loan. Even at that I had a hard time getting our inspector to pass the amount I had recommended. His report observed that both Watkins' house and barn had been neglected in the matter of paint, and that all were in a poor state of preservation.

A Good Indication

"Naturally their accounts led me into taking an interest in the affairs of each, and I soon came to the conclusion that as a man is so are his buildings, his farm, and the general conduct of his business affairs.

"'It didn't take long for me to observe that the condition of the affairs

Tile-Like Finish

The persistent demand for an ideal Finish is satisfactorily met by *Tile-Like*. For use on hard or soft wood floors, old furniture, wicker furniture, porch chairs, linoleum or oil cloth, etc.

Tile-Like is the greatest renovator of old furniture, you can sell in your store. Makes everything look like new. Spring time is the logical time to sell it.

For beautiful effects and great durable wearing qualities recommend *Tile-Like*. It's sold at a reasonable price and there are splendid profits in it for the dealer.

Write to-day for our agency proposition. It will put you in touch with a line of Paint and Varnish products that are being recognized by the public as the **"best money value"** on the Canadian market to-day.

Benjamin Moore & Co., Ltd.
West Toronto
Ontario

of the two men diverged widely on this very point. Smith, I noticed, maintained the same scrupulous care in the upkeep of his buildings and farm, while Watkins continued on in his slovenly methods. Four years ago Smith paid off the full amount of his last maturing note with interest. If he were to come back to me to-morrow for money I wouldn't hesitate a minute in recommending twice the amount he asked for ten years ago.

"'Now, as you know, Smith has kept up his use of paint, and it would scarcely be necessary to take into account any deterioration that has taken place between that time and now.

Wanted a Renewal

"'With Watkins it was a different story,' continued Saunders. 'Just before you came in here he was asking me to renew his note. I had to be pretty frank and tell him that our risk on his loan was becoming greater, and so it is; his house is a disgrace, and getting worse. I'm afraid that it won't be long before I'll have to tighten the screws on him. I didn't set out to boost your paint department, but I did take the trouble to point out that if he had invested a little of his loan in paint and made some endeavor to keep his property in a neat and tidy condition, he would stand a far better chance for consideration on our part.'"

Coates hesitated in his recital of Saunders' conversation to observe that the significance of his early remarks were being impressed on his senior partner with considerable force.

Often Consulted

"Another thing that Saunders said contained a whole lot more of financial truth than poetry. 'You know,' he said, 'that bankers are very often consulted by selling agents, farmers and others about the purchasing of farms. Now suppose that these two farms had been up for sale, which one do you think I would recommend, and even suppose that there were buyers for both, which one would draw the higher price? Smith's, of course, would get the preference in both instances. Looking at it purely from a banker's standpoint Smith's farm would decidedly be in a better financial condition to sell. I don't say that the mere fact that farm property is well painted will make it a good financial risk, but it is a pretty good gauge by which to judge of the care taken of a farm. A farmer who is farsighted enough to protect his buildings with paint is pretty well sure to protect the fertility of his soil and the welfare of his stock and crops.'

Are Typical Cases

"I asked Saunders if he found that these two cases were typical of general conditions" added Coates.

"'Pretty much so,' he replied. 'You will generally find that the individual who is slovenly about himself and his farm methods takes no interest in the repairs or condition of his buildings, and vice versa. The man who keeps or endeavors to keep his place in good repair, and under a good coat of paint can claim a great deal more consideration than those who permit their property to run down and decay. I believe that the insurance companies take pretty much the same attitude towards all forms of property. A friend of mine told me that during his twenty-five years' of experience as Jury Commissioner he never permitted himself the mistake of not selecting a person who keeps his property well painted and in good repair, for the simple reason that such persons show more character and judgment.

Better Conditions

"'Good roads and good paint' said Saunders 'go a long way towards promoting better farming conditions. Paint suggests cleaning up generally, and when protection is the motive for painting you can rest pretty well assured that such a farmer is taking care of his other assets in equally good manner.'

"Mr. Saunders," I remarked, "you seem pretty confident that the selling of paint to the farmer is of definite economical benefit to him."

"'Most decidedly I am,' retorted Saunders. 'While there is a feeling of community or civic pride that promotes a greater use of paint in towns, the farmer in his isolation is not brought under its influence, and this tends to make him lex in this direction. I have no hesitation in stating that you paint dealers would bestow a decided service to farmers if you would impress upon them more forcibly the necessity of more paint.

A Real Service

"'Indirectly you would confer an immeasurable service upon those entrusted with conducting the farmers' financial affairs. The same thing would apply in connection with town property as well. It may surprise you to know that already the bankers have contributed some interesting statistics on this question. We have found that while approximately 43 per cent. of the buildings in cities are not properly painted with sufficient frequency to keep them in first-class condition, upwards of 63 per cent. of farm buildings of al classes are suffering from the same cause. Take barns alone. I don't suppose over 4 per cent. of our barns and stock sheds in Canada have ever received a coat of paint. While I admit my ignorance on advertising and paint selling as well I have often felt that somehow or other the paint manufacturers and retailers of Canada were overlooking a grand opportunity for the development of their trade in farming communities.'

"Now Uncle," exclaimed Coates to the senior partner, "I don't know that I can argue out a case for mixing paint in with the financiers much better than Saunders has. Of course I didn't know before that these bank fellows were taking any stock in what paint would do. While they're looking at farm development from a cold dollars and cents standpoint it's up to us to confer a benefit on the farming community by promoting more paint sales amongst them. I'm quite well aware that it's a tight squeeze to get between the farmer and his dollar, but it can be done if we can prove that it will jingle a couple more dollars in his pocket afterwards.

"Saunders, in his conversation, provided me with a whole lot of good advertising talk that I never saw put up in paint ads. before. What I like about it is this: that we can give actual service to our farm trade through our paint department. A farmer, or anyone else for that matter, doesn't have to write off a discount on his purchase of paint the minute he puts it in use like a lot of other articles. The minute he puts it in use it takes on a premium and adds a premium to the property on which it is applied."

"Now you're talking, sonny," broke in Cooper. "That's the sort of argument that gets the farmer. You sure can mix paint and finance if you go at it that way. I'm with you! Go as far as you like. We've always stood for rendering a better service in this store wherever we saw we could do so, and it's the same idea that's made our money for us. If our staid old bankers can see direct benefit from the use of more paint on the farm, I don't know as we can follow any more dependable bell-wether than they."

CHANCE IN SOUTH AFRICA FOR SMALL TOOL TRADE

Before the war Germany did an extensive trade with South Africa in small tools of all descriptions, say the "British and South African Export Gazette." This was particularly noticeable in the case of joiners' planes. A careful study had been made of the models chiefly in demand, and these were supplied at prices which made both English and American competition more than a little difficult.

One of the best selling German jack planes was made in red beech without irons, and was stocked in four widths and one length, viz., 14 inches, the pre-war prices for which ranged from $5.10 to $5.60 per dozen. With warranted single irons the advance was 10 per cent. for all widths. White beech planes of the same pattern were supplied with warranted double irons and sold at $9.35 to $10.10 per dozen. There was always a great demand for planes of this type. A standard jack plane, modelled after the English pattern, that was much used throughout South Africa, was 17 inches long, and stocked with or without irons in four widths. The pre-war prices per dozen without irons, were: 2-inch, $9.35; 2⅛-inch, $9.50; 2¼-inch, $9.75, and 2½-inch, $10.25. With the best quality double irons, brass nutted, the prices were $13.65, $13.85, $14.35 and $15.45.

Trying planes were an especially big export line from Germany. One type (the cheaper) was in 22-inch and 24-inch lengths, and in 2⅛-inch, 2¼-inch, and 2½-inch widths, and sold, without irons, at $11.30, $12.15 and $12.40 per dozen; and, with double irons, at $16.18, $16.80, and $17.25. Other planes formerly imported by South African hardware merchants in considerable numbers were smoothing planes, roughing planes (with round nose irons), thumb planes, planes for beads, hollows, rounds, or rabbets, molding planes, and large rabbet and bead planes.

Lowe Brothers Paints

Here is a quartette of business-getters for the live dealer

High Standard

THE brand of paint that has created more genuine good will for the dealer than any other. In the end it pays the merchant to sell the high quality line and a steadily increasing paint trade is his reward.

Mellotone

The finest of all flat wall paints whose beautiful colors are copied from the wildflowers. This is the paint that has proved a revelation to the home decorator and has done more to turn the casual paint buyer into a steady and enthusiastic customer than any other brand of paint on the market.



Vernicol Stains

Rich, lustrous, non-fading varnish stains, unequalled for refinishing chairs, tables, refrigerators and all household furniture; also for floors and woodwork, new or old. Sun-fast and light-fast. A great favorite with women who like to do the work themselves.

Hard Drying Floor Paint

The paint that will bring you the floor paint trade of your neighborhood. Of heavy body and great hiding power. Dries quickly with a fine, hard gloss. Will stand more than ordinary wear and tear.

Lowe Brothers, Ltd.
TORONTO

Dayton New York Boston Chicago Kansas City Minneapolis Atlanta

Will Extend Industrial Training

Vocational Work Of The Invalided Soldiers' Commission To Help In Solving Needs Of Mercantile Establishments Of All Kinds—Groundwork For Comprehensive System Of Employment.

OTTAWA.—The industrial survey, introduced and developed in Canada by the Vocational Branch of the Invalided Soldiers' Commission, has proved of such service that it is being extended to industrial and mercantile establishments of all kinds. The idea has been developed in the following manner:

To discover, classify and systematize the possible openings for discharged disabled soldiers, the Director of the Vocational Branch, Mr. W. E. Segsworth, engaged the services of Mr. Gerald Boate, who has made extended and minute study of the industrial survey. Returned men of suitable experience and character were engaged and rapidly instructed in their duties. The work was begun in the autumn of 1917. The first survey was conducted in the Angus Shops of the Canadian Pacific Railway at Montreal, and what was done there will illustrate the general principle and operation of the survey.

Two Divisions

In October, 1917, permission was obtained from Mr. H. Osborne, Works Manager of the Angus Shops, to investigate that establishment. Between six and seven thousand workmen were employed there, the work falling into two broad divisions—the engine shops, and the car shops. In all, there are about 130 specific kinds of jobs regularly performed. It was the task of Mr. Boate, who was the surveyor, to find out the requirements of each job in respect of physical effort and mental capacity, and to state what kind or degree of physical disability did or did not unfit a worker for each kind of employment.

Four Sub-Classes

The electrical department of the engine shop was first visited. Here Mr. Boate found four sub-classes of work, as follows:

1. Motor and generator armature winding.
2. Inside electrical repairs.
3. Electric crane operators.
4. Outside electrical maintenance men.

A summary of the description of subclass Number One will illustrate the whole method.

Armature Winders

Several women had been employed for about nine months and had become very proficient. One man with a deformed spine was working there. The work is done sitting, and requires little muscular exertion, and is thus suited to many kinds of physical disability. The job consists of stripping motor and generator armatures ranging in size from one-eighth to 450 horsepower. One thousand motors between Halifax and Fort William are kept in repair by this department. Seventy-five per cent. of the following light bench work may be done sitting: coil winding, taping, soldering, connecting coil ends and assembling commutators and coils in the armature.

Should be Trained

There is such a variety of operations that training should be given where the work is done, or at least the final stages of training should be carried on in the shop. Five or six months is sufficient to make a workman efficient. The general work most closely related to this is lathe work and kinds of coil winding on lathes; outside lighting and motor winding in factories, power-houses, and car shops. Necessary experience is gained while working at repairs on various kinds of coils under instruction of the foreman. It is possible for those taking part of their retaining course at this shop to attend the C.P.R. apprentices school. Apprentices are allowed to attend school in the plant two hours a day twice a week during their apprenticeship.

The Conditions

It is necessary that a workman should be able to read, write, keep time cards, and be of average intelligence. In the opinion of the superintendent of the department, the retraining necessary covers arithmetic, science applied to electricity, making time-cards, handling and reading ammeters and voltmeters, familiarity with the sizes and makes of wire, and general shop practice. The surroundings are not favorable for those suffering from lung wounds or diseases. Good eyesight is necessary, but partial deafness will not disqualify. The worker must have good arms and hands with very supple fingers; but loss of or injury to other limbs does not interfere with his usefulness very much.

Given Training

The above is given as a typical analysis of the different jobs in the Angus Shops. The relation of physical disability to each specific job is determined. The physically handicapped discharged soldier is given the training to fit him for a given job and the job is chosen to suit his capacity.

The industrial survey, therefore, furnishes the groundwork for a very comprehensive scheme of employment. Already hundreds of industrial and mercantile concerns have been surveyed, and many hundreds of partially disabled men have been placed at suitable work.

The system of industrial retraining is applicable to more than the returned soldier. It will apply to that great and ever-growing army of industrial cripples from the railways, mines, factories and other industrial lines. The industrial survey, properly applied, will make it possible to lift the disabled from a condition of dependence to that of the self-respecting wage earner; and the Vocational Branch has blazed the path.

Hardware Merchants and the Returned Soldiers

R. H. CURLE, secretary Manitoba branch of the Retail Merchants' Association of Canada, Winnipeg, has been at work on a suggestion which was recently made that the hardware merchants take some stand in regard to policy they will follow to assist the returned soldier who may decide to settle on the land. The suggestion was to the effect that retail hardware merchants undertake to supply soldiers settling on the land with an initial order for tools, house furnishings and kindred lines at probably laid-down cost.

At the time this question came up the Dominion Board of Retail Merchants' Association was about to convene at Ottawa and Mr. Curle, the Winnipeg secretary, put it up to the Dominion Board for action, which would make movement Dominion-wide. His telegram to E. M. Trowern, Dominion, secretary, Ottawa, dated March 17, read as follows: "Have Dominion Board consider advisability of dealers supplying soldiers settling on hand with first order for hardware at a small per cent. added to laid down cost. Suggestions along this line have been made to this office. Executive think this proposal should be referred to Dominion body."

Mr. Curle states that he got in touch with retailers in large and small centres in reference to this proposal, and it was viewed with favor the attitude taken, being that every returned man should be encouraged in his return to civilian life and made to feel that the merchant was willing to help in every way possible.

It was felt that at military dispersal areas, the returned men proposing to go out on the land could be met and handed a letter to the member or members of the association in the town to which he would be going, and a better community spirit immediately be created.



Varnish Quality–plus

Ultimate economy in varnish buying is determined not only by quality, but by adaptability, as an unsuitable varnish may do as much harm as a poor one. Even the smallest consumers have learned that it costs much less to prevent varnish mistakes before applying than to rectify them afterwards.

For every possible use there is a specially adapted Berry Brothers' Finish that can be depended upon to produce the desired results.

Liquid Granite for floors and all interior work exposed to hard wear, Luxeberry White Enamel, Luxeberry Wood Finish, Luxeberry Wall-Finishes and Luxeberry Spar Varnish are a few of the many finishing products for which the demand is large and continuous owing to their long established record for uniform dependability.

PARTIAL LIST OF DISTRIBUTORS OF BERRY BROTHERS' PRODUCTS

A. M. Bell & Co., Ltd. - - Halifax, N.S.	Hunter-Henderson Paint Co., Ltd., Vancouver, B.C.
Lariviere, Inc. - - - Montreal, Que.	Wood, Vallance Hardware Co., Ltd., Nelson, B.C.
L. H. Gaudry & Co. - - Quebec, P.Q.	Marks, Clavett, Dobie Co., Ltd., Port Arthur, Ont.
Wood, Vallance, Ltd. - - Winnipeg, Man.	Whites, Ltd. - - - Collingwood, Ont.
Wood, Vallance & Adams, Ltd., Calgary, Alta.	Sanderson Pearcy & Co., Ltd. - Toronto
Revillon Wholesale, Ltd. - Edmonton, Alta.	Frank A. Gillis Co. - - Halifax, N.S.

BERRY BROTHERS INC
World's Largest Makers
Varnishes and Paint Specialties

WALKERVILLE, ONT.

(752)

WEEKLY PAINT MARKETS

MONTREAL

MONTREAL, APRIL 3.—While there was a considerable movement of paints and kindred lines last week, the activity has temporarily lessened owing to a return of mid-winter weather, nearly two feet of snow having fallen over the week-end.

Linseed oil has found its level for the time being at least, and while there was a slight reaction for a day or two the market has again steadied and prices hold at the levels of last week. Turpentine is temporarily short in some quarters, but the price has held without change. Much depends upon the export demand of the immediate future. If sales are maintained, supplies here will not accumulate rapidly, and the basis may hold. Putty and white lead are steadily firm and the movement has been very satisfactory. General orders from the travellers on the road continue to be of a satisfactory volume, although spring movement is not yet at its best.

Linseed Oil Held On Last Advances

Montreal

LINSEED OIL.—After a slight reaction during the week linseed oil has again settled down to a more steady basis and quotations in this market are without change from those made in the previous report. There is a considerable demand for supplies, and this was better, while the weather conditions promised an early return of spring. The future is materially dependent upon the Argentine situation, and the state of transportation from there. As it now is, spot supplies are none too ample and seed in sight on the North American continent is said to be short of normal requirements.

	Imp. Gal.	
Raw—		
1 to 4 bbls.	$1 66	$1 67½
5 to 9 bbls.	1 65	1 67½
10 to 25 bbls.	1 64	1 67½
Boiled—	Imp. Gal.	
1 to 4 bbls.	1 68½	1 70
5 to 9 bbls.	1 67½	1 70
10 to 25 bbls.	1 66½	1 70

Turpentine Scarce But No Higher

Montreal

TURPENTINE.—Some of the jobbers have been temporarily short of turpentine, and there is therefore a tendency to hold what stocks there are at full prices. No advances have been registered and with an improved delivery from the producing points of the South prices will tend to be fair and advances looked for recently may not come. Much depends, however, upon the export situation. Demand has improved from overseas and this may prove a larger market even than was anticipated. This being the case, prices would not tend downward, and the shipping situation in the immediate future will prove a determining factor from a price standpoint, it is expected. Sales are moderately active.

		Imp. Gal.
Turpentine—		
1 to 4 barrels	$....	$1 05
Small lots	....	1 16

(Packages extra).

No Weakness in Putty Markets

Montreal

PUTTY. — That putty should be steadily firm is attributable to the cost of both linseed oil and whiting. No advances have been made and it is just as likely that no declines will come while commodities remain high. The movement is very satisfactory and there are evidences of dealers throughout the country getting stocks in shape early this season.

Standard Putty—	5 ton	1 ton	Less
Bulk, in barrels	$5 00	$5 25	$5 60
Do., ½ barrels	5 15	5 40	5 75
Do., 100 lbs.	5 85	6 10	6 45
Do., 25 lbs.	6 10	6 35	6 70
Do., 12½ lbs.	6 35	6 60	6 95
3 and 5 lb. tins	8 10	8 35	8 70
1 and 3 lb. tins	8 60	8 85	9 20
Do., in 100 lb. cases.	7 15	7 40	7 75

Pure linseed oil putty, $2 per 100 lbs. advance on above prices.

Glaziers' putty—$1.60 per 100 lbs. advance on above prices.

Per 100 lbs.

Terms—2%, 15 days, net 60.

Firm and Active is White Lead in Oil

Montreal

WHITE LEAD IN OIL.—With a steadied market for pig lead and with linseed oil on its present basis, the market holds steadily firm. Large tonnage is going forward in the aggregate to dealers throughout the country and the basis is held without change for all grades. Standard grade is priced as follows: Five ton lots, per 100 lbs., $15.50; ton lots, $16, and smaller lots, $16.35.

Mixed Paint Outlook Very Encouraging

Montreal.

MIXED PAINTS.—In a general way the paint manufacturers are very busy and are looking for a record season. Of their own accord, travellers are sending in encouraging reports as to the business which they expect to develop. With orders already in hand, and with the need for paint placed before the general public everywhere in the campaign soon to be started, 1919 should really prove to be a banner one for the paint trade.

TORONTO

TORONTO, APRIL 3.—Turpentine prices show another slight advance this week and there are prospects that it may even go a little higher. Reports from the South indicate that the market will be very firm for some time. This week's quotations are two cents in advance of those of last week.

Linseed oil remains firm, but there are indications that a fluctuating market is likely to prevail. Lower prices are looked for in some quarters, especially as there are rumors that British firms are prepared to quote at from seven to eight cents lower than the present figures on large lots. A fair volume of business is being handled.

Linseed Oil Prices May Fluctuate Soon

Toronto.

LINSEED OIL.—While prices as yet have shown no change, and in many instances a tendency to be firm, a fluctuating market is expected. A fairly good volume of business is being handled. Lower prices are looked for by some firms, but it is not expected there will be any sharp reduction, although there are reports that British firms are prepared to quote at from seven to eight cents below the present figures in large lots. The quotations in effect at present are:

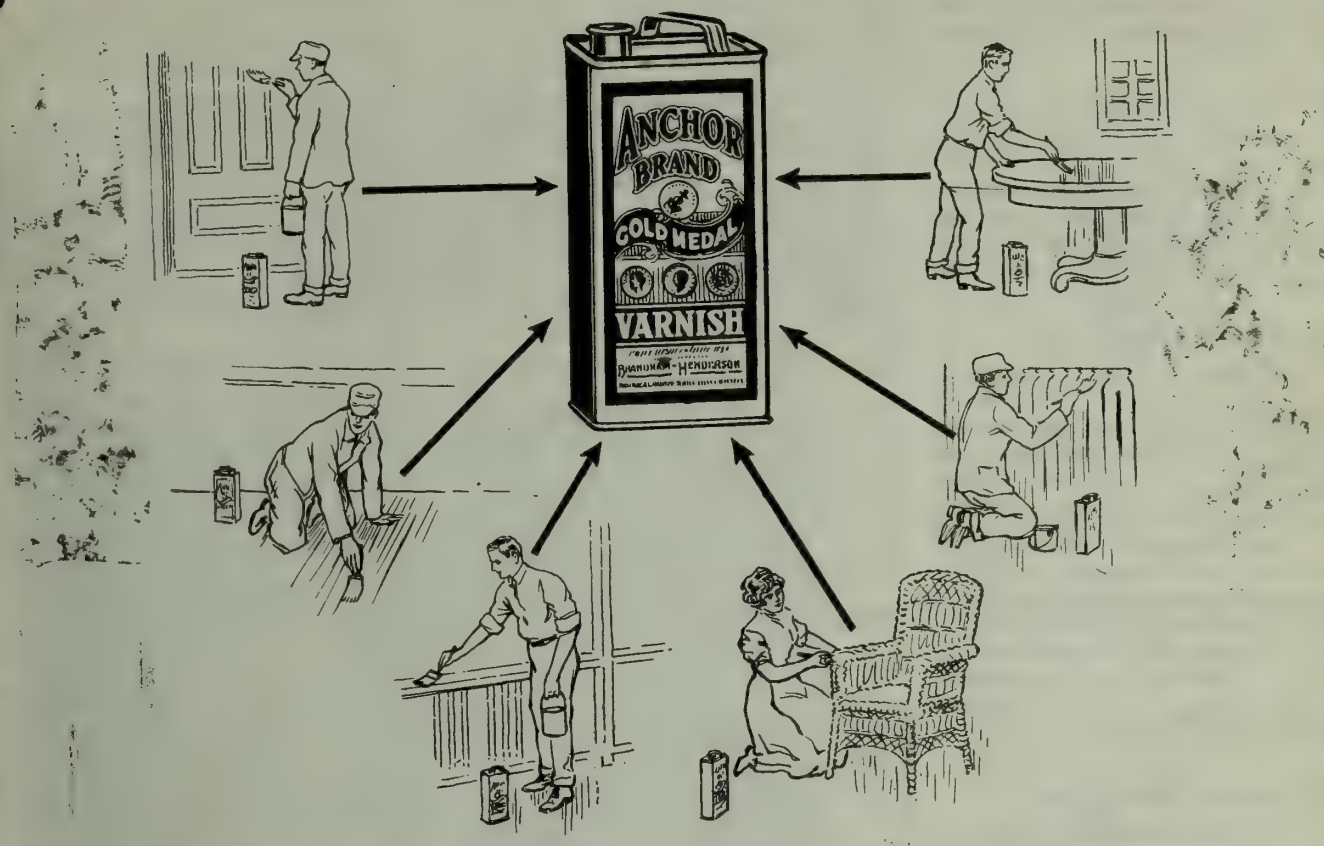
	Raw	Boiled
Linseed Oil—		
1 to 2 barrels, gal.	$1 72	$1 80
3 to 5 barrels, gal.	1 71	1 79
10 bbls. and over	1 69	1 77
	Imp. gal.	
1 to 2 barrels, gal.	$1 69	$1 83
3 to 5 barrels, gal.	1 68	1 82
10 barrels and over	1 66	1 80

Prices shown are those ruling on Thursday of current week and subject to daily fluctuations of the market.

White Lead in Oil Remaining Steady

Toronto.

WHITE LEAD IN OIL.—Business is reported as very fair. No changes are made in the quotations, which are as follows:



GOLD MEDAL VARNISH

A General Purpose Varnish

Your customers have often asked for a varnish that will do for doors, furniture, floors, etc.. The best general purpose varnish is Gold Medal. It possesses all the good qualities of both an inside and outside varnish. It will protect any surface with a most durable coating.

Gold Medal Varnish is a B-H product, with the B-H reputation behind it, and like other B-H products sells readily and profitably.

If there is no B-H Dealer in your town, there's a most attractive agency proposition waiting for you. A post-card will place you under no obligation. Ask us for particulars.

BRANDRAM-HENDERSON LIMITED

MONTREAL HALIFAX ST. JOHN TORONTO WINNIPEG
MEDICINE HAT CALGARY EDMONTON VANCOUVER

Pure lead in oil, $15.80 per hundred pounds in 5-ton lots; $16.30 per hundred pounds in ton lots, and $16.65 per hundred pounds in less than ton lots. The various brands are shown in the current market quotations.

Increasing Activity in Mixed Paint Trade

Toronto.

MIXED PAINTS.—Repeat orders continue to come in steadily and a nice volume of business is being handled. No changes have been made in any of the quotations.

Two-cent Advance in Price of Turpentine

Toronto.

TURPENTINE.—A two cent advance in turpentine quotations has been made with prospects for a very firm market and slight further advances. Dealers are now asking $1.12 per gallon by the barrel. There continues to be difficulty in arranging for through shipments from the South and conditions there are such as to warrant the opinion that a very firm market may be expected for some time. Quotations are as follows:

Turpentine—	Imp. Gal.
1 barrel (barrel included)	$1 10
2 to 4 barrels (barrel included)	1 09
5 gallon lots	1.20

No Changes Made in Glass and Putty

Toronto.

GLASS, PUTTY.—There is little change in the business situation as far as window glass is concerned and only limited orders are coming in. Quotations show no change. The discounts are shown in the current quotations.

Putty prices are unchanged.

	Per 100 lbs.		
Standard Putty—	5 ton	1 ton	Less
Bulk, in barrels	$5 30	$5 55	$5 90
Do., 100 lb. irons	6 15	6 40	6 75
Do., 25 lb. irons	6 40	6 65	7 00
Do., 12½ lb. irons	6 65	6 90	7 25
Bladder, in barrels	7 05	7 30	7 65

Pure putty advance $2 per 100 lbs. over above prices.

ONTARIO HOUSING ACT

Continued from page 54

poration under the provisions of sub-section 3 of section 20 of the Act as collateral security for the payment of the loan shall be serial debentures, that is to say, debentures payable in equal annual instalments of principal and interest, as provided for in sub-section 4 of section 288 of "The Municipal Act." Such debentures shall be deposited with the Treasurer of Ontario before the final payment on the loan is made to the corporation by the province.

LOANS TO FARMERS

Application for Loan

12. Where a farmer, resident in a municipality which has not come under the provisions of the Act, desires to obtain a loan under the provisions of section 13 of the Act, he shall make application in writing therefor to the director.

Parcel of Land to be Set Aside

13. A farmer applying for a loan, either to the director or a Commission, shall designate and set aside a piece or parcel of good agricultural land not less than one acre in extent, immediately adjacent to the proposed dwelling house, for the use of the occupant of such dwelling house.

Plans, Specifications and Estimates

14. Plans, specifications and an estimate of the cost of construction, in triplicate, together with a description of the piece or parcel of land to be so designated and set aside and sufficient to identify same, shall be submitted for approval as provided for in clause 1 of these regulations. Provided, however, that where the application for a loan is made to the director the plans, specifications and estimate of cost will only be required to be in duplicate.

Mortgage to be Given to Secure Loan

15. A farmer obtaining a loan shall give a first mortgage on the whole of his farm to the Commission or the Lieutenant-Governor in Council, as the case may be, as security for the loan; provided, however, that with the approval of the director, such mortgage may be given upon part only of the farm; and provided further that, with the like aproval, a second mortgage may be given upon the whole farm.

Terms of Mortgage

16. The form of such mortgage shall be approved by the director, and shall provide, amongst other things, for—

(a) Payment of an amount in each month estimated by the director as sufficient to pay the purchase money with interest thereon at the rate of 5 per cent. per annum at the end of twenty years from the date of the mortgage.

(b) Payment of interest on arrears at the rate of 5 per cent. per annum.

(c) Payment at the option of the farmer of the whole or any part of the loan at any time during the term of the mortgage.

(d) Right of the farmer before default and with the consent of the Commission or of the director to sell and convey the property covered by the mortgage, subject to the mortgage.

And the mortgage shall contain covenants by the farmer to keep the house in repair and to pay taxes and other rates and insurance.

Forms of Mortgage

17. The Director will cause to be printed and sent to any Commission on request of a sufficient number of blank forms of mortgage for its use.

Remittance of Moneys to Province on Account Loan

18. Repayments on account of a loan made to a farmer by the Lieutenant-Governor in Council must be made monthly by Post Office order, express money order or certified bank cheques payable to the treasurer of Ontario and forwarded to the director.

J. A. ELLIS,
Director of the Bureau of Municipal Affairs.

Trade Inquiries

Continued from page 67

605. **Trunk mounting.**—A Glasgow firm would like to receive offers of the above with a view to business as soon as conditions permit. Specifications may be obtained from the Commercial Intelligence Branch, Department of Trade and Commerce, Ottawa.

606. **Agricultural implements.**—A Glasgow firm asks to be placed in touch with exporters of the above with a view to export business with Mediterranean countries.

608. **Binder twine.**—An Aberdeen firm would like to hear from exporters of the above in a position to quote on 10-ton lots.

609. **Agency.**—A Canadian commission house recently established in Barbados will cover all the West India colonies for Canadian manufacturers who commission them to represent them.

610. **Agency.**—A commission merchant of Kingston, Jamaica, well acquainted throughout the island, wishes to arrange for exclusive representation of Canadian manufacturers. References furnished to the Commercial Intelligence Branch, Department of Trade and Commerce, Ottawa.

614. **Timber.**—A Belgian officer serving in France, who was in the timber business prior to the war, wishes to resume the business of importing timber and will be glad to get into touch with Canadian exporters of timber.

615. **Belting.**—A Buenos Aires firm of importers of belting, asbestos packing and machinery supplies, desires to be placed in communication with manufacturers of belting in general.

616. **Belting.**—A Buenos Aires firm of general industrial and agricultural machinery importers desires to be placed in communication with manufacturers of belting in general.

617. **Belting.**—A Buenos Aires firm engaged in industrial machinery importation and stocking general hardware and tools, desires to be placed in communication with a manufacturer of cotton belting.

618. **Powdered white lead.**—An Argentine firm of paint manufacturers would like to receive quotations c.i.f. Buenos Aires for powdered white lead in casks of 250 kilogrammes net weight.

675. **Carriages.**—A St. John's, Newfoundland, concern makes inquiry for manufacturers of light road carriages.

676. **Harness.**—Manufacturers of driving harnesses are asked to communicate with a Newfoundland inquirer.

679. **Hardware.**—An experienced Canadian hardware man who served four years overseas as an officer wishes to return to the hardware business and would like to arrange with a group of Canadian manufacturers of different lines of hardware to represent them in England, France and Belgium.

684. An export association in New York wishes to make arrangements with Canadian manufacturers for the production of large supplies of the following articles: Insulating compounds, rubber substitutes, linoleum-like substitutes, artificial leather, lacquers, varnish, vegetable and proteid products and artificial celluloid for distribution in Canada.

689. **Wall paper.**—Inquiry is made by a manufacturers' agent at Antwerp for names of Canadian paper manufacturers able to supply paper to be printed as wall paper.

690. **Engineers' tools, builders' hardware, etc.**—A London company of wholesale hardware, machinery and metal merchants is prepared to undertake the United Kingdom agency of Canadian manufacturers of engineers' tools, malleable fittings, bolts and nuts and builders' and general hardware.

691. **Bent trunk hoops.**—A London firm, who are in the market for large quantities of bent trunk hoops, invite quotations from Canadian manufacturers of same.

693. A commission merchant in Nassau, Bahamas, wishes to represent a Canadian manufacturer of burlap baling canvas.

695. **Insulating material and mica.**—A firm of representatives in Milan, Italy, inquires for Canadian insulating material and mica.

697. **Agency.**—A broker at Genoa, Italy, would handle on commision chemicals, hides and leather (raw and dressed), leather dressing materials, paints and varnishes, industrial oils, metals, textile fibres, oil seeds, codfish, cocoa, soaps, etc.

698. **Representation.**—A party at Florence, Italy, desires to represent manufacturers or exporters of paper, office sundries leather and metal fancy goods, piece-goods, linen and lining, salted fish, colonials, tallows and fats, enamelled hollow-ware lubricant oils, boots and shoes, paints, varnishes, etc.

699. **Paints, varnishes.**—A firm at Bologna, Italy, seeks connection with British manufacturers of paints, varnishes and aniline dyes.

701. **Agency.**—A party at Florence, Italy, would represent on commission manufacturers of paper, office sundries, toys, piece-goods, salted fish, boots and shoes, leather articles in general, hollow-ware (enamelled), caps and hats.

702. **Agency.**—A Genoa, Italy, commission merchant would handle fish, linseed, cocoa, palm oil, oil seeds, oleine, mineral and lubricant oils, belting, metals, colors, etc., also castor oil.



BUY W-S-S WAR-SAVINGS STAMPS

"The Right Paint To Paint Right"

That's—

Quality products that satisfy your customers and increase profits and sales for yourself, that's **Ramsay's.**

A service that enables you to gain more than you quota of paint sales in your district, that's **Ramsay's.**

A dealer proposition you can't afford to pass up, that's **Ramsay's.**

A. Ramsay & Son Company

Makers of Property Preserving Paints & Varnishes for 77 years

Toronto **MONTREAL** Vancouver

Distributors:

Edmonton District: Revillon Wholesale Limited, Edmonton

Calgary District: The McDonald-Baker Co., 818 8th Ave. W., Calgary

CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION

Dominion Metallics — B.B. Caps 25% B.B. Caps, 20%; 22 short, black, 22 long, black, 22 long, smokeless, 20%; 22 short lesmok or 22 long lesmok, 20%; 22 short, smokeless, 30%; 22 long rifle, black, 22 long rifle, smokeless, 7½%; other rim fire, 10%; center fire pistol, add 35% list; center fire sporting, add 60%; shot cartridges, same as ball; brass shot shell, 20%; primers, add 35% list; empty shot shells, 5%; blanks, add 25%; bullets, add 40%.

Terms: Net 90 days, or 2% discount for cash in 30 days.

"Dominion" Loaded Paper Shells "Crown" Black Powder, 10% on list; "Sovereign" Bulk Smokeless Powder, net list; "Regal" Dense Smokeless Powder, net list; "Canuck" Shells, Smokeless, $41 per M, net; Empty Shells, 5%; 90 days net.

F.O.B. Montreal, Toronto, London, Hamilton.

AMERICAN AMMUNITION

List of Prices.

Subject to 12½% advance on list.

B.B. caps, $3.50 per M.; B.B. caps, concave ball, $4.40; 22 short, $5; 22 long, $6; 22 long rifle, $7; 22 short smokeless, $5.35; 22 long smokeless, $7.50; 22 long rifle, smokeless, $8.75 per M.

Sporting Cartridges—Centre Fire Smokeless 303 Winchester, $72.25 per M.; 303 Savage, $72.25; 303 British, $95; 32 Winchester special, $72.25; 38-55 Winchester, $76; 401 Winchester self-loading, $76 per M.

Primers—Nos. 1, 1½ and 2½, $3.60; Nos. 1 and 2 (100 in box), $3.80; Nos. 1-W, 1½-W, 2½-W and 3-W and 5, and 5½, 100 in box, $3.80; Berdan Nos. 1, 1½, 2 (250 in box), $3.60; Berdan Nos. 1, 1½, 2 (100 in box), $3.80; new No. 4, $5.50; U.M.C., 33, $5.50.

Shot, standard, 100 lbs., Toronto, $16.45-$17.35; Montreal, $18; net extras, as follows, subject to cash discount only: Chilled $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

AUGER BITS

Standard List Prices per dozen.			
3/16	$ 6.00	18/16	$12.00
4/16	5 00	19/16	14.00
5/16	5.00	20/16	14.00
6/16	5.00	21/16	16.00
7/16	5.00	22/16	16.00
8/16	5.00	23/16	18.00
9/16	6.00	24/16	18.00
10/16	6.00	25/16	21.00
11/16	7.00	26/16	21.00
12/16	7.00	27/16	24.00
13/16	8.25	28/16	24.00
14/16	8.25	29/16	27.00
15/16	9.50	30/16	27.00
16/16	9.50	31/16	30.00
17/16	12.00	32/16	30.00

Discounts from Standard List prices:

Beaver, 57½%.
Ford's Auger Bits, 35 to 27½%
Gilmour Auger Bits, 47½%.
Gilmour Car Bits, 37½%.
Gilmour Eye Augers, 35%.
Gilmour Ship Augurs, add 10%
Rockford Auger Bits, 50 and 10%.
Irwin Auger Bits, 10% to 12½% off list in Catalogue No. 10, 1905.

F.O.B. Toronto, Montreal, London and Hamilton.

AXES

Single Bits, doz.	$13 25	$16 00
Double Bit	16 50	19 50
Boys' Axes	12 00	14 00
Hunters' Axes	11 00	12 00
Bench—No 2, doz.	12 50	13 20
No. 3, doz.	13 50	14 20
No. 4, doz.	14 50	15 25

BABBITT

Prices on babbitt fluctuate with the metal markets and prices are quoted on application. Prices range from 8c to 75c a lb.

BARS, CLOTHES

No. 4, dozen	$10 00
No. 5, dozen	12 00
No. 6, dozen	14 00

BELTING (Leather)

Discounts apply to Revised List of Feb. 14, 1907.

Extra Quality, 30%.
Standard Quality, 30, 10%.
Side Lace Leather, lb. $1.70-$1.90
Cut Lace Leather, lb. 1.90- 2.20
F.O.B. Montreal, Toronto.

BELLS (Farm)

No. 1 x 40, lb.	$4 00
No. 2 x 50, lb.	5 00
No. 3 x 60, lb.	7 50
No. 4 x 100 lb.	10 00

F.O.B. Montreal, Toronto.

BOARDS, BAKE

No. 1, 18 x 24 in., dozen	$ 8 50
No. 2, 18 x 28 in., dozen	10 50
No. 3, 20 x 30 in., dozen	12 00

BOARDS, IRONING

No. 32, 5 x 12 in., doz.	$11 00
No. 35, dozen	25 00
No. 36, dozen	29 00

BOLTS AND NUTS

Discounts apply to list of Feb. 1, 1913.

Carriage Bolts ($1 list), ⅜ in. dia. and smaller, 6 in. and shorter, 20%.
Carriage Bolts ($1 list), ⅜ in. dia. and smaller, longer lengths, 10%.
Carriage Bolts ($1 list), 7-16 dia. and larger, net list.
Machine Bolts, ⅜ in. dia. and smaller, 4 in. and shorter, 25%.
Machine Bolts, ⅜ in. dia. and smaller, larger lengths, 15%.
Machine Bolts, 7-16 in. dia. and larger, 5%.
Sleigh Shoe Bolts, all sizes, net list.
Coach and Lag Screws, 30%.
Square Head Blank Bolts, 5%.
Bolt Ends, 5%.
Plow Bolts, 15%.
Elevator Bolts, 10%.
Fancy Head Bolts, 10%.
Shaft Bolts ($3 list), 10%.
Step Bolts, large head ($3 list), 10%.
Whiffletree Bolts, 10%.
Nuts, square, blank, add to list, $1.50.
Nuts, square, tapped, add to list $1.75.
Nuts, hexagon, blank, add to list $1.75.
Nuts, hexagon, tapped, add to list $2.
Stove bolts, 55% and 10%. Tire bolts, 35%.
Terms: 2% off 30 days from date of shipment.
F.O.B. Montreal, Toronto, Hamilton, London, Ont.

BORAX

Lump Crystal Borax, lb. 11c-12c
F.O.B. Montreal, London, Toronto.

BRASS

Spring sheets, 24 gauge and heavier, base	$0 35
Rods, base ½ to 1 in., round	0 34
Tubing, seamless, base	0 42
Copper tubing, iron pipe size, base, ¾ in. up to 3 in.	0 44

F.O.B. Montreal and Toronto.

BOILERS (Range)

30-gal., extra heavy	$14 75
30-gal., Standard	12 25

BOARDS (Wash), Zinc Doz.

Pony	$2 60
Improved Globe	5 40
Neptune	5 40
Standard Globe	5 40
Original Globe	5 90
Jubilee	6 05
Newmarket King	6 05
Western King (enamel)	8 25
Beaver (brass)	7 60

F.O.B. Newmarket.

BUTTS Wrought Steel:—

No. 840	5%
No. 800	21½%
No. 838	5%
No. 808	5%
No. 80 4	15%
Nos. 802, 842, 844	5%
Nos. 810 and 814	net list
No. 830	21½%

F.O.B. Toronto, Montreal, London, Hamilton.

Spring Butts

Chicago Spring Hinges, list + 5%.
Triplex Spring Hinges, 20-10%.
Chicago Mortise Floor (5,000), 20, 7½ and 5%.
Chicago Relax Floor (6,000), 25-10-10-2½%.
Chicago Premier (4000), 12½%.
Chicago Ajax (3,000), 12½%.
Chicago Fire Station, add 10% to list.
Lavatory Door Hinges, 20%.
Chicago Screen Door (2000), 40-2½%.
Chicago Screen Door (8000), 16 2-3 %.
Non-Hold Back Screen Door, on application. F.O.B. Chicago.

CANS

For discount on milk and cream cans, etc., see list under head of wares, etc. B.B.B.

CHAIN	Fire Welded Proof Coil Mont'l	Tor'to	Fire Welded Mont'l	Tor'to
3-16 in.	$22.75	$21.40	$.....	$27.40
¼ in.	16.75	17.75	21.75	23.60
5-16 in.	14.15	14.60	19.00	18.40
⅜ in.	13.00	13.40	15.90	17.25
7-16 in.	12.75	13.15	15.65	16.65
½ in.	12.50	12.80	15.50	16.50
⅝ in.	12.35	12.75	15.25	16.15
¾ in.	12.25	12.70	15.10	16.00
⅞ in.	12.05	12.40	15.00	15.80
1 in.	11.90	12.30	14.85	15.65

	Electric Welded B.B.	B.B.B.
3-16 in.	$18.00	$19.00
¼ in.	14.95	16.00
5-16 in.	12.55	13.50
⅜ in.	11.35	12.25
7-16 in.	11.10	12.00
½ in.	10.95	11.80
⅝ in.	10.70	11.55
¾ in.	10.40	11.25

	Montreal and Toronto American Proof Coil Chain B.B.	B.B.B.
3-16 in.	$17.25	$.....
5-16 in.	14.25	17.25
⅜ in.	13.00	16.00
7-16 in.	12.75	15.45
½ in.	12.55	15.25
⅝ in.	12.25	.....

Electric Welded B.B.B.—Chain, ¼ in., $13.75; 5-16 in., $12; F.o.b. Toronto.

Cow ties, 20%; trace chains net list; dog chains, 12½%; halter chains, 12½%; tie-out chains, 37½%; stall fixtures, No. 1 or heavy, $2 dozen; stamped, No. 3 or Dominion, $1.40 dozen; breast chains, No. 220, $16 dozen pairs. F.O.B. Montreal, Toronto, Hamilton, London.

CEMENT

Cement, per bbl. $2.80-$2.95 in car lots; $3.40-$3.50 bbl. in small lots.

Paris plaster, five-barrel lots $4.00; single barrel, $4.50. F.O.B. Toronto.

CHURNS

List price hand churns—No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.

List prices power churns—No. 0 $11; No. 1, $11; No. 2, $12; No. 3, $13; No. 4, $17; No. 5, $20.

Discount of 20% f.o.b. Toronto Hamilton, Fergus, London, St. John, N.B.

Discount of 17½% f.o.b. Montreal, Ottawa, Kingston.

CHOPPERS, FOOD

Universal—Dozen—No. 0, $19.25; No. 1, $23.30; No. 2, $28.35; No. 3, $36.45.

Russwin—Dozen—No. 0, $19.20; No. 1, $23.40; No. 2, $28.20; No. 3, $36.60.

F. o. b. Montreal, Toronto.

CLOTHES LINE (Galvanized)

No.	Per 1000 ft
17—7-strand, 100 ft. lengths	$6.85
17—7-strand, 50 ft. lengths	7 00
18—6-strand, 100 ft. lengths	5 60
18—6-strand, 50 ft. lengths	5 65
19—6-strand, 100 ft. lengths	4 75
19—6-strand, 50 ft. lengths	5 00

F.O.B. Montreal, Toronto, London

COPPER Montreal Toronto

Casting ingot, see weekly report.

Rods, ½ to 2 in.	$30 00	$28 00
Plain sheets, base, 16 oz. and heavier	30 00	....
Copper sheet, tinned, 14x60 in., 14 oz.	34 00	36 00
Copper sheet, planished, base 16 oz. and heavier	40 00	50 00

Above prices are full sheets and bars. Cut sheets and bars are 5c per lb. higher.

COMBS

Curry combs: No. 111, $1.55; No. 121, $1.70; No. 122, $2.25; No. 127, $2.25; No. 100, $2.80 per dozen.

F.O.B. Montreal, Toronto, Hamilton, London

CORD (SASH)

No. 6, lb.	71
No. 7, lb.	70
Nos. 8, 9, 10, 12	69

F.O.B. Montreal, Toronto, Hamilton, London

CANADA PLATES

Prices nominal.

	Montreal	Toronto
Ordinary, 52 sheets	$ 8 50	$ 8 00
Do., 60 sheets	8 60	8 10

	Apollo	Crown	Gorbals
18x24x52	.....	....	....
60	.....	....	....

COKE, TIN PLATES

	Peb-box
IC, 20x28 base	$20 00
IX, 20x28 base	23 00
IXX, 20x28 base	27 00
IXXX, 20x28 base	31 00

F.O.B. Toronto

Raven and Murex Grades—
IC 20x28 base, 112 sheets
IX 20x28 base, 112 sheets
IXX, 20x28 base, 56 sheets
IXXX, 20x28 base, 56 sheets
(Nominal) f.o.b. Montreal

TERNE PLATES

I. C. 20x28, 112 sheets..... $20 50

F.O.B. Toronto.

"DOMINION CROWN BEST"—DOUBLE COATED TISSUE

	Nominal
IC, 14x20 base	$15 00
IX, 14x20 base	17 00
IXX, 14x20 base	19 00

F.O.B. Montreal.

CLOCKS

Big Ben	$2 92
Good Morning, each	1 15
Lookout	1 45-1 50
Sleepmeter	1 65

F.O.B. Montreal, Toronto, London, Hamilton

CROWBARS, $10.50 per 100 lbs

DRILLS—

Standard Lists.
Blacksmiths', ½ in. x 2½ in. shank. List each.

1/8	$0.45	19/32	$1.20
5/32	.45	5/8	1.30
3/16	.50	21/32	1.40
7/32	.55	11/16	1.50
¼	.60	23/32	1.60
9/32	.65	¾	1.70
5/16	.70	25/32	1.80
11/32	.75	13/16	1.90
⅜	.80	27/32	2.00
13/32	.85	⅞	2.10
7/16	.90	29/32	2.20
15932	.95	15/16	2.30
½	1.00	31/32	2.40
17/32	1.05	1	2.50
9/16	1.10		

Intermediate sizes take list of next larger.

HARRIS HEAVY PRESSURE



The Babbitt Metal that's at the Front in Efficiency and Economy

It will stand the Heaviest Pressure, always running cool.

It will wear from 50 to 100 per cent. longer on general machinery bearings than any other Babbitt metal.

It effects a saving in lubrication.

Order a Box from our nearest factory.

It is Made in Canada. What We Make We Guarantee. We Manufacture All grades of Babbitt Metals.

WRITE FOR COMPLETE LIST

Our Guarantee is Back of Every Pound of Babbitt Metal We Make

Our Specialties:

BABBITT, SOLDER, LEAD PIPE, SHEET LEAD-INGOT METALS AND ALL PLUMBING SUPPLIES.

THE CANADA METAL CO., Limited TORONTO CANADA

BRANCH FACTORIES:

34 Jackson Street, East HAMILTON | Park Ave., C.P.R. Tracks MONTREAL | 301 Chambers Street WINNIPEG | 1428 Granville Street VANCOUVER



Bit Stock, list per dozen—

3/32	$2 70	3/8	$ 8 50
1/8	3 00	7/16	10 50
5/32	3 50	1/2	13 00
3/16	4 00	9/16	15 50
7/32	4 50	5/8	18 00
1/4	5 00	11/16	21 00
9/32	6 00	3/4	24 00
5/16	7 00	7/8	30 00

Bit Stock Drills 45%
Blacksmiths', ½-in. shank... 40%
Straight Shank 40%
Straight Shank, wire 40%
Taper Shank 40%

DOORS

See Screen Doors.
F.o.b. Toronto.

EMERY CLOTH

See under Sandpaper.

ENAMELWARE

See prices under heading Wares.

FILES AND RASPS

Discounts below apply to list of Nov. 1, 1899.

	%
Great Western, Amer.....	50
Kearney & Foot, Arcade....	50
J. Barton Smith, Eagle	50
P. H. and Imperial	50
Disston Brand	40
Globe	50
Nicholson	35
Black Diamond 25-27½	
Delta Files	20
Firth Files	50

F.o.b. Toronto, Montreal, London and Hamilton.

FITTINGS

Cast iron fittings, 12½%; Malleable bushings, 28%; cast bushings, 28%; unions, 35%; plugs, 22% off list. Net prices Class B, black, 24c lb.; Class C, 16c lb.; galvanized, Class B, 33c lb.; Class C, 24c lb.

Toronto and Montreal.

GRILLS, ELECTRIC

Single heat, round $7 50	
Three heat, round 8 25	

F.o.b. Toronto.

GRINDSTONES

	Per 100 lbs.
Over 40 lbs. and 2 in. thick..	$3 00
Under 40 lbs.	3 25
Bi-Treadle, each	7 00

F.o.b. Toronto.

HALTERS (SNAP AND RING)

	Doz.
Russet rope shank, 1"	$11.25-$12.75
Russet rope shank, 1¼ in..	13 85
Black rope shank, 1 in....	13 75
Black rope shank, 1¼".12.50-13	85
Hand sewn, no shank, 1 in.	17 40
Hand sewn, no shank, 1¼".	18 75

Halters (Sisal)

7-16 in. gross, $24; 9-16 in., $36 F.o.b. Toronto. London—7-16 in., $2.10 doz.; ½ in., $2.65 doz.

HAMMERS, SLEDGE

Can, 5 lbs. and over, cwt..	$17 50
Masons, 5 lbs. and over, per cwt.	20 00
Masons, 5 lbs. and under...	22 50
Napping, up to 2 lbs.....	25 00

F.o.b. Montreal, Toronto, Hamilton, London.

HANDLES (WOOD)

All hickory handles, list, plus 10%. All fork, hoe, rake, shovel and mall. D handles, 10%. All other handles, net list. All neck-yokes, whiffletrees and doubletrees, 10%. Wood hay rakes, horse pokes, 10%. Pike poles, ash or maple, net list.

F.o.b. St. Thomas, London, Strathroy, Toronto, St. Mary's.

HANGERS, BARN AND PARLOR

	List
Atlas, No. 0	$13 30
Atlas, No. 1	13 80
Atlas, No. 2	15 80
Stearns, 4 in.	9 75
Stearns, 5 in.	13 20
Perfect, No. 1	10 45
Perfect, No. 1½ 13 20-13	80
Storm King and safety hangers, doz.	10 60
Steel track, 1¼ in. 9 00-12	00

F.o.b. Montreal, Toronto.

HEATERS, ELECTRIC

Majestic, 1 Burner	7 50
Majestic, 2 Burner	11 25

F.o.b. Toronto.

HINGES, TEE AND STRAP

Heavy, Net Prices.

	Strap Doz.	Tee pairs.
4-inch	$ 2 70	$ 2 30
5-inch	3 33	2 88
6-inch	3 60	3 24
8-inch	4 86	3 69
10-inch	8 64	6 57
12-inch	10 71	10 44
14-inch	12 24	10 62

Light, Net Prices, figured at discount 10%.

3-inch, doz. pairs...	$0 90	$0 90
4-inch	1 08	0 99
5-inch	1 26	1 17
6-inch	1 53	1 35
8-inch	2 25	1 60
10-inch	....	....

Screw Hook and Strap Hinges—List prices, per dozen pairs—6 in., $4.30; 8-in., $4.80; 10-in., $6.40; 12-in., $7; 15-in., $7.50; 18-in., $11; 21-in., $12.40; 24-in., $16; 27-in., $17.20; 30-in., $18.50; 33-in., $21.50; 36-in., $24.50.

Discount, 25%.

F.o.b. Toronto, London, Hamilton and Montreal.

HAY KNIVES

Spear Point	$14 00
Lighting	12 50
Heath's	12 50

HOES, Grub $10.50 11 00

HOOKS, GRASS

	Canadian	English Fox
No. 2, per doz..	$4 15	$5 00-$5 50
No. 3, per doz..	4 25	5 50- 6 40
No. 4, per doz..	4 35	6 00- 7 40
Little Giant ...	6 00	....
Barden Patent..	6 00	....

F.o.b. Montreal, Toronto.

HORSESHOES

Patterns	Sizes made	Price per keg No. 2 and larger	No. 1 and smaller
		Less 20c.	
Light iron ...	0-7	$7 75	$8 00
Long heel light iron	3-7	7 75	....
Medium iron..	1-8	7 75	8 00
Heavy iron	6-8	7 75	....
Snow	1-6	8 00	8 25
New-light "XL" steel	1-6	8 20	8 45
Featherweight "XL" steel...	0-4	9 60	....
Special-counter-sunk	0-4	10 10	....
Toe-weight (front only).	1-4	10 60	....

Packing—Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra.

F.o.b. Montreal and Belleville.

Terms—Cash in thirty days, less 2% discount.

TOE CAULKS

Nos. 0, 1, 2 and larger, sharp and blunt, $2.25 to $2.90 box.

HOSE, LAWN

	Toronto
Corrugated, ½ in., 100 ft..	$17 50
Corrugated, ⅝ in., 100 ft..	20 50
Corrugated, ¾ in.	23 50
Corrugated, 1 in., 100 ft...	35 00

Less 5% for full reels, 500 ft.

F.o.b. Toronto and London.

HAT AND COAT HOOKS

Coppered wire, 3 in., $1.10 gross.

F.o.b. Montreal, Toronto, Hamilton, London.

IRON AND STEEL

See weekly report.

IRON, TINNED

Prices nominal. Subject to premium where stocks are obtainable. 72x30 up to 24 gauge, case lots ....
72x30, 26 gauge, case lots. ....
Less than case, 50c per 100 lbs. extra. F.o.b. Montreal.

IRONS, (SAD)

Mrs. Potts, No. 55, polished, per set	$1 95
Mrs. Potts, No. 50, nickel-plated, set	2 10
Mrs. Potts, handles, japanned, doz.	1 65
Sad irons, common, plain, 3, 4 and 5 lbs.....	9 20
Sad irons, plain, 6 lbs. up..	7 00
Sad irons, common, plated.	5 50
Princess Electric, each.	$4 00 4 10
Canadian Beauty Electric Irons—Style A	4 50
Style B	4 88
Hotpoint Domestic Electric Irons, each	5 25
Gasoline Sad Irons, each ...	4 25

F.o.b. Montreal, Toronto, London, Hamilton.

LADDERS, Etc.

Step Ladders	Per ft.
Perfect, 6 to 16 ft. only....	$0 32
Hercules, 4 to 10 ft.....	0 34
Hercules, 12 to 14 ft.....	0 39
Faultless, 4 to 10 ft. only..	0 30
Ontario, 4 to 10 ft. only....	0 27
Shelf Lock, 4 to 8 ft. only..	0 22

Single and Fruit Picking

10 ft. to 16 ft.	20c ft.
18 ft. to 20 ft.	23c ft.
Chair ladders, each	2 00

F.o.b. Toronto, Hamilton, London.

Roped and Straight Extension Ladders

	Per ft.
20 to 32 ft.	$0 24
36 to 40 ft.	0 27
44 ft.	0 30
Over 44 ft.	0 40

F.o.b. Toronto, London, Montreal, Stratford.

Fire ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

LANTERNS

	Per doz.
Short Globe, plain	$12 50
Do., Japd.	13 25
Long Globe, plain	12 50
Do., Japd.	13 25
Dash, plain	15 50
Do., Japd.	16 25
Do., Search (r'nd reflec.)	17 00
Little Bobs 2 10-4	20

F.o.b. Toronto, Hamilton, London, Montreal.

LANTERN GLOBES

	Dozen
Cold blast, short.....$0	95-$1 10
Cold blast 1	00- 1 10

3 doz. cases, 95c doz.; 6 doz. cases, 90c doz.

Cold blast, genuine ruby....$4	75

F.o.b. Toronto, London, Hamilton and Montreal.

LATCHES

	Per doz.
Steel Thumb, No. 2....$1	90-$2 00
Steel Thumb, No. 3.... 2	50- 2 70
Steel Thumb, No. 4.....	4 75
Barn Door, No. 5	2 75
Barn Door, No. 9	5 10

F.o.b. Montreal, Toronto, London.

LEAD

For pig lead and lead and zinc products see weekly report.

MACHINES (WASHING)

	List each
Canadian $10	00
Dowswell 10	00
Noiseless 15	50
Hamilton 12	00
Ottawa 10	50
Peerless 10	50
Snowball 15	00
Momentum 16	50
New Century, style A..... 16	50
New Century, style B..... 18	00
Playtime, engine drive 22	00
Ideal Power 28	00
Seafoam, electric 107	00
Seafoam, engine drive 49	00
New Idea, electric 134	00
Sunshine 9	50
Popular, No. 1 10	50
Popular, No. 2 10	00
Economic 12	50
Champion 17	00
New Excell-All 18	00
Blue Bell, without stand... 16	50
Puritan Water Motor Washer, complete 28	00
Hydro, 1 Tub, engine drive 50	50
Do., do., electric 108	50
Low pressure water motor washer, each 30	00
Connor ball-bearing, with rack 18	50
I X L 18	50
Perfection, engine drive .. 55	50
Perfection, engine drive... 15	50
Gem 16	50
Winner, plain 13	50
Connor Improved 10	00
Jubilee 9	50
Canada First 19	00

Discount, 30% and 10%. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

MALLETS

	Per doz.
Tinsmiths, 2¼ x 5½ in.	$1.00-$1 75
Carpenters', No. 3	5.80

F.o.b. Montreal, Toronto, Hamilton.

MATTOCKS

Cutter, doz.	$12 50	$13 25
Pick, doz.	12 50	13 25

F.o.b. Montreal, Toronto, London, Hamilton.

MIXERS, BREAD

Canuck—		
No. 4, dozen	$29 40	
No. 8, dozen	33 60	
Universal—		
No. 4, dozen $38 10	39 60	
No. 8, dozen 46 40	48 60	

MOPS

O-Cedar, doz. net.....$12	00
Sprustex, No. 2, doz..$8 00	8 40
S.W. Mops, complete, doz.	5 25 5 40
Mop Sticks, doz., No. 8....	2 00
Cast Head Mop, doz.....	2 00
Crescent, doz., No. 10..2	50 3 35
Crank wringing, doz.....	8 25

F.o.b. Montreal, Toronto, Hamilton, London.

MOWERS, LAWN

Adanac 40-	10%
Woodyatt	35%
Empress	35%
Mayflower	35%
Star, Ontario, Daisy	35%

F.o.b. Toronto, Guelph, London, Hamilton.

NAILS

List adopted July 10, 1912.

Advance over base on common wire nails in kegs.

		2¾	inch.....15c
1	inch.....$1	3	inch.....10c
1⅛	inch..... 1	3¼	inch.....10c
1¼	inch....65c	3½	inch.....10c
1½	inch....40c	4	inch..... 5c
1¾	inch....40c	4½	inch..... 5c
2	inch....30c	5-inch base.	
2¼	inch....30c	5½-inch base.	
2½	inch....15c	6-inch base.	

6½ to 12-inch-2 Ga. and heavier, 25c over base.

Standard Steel Wire Nails, f.o.b. Toronto, London, Hamilton, Milton, $4.70 base.

Freight equalized on above points.

F.o.b. Montreal, Gananoque, Collingwood and Owen Sound. $4.75 base.

Freight equalized on above points.

Windsor, Walkerville, Sandwich f.o.b. factory prices, carload freight allowed, $4.80.

Sault Ste. Marie, Port Arthur, Fort William, $5.05 base, f.o.b. factory; no freight allowance.

Moulding, Flooring, Slating, Box, Fence, Barrel Nails, 25c per 100 lbs. over common nail prices. Finishing Nails, 50c per 100 lbs. advance over common nail price. Clinch Nails and Sash Pins, 75c per 100 lbs. over common nail price.

Miscellaneous wire nails, 60% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton, London.

Cut Nails—Montreal, $5.35 base; Toronto, $4.75 base; London, $5.35; Hamilton, $5.35; no equalization of freights.

Roofing Nails—American, large head, keg, $8.50; 25-lb. boxes, per 100 lbs., $9.00.

F.o.b. Montreal, Toronto, Hamilton.

NAILS (HORSE)

C Brand

Size	Per 100 lbs.
Capewell—	
No. 5	$23 00
No. 6	22 00
No. 7	21 00
No. 8	20 00
Nos. 9 to 12	19 00

Discount, 10%

"M.R.M." BRAND

No.	Net Price List Lengths	Per box of 25 lbs.
3	1⅝"	$20 00
4	1¾"	10 00
5	1 15-16"	5 00
6	2⅛"	4 75
7	2 5-16"	4 50
8	2½"	4 50
9	2 11-16"	4 25
10	2⅞"	4 25
11	3 1-16"	4 25
12	3¼"	4 25

F.o.b. London, Hamilton, Montreal, Toronto

NETTING, POULTRY

List prices per roll of 50 lineal yards. Adopted March, 1909.

2-inch mesh and 19 ga. wire.

12 inch...	$1 80	48 inch...	$ 6 20
18 inch...	2 65	60 inch...	7 70
24 inch...	3 40	72 inch...	9 20
30 inch...	4 00	84 inch...	10 50
36 inch...	4 75	96 inch...	12 00
42 inch...	5 50		

1½ inch mesh and 19 ga. wire.

12 inch...	$3 50	42 inch...	$10 50
18 inch...	5 00	48 inch...	12 00
24 inch...	6 30	60 inch...	15 00
30 inch...	7 75	72 inch...	18 00
36 inch...	9 90		

1 inch mesh and 20 ga. wire.

12 inch...	$4 00	42 inch...	$12 00
18 inch...	5 50	48 inch...	14 00
24 inch...	7 00	60 inch...	17 00
30 inch...	8 50	72 inch...	20 00

¾ inch mesh and 20 ga. wire.

24 inch..	$10 50	36 inch...	$15 00
30 inch..	12 75		



YOUR customer can save on those big jobs by Prepared Paints and Varnishes.

And on the small job, too. Jamieson's are pure and uniform in quality and color—most for the money.

R. C. Jamieson & Co., Limited
ESTABLISHED 1858
Calgary Montreal Vancouver
Owning and Operating P. D. Dods & Co., Ltd.

JAMIESON'S
PURE PREPARED PAINTS

½ inch mess and 22 ga. wire.
24 inch...$16 50 36 inch...$24 00
30 inch... 20 10

Discounts at present quoted apply only to 1 and 2 inch mesh netting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Montreal, Canadian netting 15% off list.

American netting, 10% off list.

	Per rod
Invincible—1640	$ 0 75
1848	0 85
2060	0 95

Put up in 10, 20 and 30-rod rolls. F.o.b. Montreal.

OAKUM

Best (American)	$21 00-$22 00
U.S. Navy (unspun)	
Clipper (spun)	21 00
Clipper (unspun)	19 50
U.S. Navy (unspun)	
U.S. Navy (spun)	21 50
Plumbers (spun)	$10 00- 10 50

F.o.b. Montreal, Toronto.

OILS	Montreal	Toronto
Royalite, gal.	0 20½	0 19½
Palacine, gal.	0 23½	0 22½
Gasoline, net, gal.	0 34	0 33
	List	Gallon
Black oil (Summer)	0 19½	0 16
Black oil (Winter)	0 20½	0 17
Imperial Kerosene Tractor		0 60
Capital cylinder	0 62	0 61
Machine oil, regular grades	33½-42½	32½-41½
Standard gas engine oil	0 40½	0 39½
Paraffine	0 25	0 24

List, less 15% on above.

Polarine Oil, list	0 90
Polarine Oil, heavy, list	0 90
Gargoyle Mobiloil, list	1 33

List, less 25% on above.

Fuel oil, bbls. net	0 08½
Fuel oil, tank cars, net	0 07 7-10

Prices shown are barrel basis unless otherwise specified. Barrels charged extra.

OLD MATERIALS

See weekly report.

PACKING	Per lb.
Fine jute	$0 20
Coarse jute	0 15
Hemp	0 34
Square braided hemp	0 38
No. 1 Italian	0 44
No. 2 Italian	0 36

F.o.b. Montreal and Toronto.

PAPER	Per 400-ft. roll
Dry Fibre, No. 1 roll	$1 10-$1 20
Dry Fibre, No. 2 roll	0 62- 0 65
Anchor Brand	1 20
Rosin Sized Sheeting, red	1 05
Do., blue	1 10
Tarred Fibre, No. 1 roll	1 25- 1 30
Tarred Fibre, No. 2 roll	0 77- 0 83
Surprise Fibre	0 67- 0 71
Tarred felt, per cwt.	4 10
Cyclone (dry)	1 20
Cyclone (tarred)	1 30
Joliet (dry fibre)	0 65
Monarch Sheathing (per 100 lbs.)	4 00
Asbestos sheeting (per 100 lbs.)	13½ 0 15
Carpet Felt, 16 oz. per 10 lbs.	$5 00

F.o.b. Toronto, Hamilton, London, Montreal, freight equalized thereon.

PICKS

Clay—	
5 to 6 lbs., doz.	$12 00
6 to 7 lbs., doz.	12 75
7 to 8 lbs., doz.	13 50
Rock—	
7 to 8 lbs., doz.	12 50

F.o.b. Montreal and Toronto.

PINS, CLOTHES

	Per case
5 gross, 4-in. (loose)	1 45
4 gross (cartons), 4½ in.	1 45

F.o.b. Montreal and Toronto.

WROUGHT PIPE

Price List No. 38.

Standard Buttweld

Per 100 feet.

	Steel Blk.	Steel Gal.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Gal.
⅛ in.	$ 6 00	$ 8 00	$	$ ....
¼ in.	4 68	6 81	5 28	7 41
⅜ in.	4 68	6 81	5 28	7 41
½ in.	6 21	7 78	7 60	8 63
¾ in.	7 82	9 95	8 97	11 10
1 in.	11 56	14 71	13 26	16 41
1¼ in.	15 64	19 90	17 94	22 20
1½ in.	18 70	23 76	21 45	26 54
2 in.	25 16	32 01	28 86	35 20
2½ in.	40 37	51 19	....	....
3 in.	52 79	66 94	....	....
3½ in.	67 16	84 18	....	....
4 in.	79 57	99 74	....	....

Standard Lapweld

	Steel Blk.	Steel Gal.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Gal.
2 in.	$28 86	$35 34	$32 56	$39 03
2½ in.	42 12	52 36	47 97	58 21
3 in.	55 08	68 47	62 73	76 12
3½ in.	69 00	86 94	78 20	96 14
4 in.	81 75	193 00	92 65	113 90
4½ in.	93 00	118 00	112 00	137 00
5 in.	108 00	137 00	130 00	159 00
6 in.	140 00	178 00	169 00	206 00
7 in.	283 00	292 00	219 00	268 00
8 L in.	193 00	244 00	230 00	281 00
8 in.	222 00	281 00	265 00	324 00
9 in.	266 00	336 00	....	....
10L in.	246 00	312 00	294 00	360 00
10 in.	317 00	402 00	379 00	464 00

Terms 2% 30 days, approved credit.

Freight equalized on Chatham, Guelph, Hamilton, London, Montreal, Toronto, Welland.

While the foregoing prices on iron pipe are the nominal prices, it has been found in practice that prospective buyers should ask for quotations on sizes 2½ inches and larger on account of the shortage of these sizes and the extra difficulty of procuring supplies.

WROUGHT NIPPLES

4" and under, 45%.

4½" and larger, 40%.

4" and under, running thread, 25%.

Standard couplings, 4" and under, 35%.

4½" and larger, 15%.

Terms, 2% 30 days. Approved credit, Ontario, Quebec and Maritime Provinces.

PIPE (Conductor)

	Plain	List
2 in., in 10-ft. lengths, list.	$ 8 00	
3 in., in 10-ft. lengths, list.	9 70	
4 in., in 10-ft. lengths, list.	12 80	
5 in., in 10-ft. lengths, list.	17 50	
6 in., in 10-ft. lengths, list.	21 30	

Net list.

F.o.b. Toronto, Ottawa, Oshawa.

PIPE, LEAD

See weekly report.

PIPE (SOIL)

Medium and extra heavy pipe, 2 to 6 inch 15%

Medium and extra heavy fittings, 2 to 6 inch 25%

8 inch pipe and fittings. Net list

F.o.b. Toronto, Montreal.

PIPE (STOVE)

See prices under Wares, etc.

PITCH

Pine, black, per bbl.	8 50
Navy pitch, per bbl.	6 50

F.o.b. Montreal, Toronto.

POLISH (O-Cedar)

4-oz. bottles, doz., list	3 00
12-oz. bottles, doz., list	6 00
1-qt. can, doz., list	15 00
½-gal. cans, doz., list	24 00
1-gal. cans, doz., list	36 00

Discount, 33 1-3 per cent.

Liquid Veneer—	
4 oz., doz.	$2 00
12 oz., doz.	4 00
32 oz., doz.	8 40
64 oz., each	1 20
128 oz., each	2 10

F.o.b. Toronto, London.

PUMPS

	Pitcher Spout	Closed Spout
No. 1	$2 75	$2 95
No. 2	3 05	3 30
No. 3	3 40	3 65

F.o.b. Montreal, Toronto, Hamilton, London.

RIVETS AND BURRS

Iron rivets, blacked and tinned, 35 and 5%; Iron Burrs, 35 and 5%.

Copper rivets, usual proportion of burrs, add 15%; burrs, add 40%.

Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¾-lb. pkgs., 2c lbs. Coppered Rivets, net extras, 3c per lb.

F.o.b. Montreal, Toronto, London.

ROOFING

	Per square
Samson, 1-ply, roll	$2 30
Samson, 2-ply, roll	2 75
Samson, 3-ply, roll	3 30
R. S. Special, 1 ply	1 75
R. S. Special, 2 ply	2 00
R. S. Special, 3 ply	2 25
Amazon, 1-ply	2 05
Amazon, 2-ply	2 35
Amazon, 3-ply	2 65
Everlastic, 1-ply	1 80
Everlastic, 2-ply	2 10
Everlastic, 3-ply	2 40
Good Luck, 1-ply	1 80
Good Luck, 2-ply	2 10
Good Luck, 3-ply	2 40
McCombe Sp., 1-ply	1 75
McCombe Sp., 2-ply	2 00
McCombe Sp., 3-ply	2 25
Black Cat, 1-ply	2 05
Black Cat, 2-ply	2 35
Black Cat, 3-ply	2 65
Black Diamond Ready Roofing, 2 ply	1 12
Black Diamond Ready Roofing, 3 ply	1 38
Liquid roofing cement, per gal., in barrels	0 31
5 and 10 gal. lots, per gal.	0 44
Coal Tar (refined), bbl.	8 50
Roofing Pitch, per cwt.	1 20

F.o.b. Toronto, London, Montreal.

ROPE	Lb.
Pure Manila basis	34
British Manila basis	30
New Zealand hemp basis	30
Sisal basis	27½

Above quotations are basis prices, ¾ in. and larger diameter. The following advances over basis are made for smaller sizes:—⅝ in., ½c; 9-16 to 7-16 in. inclusive, 1c; ⅜ in., 1½c; ¼ and 5-16 in., 2c; 3-16 in., 2½c extra.

Single lath yarn basis	27½
Double lath yarn	28
Yacht marline, tarred	54
Halyards	47
Hemp, deep sea line basis	47
Hemp, tarred ratline basis	40
Hemp, tarred bolt rope basis	42
Marline and Houseline	42
Italian rope basis. On application	
Cotton, ⅛ in.	0 81¾
5-32 in.	0 80¾
3-16 in.	0 69
¼-in. and up	0 68

F.o.b. Toronto, Montreal, Brantford, London, Hamilton.

RULES, BOXWOOD (LUFKIN)—

651B (68), $2.10 dozen; 751 (61), $2.70; 851 (51), $3.25; 771 (84), $6.35; 781 (62), $7.80; 861A (53½), $7.85; 852 (73), $5.10; 752B (7), $6; 386 (32), $6.90; 3851 (66½), $5.85; 465 (69), $1.80; 171 (36), $4.60.

F.o.b. Montreal, Toronto, London.

TAPES, MEASURING (LUFKIN)—

	Each
263, 50 ft. Challenge Steel	$3 95
103, 50 ft. Reliable Jr. Steel	4 05
243, 50 ft. Rival Steel	3 50
1243, 50 ft. Rival Jr. Steel	3 50
603, 50 ft. Metallic	3 00
604, 66 ft.	3 30
403, 50 ft. Linen	2 15
	Dozen
713, 50 ft. Ass Skin	5 40
714, 66 ft. Ass Skin	6 50
143, 3 ft. Steel Pocket	7 10
145, 5 ft. Steel Pocket	9 65
175, 5 ft. Linnine Pocket	5 55
165, 5 ft. Cotton Pocket	1 60

F.o.b. Montreal, Toronto, London.

SANDPAPER

B. & A. sandpaper, 12½% off list.

Star sandpaper, 12½% off list.

B. & A. emery cloth, 30% on list.

F.o.b. Toronto, Montreal.

SCALES	Scale List	Stamping extra
Champion—		
4 lb.	$5 50	$0 80
10 lb.	7 50	0 30
240 lb.	12 50	0 50
600 lb.	28 00	1 00
1200 lb.	35 00	1 00
2000 lb.	50 00	1 00
2000 lb. Drop lever	57 00	1 00
10-lb. Household	5 00	0 10
25-lb. Household	6 00	0 30

Champion list prices subject to discount of 5%; Standard scales, 10% discount; Weigh Beams, 5% discount. No discount allowed on stamping charge. F.o.b. Toronto, Montreal, Hamilton.

SCYTHES	Doz.
Cast Steel	$15 00
Golden Clipper	16 00
Little Giant	17 00
Bush	15 50

F.o.b. Toronto, London.

SCREEN DOORS

Kasement, No. 1, 2 ft. 8 in., $28.80; 2 ft. 10 in., $30; 3 ft., $31.20; Nos. 2, 3 and 4, 2 ft. 8 in., $31.20; 2 ft. 10 in., $32.40; 3 ft., $34.20 dozen.

SNATHS	Doz.
00 Patent	$13 75
1	13 20
2	12 65
3	11 55

SCREWS

Discounts off Standard List adopted Aug. 1, 1906.

Wood, F. H., bright	75
Wood, R. H., bright	70
Wood, O. H., bright	70
Wood, F. H., brass	40
Wood, R. H., brass	35
Wood, O. H., brass	35
Wood, F. H., bronze	30
Wood, R. H., bronze	27½
Wood, O. H., bronze	27½
Square cap	20
Hexagon cap	20

Wooden Bench Screws

Dozen	$7 00

SHEETS, BLACK

See Montreal and Toronto report.

SHEETS, CORRUGATED

See weekly report.

SHEETS, GALVANIZED

Premier Galvanized

10¾ oz.	$8 10
U.S. 28	7 70
U.S. 26	7 40
22 and 24	7 25
18 and 20	7 10
16	6 95
14	6 80

F.o.b. Hamilton and Toronto.

Apollo Brand. Montreal Toronto

14 gauge	....	....
16 gauge	....	....
18-20 gauge	....	....
22-24 gauge	....	....
26 gauge	....	....
28 gauge	....	....
10¾ ozs.	....	....

Add 25c for less than ton lots.

B.W. Queen's Fleur ..nffffffS

B.W. Queen's Fleur- Gorbals

gauge	Head	de-Lis "best-best"
16		
18-20		
22-24		
26		
28		

Less 25c in case lots.

SHINGLES	Per sq.
Standard galvanized	$10 00
Standard painted	8 00

Discount 7½%.

SIDING METAL

Standard galvanized	$8 50
Standard painted	6 50

Discount 7½%.

On shipments of 500 lbs. and over, freight is allowed south and east of and including North Bay; also several western counties in Quebec Province. Places north and west of North Bay, the freight is equalized on North Bay. For Quebec and Maritime Provinces, freight is equalized on Montreal.

SOLDERING COPPERS

Base, 3 to 8 lbs., 54½c. F.o.b. Toronto and Hamilton.

SOLDER, BAR

See weekly report.

SPOUTS, SAP

Eureka, per M. $13 50 $16 50

STAPLES

See Wire Products.

STOVES

Oil Burning Cooking	List each
Perfection No. 32, 2-burner	18 75
Perfection, No. 33, 3-burner	24 25
Perfection, No. 34, 4-burner	30 75
No. 220 oven for above stoves	7 25

Discount, 25% off list.

Freight allowed on shipments of 12 stoves.

McClary Glass Front Oven No. 70, each, net	4 25
Detroit Glass Front Oven No. 85, each, net	4 50

F.o.b. Sarnia, London, Toronto, Ottawa.

Oil Burning Heaters.	List
No. 525, each	7 00
No. 530, each	8 25
No. 630, each	10 25

Discount 25% off list.

Freight allowed on shipments of 24 heaters.

STRETCHERS, CURTAIN—

No. 33, per dozen	$34 50
No. 98, per dozen	18 50
No. 99, per dozen	23 00

Have You Secured Your C·C·M Bicycle Agency?

The Bicycle selling season is already opening up in fine shape. All signs point to a very brisk demand for bicycles during the next few months.

C. C. M. NAMEPLATES

"Gendron" "Massey" "Ivanhoe" "Cleveland"



"Columbia" "Perfect" "Brantford Red Bird"

As usual, C.C.M. dealers will have a distinct advantage. The high quality of these "90% Made-in-Canada" machines and their wide popularity makes them unusually easy to sell. The satisfaction they give helps to build up a permanent, steadily increasing business. The heavy advertising of C.C.M. Bicycles this season in the street cars and newspapers all over Canada will be of great assistance to all C.C.M. Dealers.

Why not secure your share of this business?

For prices and full particulars, write to Head Office or nearest Branch.

CANADA CYCLE & MOTOR CO. LIMITED

Montreal Toronto WESTON Winnipeg Vancouver

The Best Costs No More

Cheap Varnishes are the most expensive.
They are liable to crack and peel and blister.
They are a very poor investment.

Dougall Varnish Lasts Longest

and besides it covers far more per gallon than other varnishes. It is the best proposition from every standpoint. It costs less in the long run to buy Dougall Varnish in the first place.

Liberal discounts to the dealer—write for them.

The Dougall Varnish Co., Ltd., Montreal

QUALITY DOUGALL VARNISHES FIRST

SPADES, SHOVELS AND SCOOPS

	1st Grade %	2nd Grade %	4th Grade %
Plain Back Shovels and Spades	25 and 25	25 and 25	25 and 25
Draining Tools	25 and 25	25 and 25	.....
Hollow Back Scoops	25 and 25	.....	25 and 25
Sand Shovels	25 and 25	.....	25 and 25
Hollow Back Shovels	25 and 25	.....	25 and 25
Hollow Back Coal Shovels	25 and 25	.....	25 and 25
Riveted Back Scoops	25 and 25	25 and 25	25 and 25
Miners' Spring Point Shovels	25 and 25	.....	.....

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as follows:

BLACK LIST PRICES

Plain Back Shovels and Spades	$29.00	$28.00	$25.00
Draining Tools, No. 2, black	29.00	27.50	.....
Hollow Back Scoops, No. 2, black	34.50	.....	32.00
Coal Shovels, Hollow Back, No. 2, black	32.00	.....	30.00
Sand Shovels, No. 2, black	27.50	.....	24.00
Hollow Back Shovels, No. 2, black	27.50	.....	24.00
Riveted Back Scoops, No. 2, black	37.50	35.50	34.00
Miners' Spring Point Shovel, No. 2, black	36.50	.....	.....

NET EXTRAS—

For each size larger than No. 2, add 25c dozen net.

F.o.b. London, Hamilton, Toronto, Gananoque, Ottawa, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon.

SWEEPERS, CARPET — Bissell's Doz.

American Queen, Nickeled Fittings, Cyco Ball Bearing	$48 00
Club, Jap. Cyco Bearing	102 00
Champion, Nickeled Fittings	40 00
Champion, Japan'd Fittings	34 00
Grand, Nic., Cyco B.B.	61 00
Grand, Jap., Cyco B.B.	55 00
Grand Rapids, Nic., Cyco B.B.	45 00
Grand Rapids, Jp., Cyco B.B.	39 00
Parlor Queen, Nic., Cyco, B.B.	51 00
Princess, Nic., Cyco B.B.	46 00
Standard, Nickeled Fittings	42 00
Standard, Jap'd Fittings	36 00
Universal, Nic., Cyco Bearing	43 00
Universal, Jap., Cyco Bearing	37 00

SWEEPERS, VACUUM — Bissell's Doz.

Grand Rapids, Nic.	$98 00
Household, Jap.	88 00
Superba, Nic.	114 00

F.o.b. factory Niagara Falls, Ont.

Prices guaranteed by manufacturers against their own decline to June 30, 1919. Also stocked by jobbers.

SWEEPERS (ELECTRIC)

Steel frame	$36 40
Aluminum frame	43 90
Attachments, set	8 25

F.o.b. Toronto, Hamilton, London.

TACKS — Discount

Wire Tacks	60 and 10%
Revised Hardware Tack List adopted Jan. 1, 1916	60 and 15%
Double pointed tacks	60 10%
Shoe findings list adopted July 5, 1917	Net List
List of Capped Goods adopted Jan. 1, 1916	60 and 15%

F.o.b. Toronto, Hamilton, Montreal, London.

TINNERS' TRIMMINGS

See prices under head of Wares.

TOASTERS, ELECTRIC

Canadian Beauty	$4 50
Upright, with rack	6 40

TOOLS, HARVEST

Waverly, Wellandvale, Rixford, Maple Leaf, Bedford, 17½% discount. Samson, 12½% discount.

F.o.b. Montreal, Toronto, Hamilton, London.

TROUGH (EAVE)

O. G. Square bead and half round:

Size in girth	Per 100 ft.		
8 in.	$ 6 90	15 in.	$12 50
10 in.	7 70	18 in.	16 00
12 in.	9 10		Net List

F.o.b. Toronto, Oshawa, Ottawa.

TRAPS (GAME) — Doz. with chain

Victor, No. 1	$2 20
Jump, No. 1	2 95
Hawley & Norton, No. 1	3 45
Newhouse, No. 1	5 00

F.o.b. Toronto, London, Hamilton, Montreal.

TWINE (BINDER) — Per lb.

600 ft.	$0 22
550 ft.	0 23¾
600 ft.	0 25
650 ft.	0 26½

In 5-ton lots, ¼c discount from above; 10 tons and upwards, ¼c discount. Freight paid on 300 lbs. and over to nearest station.

F.o.b. Montreal, Toronto, Brantford, Hamilton, London.

TWINE (COTTON)

3-ply wrapping, lb.	0.65½
4-ply wrapping, lb.	0.69

F.o.b. Toronto, Hamilton, London.

WOOD TUBS

No. 0, per dozen	$19 80
No. 1, per dozen	17 60
No. 2, per dozen	15 40
No. 3, per dozen	13 20

F.o.b. Newmarket.

VALVES — %

Ground work	40
Compression work, standard	45
High grade	41
Cushion work	40
Fuller work, standard	43
High grade	36
Basin cocks, No. 0 Standard	38
High grade	38
Bath cocks	48
Flatway stop and waste cocks, standard	47
High grade	45
Roundway stop and waste cocks, standard	45
High grade	45
Brass steam cocks, standard	10% advance on list
Radiator valves, standard	10
Do., removable seat	Net list
Patent quick opening valves	30
Globe, angle and check valves, standard	Net
Do., Jenkins Disc, 5% advance on list.	

F.o.b. Toronto.

WARES, ETC.

Scotch Grey Ware, 50%.
Colonial, 33 1-3%.
Imperial Ware, 33 1-3%.
Pearl, 27½%.
Premier, 10%.
Canada Ware, net list.
Diamond, net list, White Ware, 50%
Japanned Ware, list plus 20%.
Japanned Ware. White, list, plus 30%.
Plain and Jap. Sprinklers, list plus 30%.
Stamped Ware, plain, 50%.
Stamped Ware, retinned, 45%.
Copper Bottoms, net list.
Tinners' Trimmings, 50%.
Tinners' Trimmings, retinned, 45%.
Tinners' Trimmings, general, list plus 20%.
Factory Milk Cans, list plus 50%.
Milk Can Trimmings, list, plus 60%.
Cream Cans, list, plus 25%.
Railroad Cans, list, plus 20%.
Pieced Tinware, C.B., list, plus 50%.
Sheet Iron Ware, list, plus 100%.
Pieced Ware, ordinary, list, plus 30%. Fry pans, 40 and 10%.
Spiders, steel, 10% off; cast iron, 10%.
Fire Shovels, Japanned, list, plus 15%.
Steel Sinks, painted, list plus 25%.
Steel Sinks, galvanized, list, plus 15%.
Light Galv. Pails and Tubs, list plus 20%.
Heavy Galv. Pails and Tubs, list, plus 10%.
Garbage Pails, list, plus 10%.
Jap. Coal Hods, list, plus 30%.
Galv. Coal Hods, list, plus 50%.
Paper Lined Boards, 30 and 10%.
Wood Lined Boards, 30%.
Stove Pipe, patent, per 100, 6 in., $22.28; 7 in., $23.87.
Common, made-up, per 100, 5 and 6 in., $24.67; 7 in., $26.07.
Polished, made-up, per 100, 5 and 6 in., ...; 7 in., ...
Stove Pipe Thimbles, 45%.
Copper Boilers, net list.
Copper Tea Kettles, net list.
Copper Tea Kettles, 3 doz. lots, list and 10%.
Copper Tea and Coffee Pots, net list.
Copper Tea and Coffee Pots in 3 doz. lots, list, plus 10%.
Nickel-plated Ware, 50%.

F.o.b. Montreal, Toronto, London, Hamilton.

WROUGHT WASHERS

Round plain. Sizes given are size of hole. In boxes of 50 lbs., list prices, per 100 lbs.—¼ in., $28.00; 5-16 in., $24.40; ⅜ in., $22.80; 7-16 in., $21.00; ½ in., $19.60; 9-16 in., $18.80; ⅝ in., $18.60; 11-16 in., $18.40; ¾ in., $18.20; 13-16 in., $18.00; 1 1-16 in., 1⅛ in., 1¼ in., $18.00; 1 1-1½ in., 1⅛ in., 1¼ in., 1 5-16 in., $18.00; 1⅜ in., 1½ in., 1⅝ in., $18.40; 1¾ in., 1⅞ in., 2 in., 2⅛ in., $19.00. Discount 45 per cent. Net extras, 26 to 49 lbs. of a size, $1.00; 25 lbs. of a size or less, $2.00 per 100 lbs. Package allowances—if taken in kegs about 175 lbs. each, allowance 10c per 100 lbs.; if taken in bags about 100 lbs., allowance 15c per 100 lbs

WEIGHTS, SASH

	Tor'to	Lond'n	Mont'l	
Sectional, 1 lb., per 100 lbs.	$5.50-$5.85	$4.00		$5.35
Section, ½ lb., per 100 lbs.	5.50- 5.85	4.50		5.50
Solid, 3 to 30 lbs., per cwt.	4.25	3.25		3.75

WHEELBARROWS

Navvy, steel wheel, doz.	$58 20
Garden, steel, doz.	58 80
Light garden, doz.	46 80

F.o.b. Montreal, Toronto, London.

WIRE PRODUCTS

F.o.b. Toronto, London, Hamilton Montreal.

Cut Hay Wire	Per 100 lbs.
No. 9	$6 15
No. 10	6 20
No. 11	6 25
No. 12	6 40
No. 13	6 50
No. 13½	6 50
No. 14	6 65
No. 15	6 90
No. 16	7 10
Stovepipe Wire	
No. 18	8 25
No. 19	8 75
Smooth Steel Wire	
Nos. 0-9 gauge, base	5 00

Extras over base sizes on smaller gauges are as follows:

No. 10, 6c extra; No. 11, 12c; No. 12, 30c; No. 13, 30c; No. 14, 40c; No. 15, 55c; No. 16, 70c extra.

Extra net per 100 lbs.—Oiled wire 10c; spring wire, $2.50; bright, soft drawn, 15c; charcoal (extra quality), $1.25; packed in casks or cases, 15c; bagging and paperings, 10c; 50 and 100-lb. coils, in 25-lb. coils, 15c; in 5 and 10-lb. coils, 25c; in 1-lb. coils, 50c; in ½-lb. coils, 75c; in ¼-lb. coils, $1.

List of extras in 100-lb. lots, net:

Tinned wire, Nos. 17-25	$2 00
Nos. 26-31	4 00
Nos. 32-34	6 00
Coppered	0 75
Oiling	0 10
In 25-lb. bundles	0 15
In 5 and 10-lb. bundles	0 25
In 1-lb. hanks	0 25
In ½-lb. hanks	0 28
In ¼-lb. hanks	0 50
Packed in casks or cases	0 15
Bagging or papering	0 16
Oiled and Annealed Wire	
No. 10	$5 16
No. 11	5 22
No. 12	5 30
Wire Bale Ties	
No. 12	$6 25
No. 13	6 35
No. 13½	6 40
No. 14	6 50
No. 15	6 70
No. 16	6 95
Fence Wire	
No. 9 pl. galv.	$5 40-$5 75
No. 12 pl. galv.	5 85- 5 95
No. 13 pl. galv.	5 65- 6 05
No. 9 coil sp.	5 45- 5 85
No. 12 coil sp.	5 60- 6 00

Quotations are at times made on wire at lower figures than the general market by jobbers having large stocks to dispose of.

Fence Staples	
Fence staples, bright	$5 10
Fence staples, galvanized	6 85

In 25-lb. boxes add 50c extra.

Poultry Netting Staples	
Poultry netting staples, galvanized, list	$12 00

Less discount of 20%

Bright poultry netting staples $1.10 less than galvanized after discount has been made.

Copper and Brass Wire	Per 100 lbs.
Copper wire	10%
Brass wire, 3 to 24 gauge, add	40%
25 to 36 gauge, add	25%
Wire Cloth	
Black Fly Screen Cloth, per 100 sq. ft. in 100-ft. rolls	$3 25
In 50-ft. rolls	3 30
Galvanized, per 100 sq. ft. in 100 ft. rolls	4 75 5 50
Bronze, sq. ft.	0 14

F.o.b. Toronto, Hamilton, London.

Wire Goods	

Discounts apply to list adopted Nov. 20, 1916.

Bright Screw Eyes Suits, A.B.C.M.	82½%
Bright Iron Gate Hooks and Eyes	82½%
Bright square cornered screw hooks, and stove pipe eyes	82½%
Brass, screw eyes suits, A.B.C.	70%
Brass Screw Hooks	70%
Brass Gate Hooks and Eyes	70%

F.o.b. Toronto, Montreal, London. Hamilton.

WRINGERS

Royal Can., 11 in., doz. list.	$84 80
Eze, 11 in., per doz.	91 80
Trojan, 12 inch	185 00
Favorite 511E	105 80
Unexcelled, 1041E	129 60
Easy Work	90 50
Challenge, 3111E	94 30
Gem, 141E	91 80
Sunlight, 111E	82 80
Ottawa, 341E	103 30
Empire, 11 in.	98 80
Superior, 11 in.	84 80
Majestic, 11 in.	88 00
Perfect, 11 in.	97 50
Bicycle, 11 in.	103 30
Daisy, No. 2	114 72
Daisy, No. 1	105 84
Maple Leaf, No. 2	103 20
Maple Leaf, No. 1	94 32
Sun	78 90
Rapid	82 80
Universal	63 00
Eureka, 10 in.	65 00
Eureka, 11 in.	71 40
Eclipse	97 70

Discount off above list, 30% and 5%.

Freight equalized on shipments of ¼ doz. and upwards on Montreal, Toronto, Kingston, Hamilton, London, St. Mary's.

For zinc products and zinc sheets see weekly report.

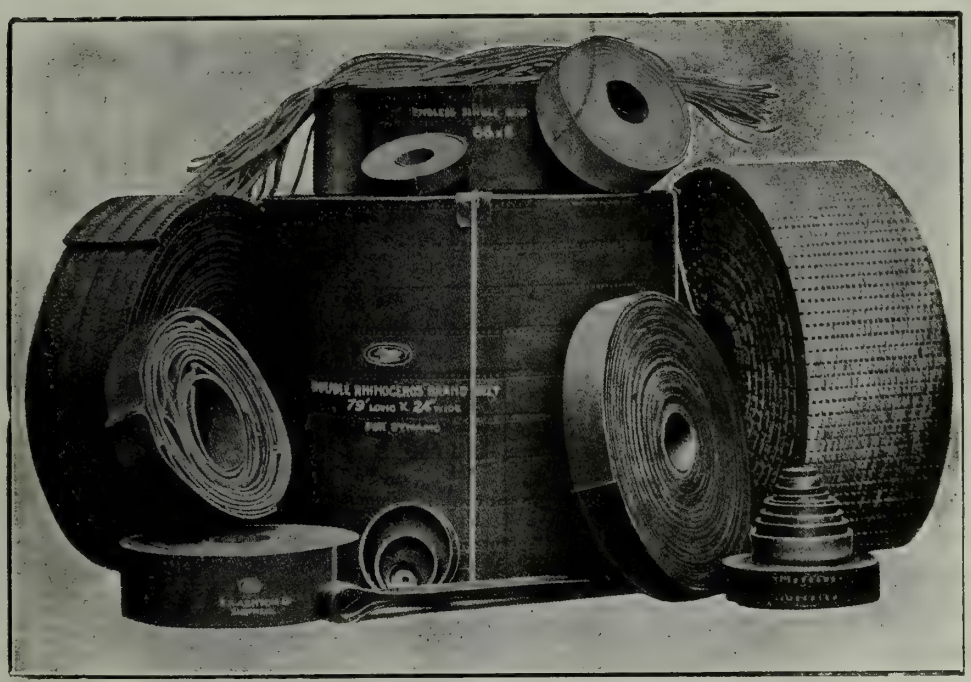
WRENCHES

Trimo—	Doz. net		Doz. net
8 in.	$15 60	18 in.	$35 00
10 in.	17 40	24 in.	50 60
14 in.	24 45		

Coes—	Doz. net		Doz. net
6 in.	$14 60	15 in.	$35 00
8 in.	17 50	18 in.	46 60
10 in.	20 40	21 in.	56 80
12 in.	26 20		

Stillson—	Each	Doz. net
6 in.	$1 20	$14 00
8 in.	1 35	15 60
10 in.	1 50	17 40
14 in.	2 10	24 45
18 in.	3 00	35 00
24 in.	4 35	50 60
36 in.	....	94 20
48 in.	....	139 20

ASHTON'S
LEATHER DRIVING BELTING
For All Purposes



MECHANICAL AND HYDRAULIC LEATHERS OF EVERY DESCRIPTION



GOOD HONEST BRITISH PRODUCTIONS

Prompt and Courteous Attention

THOMAS A. ASHTON LIMITED
SHEFFIELD, ENGLAND

Telegrams and Cables :
ASHTON, SHEFFIELD

Established 1866

Codes : Western Union
A.B.C. 4th Edition

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE
Colors and white—2½-lb. packages, $8.90 for 100 lbs.; 5-lb. packages, $8.40 for 100 lbs. F.o.b. Montreal, Toronto, London.

BRONZING LIQUID
Bronzing liquid, No. 1..$1.50-$2.00
Banana oil, gal. 3.50- 7.00
F.o.b. Montreal, Toronto.

BLUE STONE Montreal Toronto
Per lb. 13-14 15-16

COLORS (DRY) Per lb.
Raw Umber, No. 1, 100-lb. kegs 0 07
Do., pure, 100-lb. kegs... 0 15
Burnt Umber, No. 1, 100-lb. kegs 0 07
Do., pure, 100 lb. kegs.. 0 15
Raw Sienna, No. 1, 100-lb. kegs 0 07
Do., pure, 100-lb. kegs.. 0 15
Burnt Sienna, No. 1, 100-lb. kegs 0 07
Do., pure, 100-lb. kegs.. 0 15
Imp. green, 100-lb. kegs... 0 25
Chrome green, pure..... 0 35
Chrome yellow 17-31
Brunswick green, 100-lb. kg 0 12
Indian red, 100-lb. kegs.... 0 15
Indian red, No. 1, 100-lb. k. 0 06
Venetian red, best bright.. 0 04
Venetian red, No. 1..... 0 02½
Drop black, pure dry 0 15
Golden ochre, 100-lb. kegs.. 0 06½
White ochre, 100-lb. kegs.. 0 04
White ochre, barrels 0 03
Yellow ochre, barrels ... 0 03½-5
French ochre, barrels 0 06
Spruce ochre, 100-lb. kegs.. 0 07-8
Canadian red oxide, bbls...0 02-2¼
Super magnetic red 0 02¼-2½
Vermilion 0 40
English vermilion 2 50
F.o.b. Montreal, Toronto

COLORS IN OIL, PURE
1 lb. tins—
Venetian red 0 21
Indian red 0 35
Chrome yellow, pure 0 53
Golden ochre, pure 30-32
French spruce ochre, pure. 25-28
Greens, pure 28-35
Siennas 0 32
Umbers 0 32
Ultramarine blue 0 52
Prussian blue 1 50
Chinese blue 1 50
Drop black 0 30
Ivory black 0 31
Signwriters' black, pure ... 0 40
Lampblack 0 40
Marine black, 5-lb. irons... 0 20
F.o.b. Montreal, Toronto

ENAMELS (white) Gal.
Duralite $6 50
Albagloss 3 50

GLUE Per lb.
Brantford All Round Glue—
Case No. 7—50 1-lb. pkgs....$25 00
Case No. 8—100 ½-lb. pkgs.. 28 00
Case No. 9—200 ¼-lb. pkgs... 35 00
Discount —
French medal (prices withdrawn).
English common sheet 32-34
English prima 35-38
White pigsfoot 0 50
Cake bone, 112-lb. bags 0 35
Hide, 112-lb. bags..... 0 45
Gelatine, 112-lb. bags 45-60
Ground glues, 112-lb. bags, No. 1 28-30
Ground glue, No. 2, 112-lb. bags 22-24
Do., No. 2, less than bags. 0 24

GLASS

Per 100 ft.	Single Thick	Double Thick
Under 25	$16 80	$22 90
26 to 34	17 80	24 85
35 to 40	18 35	26 40
41 to 50	23 50	30 00
51 to 60	24 60	30 80
61 to 70	26 50	32 70
71 to 80	29 70	35 40
81 to 85	....	45 45
86 to 90	....	48 85
91 to 94	....	49 80
95 to 100	....	58 55
101 to 105	....	65 35
106 to 110	....	73 10

Discount box glass, 20 to 25%.
Sheet glass, 5 to 10%. Cash 2%.
F.o.b. Montreal, Toronto, London, Hamilton.

GLASS, PLATE

Plates up to 1 foot, each	$0 80
Plates from 1 to 2 feet, each	0 90
" 2 to 3 "	0 95
" 3 to 4 "	1 15
" 4 to 5 "	1 35
" 5 to 7 "	1 50
" 7 to 10 "	1 70
" 10 to 12 "	1 75
" 12 to 15 "	1 85
" 15 to 25 "	1 95
" 25 to 50 "	2 15
" 50 to 75 "	2 20
" 75 to 90 "	2 25
" 90 to 100 "	2 30
" 100 to 120 "	2 60
" 120 to 140 "	2 90
Plates 101 to 110 wide containing not over 100 ft. each...	3 00
Plates 111 to 120 wide containing not over 100 ft., each...	3 40
Plates 101 to 110 wide containing over 100 ft., each	3 40
Plates 111 to 120 wide containing over 100 ft., each	3 75

Trade Discount, 25%.
City deliveries, 33 1-3%.
Montreal, London, Hamilton, Toronto, Kitchener.

GLAZIERS' POINTS
Zinc coated, $1.56-$1.62 per doz. packages 6 lbs. gross.
Zinc, pure, prices withdrawn.
F.o.b. Montreal, Toronto.

LEAD, WHITE (Ground in oil).
Prices are per 100 lbs. in ton lots. Less than ton lots are 35c per 100 lbs. higher than quoted below. F.o.b. Ottawa, 20c advance per 100 lbs. F.o.b. London and Windsor, 40c per 100 lbs. F.o.b. Toronto and Hamilton, 30c per 100 lbs. F.o.b. Fort William and Port Arthur, ... per 100 lbs.
Maritime differential 35c per 100 lbs. over Montreal

	Montreal	Toronto
Anchor, Pure	$16 00	$16 30
Crown Diamond	16 00	16 30
Crown, Pure	16 00	16 30
Green Seal	16 00	16 30
Ramsay's Pure	16 00	16 30
Moore's Pure	16 00	16 30
Tiger, Pure	16 00	16 30
O.P.W. Dec. Pure ..	16 00	16 30
Red Seal	16 00	16 30
Decorators' Pure	16 00	16 30
O.P.W. English	16 20	16 50
Elephant Genuine ..	16 50	16 80

B.B. Genuine Lead, less than tons, $17.45, Toronto; $16.90, Montreal. Ton lots 5% off; five-ton lots, 10% off.

LEAD (RED DRY)

Genuine, 560-pound casks, per cwt. ..	$13 50	$14 50
Genuine, 100-pound kegs, per cwt. ...	14 25	15 50
Less quantity	15 50	17 00

F.o.b. Montreal, Toronto.

LEAD, ARSENATE

	Per pound Dry	Paste
Barrels, 600 lbs. .. $....		$0 21
200s	0 32½	....
100s	0 33	0 22
50s	0 33	0 23
25s	0 34½	0 23
10s	0 35	....
5s	0 36	0 25
2s	....	0 26½
1s	0 39½	0 29
½s	0 43½	....

F.o.b. Toronto, Montreal, Hamilton and London.

MURESCO
Tints, 5-lb. packages, per 100 lbs., $9.60; white, 5-lb. packages, $9.00.
F.o.b. Toronto.

LINSEED OIL
For prices see weekly report.

PAINTS, PREPARED
Price per gallon, 1 gallon can basis

Elephant, white	$4 20
Elephant, colors	3 80
B.H. English, white	4 30
B.H. English, colors	4 05
B.H. Floor	3 50
B.H. Porch Floor	4 05
Minerva, white	4 15
Minerva, colors	3 90
Crown Diamond, white	4 05
Crown Diamond, colors	3 80
Crown Diamond, floor	3 50
B.H. Fresconette, white	3 35
B.H. Fresconette, colors	3 25
Moore's House Colors, white..	4 05
Moore's House Colors, colors.	3 90
Moore's Egyptian Paint, all colors	3 25
Moore's Floor Paint	3 50
Moore's Sani-Flat	3 00
Moore's Mooramel	6 50
Jamieson's Crown Anchor ...	3 55
C.P.C. Pure, white	4 30
C.P.C. Pure, colors	4 05
O.P.W. Canada Brand, white.	4 05
O.P.W. Canada Brand, colors	3 75
O.P.W. Canada Brand, floor..	3 50
O.P.W. Flat Wall, white....	3 35
O P.W. Flat Wall, colors	3 25
Ramsay's Pure, white	4 15
Ramsay's Pure, colors	3 85
Martin-Senour, 100%, white..	4 30
Martin-Senour, 100%, colors..	4 05
Martin-Senour, Porch Paint ..	4 05
Martin-Senour, Neutone, white	3 35
Martin-Senour, Neutone, colors	3 25
Senour's Floor Paint	3 50
Sherwin-Williams, white	4 30
Sherwin-Williams, colors	4 05
Sherwin-Williams, floor	3 50
Flat Tone, white	3 35
Flat Tone, colors	3 25
Lowe Bros., H.S., white	4 30
Lowe Bros., H.S., colors	4 05
Lowe Bros.,hard drying floor..	3 50
Mellotone, white	3 50
Mellotone, colors	3 35
Sanitone, white	3 35
Maple Leaf, white	4 30
Maple Leaf, colors	4 05
Maple Leaf, floor	3 50
Pearcy's Prepared, colors	3 50
Pearcy's Prepared, white	3 75

F.o.b. Montreal, Toronto.

PARIS GREEN Per lb.
In barrels, about 600 lbs.... $0 48
In kegs, about 250 lbs. ... 0 48½
In 50 lb. and 100 lb. drums 0 49
In 25 lb. drums 0 50
In 1 lb. packets, 100 lbs. in case 0 52
In ½ lb. packets, 100 lbs. in case 0 54
F.o.b. Montreal, Quebec, Moncton, St. John and Halifax, Toronto, Hamilton, London and Ottawa. Terms one month net or 1% in 15 days.

PUTTY

Standard	Montreal Less than tons	Toronto Less than tons
Bulk, in casks	$5 60	$5 90
Bulk, 100-lb. drums..	6 45	6 75
Bulk, 25-lb. drums ..	6 70	7 00
Bulk, 12½-lb. irons..	6 95	7 25
Bladder, in bbls.	7 35	7 65

Ton lots standard are 35 per hundred pounds less; five-ton lots 60c less than above prices.
Pure Putty, $2 cwt. advance.
Ottawa prices are 20c; Hamilton 30c; London and Windsor 40c per 100 lbs. over Montreal quotations.

ROSIN
Barrels, 100 lbs. $8 00
Less, per lb. 0 10

SHELLAC
Pure White, gal. 4 75
Pure Orange, gal. 4 25
Gum Shellac, TN, 74-76c lb.; finest orange, 79-95c; bone dry white, 85c. F.o.b. Toronto, London.

PAINT AND VARNISH REMOVER
Taxite, 1 gal. cans $3 30
B.H. Vanisher 3 00
Cumoff 3 30
Takof 3 25
O.P.W. Presto 2 75
Lingerwett 2 80-3 25
Solvo 3 00
F.o.b. Montreal, Toronto.

VARNISHES Per gal. cans
No. 1 Furniture, extra, barrels, $1.10-$1.21 gal.; gal. tins ....$1.32-$1.43
B.H. Stovepipe Varnish, Anchor, ½ pints, per doz.... 1 40
Depend-on, list 3 50
B.H. Maritime Spar, list 7 20
Everlastic, Depend-on and Maritime Spar subject to discount of 40%.
Elastilite 3 50
Granitine Floor Finish 3 50
Hydrox Spar 3 64
Sun Varnish 2 60
Sun Spar 4 63
Sun Waterproof Floor 3 40
Jasperite Interior and Exterior 3 00
Jasperite Pale Hard Oil 2 25
Jasperite Indestructo Floor Varnish 3 00
Jamieson's Copaline 3 02
M-S Marble-Ite Floor 3 29
M-S Wood-Var 3 29
M-S Double Spar 4 57
M-S Finest Interior 3 84
Elastic Interior 2 64
Mar-not 3 40
Quick Action House 2 40
Rexspar 4 62
Smear-Not 3 34
Kyanize Spar 4 94
Kyanize Cabinet Rubbing .. 3 84
Kyanize Interior 3 84
Luxeberry light 3 80
Luxeberry granite 3 52
Luxeberry spar 4 93
Ramsay's Universal 2 92
Crown Diamond Floor 2 60
F.o.b. Montreal, Toronto.

WATER PAINTS
Opalite, 300 lb. bbls. 0 13½
Opalite, 100 lb. kegs 0 14
1 gal. packages, per pkg... 0 75
½ gal. package, per pkg.... 0 40
Coralite, 5-lb. pkgs., white. 0 07
Coralite, 5-lb. pkgs., colors. 0 07½
B.H. Frescota, 5-lb. pkge., white 7 80
B.H. Frescota, 5-lb. pkge., colors 8 40
F.o.b. Montreal, Toronto.

WASTE
Cream, Polishing $0 20

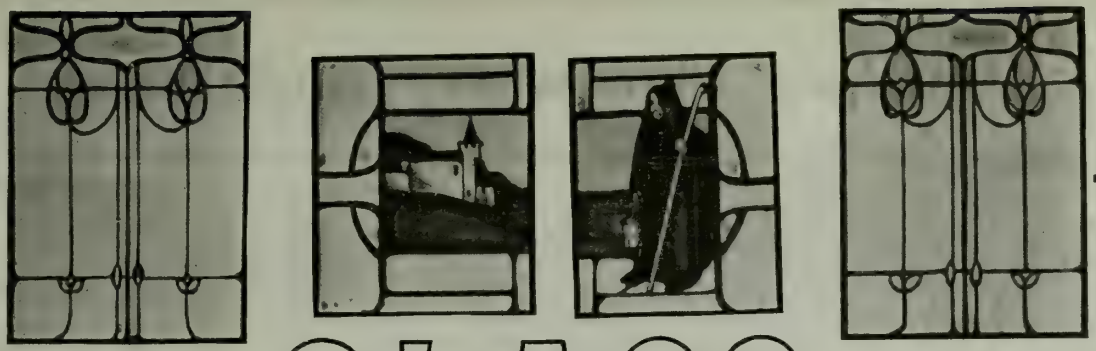
WHITE
XXX 0 19
XX 0 18
X 0 16½
XC 0 15
Japanese 0 14
XXX Extra 0 19½
XX 0 18¼
XLCR 0 17
X Empire 0 15½
X Press 0 14

COLORED
No. 5 .... 0 15
No. 1 .... 0 13½
No. 7 ..... 0 12
No. 1A 0 10¾
No. 1B 0 09½
Fancy 0 15½
Lion 0 14
Standard 0 12½
Popular 0 11
Keen 0 09½
Above lines subject to trade discount for quantity.

WAX Per lb.
C. & B. Floor Wax $0 40
B.H. Wax 0 46
Ronuk Floor Wax, lb. 0 88
Berry Bros. 0 34
Imperial Floor Wax 0 40
Anchor 0 33
O.P.W. Lion Brand 0 45
Old English 0 53 0 62
Johnson's 0 62
Jamieson's liquid wax, gal. ... 2 75
Gold Medal 0 42
Edwards, lb. 0 40
Ramsay's 0 45
S. & W. 0 54
Crown Diamond 0 45
F.o.b. Montreal and Toronto.

WHITING
Plain, in bbls. $2 50
F.o.b. Montreal, Toronto, London.
Gilders, bolted, in bbls. $3 00

WOOD ALCOHOL Per gal.
In five gallons .....$1.80-$1.90
In barrels 1.70
$4 extra for barrels.
F.o.b. Montreal, Toronto, London.



GLASS

Now is the Time to Sort up on

WINDOW GLASS

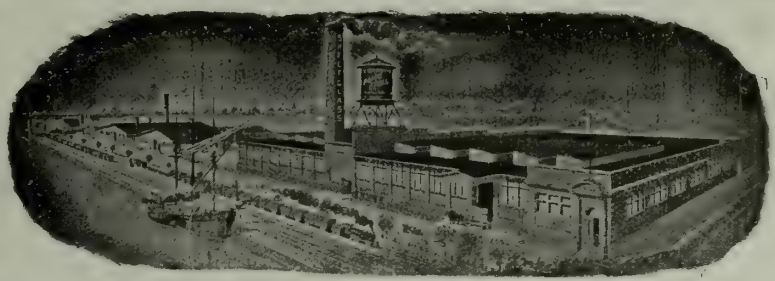
ALL WEIGHTS

16-ounce, 21-ounce, 26-ounce, 29-ounce, 34-ounce and 39-ounce.
WE CAN TAKE CARE OF YOUR REQUIREMENTS FROM ANY OF OUR WAREHOUSES, AND MAKE PROMPT SHIPMENTS.
WE CAN SUPPLY ANYTHING IN PLATE, BEVELLED PLATE, MIRRORS, FIGURED, WIRED, LEADED AND WINDOW GLASS.
CATALOGUES AND PRICE LISTS FREE ON APPLICATION. WRITE, PHONE OR WIRE YOUR WANTS.

HOBBS MANUFACTURING COMPANY, LIMITED

MONTREAL TORONTO LONDON WINNIPEG

RED **S** BRAND WINDOW GLASS



GLASS BENDERS TO THE TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

DON ROADWAY TORONTO

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863
Twelve Medals of Award at INTERNATIONAL Expositions.



INCORPORATED 1895
Special Grand Prize
GOLD MEDAL
Atlanta, 1895.

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY - - - - PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, $11.00.

Shot, soft, per cwt., $17.20; chilled, $18.70; buckshot, $18.00; ball, $18.40.

Dominion Metallics—B.B. Caps, $2.80; C.B. Caps, $3.50; 22 Short Black or Lesmok, $4; 22 Long Black or Lesmok, $4.80; 22 Short Smokeless, $4.30; 22 Long Smokeless, $6; 22 Long Rifle Black, $5.60; 22 Long Rifle Smokeless, $7 per M. net. Center Fire Pistol, 22%; Center Fire Sporting, 25% off American list.

American Metallics—B.B. Caps, $3.06; C.B. Caps, $3.85; 22 Short Black, $4.35; 22 Long Black, $5.25; 22 Long Rifle Black, $7.70; 22 Short Smokeless, $4.69; 22 Long Smokeless, $6.55; 22 Long Rifle Smoke, $7.65 per M. net. Center Fire Pistol, 10% on list; Center Fire Sporting, 10% on list.

Loaded Shells—Crown Black Powder, 12 ga., $81; Sovereign Smokeless, 12 ga., $38; Regale Smokeless, 12 ga., $38; Nitro Club Smokeless, 12 ga., $45; Canuck Smokeless, 12 ga., $41 per M. net. Empty Paper Shot Shells, $14 per M.; Empty Brass Shot Shells, $6.65 per 100.

ANVILS

Peter Wright, 80 lbs. and up, 25c per lb.; clip horn, 26c lb.

Norris, 80 lbs. and over, 16c.

AXES

Single Bit	$14 50	$20 00
Rouble Bit	16 50	21 50
Broad Axes	32 00	35 00

AUGER BITS

Standard List Prices per Dozen

3/16	$6 00	18/16	$12 00
4	5 00	19	14 00
5	5 00	20	14 00
6	5 00	21	16 00
7	5 00	22	16 00
8	5 00	23	18 00
9	6 00	24	18 00
10	6 00	25	21 00
11	7 00	26	21 00
12	7 00	27	24 00
13	8 25	28	24 00
14	8 25	29	27 00
15	9 50	30	27 00
16	9 50	31	30 00
17	12 00	32	30 00

Discounts from standard list prices

Irwin	10%
Gilmour	45%

BARS, CROW. $11.25 per 100 lbs.

BAR IRON

Bar Iron—$5.25 base; Swedish iron, $5.25; sleigh shoe steel, $5.50; spring steel, $6.50; machinery steel, $8.00.

BELTING

Rubber, 6 in. and under, 20-5%; over 6 in., 15-2½%.

Agricultural or No. 1 leather belting, 30-10-7½% off list.

Standard, 27-10% off list. Extra 27%.

"The "double" list is just twice the price of "single."

BELT LACING

In sides, tanned, $1.60 per lb.; cut, $1.80 per lb.; rawhide, sides, $1.55; cut, $1.75.

Blue Stone (Vitriol), 11¼c.

BOLTS

Carriage, ⅜ and smaller, up to 6 inch, 20%; over 6 inch, 10%; 7-16 inch and larger, net list; machine, ⅜ and under, up to 6 inch, 25%; over 6 inch, 15%; 7-16 and over, 5%; machine set screws, 20%; plough bolts, 10%; stove bolts, 50%; shaft bolts, 5% on list; tire bolts, 25%; sleigh shoe bolts to ⅜ and smaller, 5% on list; 7-16 and up, 5% on list

BORAX. Borax, per lb., 14c.

BUILDING PAPER

Tarred, $1.10 to $1.60 per roll, according to quality; plain, 80c to $1.45.

BUTTS

Plated—No. 241 Antique Copper and Dull Brass Finish

	Per pr.
2½ x 2½ in.	37
3 x 3 in.	39
3½ x 3½ in.	40
4 x 4 in.	52
4½ x 4½ in.	75
5 x 5 in.	94

Wrought Steel—

No. 840	Net list
No. 800	5% on list
No. 838	Net list
No. 804	5% off list

CHAIN

Coil, 3-16 in., $19.20; ¼, $16.25; 5-16 in., $13.75; ⅜, $12.75; 7-16, $12.35; ½, $12.25; 9-16, $12.25; ⅝, $12.00; ¾, $11.65; 1 in., $11.40; Logging, 5-16 in., $15.55; ⅜, $14.55; ½, $14.05; tie-out, 47½%.

CHURNS

Barrel, No. 0, $6.75; No. 1, $6.75; No. 2, $7.50; No. 3, $8.25; No. 4, $9.75 each.

CLEVISES, MALL. 15c per lb.

CLOCKS—Alarm

	Each
Big Ben	$2 90
Baby Ben	2 90
America	1 35
Lookout	1 75
Sleepmeter	1 85

COPPER

Sheet and planished copper, 60c per lb. Tinned, 55c.

CORD SASH

Coils or Hanks

8, 9, 10 ..... 76 lb.

DRILLS

Bit stock, 37½%; Blacksmith, ½ in. round shank, 25%.

EAVETROUGH

Eavetrough, per 100 ft., 8 in., $6.10; 10 in., $6.80; 12 in., $8.00.

Conductor pipe, 2 in., per 100 ft., $7.15; 3 in., $8.65; 4 in., $11.40.

ENAMELWARE

See Wares.

FILES

Globe	Discount 40-5%
Nicholson Gen.	Discount 30%

FITTINGS—Malleable.

Class A	60%
Class B and C, off new list	60-10%
Bushings	10%
Unions	25%
Nipples 4" and under	40%

FORMALDEHYDE

400-lb. bbls., 32c lb.; 200-lb. bbls., 33c lb.; 100-lb. bbls., 34c lb.; 10-lb. jugs, $3.75 each; 5-lb. jugs, $2.00 each; 2-lb. jugs, 85c each.

GALVANIZED WARE

See Wares

GLASS, WINDOW

	Single	Double
Up to 25 in.	$15 50	19 50
26 to 40	16 50	22 00
41 to 50	19 50	25 00
51 to 60	20 50	25 50
61 to 70	21 50	27 00

GLASS (Plate)

Net list.

GLOBES—LANTERN

	Doz.
Short Pattern	$1 05
Cold Blast, regular	1 05

GRINDSTONES

Per 100 lbs., $3.50.

Mounted on steel frames, $6 to $7.50.

HARVEST TOOLS. 17½%.

HINGES

Light T and strap, 15% off.

Corrugated Strap Hinges — 4, $1.60; 5, $2.20; 6, $8.00; 8, $4.75; 10, $7.00; 12, $10.80.

Corrugated Tee Hinges—4, $2.00; 5, $2.50; 6, $3.40; 8, $5.70; 10, $8.50; 12, $12.00.

HORSESHOES

Iron, No. 0 to 1, $8.35; No. 2 and larger, $8.10; snowshoes, No. 0 to No. 1, $8.60; No. 2 and larger, $8.35; steel, No. 0 to 1, $8.80; No. 2 and larger, $8.55; featherweight, $9.95.

IRON, GALVANIZED

Apollo and "Fleur de Lis" Premier

10¾ oz. or 28 Eng.	$9 75
28 Am. or 26 Eng.	9 35
26 Am. or 26 Eng.	9 05
24	8 90
22	8 90
18 and 20	8 75
16	8 60

IRONS, SAD

Common Sad Irons, 8 lbs., 11c uer lb.; 4 lbs., 14c per lb.

Mrs. Pott's No. 55, set	$2 00
Mrs. Pott's No. 50, set	2 15

Mrs. Pott's common and iron handles, $1.60 dozen. Mrs. Pott's improved, $2.10 a dozen.

JACKSCREWS

15% off list.

KNIVES—HAY

	Doz.
Heath's	$12 50
Lightning	12 50

LAMP CHIMNEYS

A, per case, 8 doz., $9.10 per doz., $1.25; B, per case 6 doz., $7.80; per doz., $1.40.

LANTERNS

No. 2, plain	$13 00
No. 25, Dash-board	17 50
Short Globe, doz.	13 00

LEAD PIPE, $12.40.

LEAD WASTE, $13.40.

LATCHES—THUMB, STEEL

	Doz.
2	$1 90
3	2 50
4	4 50

Barn Door

5	2 95
8	3 20
9	5 50

LINSEED OIL

See weekly report.

MACHINES—WASHING

	Each
Dowswell	
New Century B	
New Idea	
Snowball	

Prices on application.

MATTOCKS

Pick, $13.85; cutter, $13.65.

MOPS

	Doz.
O'Cedar Polish, No. 1	$12 00
O'Cedar Polish, No. 3	12 00
Self-Wringing	5 75

MOWERS—LAWN

	14 in.	16 in.
Woodyatt	$ 8 50	$ 9 00
Empress	11 00	11 50
Daisy	6 60	
Star	7 50	8 00

NAILS

Wire, f.o.b. Fort William, $5.35 base; Winnipeg, $5.85 base. Cut f.o.b. Winnipeg, $6.55.

NETTING—POULTRY

Net Prices per Roll.

1 in. mesh x 24 in.	$6 30
30 in.	7 65
36 in.	9 00
2 in. mesh x 24 in.	3 05
30 in.	3 60
36 in.	4 20
48 in.	5 60
60 in.	6 95
72 in.	8 30

NETTING. Poultry, Hexagon, 10%.

Banner Netting, 24 in., $4.75; 36 in., $6.10; 48 in., $7.25; 60 in., $8.50; 72 in., $9.75.

NUTS

Square, small lots, blank, 4½c tapped, 4¾c advance on list; Hexagon, small lots, blank, 4¾c; Tapped, 5c advance on list; case lots all styles, 1c less than above.

OILS

"Buffolite," 25c; Ideal Thresher, 50c; "B" Castor machine oil, 41c; Buffalo engine gasoline, 37c; Buffalo "A" gas engine oil, 55c; Royal gasoline, 37c; Family safety coal oil, 24½c; Summer black oil, 24½c; Kelso engine oil, 60c; Electro oil, 45c; Royalite oil, 21c; Standard gas engine oil, 45½c; Prairie Harvester oil, 53c.

PAINTS

Stephens' Out White, $4.45; Stephens' House, $4.20; Stephens' Floor, $3.65; Silkstone colors, $3.40; Silkstone white, $3.50; Stephens' Barn Paint, $1.45.

POLISH

O'Cedar —

	Doz.
4 oz.	$2 00
12 oz.	4 00
1 quart	10 00
½ gal.	16 00
1 gal.	24 00

Liquid Veneer—

4 oz.	$2 00
12 oz.	4 00
1 quart	8 40
½ gal.	14 40

(Continued on second page)

Bon Ton—

	Doz.
¼ pints	1 35
½ pints	2 10
Pints	3 15
Quarts	5 10
½ gal.	9 00
Gal.	15 00

A Paint that Satisfies!

Stephens'
REGISTERED TRADE MARK

When you hand a can of paint over your counter, what are you selling your customer?

Is it just paint—a fluid which colors a surface? If that is all you can honestly give him for his money, it's high time you were linking up with a *Stephens' Agency.*

Every *Stephens' Agency* sells with every *Stephens' can of Paint or Varnish* a product that he is proud to recommend to his customer.

He knows — that the Stephens' organization is back of every sale. An organization that has a reputation for good paint.

He knows — that the high standard set for Stephens' Paints and Varnishes is there in every can.

He knows—that his customer will be thoroughly satisfied.

STOP THAT
GUESSWORK

There is only one way whereby you can be sure —take a Stephens' Agency.

Write to-day for our proposition.

G. F. Stephens & Co., Limited

Paint and Varnish Makers

WINNIPEG **CALGARY**

Winnipeg Hardware Quotations—Continued

PIPE, WROUGHT IRON

Per 100 ft.	Black	Galv.
¼ inch	$ 5 40	$ 7 74
⅜ inch	5 50	7 88
½ inch	7 38	9 10
¾ inch	9 32	11 60
1 inch	13 77	17 20
1¼ inch	18 63	23 22
1½ inch	22 28	27 77
2 inch	30 00	37 40
2½ inch	48 10	59 80
3 inch	63 87	78 20
3½ inch	81 80	.....
4 inch	96 90	.....
4½ inch	113 00	.....
5 inch	131 40	.....
6 inch	171 00	.....

PLASTER. Paris, per bbl., $4.50

PLATES, CANADA

18 x 21 per box, half polish, $9.25; full polished, ...; 18 x 24, half polished, $9.25; full polished, ... 20 x 28, half polished, $9.50; full polished, ...

PUTTY

100-lb. irons	$7 20
25-lb. irons, per cwt.	7 80
1½-lb. tins	14½

RIVETS AND BURRS

Iron rivets, 30%; copper, No. 7, 60c lb.; No. 8, 61c; No. 10, 66c; No. 12, 71c.

Five-lb. assorted boxes, No. 8, 68c; No. 10, 73c lb.

Copper Burrs, No. 7, 60c; No. 8, 61c; No. 10, 66c; No. 12, 71c. and over, 71c lb.

ROPE

Sisal, 28¼c base; pure Manila, 35¼c base; British Manila, 31¼c base; lath yarn, 28¼c base; African hemp, 31¼c base; cotton rope, ¼ and over, 66c lb.

Tarred Marline Hanks, per lb., 50c.

SANDPAPER—

Star—	Quire	Ream
00, 0	$0 33	$6 05
½	0 36	6 50
1	0 40	7 30
1½	0 45	8 25
2	0 52	9 30
2½	0 58	10 50
3	0 66	11 90

B. & A.—

00, 0	$0 37	$6 75
½	0 40	7 15
1	0 45	8 10
1½	0 52	9 45
2	0 60	10 90
2½	0 70	12 50
3	0 80	14 30

SASH BALANCES (Caldwell). 10% on list.

SAWS, BUCK

Happy Medium, $12.00; Watch Spring, $12.50; Lance Tooth or Lightning Blades, $13.20.

SCREWS

Bright iron round head, 60%; flat head, 65%; round head, brass, 25%; flat head, brass, 30%; coach, 25%. Set Screws, 20%.

SCYTHES—	Doz.
Bramble	$15 50
Bush	15 50
Excelsior	17 00
Cast	15 00

SNATHS—

No. 2 loop	13 25
Bush	15 00

SWEEPERS, CARPET—

See list in regular "Current Market Quotations" Column, f.o.b. factory, Niagara Falls, Ont.

SWEEPERS, VACUUM—	Doz.
Grand Rapids, Nic.	$101 00
Household, Jap.	91 00
Superba, Nic.	117 00

F.o.b. Jobbers' Warehouse, Winnipeg. Prices guaranteed by manufacturers against their own decline to June 30, 1919.

STEEL SHEETS, BLACK

10 gauge	$7 05
12 gauge	7 10
14 gauge	7 15
16 gauge	7 25
18-20 gauge	7 80
22-24 gauge	7 85
26 gauge	7 90
28 gauge	8 00

SHOVELS AND SPADES—

Shovels—Fox and Olds, D.H., Sqr. Pt., $15.05 per doz.; D.H. Rd. Pt., $15.05 per doz.; L.H. Sqr. Pt., $15.05; L.H. Rd. Pt., $15.05; Bulldog & Jones, D.H., Rd. Pt., $16.30; D.H. Sqr. Pt., $16.30; L.H. Rd. Pt., $16.30; L.H., Sqr. Pt., $16.30; L.H., Rd. Pt., $16.30; Black Cat and Crescent Scoops—No. 4, $19.00 doz.; No. 6, $19.50; No. 8, $20.00; No. 10, $20.50; Moose & Jones Scoops, No. 4, $19.90; No. 6, $20.90; No. 8, $21.40.

SOLDER. Per ound, 36 to 37.

SPIKES

Pressed, ¼ in., $8.30; 5-16, $7.95; ⅜, $7.75; ½, $7.55.

STAPLES

Bright wire, per cwt., $6.05 at Fort William, $6.45 Winnipeg; galvanized staples, $6.85 Fort William, $7.25 Winnipeg.

STEEL

Sleighshoe, $5.50 base per cwt.; plow, common, $6.50; crucible plow, $7.50; angle, $5.35; harrow, $5.75 base; cast, octagon tool steel, 20c base; square tool, 20c base; spring, $7.50; machine, $8.00 base; tire, $5.90. Mild, 3-16, ¼, 5-16, $7.75 base; other sizes $5.50 base. Band steel, $5.50 base.

STEEL HOOPS

½ in., $8.35; ⅝ in., $8.00; ¾ in., $7.40; ⅞ in., $7.10; 1 in., $7.00; 1¼ in., $6.90; 1½ in., $6.80.

STEEL SQUARES

15% on list.

TACKS. Carpet, 65% list.

TIES. Cow, 10%.

TIN AND TERNE PLATE—

20 x 28 I.C. box	$23 50
20 x 28 I.X. box	27 00
20 x 33 I.C. box	28 50
20 x 33 I.X. box	32 50
Terne plates	24 00

TRAPS, GAME—

	Doz.		
	Victor	H.& N.	Jump
No. 0	$1 95	$....	$....
No. 1	2 30	3 60	3 10
No. 1½	3 45	5 40	4 55
No. 2	4 80	7 50	6 70
No. 3	6 75	10 00	....

TUBS—	Wood	Fibre
No. 0	$21 35	$26 40
No. 1	18 80	22 65
No. 2	16 40	18 80
No. 3	14 00	15 95

TURPENTINE

See weekly report.

TWINE (WRAPPING)	Lb.
Cotton, 3-ply, cones	$0 72
Cotton, 3-ply, balls	0 76
Cotton, 4-ply, cones	0 75
Cotton, 4-ply, balls	0 79

VARNISHES—

Stephens Luminette, gal.	$2 20
Stephens Exalite, gal.	3 00

WARES, ETC.—

Scotch Grey, 40% discount.

Colonial, Imperial, Pearl, 20-7½% discount.

Premier, Canada, Diamond, discount 2½%.

Whiteware, 40-10% discount.

Japanned Ware, list, plus 30%.

Japanned Ware, white, list, plus 40%.

Japanned Sprinklers, list, plus 30%.

Stamped Ware, plain, 40-10% discount.

Stamped Ware, ret'd, 40% discount.

Pieced Tinware, ordinary, list, plus 40%.

Pieced Tinware, copper bottoms, list, plus 60%.

Sheet Iron Ware, list, plus 20%.

Light Galv'd Pails and Tubs, list, plus 27½%.

Heavy Galv'd Pails and Tubs, plus 17½%.

Jap. Coal Hods, list, plus 35%.

Galv'd Coal Hods, list, plus 50%.

WASHERS—

Iron, small lots, 33% off list plus $1.50; full boxes, iron, 33 1/3% off list plus $1.00.

WHITE LEAD—

Decorators' pure, ton lots, $16.90; less than ton lots, $17.25.

WIRE, BARB—

Lyman, 4-point, $5.05 Winnipeg; Glidden Cattle, 2-pt., $5.10 Winnipeg; Baker, 2-pt., $4.80 Winnipeg; plain twist, cwt., Winnipeg, $7.00 100 lbs.; plain galvanized; Winnipeg, No. 9, $6.00; No. 12, $6.15; coil spring, Winnipeg, No. 9, $6.05; No. 12, $6.20.

Patented screen in 100-ft. rolls, $3.50 per hundred sq. ft.; in 50-ft. rolls, $3.60 per 100 sq. ft.

WIRE, PLAIN—

Bale ties, 14 gauge, single loop $7.65 Winnipeg; $7.25 Ft. William

Brass snare wire, per lb., 80c.

WIRE, ANNEALED—

No. 9, $6.75; 10, $6.80; 12, $6.95; 14, $7.15; 15, $7.25; 16, $7.40 per 100 lbs.

WRENCHES (NUT)—

Agricultural—	Doz.
6 in.	$7 00
8 in.	8 40
10 in.	9 80
12 in.	12 60
15 in.	16 80

Perfect Handle—	
6 in.	15 00
8 in.	18 00
10 in.	21 00
12 in.	27 00
15 in.	36 00
18 in.	48 00

WRENCHES (PIPE)—

Stillson—	Each
6 in.	$1 00
8 in.	1 15
10 in.	1 25
14 in.	1 75
18 in.	2 50
24 in.	3 65
36 in.	6 75

Trimo—	
10 in.	$1 50
14 in.	2 10
18 in.	3 00
24 in.	4 35

	Dozen	
Always Ready—	Black	N.P
No. 1	$4 20	$4 50
No. 2	5 75	6 00

WRINGERS—

Eze, $62.55 per doz. Reliance.

STEEL IRON METALS

WINNIPEG WAREHOUSE STOCK

REINFORCING BARS IN ALL SIZES, IN LENGTHS UP TO 60'
BOLTS, MACHINE, CARRIAGE, DRIFT, SHIPBUILDING, ELEVATOR
BAR IRON, FLAT, ROUND AND SQUARE, SMALLEST TO THE LARGEST

BOILER TUBES	NUTS	RIVETS	SHAFTING
ANGLES	CHANNELS	RAILS	TEES
FORGING BILLETS	CAP SCREWS	WASHERS	SET SCREWS

GAUGE SHEETS, BLACK AND GALVANIZED, IN ALL GAUGES

GET OUR MONTHLY STOCK LIST

A COMPLETE LINE FOR

THE MANUFACTURER — THE WHOLESALER—THE CONSUMER

IF IT'S STEEL OR IRON WE HAVE IT

The MANITOBA STEEL & IRON COMPANY.

WINNIPEG, MANITOBA LIMITED

CRESCENT SHARES



OVER 1,000 PATTERNS. PERFECT IN FIT AND FINISH.

Sandoval Rolling Coulters
Harrow Teeth

Every Hardware Merchant in Western Canada should have these in stock.

The demand is assured. How is your supply? Better send us your order today.

D. ACKLAND & SON, Limited

WINNIPEG CALGARY

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Asbestos
Canadian Asbestos Co., Montreal, Que.
The Engineers' Supply Co., Winnipeg, Man.

Asbestos Pipe Specialties
Canadian Asbestos Co., Montreal, Que.

Asbestos Pipe Coverings
Canadian Asbestos Co., Montreal, Que.

Ash Sifters
Furnival & Co., Toronto.
J. Samuels & Co., Toronto.

Ankle Supports
Owen Sound Steel Press Works, Owen Sound, Ont.

Auto Accessories, Equipment and Supplies (Jobbers)
Auto Accessories, Ltd., Winnipeg, Man.
J. E. Beauchamp & Co., Montreal, Que.
Canada Sales Co., Toronto.
Crown Cycle & Motor Co., Montreal.
Great West Electric Co., Ltd., Winnipeg, Man.
Homer & Wilson, Hamilton, Ont.
Hyslop Bros., Toronto.
North American Hardware Co., Ltd., Montreal.
Prairie Motor Sales Co., Moose Jaw, Sask.
The Royal Canadian Specialties, Hamilton, Ont.
Samuel Trees & Co., Ltd., Toronto.
Walker Vallance, Ltd., Hamilton, Ont.

Auto Accessories, Equipment and Supplies (Manufacturers)
The All-Way Mfg. Co., Toronto, Ont.
Air-Tite Mfg. Co., St. Thomas, Ont.
W. H. Banfield & Sons, Ltd., Toronto.
Benjamin Electric Co., Toronto.
Boston Varnish Co., Everett Station, Boston, Mass.
Barcalo Mfg. Co., Buffalo, N.Y.
Canada Cycle & Motor Co., Ltd., Weston, Ont.
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Canadian Winckley Co., Ltd., Windsor, Ont.
Cannon Oiler Co., Keithsburg, Ill.
The Carborundum Co., Niagara Falls, N.Y.
Canada Dry Cells, Ltd., Winnipeg.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
The Durke-Atwood Co., Toronto, Ont.
Gutta Percha & Rubber, Ltd., Toronto.
Kinzinger, Bruce & Co., Niagara Falls, Ont.
Line, Kimball Co., Moose Jaw, Sask.
The Lockwood-Ash Motor Co., Jackson, Mich.
The Marquette Manufacturing Co., Inc., St. Paul, Minn.
M. H. Merchant Corporation, Syracuse, N.Y.
Metal Specialties Mfg. Co., Chicago, Ill.
The Locktite Mfg. Co., Windsor, Ont.
Frank Mossberg Co., Attleboro, Mass.
McKinnon Industries, Ltd., St. Catharines, Ont.
Northern Electric Co., Ltd., Montreal.
The Prismolite Sales Co., Westfield, N.Y.
Will B. Lane, Chicago, Ill.
Perfection Sanitary Brush Co., Toronto.
Rock Island Mfg. Co., Chicago, Ill.
C. A. Shaler Co., Waupun, Wis.
The Steel Trough & Machine Co., Ltd., Tweed, Ont.
The Sterns Tire & Tube Co. of Canada, Ltd., Toronto.
Thermoid Rubber Co., Trenton, N.J.
Trimont Mfg. Co., Roxbury, Mass.
Van Cleef Bros., Chicago, Ill.
The Van der Linde Rubber Co., Toronto.
Wilkinson & Kompass, Hamilton.
Williams & Co., J. H., Brooklyn, N.Y.
Wilson Auto Specialties, Ltd., Hamilton, Ont.

Automobiles
Canadian Pneumatic Tool Co., Ltd., Montreal.

Automobile Parts
Kinzinger, Bruce & Co., Ltd., Niagara Falls, N.Y.
McKinnon Industries, Ltd., St. Catharines, Ont.

Awnings
Finnie & Murray, Ltd., Winnipeg.
J. J. Turner & Co., Peterboro, Ont.

Axes
Canada Foundries & Forgings, Brockville, Ont.
Can. Warren Axe & Tool Co., St. Catharines.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.

Babbitt Metal
Thos. Birkett & Son Co., Ltd., Ottawa.
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal.
Hoyt Metal Co., Toronto.
Owl Metal Co., Winnipeg.
Lewis Bros., Ltd., Montreal.
Plewes, Ltd., Winnipeg, Man.
Tallman Brass & Metal Co., Hamilton.

Barb Wire
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Bars and Racks, Clothes
Stratford Mfg. Co., Ltd., Stratford, Ont.
Otterville Mfg. Co., Ltd., Otterville, Ont.

Barrel Covers
E. B. Eddy Co., Ltd., Hull, Que.

Barrel Liners
J. N. Warminton & Co., Montreal, Que.

Batteries, Dry
Canadian National Carbon Co., Ltd., Toronto.
Canada Dry Cells, Ltd., Winnipeg.
Great West Electric Co., Ltd., Winnipeg, Man.
Canadian General Electric Co., Toronto.
Dominion Battery Co., Ltd., Toronto, Ont.
North American Hardware Co., Ltd., Montreal.
Northern Electric Mfg. Co., Montreal.
Usona Mfg. Co., Windsor, Ont.

Batteries, Flashlight
Canadian National Carbon Co., Ltd., Toronto.
Dominion Battery Co., Ltd., Toronto, Ont.
Usona Mfg. Co., Windsor, Ont.

Baths, Enamelled and Copper
Canada Metal Co., Toronto.

Bath Room Fixtures
Kinzinger, Bruce & Co., Ltd., Niagara Falls.

Bends, Brass, Iron and Lead
Jas. Morrison Brass Mfg. Co., Toronto.

Bibbs, Basin and Bath Cocks, Compression
Jas. Morrison Brass Mfg. Co., Toronto.
The United Brassfounders, Ltd., Manchester, Eng.
Wentworth Mfg. Co., Hamilton, Ont.

Bibbs, Basin and Bath Cocks, Fuller
Jas. Morrison Brass Mfg. Co., Toronto.
The United Brassfounders, Ltd., Manchester, Eng.

Brake Lining
Thermoid Rubber Co., Trenton, N.J.
Haddow Brokerage Co., Montreal, Que.

Brass Goods
Haddow Brokerage Co., Montreal, Que.
The Penberthy Injector Co., Ltd., Windsor, Ont.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Stratford Brass Co., Ltd., Stratford, Ont.

Brass Castings and Goods
Canada Metal Co., Toronto.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Jas. Morrison Brass Mfg. Co., Toronto.
Tallman Brass & Metal Co., Hamilton.
The Penberthy Injector Co., Ltd., Windsor, Ont.
The United Brassfounders, Ltd., Manchester, Eng.
Williams Bros. & Piggott, Ltd., Birmingham.

Brass, Sheets and Rods
Canada Metal Co., Toronto.
A. C. Leslie & Co., Montreal.
Tallman Brass & Metal Co., Hamilton.

Beekeepers' Supplies
Canadian Bee Supply & Honey Co.

Bevels
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Belting, Transmission, Elevator and Conveyor
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Belting, Rubber
Can. Consolidated Rubber Co., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.
Plewes, Ltd., Winnipeg, Man.

Belting, Cotton
Dominion Belting Co., Hamilton, Can.
Plewes, Ltd., Winnipeg, Man.

Blacksmiths' Supplies
D. Ackland & Son, Winnipeg.

Blankets, Saddle
Burlington Windsor Blanket Co., Ltd., Toronto
Galt Robe Co., Galt, Ont.
Samuel Trees & Co., Toronto, Ont.

Blankets, Horse
J. J. Turner & Co., Peterboro, Ont.

Bolts and Nuts
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.
Northern Bolt, Screw & Wire Co., Owen Sound
London Bolt & Hinge Works, London, Ont.
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Wilkinson & Kompass, Hamilton.

Bolts, Eye
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Steel Co. of Canada, Ltd., Hamilton, Ont
Williams & Co., J. H., Brooklyn, N.Y.

Bolts, Panic
Wm. Newman & Sons, Birmingham, Eng.

Boring Bars
Williams & Co., J. H., Brooklyn, N.Y.

Boxes, Tin
A. R. Whittal Can. Co., Ltd., Montreal, Que.

Boots, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Boot Calks and Tools
Steel Co. of Canada, Ltd., Hamilton.

Boring Bars
Pratt & Whitney Co. of Canada, Ltd., Dundas.

Box Opening Tools
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Bale Ties
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.
Laidlaw Bale Tie Co., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

Bale Tie Buckles
J. N. Warminton & Co., Montreal, Que.

Barbed Wire
Banwell, Hoxie Wire Fence Co., Ltd., Hamilton.

Baskets
Walter Woods & Co., Hamilton.

Barn Door Hangers
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Steel Goods Co., Hamilton.
National Mfg. Co., Sterling, Ill.
Safety Door Hanger Co., Hamilton, Ont.
Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Guelph, Ont.

Barrel Stands
Wakyte Mfg. Co., Winnipeg.

Barrels, Steel
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

Balers, Steel
Climax Baler Co., Hamilton.
Spielmann Agencies, Montreal.

Bit, Braces
Caverhill, Learmont & Co., Montreal.
Russell Jennings Mfg. Co., Chester, Conn.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Black Sheets
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Brackets, Shelf
Canada Steel Goods Co., Hamilton.
The Stanley Works, New Britain, Conn.

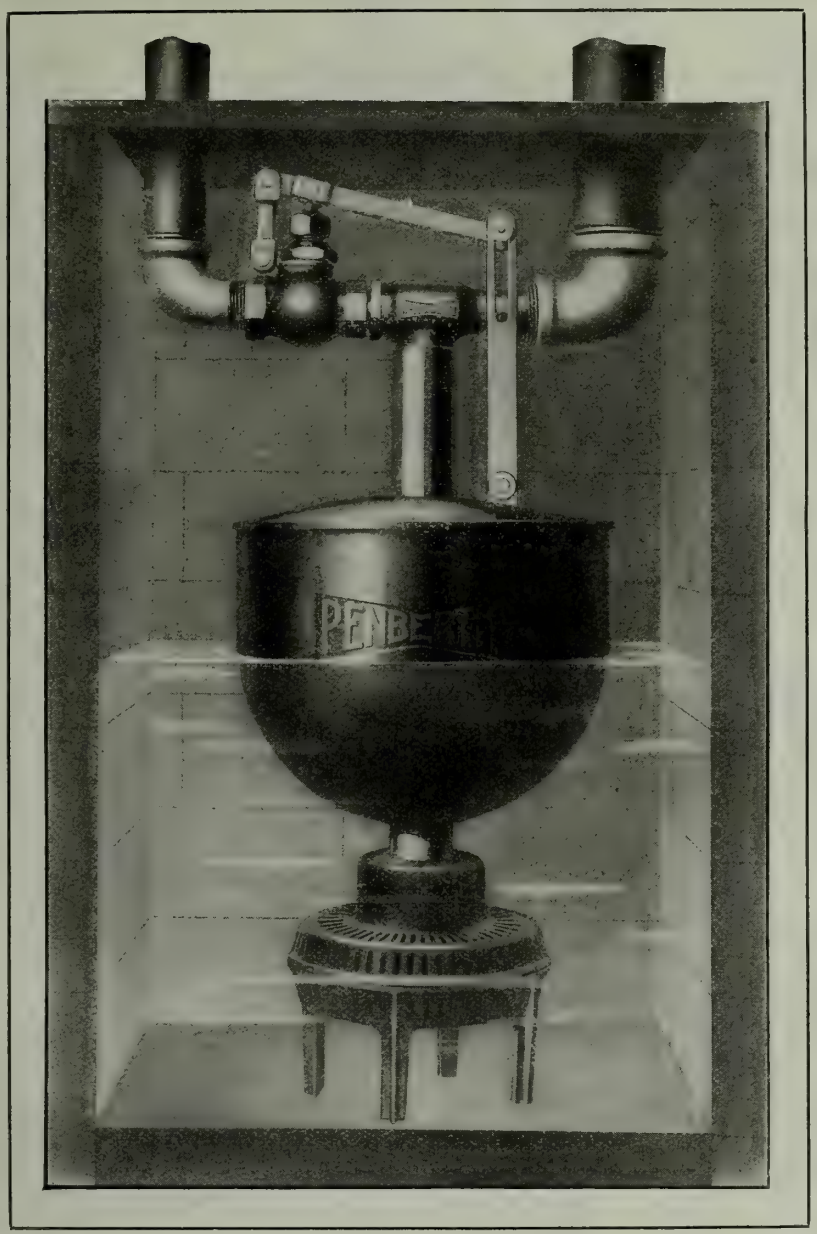
Box Strapping
J. E. Beauchamp & Co., Montreal.
The Stanley Works, New Britain, Conn.
J. N. Warminton & Co., Montreal, Que.

Blasting Supplies
Dupont Powder Co., Wilmington, Del.

Building Papers
Alex. McArthur & Co., Montreal, Que.

Burlar
Dominion Oil Cloth Co., Ltd., Montreal, Que.

TRADE PENBERTHY MARK



TRADE PENBERTHY MARK

AUTOMATIC CELLAR DRAINER

SIMPLE COMPACT ECONOMICAL

Advantages Over Other Makes

1. The float is built around the suction pipe. Prevents trouble common in loose float types.
2. All parts, except strainer, are brass, and except the float, are above water—no slime or corrosion.
3. A foot valve in the strainer seals the suction pipe when the drainer stops working, holding the water in all the pipes, so that it is always primed ready to start instantly. It also prevents flooding of cellar if for any reason the water pressure is insufficient to operate the ejector.
4. It takes up not over half the space, thus effecting a saving both in amount of space used and cost of construction.
5. The operating valves open and close instantly by action of the water pressure.
6. No leather washers used, leather dries and causes leaks.
7. It costs less than many other drainers not as efficient.

Note the compact arrangement of this drainer. It is only necessary to construct a small sump or pit, effecting both a saving of amount of space and extra expense in cost of construction of pit.
It keeps cellars and basements clean and sanitary.

Manufactured by

PENBERTHY INJECTOR COMPANY, LIMITED, WINDSOR, ONTARIO

THE BUYERS' GUIDE

Butchers' Tools
Haddow Brokerage Co., Montreal, Que.

Butter Tubs (Covered)
E. B. Eddy Co., Ltd., Hull, Que.

Butter Molds
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Walter Woods & Co., Hamilton, Can.

Butter Workers
Beatty Bros., Ltd., Fergus, Ont.

Butts and Hinges
Canada Foundries & Forgings, Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Caverhill, Learmont & Co., Montreal.
Chicago Spring Butt Co., Chicago, Ill.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Burrs
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton.
Parmenter & Bulloch, Gananoque.

Bread and Cake Makers
Thos. Davidson Mfg. Co., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.

Breast Drills
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co,, Greenfield, Mass.

Brushes and Brooms
Boeckh Bros. Co., Ltd., Toronto.
Meakins & Sons, Ltd., Hamilton.
Perfection Sanitary Brush Co., Toronto.
The Rubberset Co., Limited, Toronto.
T. S. Simms & Co., Ltd., St. John.
Walter Woods & Co., Hamilton.

Bits, Auger
Caverhill, Learmont & Co., Montreal.
Russell Jennings Mfg. Co., Chester, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.
Wilkinson & Kompass, Hamilton.
Scythes, Ltd., Toronto.

Bits, Forstner
Progressive Mfg. Co., Torrington, Conn.

Bicycles
Canada Cycle & Motor Co., Toronto.
Crown Cycle & Motor Co., Montreal, Que.
Hyslop Bros., Ltd., Toronto.
Iver Johnson Arms & Cycle Works, Ltd., Fitchburg, Mass.

Birch Seats
Canadian Veneering Co., Montreal, Que.

Brake Lining
Crown Cycle & Motor Co., Montreal, Que.

Brooms
Stevens-Hepner Co., Ltd., Port Elgin, Ont.
Walter Woods & Co., Ltd., Hamilton, Ont.

Buckles, Harness and Trunks
McKinnon Industries, Ltd., St. Catharines, Ont.

Builders' Hardware
Allith Mfg. Co., Ltd., Hamilton, Ont.
Caverhill, Learmont & Co., Montreal.
Canada Steel Goods Co., Hamilton.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
R. Johnson, Clapham & Morris, Ltd., Manchester, Eng.
National Hardware Co., Orillia, Ont.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.
Stratford Brass Co., Ltd., Stratford, Ont.

Bumpers, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Cabinet Hardware
Stratford Brass Co., Ltd., Stratford, Ont.

Canoes and Boats
Canadian Canoe Co., Peterborough, Ont.
Peterborough Canoe Co., Peterborough, Ont.

Calks, Boot
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Calipers and Dividers
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
L. S Starrett Co., Athol, Mass.

Caliper Gauges
Williams & Co., J. H., Brooklyn, N.Y.

Camp Furniture and Goods
Finnie & Murray, Ltd., Winnipeg.
J. J. Turner & Sons, Ltd., Peterboro, Ont.
Otterville Mfg. Co., Ltd., Otterville, Ont.

Cans, Milk
The A. R. Whittal Can. Co., Ltd., Montreal.

Cans, Paint
The A. R. Whittal Can. Co., Ltd., Montreal.

Cans
The A. R. Whittal Can. Co., Ltd., Montreal.

Cans, Oil
Cannon Oiler Co., Keithsburg, Ill.

Caps for Hubs
McKinnon Industries, Ltd., St. Catharines, Ont.

Carriage Hardware
Stratford Brass Co., Ltd., Stratford, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Cartridges
Dominion Cartridge Co., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.

Castings, Brass, Bronze and Aluminum
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Cash Carriers
Gipe-Hazard Store Service Co., Toronto.

Cash Registers
The National Cash Register Co. of Canada, Ltd., Toronto.

Casters
Canada Foundries & Forgings, Ltd., Brockville.
The Faultless Caster Co., Evansville, Ind.

Castor Oil
B. & S. H. Thompson & Co., Ltd., Montreal, Que.

Carpenters' Tools
Haddow Brokerage Co., Montreal, Que.

Carpet Sweepers
Bissell Carpet Sweeper Co, of Canada. Ltd., Niagara Falls, Ont.
Caverhill, Learmont & Co., Montreal.
Walter Woods & Co., Hamilton.

Carriage Castings
McKinnon Industries, Ltd., St. Catharines, Ont.

Casseroles
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Chains, Coil, Boom, Hammock, Tether, Dog, Halter. Cow, Breast, Trace, Tire
McKinnon Chain Co., St. Catharines, Ont.

Cable Carriers
Gipe-Hazard Store Service Co., Toronto.

Cellar Drainers
The Penberthy Injector Co., Ltd., Windsor, Ont.

Cement. Asbestos
Canadian Asbestos Co., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Cement, Rubber
Van Cleef Bros., Chicago, Ill.

Cement, Roofing
Geo. W. Reed & Co., Ltd., Montreal, Que.

Chains, Cut-Link
The Niagara Falls Metal Stamp'g Works, Niagara Falls, N.Y.

Chains, Folding
J. E. Beauchamp & Co., Montreal, Que.

Chain Pipe Wrenches
J. H. Williams & Co., Brooklyn, N.Y.

Chair Seats
J. E. Beauchamp & Co., Montreal, Que.
Canadian Veneering Co., Acton Vale, Que.

Chairs for Automobile, Camp and Boat
McKinnon Industries, Ltd., St. Catharines, Ont.

Choppers, Ice
The Haddow Brokerage Co., Montreal, Que.
L. & I. J. White Co., Buffalo, N.Y.

Chisels, Cape, Cold, etc.
Brown-Boggs Co., Ltd., Hamilton.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Check Protectors
W. G. Patrick & Co., Ltd., Toronto.

Checking Floor Hinges
Chicago Spring Butt Co., Chicago, Ill.

Chemical Closets
Wakyte Mfg. Co., Winnipeg, Man.

Chemical Specialties
B. & S. H. Thompson & Co., Ltd., Montreal, Que.
Van Cleef Bros., Chicago, Ill.
Vol-Peek Mfg. Co., Montreal.

Choppers, Food
Landers, Frary & Clark, New Britain, Conn.

Chucks, Tap
Wells Bros. of Canada, Galt.

Churns, Hand and Power
Beatty Bros., Ltd., Fergus.
Caverhill, Learmont & Co., Montreal.
Dowswell, Lees Co., Hamilton.
Landers, Frary & Clark, New Britain, Conn.
Medalta Stoneware Co., Ltd., Medalta, Ont.
Meichants Hardware Specialties, Ltd., Calgary.
Walter Woods & Co., Hamilton.

Clamps "C"
J. H. Williams & Co., Brooklyn, N.Y.

Clothes Bars and Racks
Otterville Mfg. Co., Ltd., Otterville, Ont.

Clothes Racks
Walter Woods & Co., Hamilton.

Clamps
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Williams & Co., J. H., Brooklyn, N.Y.

Clippers
Chicago Flexible Shaft Co., Chicago, Ill.

Closets
Wakyte Mfg. Co., Ltd., Winnipeg, Man.

Closet Seats
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Clothes Dryers
The Coleman Fare Box Co., Ltd., Toronto.
Dowswell, Lees Co., Ltd., Hamilton, Can.

Clothes Lines
The Coleman Fare Box Co., Ltd., Toronto.

Clothes Line (Wire)
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Clothes Horses
Stratford Mfg. Co., Stratford, Ont.

Coal Chutes
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Coffee Percolators and Urns
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Landers, Frary & Clark, New Britain, Conn.

Corrugated Fasteners
J. E. Beauchamp & Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

Collar Balls
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Collar Pads
American Pad & Textile Co., Hhatham.
Burlington Windsor Blanket Co., Toronto, Ont.

Cotton Duck
Scythes & Co., Ltd., Toronto, Ont.

Cotton Gloves
American Pad & Textile Co., Chatham.

Coal Chutes
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Coal Hods
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

Cobblers' Sets
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Cookers, Steam
Louis McLain Co., Ltd., Winnipeg, Man.

Cookers, Fireless
Royal Fireless Cooker Co., Ottawa, Ont.

Conductor Pipe, Hooks, Heads. etc.
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Winnipeg Ceiling & Roofing Co., Winnipeg.
Wheeler & Bain, Toronto.

Connecting Rods
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Williams & Co., J. H., Brooklyn, N.Y.

Coopers' Tools
Haddow Brokerage Co., Montreal, Que.

Coping Saws
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Cordage
Brantford Cordage Co., Ltd., Brantford, Ont.
Consumers Cordage Co., Montreal.
Plymouth Cordage Co., North Plymouth, Mass.
Scythes & Co., Ltd., Toronto, Ont.

Corners, Chest
The Brainerd Mfg. Co., East Rochester, N.Y.

Crank Pulls (Wire)
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Crank Shafts
Williams & Co., J. H., Brooklyn, N.Y.

Crowbars
B. J. Coghlin & Co., Montreal.

Crocks, Butter
Medalta Stoneware Co., Ltd., Medicine Hat, Alta.

Crucibles
Canadian Asbestos Co., Montreal, Que.

Cultivators
J. E. Gilson Co., Port Washington, Wis.
C. S. Norcross & Sons, Bushnell, Ill.

Cutlery
Bridgeport Hdwe. Mfg. Co., Bridgeport, Conn.
The Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.
Geo. Butler & Co., Ltd., Sheffield, Eng.
The Canadian Wm. A. Rogers Co., Ltd., Toronto.
Caverhill, Learmont & Co., Montreal.
Geneva Cutlery Co., Geneva, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
James Hutton & Co., Montreal.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
Lewis Bros., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Oneida Community, Ltd., Oneida, N.Y.
Henry Rogers' Son & Co., Ltd., Sheffield, Eng.
Wm. Rogers Mfg. Co., Niagara Falls, Ont.

Cutters
Butterfield & Co., Inc., Rock Island, Que.
The Rapid Tool & Machine Co., Ltd., Montreal.
Trimont Mfg. Co., Roxbury (Boston, Mass.).

Curry Combs
The Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.

Cuspidors
Thos. Davidson Mfg. Co., Ltd., Montreal.
E. B. Eddy Co., Ltd., Hull, Que.

Dairy Pails
Thos. Davidson Mfg. Co., Ltd., Montreal.
Soren Bros., Toronto, Ont.

Dampers, Stove Pipe
Canada Foundries & Forgings, Brockville, Ont.

Dashes, Buggy and Carriage
McKinnon Industries, Ltd., St. Catharines, Ont.

Desks, School
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Diaphragms, Rubber

Dies, Stocks, etc.
Butterfield & Co., Rock Island, Que.
Canadian Fairbanks-Morse Co., Montreal.
Pratt & Whitney Co. of Canada, Ltd., Dundas.
The Rapid Tool & Machine Co., Ltd., Montreal.
Wells Bros. Co. of Canada, Galt.

Disinfectants
J. E. Beauchamp & Co., Montreal, Que.

Display Racks and Stands
Cameron & Campbell, Toronto.
National Mfg. Co., Sterling, Ill.

Doors
Sanderson-Harold Co., Ltd., Paris, Ont.

Door Bolts
Canada Steel Goods Co., Hamilton, Can.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.

Door Knobs
Cartland & Son, Ltd., James, Birmingham, Eng.

The Trade Mark behind the "Hardware House of Quality."

DIAMOND A BRAND — ASHDOWN'S GUARANTEE

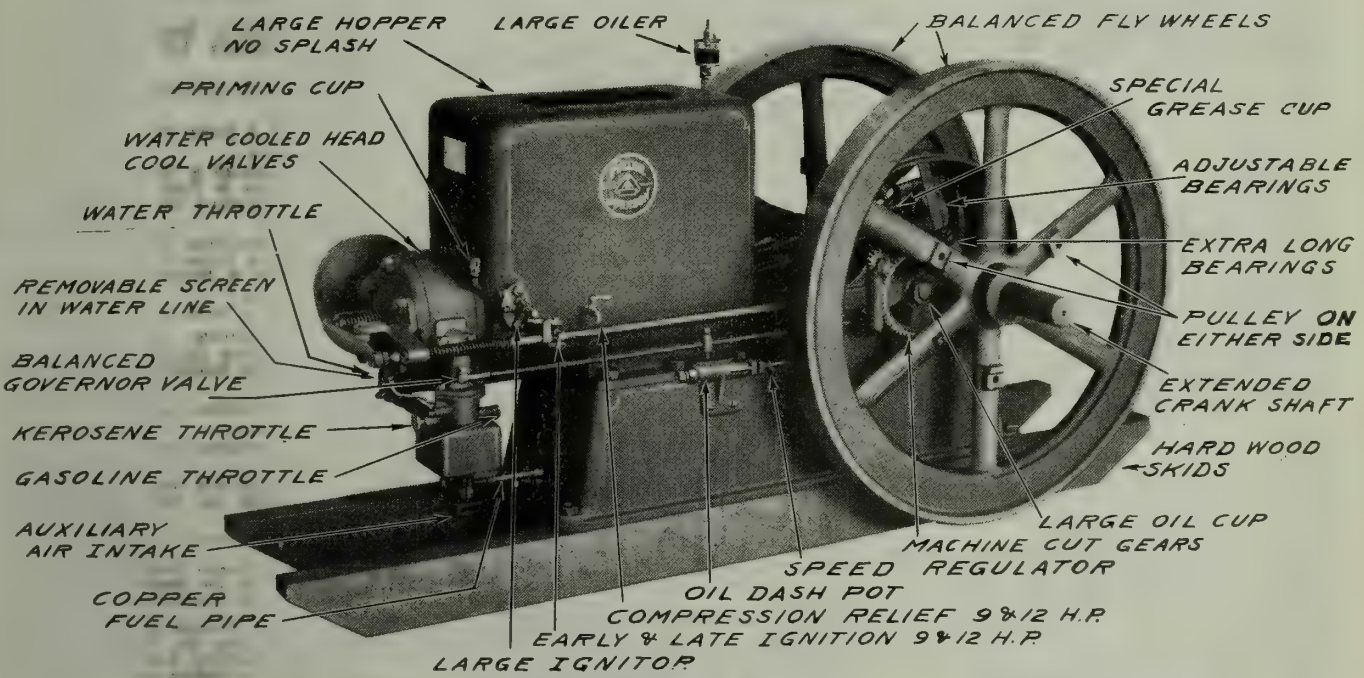
The Largest Wholesale Hardware Dealers in Canada

FULLER & JOHNSON

MODEL "K" THROTTLING GOVERNOR

KEROSENE OIL ENGINES

All sizes, 3 to 25 H.P., Stationary and Portable



DEPENDABLE—QUALITY CONSTRUCTION—GUARANTEED

Fuller and Johnson Model "K" Throttling Governor Kerosene Engines embody all the latest improvements and developments in internal combustion engines. They are of the horizontal, hopper cooled, throttling governor type, regularly equipped with low tension, built-in magneto, and operate on the reliable 4-cycle principle.

NEVER MISSES AN EXPLOSION

RUNS SMOOTHLY and EVENLY under light load, full load or varying loads, with the fuel always used in proportion to the load.

MORE POWER, GALLON FOR GALLON, than you get in other engines from high-priced gasoline.

A PLEASURE TO HEAR IT RUN

SOLD BY

The J. H. ASHDOWN HARDWARE COMPANY, Limited

CALGARY WINNIPEG SASKATOON

THE BUYERS' GUIDE

Door Checks
Canadian Yale & Towne, St. Catharines.
Wm. Newman & Sons, Birmingham, Eng.

Door Hangers
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Steel Goods Co., Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.
National Mfg. Co., Sterling, Ill.

Door Springs
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Wm. Newman & Sons, Birmingham, Eng.

Door Pulls
Stratford Brass Co., Ltd., Stratford, Ont.

Doubletrees
McKinnon Industries, Ltd., St. Catharines, Ont.
West-Woods, Ltd., Winnipeg, Man.

Draining Tools
Canadian Shovel & Tool Co., Hamilton, Can.

Drills, Breast
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.

Drill Chucks
Goodell-Pratt Co., Greenfield, Mass.

Drills, Blacksmiths'
Canada Foundries & Forgings, Brockville.

Drills
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Butterfield & Co., Inc., Rock Island, Que.
Goodell-Pratt Co., Greenfield, Mass.
Jones & Shipman, Ltd., Leicester, Eng.
North Bros. Mfg. Co., Philadelphia, Pa.
Plewes, Ltd., Winnipeg, Man.
Stanley Rule & Level Co., New Britain, Conn.
Wilkinson & Kompass, Hamilton, Ont.
Pratt & Whitney Co. of Canada, Ltd., Dundas, Ont.
Wilt Twist Drill Co. of Canada, Ltd., Walkerville, Ont.

Drills, Twist
Wilt Twist Drill Co. of Canada, Ltd., Walkerville, Ont.

Drop Forgings
McKinnon Industries, Ltd., St. Catharines, Ont.
Williams & Co., J. H., Brooklyn, N.Y.
Spielmann Agencies, Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Dry Colors
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
Ottawa Paint Works, Ottawa.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.
Martin-Senour Co., Ltd., Montreal.
McArthur Irwin, Montreal.
Stewart & Wood, Toronto.

Dusters
Channell Chemical Co., Toronto.

Dynamite
Du Pont American Industries, Wilmington, Del.

Dry Cells
Canada Dry Cells, Ltd., Winnipeg.
Canadian National Carbon Co., Toronto.
Canadian H. W. Johns-Manville Co., Toronto.
Canadian General Electric Co., Ltd., Toronto.
Dominion Battery Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man
Spielmann Agencies, Ltd., Montreal, Que.

Eavetrough
Pedlar People, Limited, Oshawa.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Metal Shingle & Siding Co., Ltd., Preston, Ont.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Egg Beaters
Louis McLain Co., Ltd., Winnipeg, Man.
Collette Mfg. Co., Collingwood.

Egg Cases
Miller Bros. Co., Ltd., Montreal, Que.
Walter Woods & Co., Hamilton.

Egg Case Fillers
Miller Bros. Co., Ltd., Montreal, Que.
Walter Woods & Co., Hamilton, Can.

Ejectors and Syphons
The Penberthy Injector Co., Ltd., Windsor, Ont.
Jas. Morrison Brass Mfg. Co., Toronto.

Elbows
Thos. Davidson Mfg. Co., Ltd., Montreal.
Pedlar People, Ltd., Oshawa, Ont.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Electric Bells
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man

Electric Fans
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man
The A. C. Gilbert-Menzies Co., Toronto.
Northern Electric Co., Ltd., Montreal.

Electric Fixtures
W. H. Banfield & Sons, Ltd., Toronto.
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man
Northern Electric Co., Ltd., Montreal.
Tallman Brass & Metal Co., Hamilton.

Electric Grates
Great West Electric Co., Ltd., Winnipeg, Man

Electric Plates
Louis McLain Co., Ltd., Winnipeg, Man.

Electric Specialties
Benjamin Electric Co., Toronto.
Canadian General Electric Co., Ltd., Toronto
Canadian National Carbon Co., Toronto.
The Clemens Electrical Corporation, Hamilton.
Dominion Battery Co., Ltd., Toronto, Ont.
Great West Electric Co., Ltd., Winnipeg, Man
The Hessco Electric Mfg. Co., Toronto, Ont.
Landers, Frary & Clark, New Britain, Conn
National Electric Heating Co., Toronto.
North American Hardware Co., Ltd., Montreal Que.
Northern Electric Co., Ltd., Montreal.
Spielmann Agencies, Ltd., Montreal, Que.
Usona Mfg. Co., Windsor, Ont.

Electric Supplies
W. H. Banfield & Sons, Ltd., Toronto.
The Can. General Electric Co., Ltd., Toronto.
The Hessco Electric Mfg. Co., Toronto, Ont.

Emery
Dominion Glue & Emery Co., Montreal, Que.

Enamels
Boston Varnish Co., Everett Station, Boston, Mass
British America Paint Co., Ltd., Victoria, B.C.
Wm. Harland & Sons, Toronto.
Sturgeons, Ltd., Toronto.

Enamelled Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.
E. T. Wright & Co., Hamilton, Ont.
Sheet Metal Products Co. of Canada, Ltd., Toronto

Emery Glass and Papers
John Oakey & Sons, London, Eng.

Emery (Grain and Sheets)
DesRochers, Ltd., Montreal, P.Q.

Eveners for 2, 3, 4, 6 and 8 Horses
Gregg Mfg. Co., Ltd., Winnipeg, Man.
D. Ackland & Son, Ltd., Winnipeg, Man.
McKinnon Industries, Ltd., St. Catharines, Ont.
West-Woods, Ltd., Winnipeg, Man.

Evaporators
Steel Trough & Machine Co., Ltd., Tweed, Ont.

Excelsior
Rankin & Co., Ltd., Toronto.

Explosives
Du Pont Powder Co., Wilmington, Del.
Hercules Powder Co., Wilmington, Del.

Escutcheon Pins
Parmenter & Bulloch Co., Ltd., Carleton, Ont
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Exterminator, Rat and Roach
The Commen Sense Mfg. Co., Toronto.

Extinguishers, Fire
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man
H. W. Johns-Manville Co., New York.
Northern Electric Co., Montreal.
Pyrene Mfg. Co., Ltd., Montreal, Que.

Fanlight Openers
Jas. Cartland & Son, Ltd., Birmingham, Eng

Fasteners, Storm, Sash and Screen
National Mfg. Co., Sterling, Ill.
Stratford Brass Co., Ltd., Stratford, Ont.
The Stanley Works, New Britain, Conn.

Farm Lighting Outfits
Canadian General Electric Co., Ltd., Toronto.
Northern Electric Co., Montreal.

Faucets, Petroleum
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Feed Boxes
Canada Foundries & Forgings, Brockville.

Feed Cookers
Wheeler & Bain, Toronto.

Felts (Tarred and Carpet)
Alex. McArthur & Co., Montreal, Que.
J. H. McComb, Ltd., Montreal, Que.

Fencing and Gates
Banwell-Hoxie Wire Fence Co., Hamilton.
McGregor-Banwell Fence Co., Ltd., Walkerville
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
B. Greening Wire Co., Hamilton, Ont.
Standard Tube & Fence Co., Woodstock.
Steel Co. of Canada, Ltd., Hamilton.

Fences, Woven Wire, Farm and Ornamental
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

Fenders for Buggy and Carriage
McKinnon Industries, Ltd., St. Catharines, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Fire Appliances and Liquids
Pyrene Mfg. Co., Ltd., Montreal, Que.

Fire Arms
Colts Patent Fire Arms Mfg. Co., Hartford Conn.
Harrington & Richardson Arms Co., Worcester, Mass.
Johnson Iver Arms & Cycle Works, Fitchburg Mass.

Files
E. C. Atkins Co., Hamilton, Can.
G. & H. Barnett Co., Philadelphia.
Delta File Works, Philadelphia.
Henry Disston & Sons, Ltd., Philadelphia, Pa
The Ingersoll File Co., Ingersoll, Ont.
Nicholson File Co., Port Hope, Ont.
Plewes, Ltd., Winnipeg.
Simonds Canada Saw Co., Montreal
Wilkinson & Kompass, Hamilton.
DesRochers, Ltd., Montreal, P.Q.

Fillers
Boston Varnish Co., Everett Station, Boston, Mass

Fire Door Fittings
Allith Mfg. Co., Ltd., Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.

Fire Extinguishers
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Pyrene Mfg. Co., Ltd., Montreal, Que.

Fire Department Supplies
Canadian Consolidated Rubber Co., Montreal
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
Northern Electric Co., Montreal.

Fire Escapes
The Dennis Wire & Iron Works Co., Ltd., London

Fire Pails
E. B. Eddy Co., Ltd., Hull, Que.

Fireplace Fixtures
Stover Mfg. & Engine Co., Freeport, Ill.

Fireplace Screens
Canada Wire & Iron Goods Co., Hamilton, Ont.

Fishing Tackle and Accessories
Marble Arms & Mfg. Co., Gladstone, Mich.

Flags
J. J. Turner & Sons, Ltd., Peterboro, Ont.
Scythes & Co., Ltd., Toronto, Ont.
Finnie & Murray, Ltd., Winnipeg, Man.

Flashlights, Electric
Canadian General Electric Co., Ltd., Toronto
Canadian National Carbon Co., Toronto.
Canada Dry Cells, Ltd., Winnipeg.
Crown Cycle & Motor Co., Montreal.
Dominion Battery Co., Ltd., Toronto, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
Metal Specialties Mfg. Co., Chicago
Northern Electric Co., Montreal.
Usona Mfg. Co., Windsor, Ont.
Ward & Gladstone, Manchester, Eng.

Flatware
Canadian Wm. A. Rogers, Toronto.
Oneida Community, Ltd., Oneida, N.Y

Flower Pots
E. B. Eddy Co., Ltd., Hull, Que.

Fly Swatters
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Food Choppers
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Merchants Hardware Specialties, Ltd., Calgary.

Force Cups
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National Mfg. Co., Sterling, Ill.
Richards-Wilcox Canadian Co., London, Ont.
The Stanley Works, New Britain, Conn.

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Pedlar People, Ltd., Oshawa, Ont.

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J. Samuels, Toronto.
Soren Bros., Toronto.

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Canadian Fairbanks-Morse Co., Ltd., Montreal.
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The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

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The Strong Machinery & Supply Co., New York, N.Y.

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G. F. Stephens Co., Winnipeg.

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Glue, White
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Superior Electrics, Ltd., Pembroke, Ont.

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DesRochers Ltd., Montreal, Que.
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R. C. Jamieson & Co., Montreal
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The Cloisonne and Art Glass, Ltd., Kitchener.

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Toronto Plate Glass Importing Co., Toronto.

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Cushman Motor Works, Ltd., Winnipeg.
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Plewes Ltd., Winnipeg, Man.
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Hangers, Barn Door
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Jack Screws
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Kalsomine
British America Paint Co., Ltd., Victoria, B.C.

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Landers, Frary & Clark, New Britain, Conn.
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National Stamping & Electric Works, Chicago, Ill.

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Canadian National Carbon Co., Toronto.
Dominion Battery Co., Toronto.
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National Stamping & Electric Works, Chicago, Ill.
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Hamilton Gas Mantle Co., Hamilton, Can.

Malleable Iron Castings
McKinnon Industries, Ltd., St. Catharines, Ont.

Malleable for Carriages
McKinnon Industries, Ltd., St. Catharines, Ont.

Marine Hardware
Scythes & Co., Ltd., Toronto, Ont.

Marine Supplies
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont.

Matches
E. B. Eddy Co., Hull, Que.

Mats, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Mauls
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Measures, Copper Plated
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Meat Choppers
Landers, Frary & Clark, New Britain, Conn.

Mechanical Rubber Products
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Metal Boxes and Drawers
Cameron & Campbell, Toronto.

Metals, Heavy and Shelf
Henry Rogers, Sons & Co., Ltd., Wolverhampton, Eng.

Metal Stamping
The Niagara Fa.. Metal Stamp'g Works, Niagara Falls, N.Y.

Metals, Expanded, Ingot, Sheet, Tubes, etc.
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
Tallman Brass & Metal Co., Hamilton, Can.
A. C. Leslie & Co., Montreal.

Metallic, Ceilings, Walls, Roofing, Skylights, Siding, Cornices, Ventilators, Valley Windows, Doors, etc.
Pedlar People, Oshawa, Ont.
Winnipeg Ceiling & Roofing Co., Winnipeg

Metal Specialties
Hamilton Stamp & Stencil Works, Hamilton, Ont.

Mica
Mica Co. of Canada, Ltd., Hull, Que.

Menders, Utensils
Collette Mfg. Co., Collingwood.
H. Nagle Co., Montreal.

Meters
Canadian General Electric Co., Toronto

Menders, Graniteware, Pot and Pan
North American Hardware Co., Ltd., Montreal
Vol-Peek Mfg. Co., Montreal.

Micrometers
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.
Canadian Fairbanks-Morse Co., Ltd., Montreal

Milling Cutters
Pratt & Whitney Co. of Canada, Ltd., Dundas

Millboard
E. B. Eddy Co., Ltd., Hull, Que.

Milk Cans
Thos. Davidson Mfg. Co., Ltd., Montreal

Milk Pails
E. B. Eddy Co., Ltd., Hull, Que.

Mirrors
Toronto Plate Glass Importing Co., Toronto

Mitre Boxes
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn

Mitre Box Saws
H. Disston & Sons, Ltd., Toronto.

Moisteners
The Dominion Radiator Co., Ltd., Toronto.

Molasses Gates
Can. Foundries & Forgings, Ltd., Brockville, Ont

Mops
Can. Foundries & Forgings, Ltd., Brockville, Ont
Towe & Towe, London, Ont.

Mop Sticks
Stover Mfg. & Engine Co., Freeport, Ill.

Motors
Canadian General Electric Co., Ltd., Toronto.

Motor Cycles
The Enfield Cycle Co., Ltd., Redditch, Eng.
Iver Johnson's Arms & Cycle Works, Fitchburg Mass.
North American Hardware Co., Ltd., Montreal O

Motor Generators
Canadian General Electric Co., Ltd., Toronto
Great West Electric Co., Ltd., Winnipeg Man
Northern Electric Co., Montreal.

Mullboard, Asbestos
Canadian Asbestos Co., Montreal, Que.

Nails, Wire
Canadian Tube & Iron Co., Ltd., Montreal
Caverhill, Learmont & Co., Montreal
The Canada Metal Co., Ltd., Toronto.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
The Graham Nail Works, Toronto.
H. S. Howland, Sons & Co., Toronto.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Lewis Bros., Ltd., Montreal.

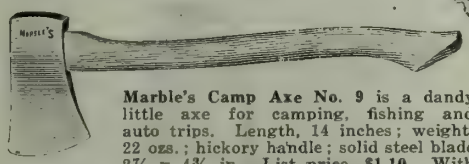
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Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

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Steel Co. of Canada, Ltd., Hamilton, Ont.

Neatsfoot Oil
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Neckyokes
McKinnon Industries, Ltd., St. Catharines, Ont.
Gregg Mfg. Co., Ltd., Winnipeg, Man.

Nipples
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Nipples for Radiators
McKinnon Industries, Ltd., St. Catharines, Ont.

Newsprint Paper
E. B. Eddy Co., Ltd., Hull, Que.

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Canadian Asbestos Co., Toronto, Ont.
Scythes & Co., Ltd., Toronto, Ont.

Oil Burners, Kerosene
The Canada Oil Burner Co., Toronto, Ont.

Oil Cans
Cannon Oiler Co., Keithsburg, Ill.

Oil Cake and Meal
Canada Linseed Oil Co.
Dominion Linseed Oil Co., Toronto.

Oarlocks
McKinnon Industries, Ltd., St. Catharines, Ont.

Oil, Coal
Imperial Oil Co., Toronto.

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Imperial Oil Co., Ltd., Toronto.
Prairie City Oil Co., Winnipeg, Man.

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Canadian Winkley Co., Windsor.

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The Continental Oil Co., Ltd., Winnipeg, Man.
Imperial Oil Co., Ltd., Toronto.
Prairie City Oil Co., Ltd., Winnipeg, Man.

Oil, Neatsfoot
W. Harris & Co., Toronto.

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Thos. Davidson Mfg. Co., Ltd., Montreal
The Gilbert & Barker Mfg. Co., Springfield, Mass.

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Scythes & Co., Ltd., Toronto, Ont.

Oil Stains
British America Paint Co., Ltd., Victoria, B.C

Oil Storage and Distributing Systems
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The All-Way Mfg. Co., Toronto.
Cannon Oiler Co., Keithsburg, Ill.
Thos. Davidson Mfg. Co., Ltd., Montreal
Sheet Metal Products Co. of Canada, Ltd., Toronto

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J. E. Beauchamp & Co., Montreal.

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Banwell Hoxie Wire Fence Co., Ltd., Hamilton
McGregor, Banwell Fence Co., Ltd., Walkerville

Ornamental Gates
McGregor, Banwell Fence Co., Ltd., Walkerville

Ornamental Iron and Wire Work
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works, London, Ont.

Packings
Consumers Cordage Co., Montreal.
Canadian Asbestos Co., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Jenkins Bros., Ltd., Montreal.
Scythes, Ltd., Toronto.

Paint, Ready Mixed, House, Barn, Roof, Flat Wall, Concrete, Floor, Cement, Aluminum, Marine and Deck
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Canada Paint Co., Montreal.
R. C. Jamieson & Co., Montreal.
Imperial Varnish & Color Co., Toronto.
Lowe Bros, Ltd., Toronto.
Martin-Senour Co., Montreal.
McArthur-Irwin, Ltd.
The Ottawa Paint Works, Ottawa.
A. Ramsay & Son Co., Montreal.
Sanderson, Pearcy Co., Ltd., Toronto.
Standard Paint & Varnish Co., Ltd., Windsor Ont.
Stewart & Wood, Toronto.
Sherwin-Williams Co., Montreal.
G. F. Stephens Co., Winnipeg.
Benjamin Moore & Co., Toronto.
British America Paint Co., Ltd., Victoria, B.C.

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Beckh Bros., Toronto.
Meakins & Sons, Hamilton.
The Rubberset Co., Limited, Toronto.
T. S. Simms & Co., St. John, N.B.

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Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
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Gipe-Hazard Store Service Co., Montreal.

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Canada Paint Co., Montreal.
McArthur Irwin, Montreal.
Sherwin-Williams Co., Montreal.

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E. B. Eddy Co., Ltd., Hull, Que.
Walter Woods & Co., Hamilton.

Paper Napkins
E. B. Eddy Co., Ltd., Hull, Que.

Paper, Wrapping
Walter Woods & Co., Hamilton.

Packing Rubber
Canadian Consolidated Rubber Co., Montreal.
Dunlop Tire & Rubber Co., Toronto.
Gutta Percha & Rubber Co., Ltd., Toronto.

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Pads for Horses
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Burlington Windsor Blanket Co., Toronto.

Patches
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Pails
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Soren Bros., Toronto.

Pails, Wooden
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Pastes
Stuart & Foster, Toronto.

Paste, Dry
Stuart & Foster, Toronto.

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B. Greening Wire Co., Ltd., Hamilton.
Canada Wire & Iron Goods Co., Hamilton, Ont.

Percolators, Coffee
Canadian General Eletric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man
Landers, Frary & Clark, New Britain, Conn.
Northern Electric Co., Ltd., Montreal.

Pickling Machines
Cushman Motor Works, Ltd., Winnipeg.

Pick Handles
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The Ever Tight Piston Ring Co., St. Louis, Mo.

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Canadian Phonograph & Sapphire Disc Co., Winnipeg, Man.
Dominion Sewing Machine-Phonograph Co., Winnipeg

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Pins, Escutcheon
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Pipe Cutters (Stand)
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Pipe Stocks and Dies
Wells Bros. Co., of Canada, Ltd., Galt

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Canada Metal Co., Toronto
Canadian Tube & Iron Co., Ltd., Montreal
Caverhill, Learmont & Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton
Thos. Davidson Mfg. Co., Ltd., Montreal.
Lewis Bros., Ltd., Montreal

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Thos. Davidson Mfg. Co., Ltd., Montreal.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg

Pipe, Lead
Canada Metal Co., Toronto
Hoyt Metal Co., Toronto
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Pipe, Stove
Collins Mfg. Co., Toronto
Soren Bros., Toronto

Pipe, Rain Water Conductor
Canada Metal Co., Toronto

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Otterville Mfg. Co., Otterville, Ont.

Pliers, Cutting
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Pliers, Combination
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Barcalo Mfg. Co., Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.

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D. Ackland & Son, Winnipeg

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Canadian Consolidated Rubber Co., Montreal

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Plumbers' Supplies, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.

Plumbers' Tools
Barcalo Mfg. Co., Buffalo, N.Y.
J. H. Williams & Co., Brooklyn, N.Y.

Planes
Caverhill, Learmont & Co., Montreal
Stanley Rule & Level Co., New Britain, Conn.
Stewart Spiers, Ayr, Scotland.

Polishes
Stuart & Foster, Toronto.
Vlit Mfg. Co., Montreal, Que.

Polishes, Auto and Furniture
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Buffalo Specialty Co., Buffalo N.Y.
Channell Chemical Co., Ltd., Toronto.
Imperial Oil Co., Ltd., Toronto.
Stuart & Foster, Toronto.
Saunders & Co., Montreal, Que.
Vlit Mfg. Co., Montreal, Que.

Polishes, Brass
Stuart & Foster, Toronto.

Polishing Heads
Goodell-Pratt Co., Greenfield, Mass.

Polish, Silver
Stuart & Foster, Toronto.

Polishes, Knife
Jno. Oakey & Sons, London, Eng.
Stuart & Foster, Toronto.

Polish, Cream, Metal
Stuart & Foster, Toronto.

Poles, Electric Light
Northern Electric Co., Montreal

Pole Line Material
Canadian General Electric Co., Ltd., Toronto
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal
Pedlar People Ltd., Oshawa
The Steel Co. of Canada, Ltd., Hamilton, Ont.

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Stover Mfg. & Engine Co., Freeport, Ill.

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Cannon Oiler Co., Keithsburg, Ill.

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Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.

Punches, Ticket
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

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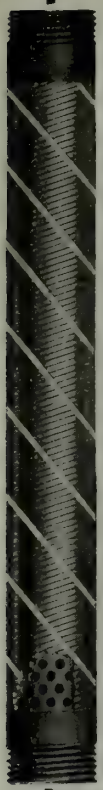
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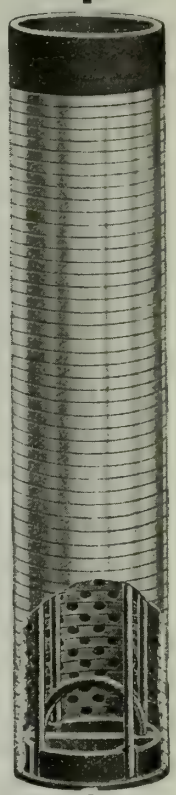
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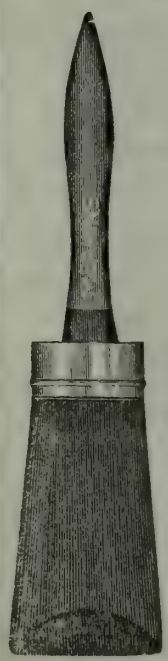
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Stover Mfg. & Engine Co., Freeport, Ill.

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Geneva Cutlery Co., Geneva, N.Y.
James Hutton & Co., Montreal
Gillette Safety Razor Co., Ltd., Montreal
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Wilkinson Sword Co., Sheffield, Eng.

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Butterfield & Co., Rock Island, Que.

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Goodell-Pratt Co., Greenfield, Mass.

Reciprocating Drills
Goodell-Pratt Co., Greenfield, Mass.

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Soren Bros., Toronto

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Enterprise Mfg. Co., Sackville, N.B.
Jas. Stewart Mfg. Co., Woodstock, Ont.

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Parmenter Bulloch Co., Gananoque, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Rivet Burrs
The Union Iron & Metal Co., Ltd., Toronto.

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Bishopric Wall Board Co., Ltd., Ottawa, Ont.
Brantford Roofing Co., Ltd., Brantford, Ont.
Canadian Roofing Co., Ltd., Windsor, Ont.
Standard Paint Co., of Canada, Ltd., Montreal
Alex. McArthur & Co., Montreal, Que.

Roofing, Rubber
Canadian Asbestos Co., Montreal, Que.

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Rope
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Consumers Cordage Co., Montreal, Que.
Independent Cordage Co., Toronto, Ont.
Brantford Cordage Co., Brantford, Ont.

Rosin
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Fred Smith, Toronto, Ont.

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Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber, Ltd., Toronto.

Rules
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L. S. Starrett Co., Athol, Mass.

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Rules, Spring Joint
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Rules, Board and Log
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

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Taylor-Forbes Co., Limited, Guelph, Ont.

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Simonds Canada Saw Co., Montreal.
Victor Saw Works, Hamilton, Ont.

Saws, Hack
The Millers Falls Co., Millers Falls, Mass.

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Coleman Fare Box Co., Toronto.

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British America Paint Co., Ltd., Victoria, B.C.
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Furnival & Co., Toronto.
J. Samuels & Co., Toronto.

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Hoyt Metal Co., Toronto
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WHERE IS CAPITAL TO COME FROM?

IN reality, it is not more money that is wanted but more of the things which money can buy. The real question, therefore, is: What is necessary to increase the quantity of goods in proportion to the amount demanded by unanimous popular resolution? Incidentally to this is the further question: Where is the capital to come from to provide the factories, machinery, raw materials, etc., and who will furnish the extra labor required for the increased production?

To try and solve this important problem by a general investigation of ideas as they come along involves an attempt to discuss a perfect babel of voices, from that of the Bolshevist who cheerfully distributes blank forms undertaking to deliver the millennium according to details to be filled in by each applicant who will sign up under his leadership to that of the "good old time" pessimist who detects the seeds of ruin in every proposed change.

(That method of solving business problems belongs to minds content to "muddle along" on hearsay and sensational newspaper items.)

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(This is the clear-headed business method with business problems of the regular reader of THE FINANCIAL POST.)

The main question affecting Canada and indeed the whole business world to-day and the sentences in plain type above are taken from a leading article by Prof. Adam Shortt in

The Financial Post

dated March 29th, an issue which contains, amongst other important business news, these articles on **"Essential Features of Actual Economic Conditions"** in Canada to-day.

The Menace of Confiscatory Legislation
Shareholders of G.T.R. Entitled to a Better Deal
General State of Business is Favorable
Tariff Amendment a Poor Political Move
Lord Shaughnessy on the Labor Problem
C.P.R. Will Put Confidence in Public Opinion
The Increase in Current Loans Still Continues
West's Problems Considered by Loan Cos.
New Steel Price List Evidently a Compromise
Construction Plans of C.P.R. Announced
General Electric Coming Back to Peace Basis
Suggests That Farmers Deal With Own "Kicks"
Engineer Murphy Attacks Hydro Policy
The Farmer, the Bank, and the Manufacturer (Edit.)
Need for Closer Supervision of Municipal Loans
Apartments Are Only Solution of House Problem
More American Capital for Canada

TO the keen, well-ordered business mind the idea of "muddling along" on haphazard and sensational information which loses the essential business-building points while creating the excitement is totally unsatisfactory. When you "get down to business" you want the plain facts—all of them—without frills—and quickly. You get them like that in THE POST. Send for a sample copy or order subscription on this form:

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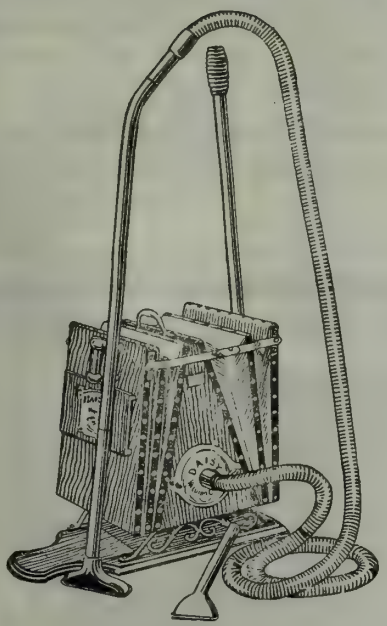
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Common Sense Exterminator



KILLS RATS

Has been on the market for 25 years. Quickly and effectively eliminates rat pests. It dries them up. Destroys without odor.

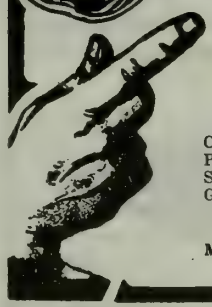
"Common Sense" is sold on a money-back guarantee. Good profits in it for the dealer.

Jobbers write us for terms.

Ask us about our **Roach** preparation.

COMMON SENSE MANUFACTURING CO., INC.
393 QUEEN ST. WEST - - TORONTO, ONT.

GERMANTOWN
LAMPBLACK



THE L. MARTIN CO.
HEADQUARTERS FOR
LAMPBLACK
IN ENGLAND AND AMERICA

Originators of Eagle, Old Standard, Globe and Pyramid Germantown Brands.
Suppliers of Bulk Blacks to the highest class Grinding Trade.

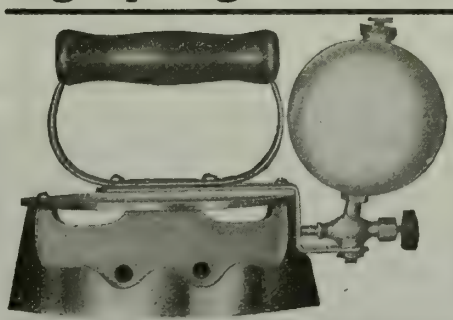
THE L. MARTIN CO.
Montreal, Toronto, Winnipeg, New York, Philadelphia, London, Eng.

BRASS VALVES

National Brass, Limited

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Big Spring and Summer Seller



Every housekeeper — city or country—a likely purchaser of the

"Comfort" Iron

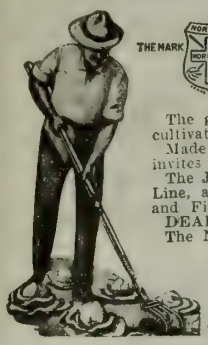
Makes its own gas, two-pointed, self-heating, self-cleaning. Operates easily at low cost. Looks good and makes good, guaranteed. Sells fast.

Ask your jobber for particulars or write direct.

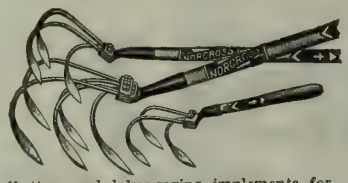
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National Stamping and Electric Works
410-424 S. Clinton St. - - Chicago, Ill.

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THE MARK OF QUALITY



The greatest of all time and labor-saving implements for cultivating and weeding.
Made in (3) sizes—not expensive—even the smallest garden invites a sale.
The Jobber and Dealer who link up with the NORCROSS Line, are assured of the very best in Quality, Construction and Finish.
DEALERS—Insist upon the Genuine—NORCROSS. The Name is a Guarantee of Satisfaction.

Factory Representatives:
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Manufacturers of

STEEL TUBING—

Butted and Welded, for structural work and all kinds of manufacturing purposes. Sizes 3/8" to 2", 14 to 20 Gauge.

Galvanized Wire and Woven Wire Fencing.
Steel Tube Fence Posts, Farm Gates, etc.

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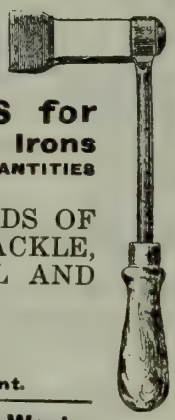


SOLDERING IRONS

OF ANY SIZE OR SHAPE, also

COPPER FORGINGS for any kinds of Gas Heated Irons

SPECIAL QUOTATIONS FOR LARGE QUANTITIES



WE CAN SUPPLY ALL KINDS OF CHAINS, SHIPPING TACKLE, FORGINGS IN IRON, STEEL AND COPPER.

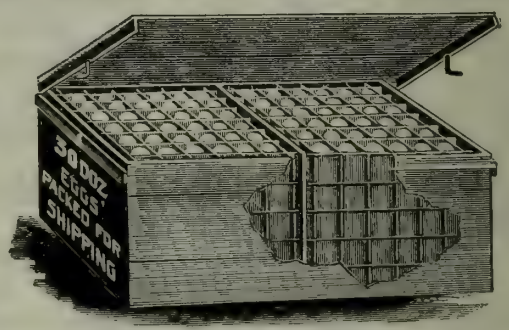
Buy direct from makers.

Contractors to H.M. Government.

J. S. ROCK & SONS, Beecher Works CRADLEY, ENG.

Telegrams: "Rock, Beecher, Cradley"

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Manufacturers of

White pulp egg case fillers and extra flats in standard and extra large sizes for 12 and 30 dozen egg crates.

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Open to negotiate for new lines for Western Canada

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Hardware Manufacturers' Agent Covering Western Canada

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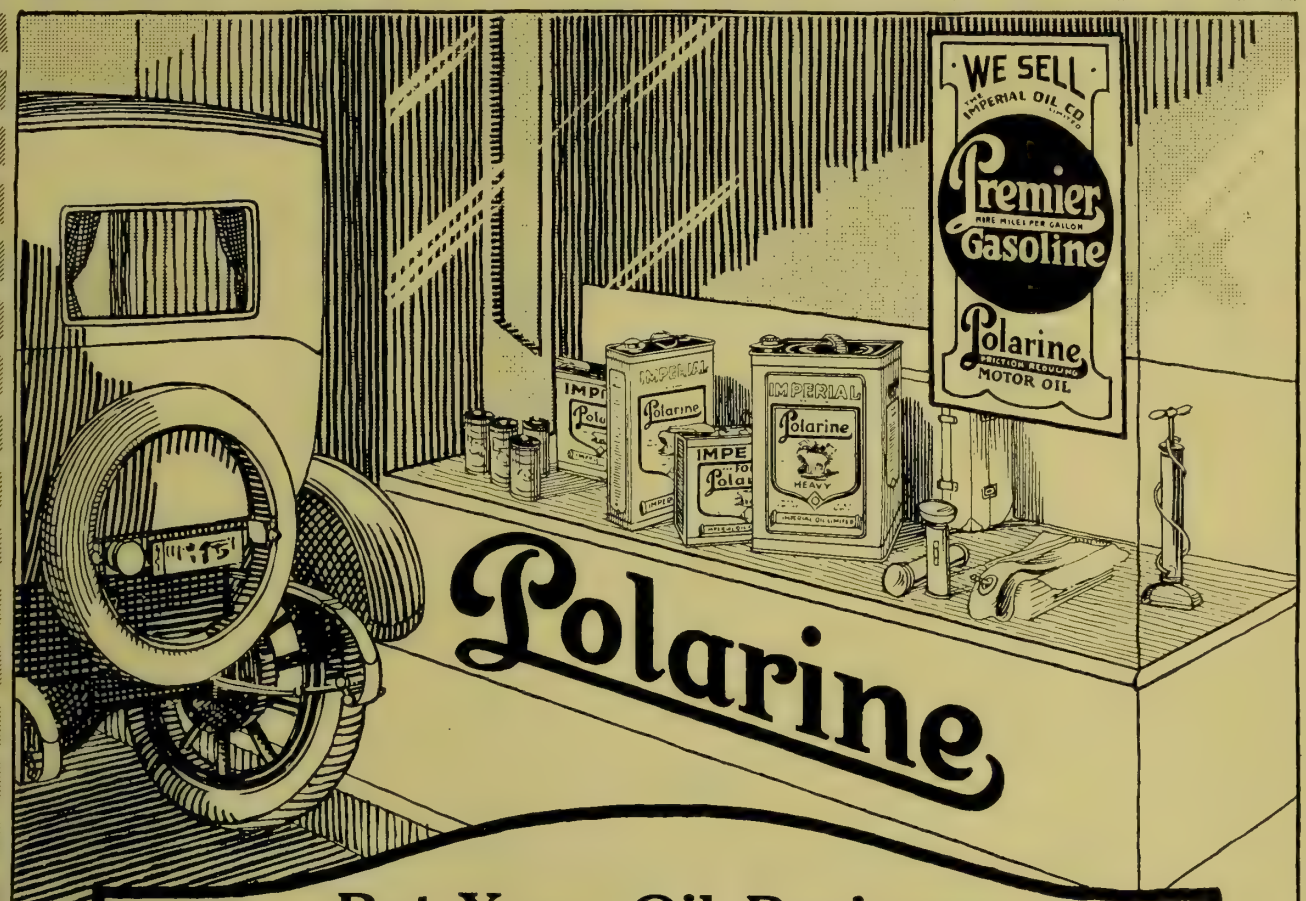
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Polarine

Put Your Oil Business On A Scientific Basis

When motorists come to you for lubricating oils they will accept your recommendations and follow them, **if you are the lubricating authority of your locality,** just as they follow the directions of their doctor when they are sick or of their lawyer when they get into legal difficulties.

Read our book on "Polarine for Automobile Lubrication" and talk to the Imperial Oil Salesman and you will soon become a Lubricating Specialist.

The increased business which such knowledge will bring to you is worth many times the time it takes to become an authority on Polarine and lubrication.

Polarine is the best known, most used lubricant in Canada. Most motorists prefer it to any other make and use it exclusively.

The motorist's business is good business for you. Help them with sound advice and they will reward you by dealing with you regularly. While they are in your store buying oil they will be reminded of their household hardware needs and your business will be increased thereby, too.

Polarine
FRICTION REDUCING MOTOR OIL
MAKES A GOOD CAR BETTER

Polarine sells quickly, gives you a profit of 33 1-3% or more and brings customers back.

Carry the complete Polarine line. Three grades, Polarine, Polarine Heavy and Polarine A, in ½ gallon, gallon and 4 gallon lithographed sealed cans, 12½ gallon steel kegs, ½ barrels and barrels, also Polarine oils and greases for effective transmission and differential lubrication.

Write to 56 Church Street, Toronto, for the Polarine Booklet on Automobile Lubrication, if you have not received your copy.

IMPERIAL OIL LIMITED

Manufacturers & Marketers of POLARINE MOTOR OILS & GREASES

Marketers of *Gargoyle Mobiloils* in Canada

BRANCHES IN ALL CITIES

The Cleanest Store in Town

Your reputation as the cleanest store is worth much to you.

People like to trade in clean stores where merchandise is kept spic-and-span.

Dust repels trade—get rid of dust. Dust *cannot* rise where Imperial Standard Floor Dressing is used.

Imperial Standard Floor Dressing is a wonderful cleaning, wood-preserving preparation which prevents dust from rising.

STANDARD Floor Dressing

Cleans the surface of wood, linoleum and oil cloth thoroughly. One gallon is sufficient for 500-700 square feet of floor space, one application every three or four months will keep floors and shelving clean and prevent dust from rising. Display it on your counter, recommend it to your customers, demonstrate the results by the spotless cleanliness of your own store.

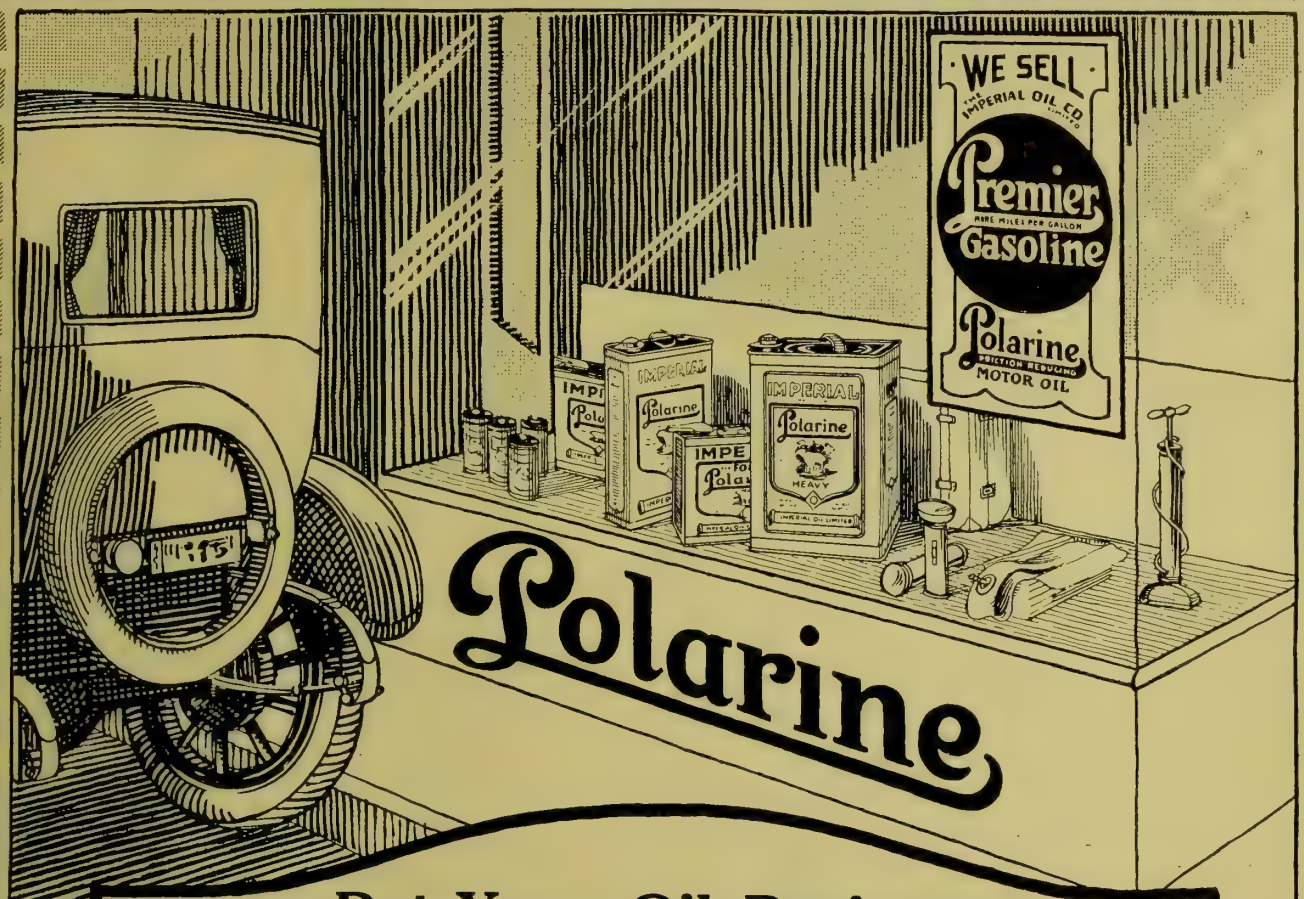
Sold in gallon and four-gallon cans, also half-barrels and barrels.

TRADE IMPERIAL MARK OIL HEAT LIGHT POWER LUBRICATION LIMITED

IMPERIAL OIL LIMITED

Power - Heat Light - Lubrication

Branches in all Cities



Polarine

Put Your Oil Business On A Scientific Basis

When motorists come to you for lubricating oils they will accept your recommendations and follow them, **if you are the lubricating authority of your locality,** just as they follow the directions of their doctor when they are sick or of their lawyer when they get into legal difficulties.

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Polarine
FRICTION REDUCING MOTOR OIL

MAKES A GOOD CAR BETTER

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Carry the complete Polarine line. Three grades, Polarine, Polarine Heavy and Polarine A, in ½ gallon, gallon and 4 gallon lithographed sealed cans, 12½ gallon steel kegs, ½ barrels and barrels, also Polarine oils and greases for effective transmission and differential lubrication.

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Sold in gallon and four-gallon cans, also half-barrels and barrels.

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HEAT LIGHT POWER LUBRICATION
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Power - Heat Light - Lubrication

Branches in all Cities



DUNLOP TIRES —EVERYWHERE

¶ Dunlop Traction Tread can be bought in a greater number of garages than any other tire. Same with all the rest of the "Two Hands" Tire family: Dunlop Cord — "Traction" and "Ribbed"; Dunlop Regular—"Traction," "Special," "Ribbed," "Clipper," "Plain."

¶ Any place that is good enough for you to drop into in search of a casing, tube or some gasoline, oil or free air, is a good enough place for us to sell Dunlop Tires. In these days when tire service is priceless—it is something to know that Dunlop Distribution is of the most far-reaching character—the most successful "Tire-When-It's-Wanted" co-operation ever achieved in Canada.

Dunlop Tire & Rubber Goods Co., Limited

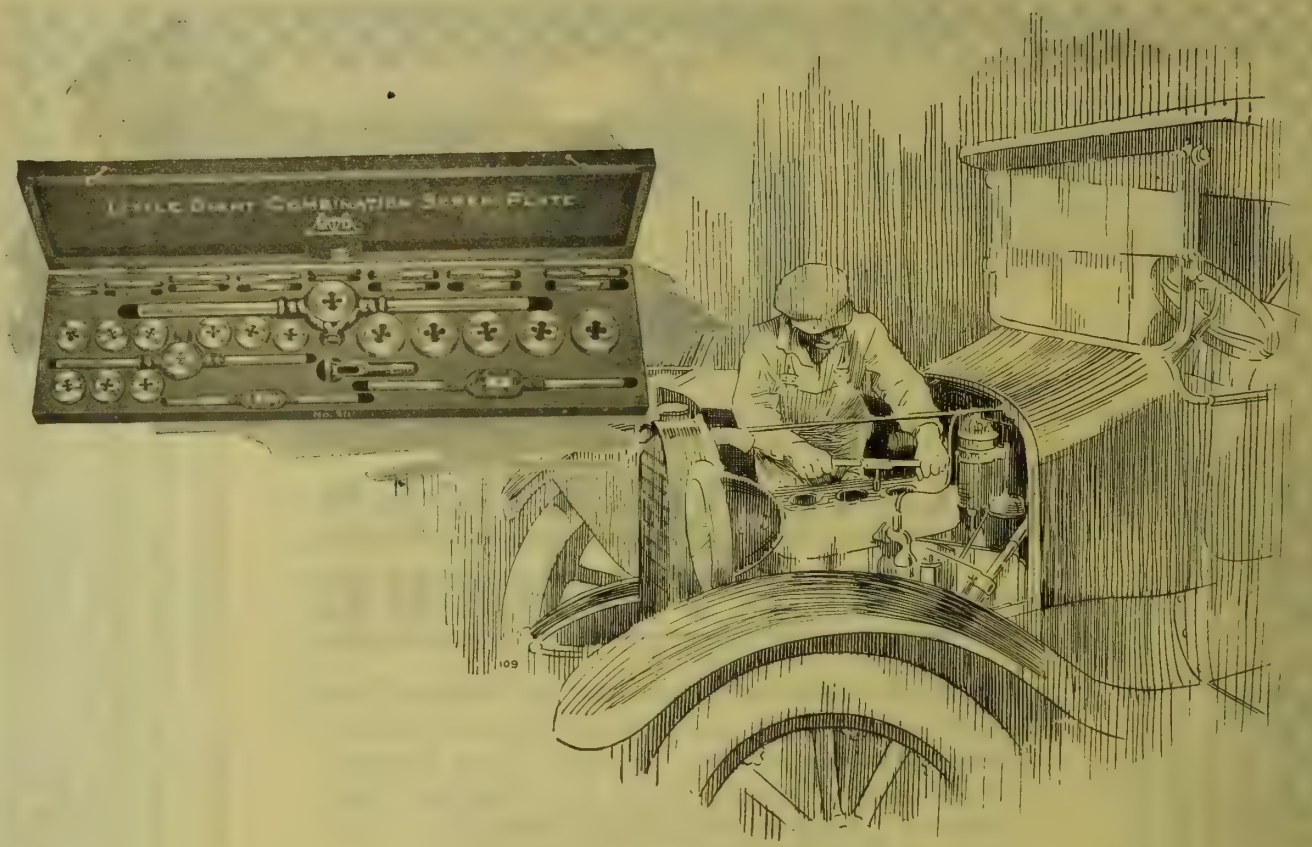
Head Office and Factories: TORONTO

Branches in the Leading Cities.

Tires for all purposes. Mechanical Rubber Products and General Rubber Specialties.

A115

"Masters of the Road"



Anticipate your sales!

Stock Little Giant Screw Plates!

Little Giant Combination Screw Plates, cutting a variety of sizes in both U. S. and S. A. E. standard threads, are particulary good sellers to the garage and auto repair trade.

With one of these threading assortments at hand the repairman can make new threaded parts quickly and accurately without waiting for parts from the factory.

Our Screw Plates are made in over a hundred assortments, for every need. Select your stock from new No. 40 Small Tool Catalog.

A Post Card Brings It

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Taps and Dies
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Opening Die Heads
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Lathes & Screw Machines
Grinding Machines
Cutting Off Machines
Saw Sharpeners
GTD

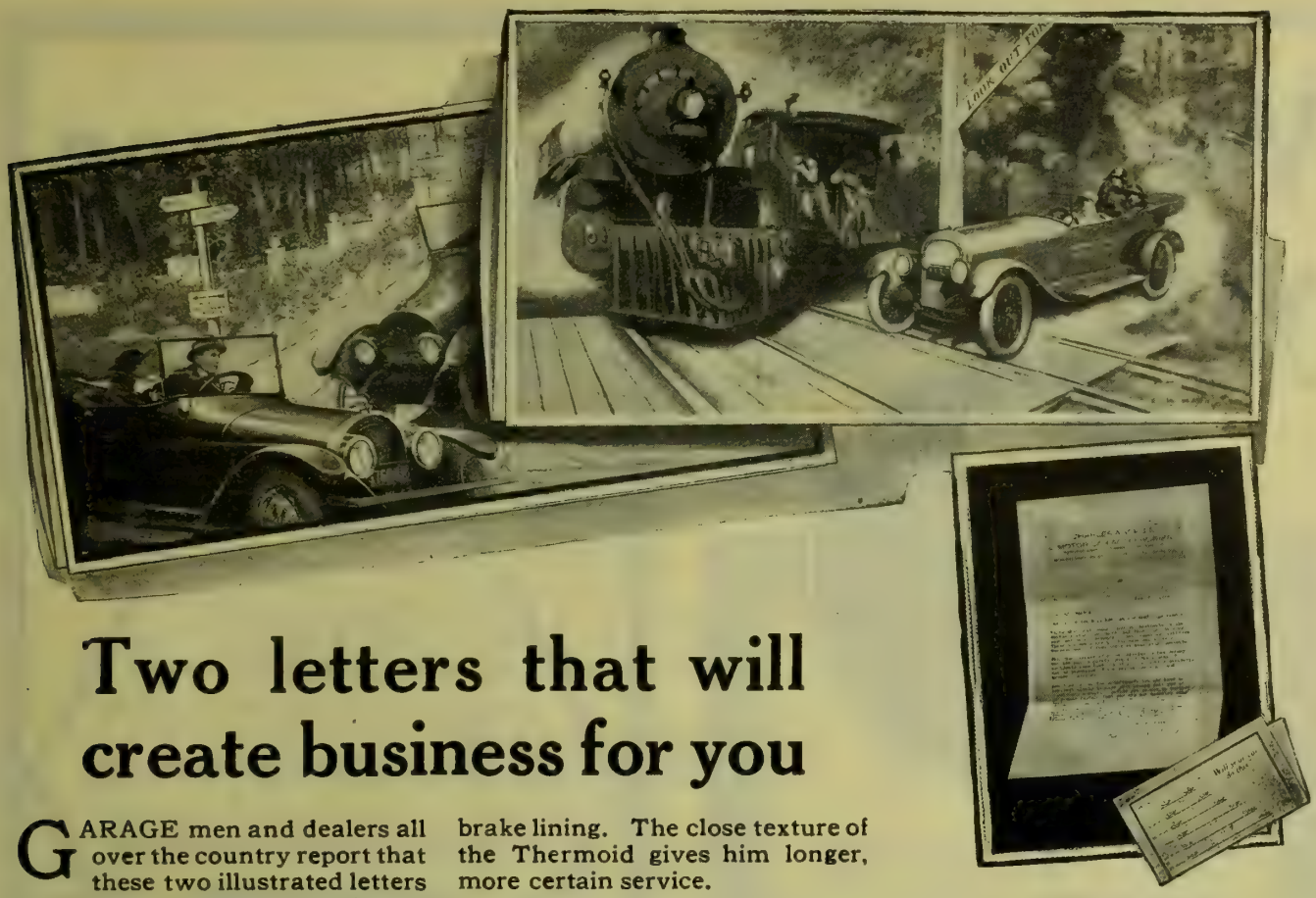
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WELLS BROTHERS COMPANY

OF CANADA, LIMITED

GALT - ONTARIO

CANADIAN PLANT OF THE GREENFIELD TAP AND DIE CORPORATION



Two letters that will create business for you

GARAGE men and dealers all over the country report that these two illustrated letters are the most successful method of building brake lining business that they have ever used.

These letters are personal letters ***from you to the motorist in your town*** whom you want as customers. The illustrations shown above appear in colors on the outside. The names are filled in on the inside and each letter is signed with your name.

Educating the motorist to demand efficient brakes

These letters make business good because they convince motorists of the need of good brakes. They show him the danger to which he is exposing himself, his family and his car every time he goes out with doubtful brakes. He is shown the difference between the close, compact texture of Thermoid and the loosely woven texture of ordinary brake lining. The close texture of the Thermoid gives him longer, more certain service.

These productive result-getting letters are part of the co-operation service which we give to Thermoid dealers. Whether or not you are handling Thermoid Brake Lining, write to-day for information about it. Thermoid will bring increased business and increased profits.

Every foot of Thermoid is backed by ***Our Guarantee :- Thermoid will make good—or WE WILL.***

Thermoid Rubber Company

Factory and Main Offices
Trenton, N. J.

New York Chicago San Francisco Detroit
Los Angeles Philadelphia Pittsburg
Boston London Paris Turin

Canadian Distributors

The Canadian Fairbanks-Morse Company, Limited, Montreal. Branches in all principal Canadian Cities



Ordinary Woven Lining

Notice the loosely woven texture.—Wears down quickly and unevenly, losing its gripping power as it wears.

Thermoid Hydraulic Compressed Brake Lining

Notice the compact texture.—Wears down slowly. Gives uniform gripping surface until wafer thin.







Makers of "Thermoid-Hardy Universal Joints" and "Thermoid Crolide Compound Tires"

We know and you know



affords an excellent argument why you should sell these world-renowned plugs.

You should sell them because they are guaranteed (without reservation or time limit) to give the fullest measure of satisfaction, remembering that satisfied customers are an asset.

To refer your customers to the Sphinx guarantee is to clinch the sale every time.

Write me, and I will quote you the trade prices which ensure abundant profit on every deal.

Sole Agent for the Dominion :

WM. T. EVANS

1684 St. Urbain St. Montreal

Manufacturers:

SPHINX MFG. COMPANY

BIRMINGHAM, ENGLAND

'SPHINX'

England's most Durable Plug

MOSSBERG

ALL STEEL WRENCHES AND TOOLS

Leadership in the manufacture of wrenches and tools has been gained and maintained through adherence to principles of manufacture which insure to the user of Mossberg products the utmost in value and in service.

Mossberg Socket Set No. 14, the "completest," containing an assortment of tools to fit every job.

No. 4 Garage Set of Open-end Wrenches; one opening of each wrench fitting U.S. standard bolts, and the other opening of the same wrench fittings S.A.E. cap screws of the same dimensions.

Send for complete catalogue and particulars





BY INVITATION MEMBER OF

NEW YORK U.S.A.

FRANK MOSSBERG CO.

WRENCHSMITHS FOR 20 YEARS

ATTLEBORO, MASS. U.S.A.



THE SUCCESSFUL ACCESSORY MAN

Success in accessories is simply selling goods which give satisfaction **every time.** You know the motorist is a "high explosive" on anything that causes a stop, a break down or a delay of any kind that mars his joy-ride. He makes the air blue when anything goes wrong and he is going to blame YOU, Mr. Dealer, if he bought any bad stuff at your store. Make friends of every motorist you sell to by selling branded, reputed and advertised lines. You can make them come miles out of their way to buy of you if—you can deliver "the best there is." You are safe in every sale if you are selling—

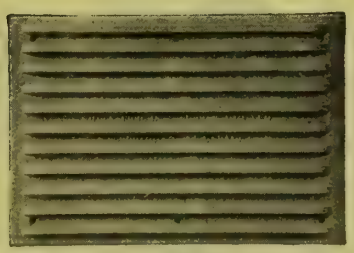


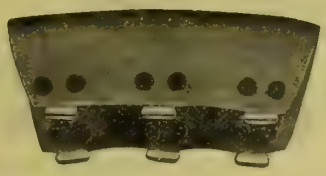
Maltese Cross Tire
Paragon Tread

MALTESE CROSS
TIRES AND ACCESSORIES

Every Hardware Dealer should link up with the national advertising we are doing and by putting in full stock and putting up store signs let the public know you are handling Maltese Cross goods.







Gutta Percha & Rubber, Ltd.

Head Offices and Factories: TORONTO

Branches: **Halifax, Montreal, Ottawa, Toronto Fort William, Winnipeg, Regina, Saskatoon, Edmonton Calgary, Lethbridge, Vancouver, Victoria**

ANNOUNCING THE

H & R Self-Loading (Automatic) Pistol

Caliber .32 (765 M/M)



A hammerless pistol of the automatic type combining the desirable features of the various pistols now on the market and offering in the highest degree simplicity of construction, strength and reliability of mechanism, light weight and compactness.

A special circular describing this pistol, also a catalog of our complete line, will be mailed to any address on request.

LEADING HARDWARE AND SPORTING GOODS JOBBERS CAN SUPPLY.

HARRINGTON & RICHARDSON ARMS COMPANY

715 PARK AVENUE, WORCESTER, MASS., U.S.A.



RADIATOR NEVERLEAK

Stops All Leaks

Radiator Neverleak is a guaranteed preparation for stopping leaks in Auto Radiators. It is a carefully and scientifically compounded liquid that will, positively, in from five to ten minutes, stop any ordinary leak in a radiator or cooling system. And the repair will be permanent.

It Contains No Acid, Meal, Cement or Sediment to Clog or Impair the Cooling System

It will not evaporate, consequently it remains in the radiator indefinitely, automatically sealing any new leaks that may occur. It also tends to prevent the formation of scale or rust in the cooling system.

As your profit on NEVERLEAK is extra good, it will pay you to investigate. You can sell on an absolute money-back guarantee.

GREAT WEST ELECTRIC CO., LIMITED

WINNIPEG

Distributors of Laco Tungsten and Nitro Lamps

DUTCH BRAND "2 IN 1" TREAD FILLER



saves tires from going to the junk pile. "2 in 1" Tread Filler is a heavy liquid rubber for filling small cuts in casings and solid tires. Lengthens the life of the casing and tire. Easily applied. The motorist can repair his own tires. This is one of the famous Dutch Brand Products you should be selling. Our attractice counter display stand will make sales for you.

May we send you "Keeping Down the Up-keep" our completely illustrated catalogue? It's necessary to the success of your accessory department. Send us a postal to-day.



Order through your jobber direct

VAN CLEEF BROS.

Manufacturers Dutch Brand Rubber Cements and Auto Chemical Specialties

Woodlawn Avenue, 77th to 78th Sts. Entire Block Chicago, Illinois



The Soft Steel Pin That Locks The Ever-Tyte Piston Ring Into One Piece

AND THESE FEATURES:—

Durability, Simplicity, Flexibility, Effectiveness, Accuracy, Strength, the Right Angle Interlock, the 6 Point Circular Expansion, and the Six Months' Guarantee, make this ring unexcelled on the market today.

For Sale in Canada by

GREAT WEST ELECTRIC CO., Ltd., Winnipeg, Manitoba
MERRICK-ANDERSON, Ltd., Winnipeg, Manitoba
MILLER-MORSE HARDWARE CO., Ltd., Winnipeg, Manitoba
PRAIRIE MOTOR SALES CO., Ltd., Moose Jaw, Sask.
REVILLON WHOLESALE, Ltd., Edmonton, Alberta
WALKER-VALLANCE, Ltd., Hamilton, Ont.
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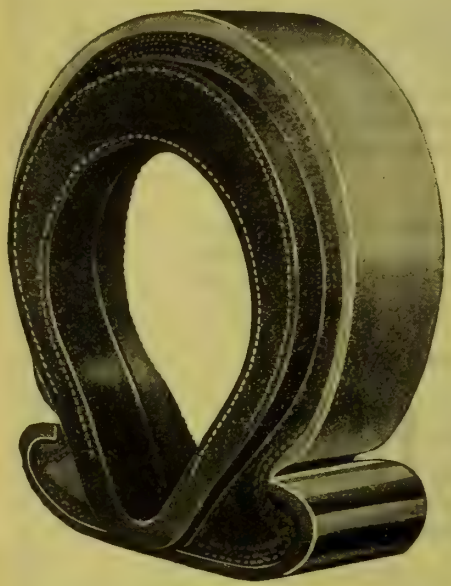
F. G. MAXWELL & CO., — Canadian Representatives — WINNIPEG, MANITOBA

H&M. 3-19

Made by THE EVER TIGHT PISTON RING COMPANY, *3124 Locust St., St. Louis, U.S.A.*

Sternwear

Reinforced Pneumatic Tubes



—reduce the cost of motoring.
—solve puncture and blow-out problems.
—double the mileage of casings.
—cannot be pinched by inside cracked casings.
—can be mended the same as any other tubes.

Note the section here illustrated.

The "Sternwear" is not only very thick, but is double reinforced with fabric. No matter how thin a spot is in the casing the pressure is distributed over the whole tire, and there's little or no chance for a blow-out.

Made in all standard sizes.

Write, phone or call on us for Price List and other information.

The Sterns Tire & Tube Company of Canada, Limited

Phone Junction 5515 **944 Keele Street** **Toronto, Ont.**



YOU SHOULD HAVE

WILSON'S BIG 1919 ADVANCE CATALOG

Ready about January 15th. Contains everything worth while in the Auto Supply and Accessory Line. If you are not on our mailing list send at once for your copy and dealer's confidential discount sheet. We can save you money.

WILSON AUTO SPECIALTIES CO.
HAMILTON, CANADA

TIRES,

Hardware Dealers

Now is Your Opportunity to Beat the Mail Order Houses

30 x 3½ Inner Tubes	$ 1.90
30 x 3½ Plain Tires	13.10
30 x 3½ Grooved Tires	14.00
30 x 3½ Non-Skid Tires	14.65

HUNDREDS OF OTHER SIZES

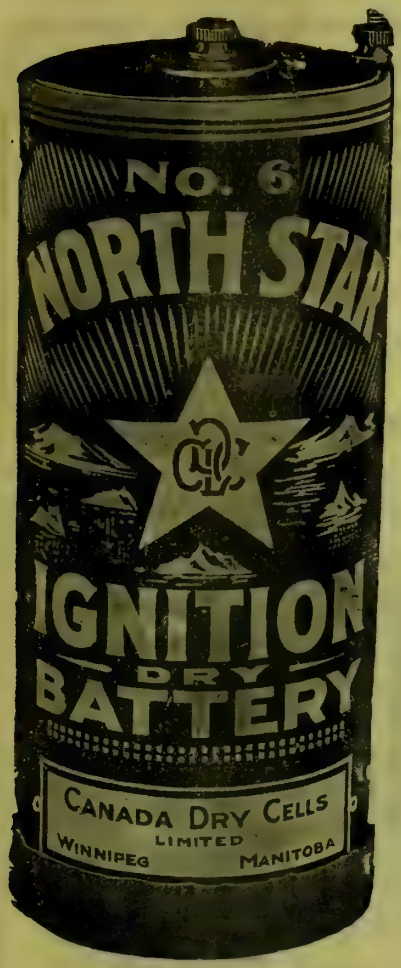
BRAND NEW GOODS

Mr. Dealer, we can sell you the most complete line of automobile accessories in Canada at tremendous reductions. Write for our catalogues. Wholesale only.

CROWN CYCLE & MOTOR CO.

319 Craig St. West, MONTREAL

LARGEST WHOLESALE MAIL ORDER HOUSE IN CANADA



In North Star Dry Cells Your Customer Gets What He Pays For: ---Service!



The element required in an ignition battery is length of life—service—it must do the work required or it must be cast aside to be replaced by a satisfactory — an **efficient** battery.

In North Star Dry Cells your customer gets a thoroughly efficient battery in every sense of the word.

He will always come back to you, because in selling North Stars, your customer always gets what he pays for—**service.**

The Western Battery for Western Need.

Order through your Jobber.

Canada Dry Cells Limited

WINNIPEG, MANITOBA



Sell this Vest Pocket Lock for Chevrolet Cars

Every Chevrolet owner will want this lock. Easy and simple to operate. Inexpensive.

Dealers, write us.

Manufactured by

HOMER & WILSON

1-5 Lancaster Street, HAMILTON



NORTHLAND SKI

PRONOUNCED "SHEE"

Prize Winners Again

First, Second and Third Prizes

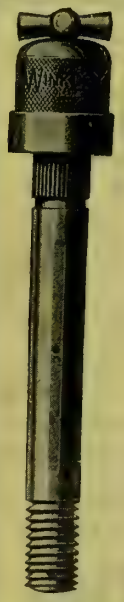
In professional and amateur classes all won on Northland Ski at Steamboat Springs, Col., Annual Ski Tournament, Feb. 28. The world's record jump of 203 feet, made by Henry Hall in 1917 on Northland Ski is still unbroken.

Write for catalog. Order fall shipments now.

NORTHLAND SKI MFG. CO.

ST. PAUL, MINN.

Pressed Steel and Brass Grease Cups
Oil Hole Covers and Oil Cups
Spring Shackle Bolts
Brass Pattern Makers Dowel Pins





"Oil Cup"



"Ratchet"





"D"





"M"

Catalogues and Prices Sent Upon Application

The CANADIAN WINKLEY CO., Ltd.

WINDSOR, ONT.

MADE IN CANADA

BUFFALO OILS

These are a few of our most staple lines, so well and favorably known throughout Western Canada, and are sold only through reliable merchants.

Special Cylinder Oil for Steam Engines

Harness Oil. Neatsfoot Oil

A Gas Engine Oil (for gasoline engines).

Tractorlene Oil (for oil burning engines).

Ideal Thresher's Machines Oil (for general use).

Automobile Oil and Transmission Greases.



PRAIRIE CITY OIL COMPANY, LIMITED, WINNIPEG

EASY MONEY FOR DEALERS
BY SELLING

Presto Patch

5-Minute Vulcanizer

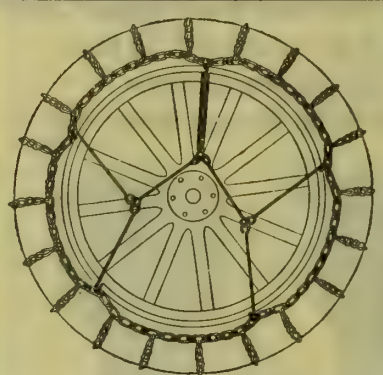
Every Machine Guaranteed

SO SIMPLE SO PERFECT
NO GASOLINE NO CEMENT

Patches Made in 3 Sizes

PRESTO PATCH CO.

122 VICTORIA ST. - TORONTO



Keep your chains from running too loose with

Merchant's Anti-Skid Chain Tightener

$1.00 PER PAIR

Catching the chain at five points gives even tension all around. You can not lose chains and yet the chains are allowed to creep around wheels. Simple, light, neat, compact, durable — easily carried and easily applied. Can be used on any tire. If your dealer can't supply you, write us direct.

Patent Pending

M. H. MERCHANT CORP., 236 Emma Street, Syracuse, N.Y.

CLASCO

This Trade-Mark is a guarantee of Highest Quality and Workmanship

We specialize in, and our Plant is fully equipped to produce

STEEL and BRASS STAMPINGS of all kinds

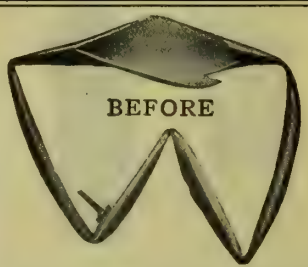
Write us for quotations

CANADIAN LAMP & STAMPING CO., LIMITED

Makers of the celebrated CLASCO Lamps for Motor Cars

FORD CITY, ONTARIO

"MADE IN CANADA"



Air-Tite Auto Patch

"The Hotter the Road the Tighter It Holds"



GUARANTEED

A permanent tube repair for any size Puncture or Blow Out without vulcanizing.

Also recommended on casings, also rubber boots, rubber hose, rubber coats, hot water bottles, etc.

It Positively will not Loosen or Leak

Sold Through the Jobbing Trade — If Your Jobber Does Not Handle it, Write us

AIR-TITE MFG. COMPANY, St. Thomas, Ont.

Exceptional Selling Features



are shown in this new hand sprayer. The curve in the lance takes the place of the curve in your back when using an ordinary sprayer.

The O-K-Spra

is also equipped with the efficiency non-clog nozzle. This has a thimble-shaped strainer which prevents clogging and will keep in action longer without attention than any other sprayer.

Write for information

Canadian Potato Machinery Co., Ltd.
Stone Road -- Galt, Ont.

Pyrene
KILLS FIRE
SAVES LIFE



Saves 15% on Auto and Truck Insurance

Our Advertising Creates A Demand

Write for price list or ask your jobber.

Pyrene Mfg. Co. of Canada, Limited
3 St. Nicholas St., Montreal

DENNISTEEL
Made in Canada
Lockers for Factories Stores, Offices Etc.



"Write for HARDWARE and METAL Electro Booklet"

The GILL Piston Ring

Makes Any Motor a Better Motor

Ask Any Repair Man

It's Easy to Sell the GILL PISTON RING

Place the ring in the hands of any good mechanic and he will tell you it is the best ring he has ever seen.

Made from single piece castings of special fine gray iron, accurately machined. The easiest piston ring on the market to-day to install. A self-fitting ring of sturdy construction, with a distinct joint forming a seal against the escape of gas, oil getting into the combustion chamber, and excessive carbon. Gives maximum power at minimum cost. For Tractors, Trucks and Pleasure Cars.

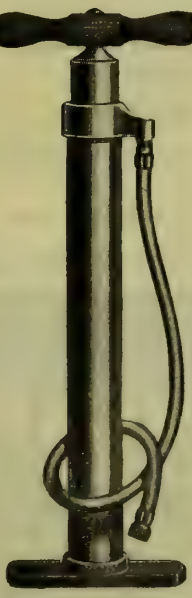
Carried in stock by all Canadian General Electric Co's. distributing warehouse and other leading jobbers.

Manufactured in Canada by

Brown Engineering Corp., Ltd.
415-19 King St. West, Toronto, Ont.

Insist on Getting A Tallman Two Cylinder Double Action Pump

Easy on Your Back



Saves Your Tires

Tallman Brass & Metal Limited
HAMILTON, ONT.

Of Interest to Dealers of Cotton Waste

If you will communicate with us and let us know just what quantity of Waste you buy, we feel sure we can give you an interesting proposition.

Our prices and quality are right.

Send us a trial order to-day.

ACME WASTE MFG. CO.
LIMITED
482 WELLINGTON ST. W., TORONTO

C. KLOEPFER, LIMITED
Edward Halloran, General Manager
44-50 Wellington St. East, TORONTO
Factory at Guelph, Ont,

We solicit your inquiries on---
IRON and STEEL
CARRIAGE HARDWARE and AUTOMOBILE ACCESSORIES
BLACKSMITHS' HARDWARE and SUPPLIES, Etc.

Prompt attention and quick delivery assured.

AGENTS WANTED

SOLASTIC ROOF CEMENT
A plastic putty of great durability.
SOLASTIC BLACK PAINT
Quick drying, elastic and waterproof.
GENERAL PURPOSE BLACK
Heavy bodied and of great elasticity.
ALPINE WOOD PRESERVATIVE
Made in various colors. A Shingle Stain of Merit.

SOLE MAKERS
ALPINE CHEMICAL CO. DUKE ST. TORONTO

Canada Wire and Iron Goods Co.

Manufacturers of Wire Cloth, Perforated Sheet Metals, Metal Lockers and Wire Work. Fireplace Screens.

Hamilton - - Canada

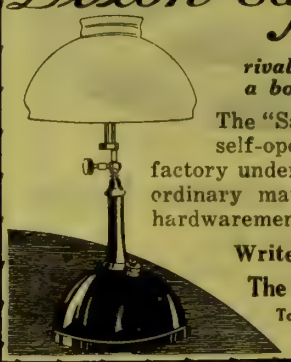
The Owen Sound Wire Fence Co.
LIMITED
OWEN SOUND, ONTARIO

Manufacturers of
FARM FENCING
LAWN „
POULTRY „
Gates and Stretchers

MONARCH — SAFE LOCK

Write for Catalogue and Prices.

Dixon Safetee Lamp



rivals the world's lighting—a boon to rural Canada.

The "Safetee" is a guaranteed safe, self-operating gasoline lamp, satisfactory under all conditions. Light with ordinary match. A good profit for hardwaremen.

Write for full particulars.

The Hamilton Gas Mantle Co., Ltd.
Toronto Hamilton, Canada Montreal

WILKINSON & KOMPASS
TORONTO HAMILTON WINNIPEG
IRON AND STEEL
HEAVY HARDWARE
MILL SUPPLIES
AUTOMOBILE ACCESSORIES
WE SHIP PROMPTLY

R. JOHNSON, CLAPHAM & MORRIS, LTD.
HARDWARE FACTORS
24-26 LEVER STREET
MANCHESTER - ENGLAND

Invite correspondence direct from Canadian Manufacturers of Builders' Hardware, Woodenware, Handles, Shelf and Heavy Hardware for immediate purchase and shipment to the British Market.

Address all correspondence to

Mr. R. A. COWMAN, c/o. the above Company

Look for the full name

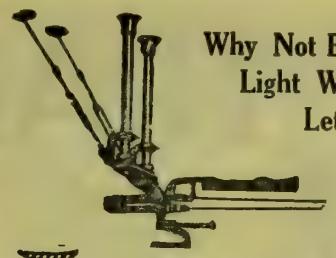
Russell Jennings

stamped on the round of our

Auger Bits

The original double twist auger bit, patented by Mr. Russell Jennings in 1855

Russell Jennings Mfg. Co.
CHESTER, CONN., U.S.A.



Why Not Benefit by the Light When It Is Let In?

Our Cash Carriers will enable your selling staff to devote more time to customers, and to serve them more promptly. In other words, the staff can do more business when Gipe-Hazard Carriers are used than it is possible to do without them which, when properly interpreted, means greater profits for the merchant, and better satisfied customers.

Too, there is not to be forgotten the saving of labor, and the avoidance of the disagreeable feature of salesmen having to crowd between persons when going to and from the place of change making.

Write for that circular.

GIPE-HAZARD STORE SERVICE CO., LTD.,
113 Sumach Street
Toronto, Ontario, Canada

We Carry a Complete Stock of Thomas Goldsworthy & Sons

"GENUINE" Naxos Emery

All numbers from No. 8 to 140, also FF, and F, Flour Emery, English Blue Twill Emery Cloth, and English White Back Emery Cloth. All numbers.

Prices on Application. *Immediate Shipment*

JAMES HUTTON & CO.
706 Shaughnessy Building - MONTREAL



"Stick-Fast"

Made instantly with cold water.

For **all purposes** where Paste is used.

A Great Seller.

Order some to-day—phone your Wholesaler.

Manufactured only by

STUART & FOSTER Ltd.
TORONTO, CANADA

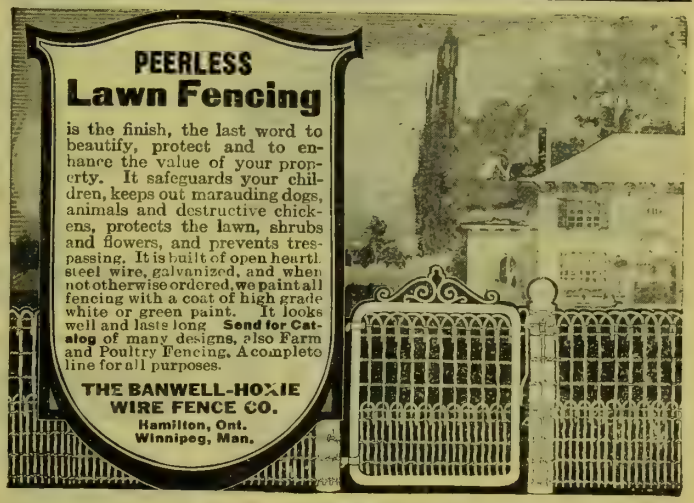
GLUE

IN PACKAGES

Put up in the way that best appeals to the people—that's "Brantford" GLUE

It's an all 'round glue and makes good profits for dealers.
In ¼, ½ and 1 lb. packages at your jobbers.

CANADA GLUE CO., Limited, Brantford, Ont.



PEERLESS
Lawn Fencing

is the finish, the last word to beautify, protect and to enhance the value of your property. It safeguards your children, keeps out marauding dogs, animals and destructive chickens, protects the lawn, shrubs and flowers, and prevents trespassing. It is built of open hearth steel wire, galvanized, and when not otherwise ordered, we paint all fencing with a coat of high grade white or green paint. It looks well and lasts long. **Send for Catalog** of many designs, also Farm and Poultry Fencing. A complete line for all purposes.

THE BANWELL-HOXIE WIRE FENCE CO.
Hamilton, Ont.
Winnipeg, Man.

EXCELSIOR
Wood Packing

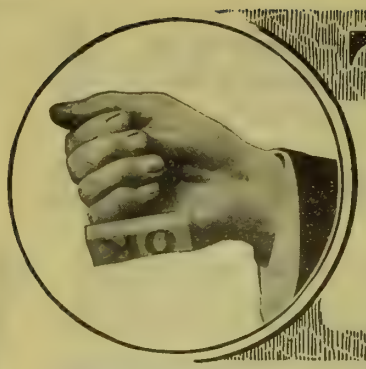
Manufacturers and Jobbers Using EXCELSIOR
Write Us for Prices.

RANKIN & CO., LIMITED
1535½ Dundas St. W., Toronto, Ontario

BOLTS

Our large stock of **Carriage and Machine Bolts and Coach Screws, Rivets, Nuts and Washers,** assures quickly filled orders and prompt shipment. **Our quality and price please everybody.**

LONDON BOLT & HINGE WORKS
LONDON, CANADA



TRADE MARKS

Any trade-mark shown on this page, when stamped on an article of hardware, is the manufacturer's personal "O.K.," guaranteeing the quality of the product.

BADGES

Drop a card for prices and particulars.

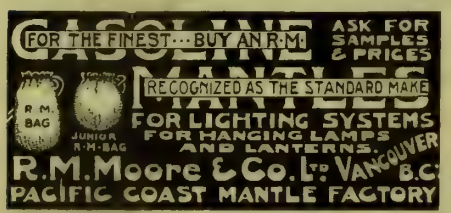
HAMILTON STAMP & STENCIL WORKS, LTD
HAMILTON, ONT.

Hockey Stick Specialists

Our Field and Ice Hockey Sticks are made out of the best grade Second Growth air-seasoned ROCK ELM. Quality, Shape and Finish unexcelled. They Look Well, Sell Well and Last Well.

St. Marys Wood Specialty Co., Ltd.
St. Marys, Ont., Canada

TRADE SAWYER MARK Registered
STITCHED CANVAS BELTS
"THE QUALITY BELT"
PLEWES LIMITED, Distributors, WINNIPEG
A good concern to do business with









STOVE MICA

All sizes of Clear Mica in stock for immediate shipment.

Price List on Application

Mica Company of Canada, Limited
P.O. Box 156, Hull, Que.

STERLING

Hack Saw Blades and Machines
Manufactured by
Diamond Saw & Stamping Works
BUFFALO, N.Y.

The PARMENTER BULLOCH CO., Ltd.
GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

TENTS, AWNINGS
FLAGS ALL SIZES, ALL KINDS

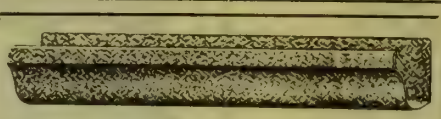
Lumbermen's, Sportsmen's, Hunters' and Campers' Complete Outfits.
Clothing, Footwear, Supplies and Accessories.

Send Postcard for Catalogue

GRANT, HOLDEN, GRAHAM LTD.
OTTAWA, CANADA

PETERBOROUGH CANOES

We make Canvas Covered and All Wood Canoes
Skiffs, Motor Boats and Toboggans
The Peterborough Canoe Co., Limited
Peterborough, Canada



Wheeler-Bain Galvanized Iron Products present an opportunity to increase your business and make greater profits.

Eavetroughing, Galvanized Sheets, Copper Sheets, Tin Sheets, Ventilators, etc.

WHEELER & BAIN
TORONTO

BATH ROOM FITTINGS

K NIAGARA
KINZINGER, BRUCE & CO., LIMITED
NIAGARA FALLS, CANADA
WHAT WE MAKE WE GUARANTEE

AUTO ACCESSORIES

DOON TWINES, LIMITED
KITCHENER, ONT.
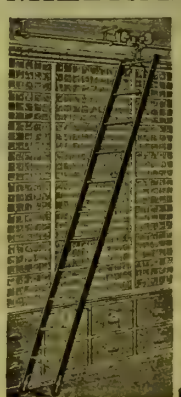
Manufacturers of all kinds of Twines and Cordage, Plow Lines, Clothes Lines, Ropes, etc. Write for samples and prices.

MILLS AT DOON, and KITCHENER, ONT.

BRITANNIC MILLS
Manchester England



MILBRADT LADDERS



are made in many styles and to fit all kinds of shelving. Write to J. H. Ashdown Hdwe. Co., Ltd., Winnipeg; Marshall - Wells Co., Ltd., Winnipeg, or direct for catalog and prices.

John Calander Mfg. Co.
155 E. 13th Street
St. Paul, Minn., U.S.A.



Cutting Soldering Time

at it since '93

Robert W. Hunt & Co., Testing Engineers, Chicago, carried out exhaustive tests with the four Allen Fluxes, and six other leading commercial fluxes. Their report contained the following paragraph:

"In making up the test pieces it was noted that the time required for the soldering operation varied considerably for the different fluxes and that greater speed and cleaner joints were made with the use of Allen's paste and liquid fluxes." For free samples and literature address Bissett & Webb, Ltd., 126 Lombard Street, Winnipeg, Man.

Wanted

HELP WANTED

WANTED — EXPERIENCED BUYER FOR wholesale hardware, plumbing and mining supplies. State experience and salary expected. Apply—Cochrane Hardware, Limited, Sudbury, Ont.

WE HAVE AN OPENING FOR FIRST-CLASS price clerk. State experience and salary. Box 237, Hardware and Metal.

HARDWARE CLERK, WITH FOUR OR FIVE years' experience. Must be good salesman. State age, experience and salary expected. Give references. The Earl Grey Hardware Co., Ltd., Earl Grey, Sask.

WANTED — FIRST-CLASS HARDWARE CLERK. State experience and salary. Cochrane Hardware, Limited, Sudbury, Ont.

WANTED—TINSMITH TO TAKE CHARGE OF shop, to figure on furnace and plumbing work. State age and wages. Box 230, Hardware and Metal.

EXPERIENCED HARDWARE MAN WHO IS thoroughly acquainted with Canadian hardware trade. Salary to start $2,000 year with splendid opportunity for advancement. This position is with a large Ontario company. Apply Box 246, Hardware and Metal.

WANTED—A MAN WHO COULD TAKE FULL charge of hardware department, wholesale business. Must speak both languages, French and English, and know perfectly the hardware line, mill supplies and plumbers' line. State experience and salary. Box 240, Hardware and Metal.

WANTED—AGENT FOR ENGLISH FIRM OF brush manufacturers. Apply stating full particulars of ground covered, etc., to Box 65, MacLean Co. of Great Britain, Ltd., 88 Fleet St., London, Eng.

TRANSLATIONS

ENGLISH INTO FRENCH. COMMERCIAL, Financial and Technical Literature. Advertising booklets, catalogues, circulars, posters. Private correspondence. Manufacturers and Manufacturers' Agents desiring English to French translations will secure expert service at a moderate rate by addressing Leon A. Archambault, P.O. Box 135, Station B, Montreal.

FOR SALE

FOR SALE—HARDWARE BUSINESS RIGHT on the main street. Stock about $25,000.00. Building 25 x 120, two-storey. Can be leased for a term of years. Owner retiring. Robert Home, P.O. Box 275, Sudbury, Ont.

FOR SALE—A BATTERY OF SIX BOWSER pumps and tanks, together or separately. Also set Cameron & Campbell's drawers, nail bins and tool cabinet. Box 201, Hardware and Metal.

FOR SALE—PLUMBING, HEATING AND electrical business in city of sixteen thousand, established for 15 years. First-class stand. Not a large amount of capital required if security is given. Box 242, Hardware and Metal.

POWER LAWN MOWER GRINDER, $10.00. Phone Gerrard 5728.

MISCELLANEOUS

GOOD STENOGRAPHERS ARE WHAT EVERY employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

STOVE REPAIRS FOR ADMIRALS, CLIMAX, Pen Esthers, Acmes, Crown Hurons, Garlands, Colonials, Marvels, Silver Kings, Souvenirs, Imperial Oxfords, Jewels, Peninsulars, Sterlings, Oak Laurels, Sunlights, Pandoras. Write for full list of stoves and prices. Grundy Bros., Strathroy, Ont.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Ltd. Supplied by the trade throughout Canada. (tf)

ADDING TYPEWRITER, WRITE, ADD OR subtract in one operation. Elliott Fisher Limited, Room 314 Stair Building, Toronto.

DOUBLE YOUR FLOOR SPACE — BY INstalling an Otis-Fensome hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor Costs only $70. Write for catalogue "B," Otis Fensome Elevator Co., Toronto.

Wanted

A hardware salesman in every town in Canada to sell a patented article, good money-maker. Apply to R. A. Gillies McKay P.O., Vancouver, B.C.

THE "WANT" AD.

The "want ad." has grown from a little used force in business life into one of the great necessities of the present day.

Business men nowadays turn to the "want ad." as a matter of course for a hundred small services.

The "want ad." gets work for workers and workers for work.

It gets clerks for employers and finds employers for clerks. It brings together buyer and seller, and enables them to do business though they may be thousands of miles apart.

The "want ad." is the great force in the small affairs and incidents of daily life.

WHEN WRITING TO ADVERTISERS KINDLY MENTION THIS PAPER

This page is the logical place for anyone in the Canadian hardware trade to place his "condensed" advertisements if he wants anything that can be supplied by any other Canadian hardwareman.

Do you want a clerk or store manager?

Do you want a position as clerk or travelling salesman?

Do you want a traveller?

Do you want to sell or exchange your business?

Do you want to buy a hardware business?

Do you want to buy or sell any store equipment?

If so, sit down now, and draft an advertisement for Hardware and Metal's "Wanted" page, setting forth just what you want, and stating your needs or qualifications.

Such an advertisement will automatically seek out for you, the only people you want to reach—those who are arctively engaged in selling hardware, in Canada.

The cost?

Trifling! Two cents per word for first insertion and one cent per word for each subsequent insertion of the same advertisement. Each figure is counted as a word, and a charge of 5 cents extra per insertion is made when Box Number is required. In this way the advertiser's name is kept confidential.

Copy for Condensed Advertisements should reach the Toronto office of Hardware and Metal not later than Thursday morning to catch the current week's issue. In order to save unnecessary correspondence and bookkeping, please remit with copy, preferably by money order.

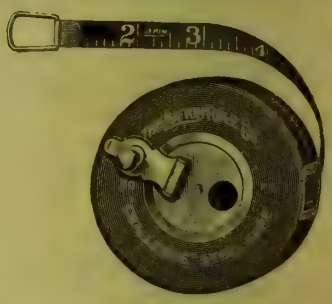
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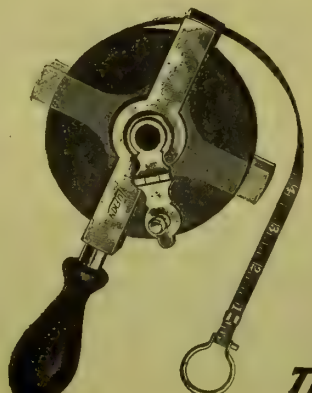


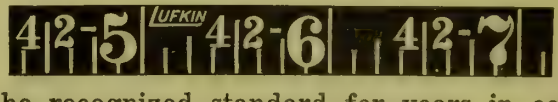
LUFKIN

MEASURING TAPES
ARE OF
SUPERIOR QUALITY
ACCURATE DURABLE



THEY HAVE *Instantaneous* READINGS
"Nubian" (dark) Finish Lines, Metal Lined Cases, etc.
MADE IN CANADA





The recognized standard for years in construction work, engineering and surveying.

Everybody knows the Brands—
"RELIABLE" "CHALLENGE" "RIVAL"

Carry the Tapes that sell.
Your jobber stocks them.



THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.

Help Drive the Check Crooks Away From the Hardware Business



Illustration is one-half actual size of machine

Finished in brushed bronze effect with black and nickel trimming

$10.00

Safeguards Your Bank Account!

The Dimunette Check Protector is made by the oldest concern of its kind in the world. It brings for the first time "Standard Protection" within the purse of all. By "Standard Protection" is meant that process which shreds the paper and impregnates the fibre with acid-proof ink. *Standard Protection has never failed.*

SUPPOSE ONE OF YOUR CHECKS WAS RAISED TODAY

If you knew just who was going to cash every check you issued, you wouldn't need to protect any check.

But you *DON'T KNOW* into whose hands your next check will pass before it is cashed.

Suppose, for instance, one of your checks was raised to-day — from eight dollars to eighty; from six dollars to six hundred.

Unless it has "effectual protection" your check will be cashed by the bank. How are *you* going to prove that it was not your fault?

You may never have had one of your checks raised by an unscrupulous check crook. Perhaps you never will.

But unless you use standard protection — you can *never be sure.*

Don't imperil your bank account, your good name, your future, by neglecting your duty.

The jobbers in the hardware trade are alive to the situation. They know that on this continent alone last year crooks "got away with" over $20,000,000. They are co-operating to provide every merchant with "standard protection" at the lowest possible cost.

Talk with the first jobber's representative who calls. Let him show you the Diminuette Check Protector. This simple, sturdy approved device costs only $10. Its use defies the wiles and skill of any check crook.

If your bank acount is worth $10.00 you need this *legal* check protector —and you need it right away.

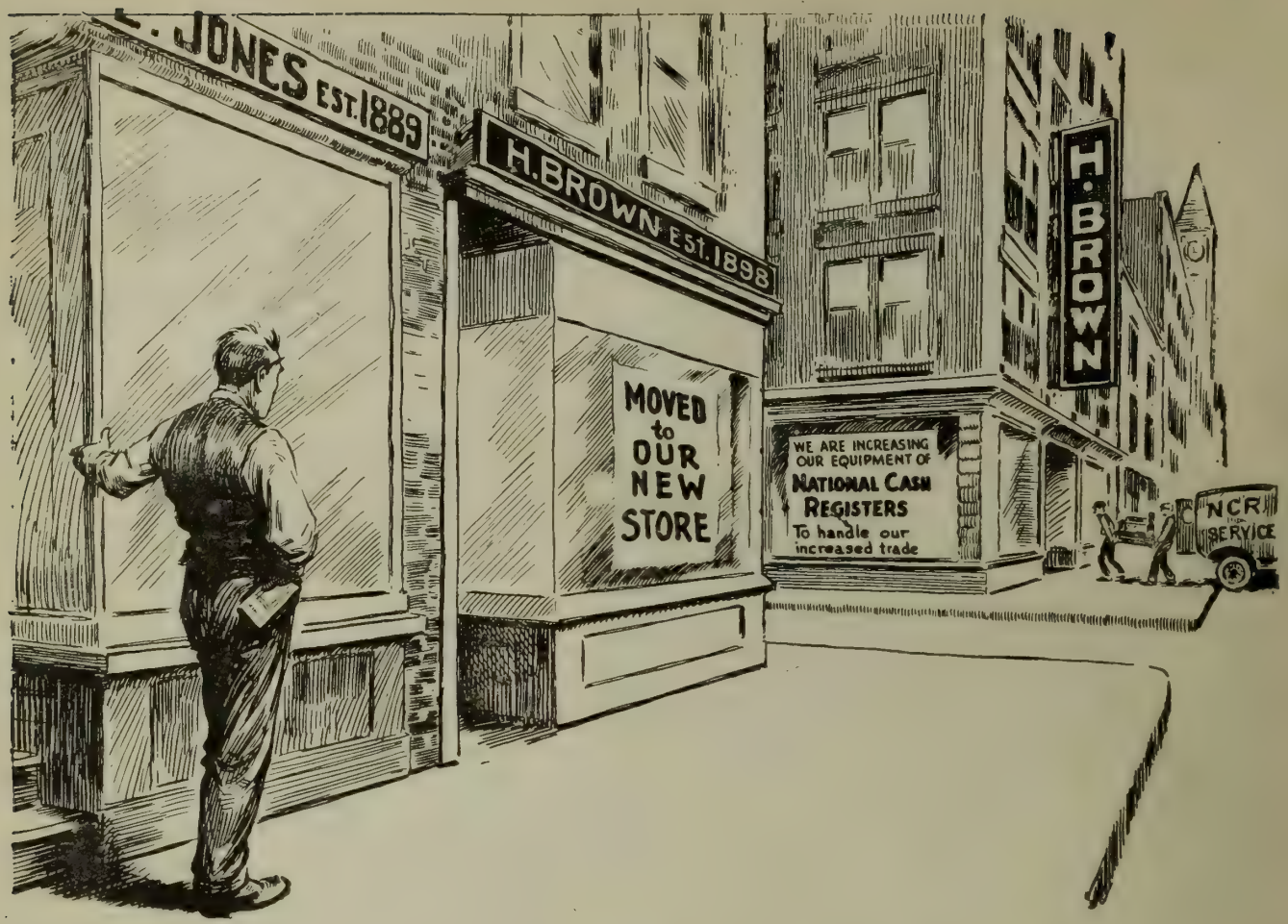
If your jobber can't supply you, write us at once.

DIMUNETTE
CHECK PROTECTOR
For Personal and Business Use

W. G. PATRICK & CO., Limited

Canadian Distributors for Defiance Check Writer Corporation

MONTREAL TORONTO WINNIPEG



Use an up-to-date N. C. R. System and match your neighbor's success!

The merchant who combines a cash register system with progressive merchandising is bound to grow.

The merchant who handles his money and accounts slowly by hand instead of quickly by machinery, cannot meet competition.

An up-to-date N. C. R. System protects hard-earned profits; increases trade; cuts down expenses; makes clerks more efficient; stops errors, losses, and disputes; speeds up the business.

Every merchant needs the help of an up-to-date N. C. R. System in handling his money and accounts.

An N. C. R. System is within the reach of everybody. The payments are easy and the machine will more than pay for itself out of what it saves.

An N. C. R. System is a modern business necessity

The National Cash Register Company of Canada, Ltd.

Toronto, Ont.

Offices in all the principal cities of the world

HARDWARE AND METAL

Vol. XXXI
No. 15

PUBLISHED EVERY SATURDAY SINCE 1888

THE MACLEAN PUBLISHING COMPANY, LIMITED
PUBLICATION OFFICE: TORONTO, CANADA

April 12
1919

WIRE CLOTH



RUSTLESS FLY SCREEN

Send for Samples

Necessaries for the Spring Trade

Fly-Screen Cloth, Sand-Screen Cloth, Re-Galvanized Cloth, Tie-Out Chains, Dog Chains, Poultry Netting, Wire Rope, Perforated Metals

WIRE ROPE

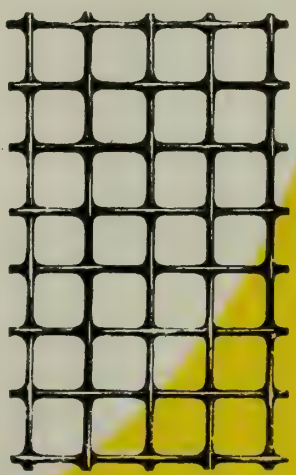
WIRE WORK

WIRE CHAINS

Greening Quality Makes Satisfaction Double-Sure

It makes good repeat-order business, and every turnover leaves you a splendid profit.

The B. Greening Wire Co., Limited
HAMILTON, ONT.





Champion

Dependable Spark Plugs

are more than half sold when the customer reaches your store



A 15 1-2 Inch Champion "X" for Ford Cars Price 90 cents.

The dealer who carries the complete line of Champions does not have to sell spark plugs. He simply supplies the demand that we have created.

For years we have been educating users of the dependability of Champions, and have backed up that education with the guarantee of "absolute satisfaction to the user, or free repair or replacement will be made."

An appreciative public has come to realize that Champions mean spark plug reliability and satisfaction—that is why more Champions are in use than all other plugs combined.

That is the best possible reason why you should stock the full line of Champions—the plugs that are in greatest demand—the plugs that the great majority of motorists have come to depend upon for ***real spark plug service***—the plugs that offer you a living profit—the plugs that are backed by a big, live campaign of promotion that has more than half sold Champions to your customer before they reach your store.

Check up your stock of spark plugs now and order from your jobber a complete line of Champions that you may be in a position to capitalize our promotion to your profit when the driving season begins.

Champion Spark Plug Co.
of Canada, Limited
Windsor, Ont.

HARDWARE AND METAL, April 12th, 1919. Volume XXXI. Published every Saturday. Yearly subscription price, $3.00. Entered as second-class matter July 1st, 1912, at the Post Office at Buffalo, under the Act of March 3rd, 1879. Entered as second-class matter at the Post Office Department, Ottawa.

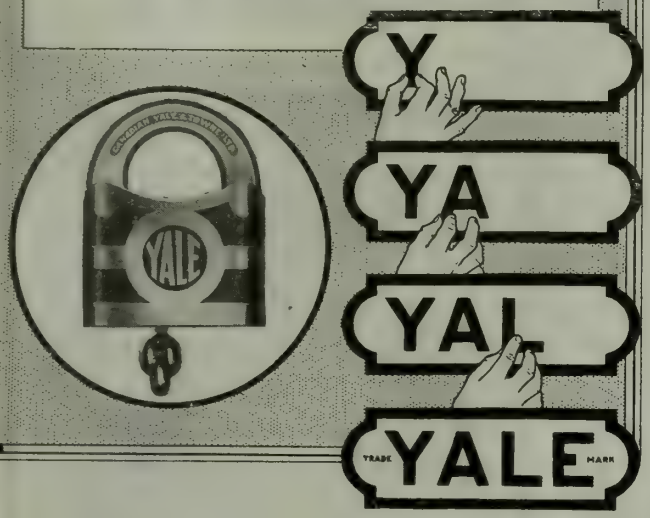
BUILT upon the quality of the goods themselves, Yale Padlocks, Night Latches, Door Closers and Builders' Hardware, Yale prestige exerts a powerful consumer demand that is capitalized by the Yale dealer.

It is profitable to stock a line so well known, so extensively advertised throughout the Dominion, and so certain to give satisfaction.

You are invited to inspect our plant at St. Catharines, Ontario.

"The trade-mark 'Yale' helps make the sale."

Canadian Yale & Towne Limited





TAPS

Accurate in form of thread and size — a minimum of friction and longest life are stamped "P. & W. Co." Insist on

"P. & W. Co."

SMALL TOOLS

Dies, Milling Cutters, Reamers, Punches, Drills and Miscellaneous Tools.

High-grade Materials
Guaranteed Quality

PRATT & WHITNEY Co. of Canada, Limited

Dundas, Ontario, Canada

Montreal, 723 Drummond Bldg.; Vancouver, 609 Bank of Ottawa Bldg.; Winnipeg, 1205 McArthur Bldg.

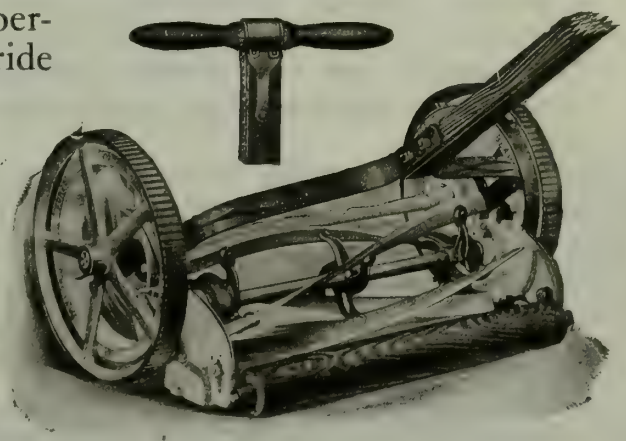
LAWN MOWER PEP BROUGHT RESULTS

Last week we advised our customers to push Lawn Mower business. That they did so, and with good results, is demonstrated by the flood of orders.

Keep your Mowers moving. A little persuasion sells a new mower to those who pride themselves in their lawns.

Talk "Taylor-Forbes Guarantee."

It's comprehensive and positive.



The Taylor-Forbes Lawn Mowers are guaranteed for one year from date of purchase, against defective material and if for any reason the purchaser is dissatisfied with the machine we will be pleased to replace it free of charge, if delivered at our works accompanied by the tag attached to each Mower.

The Largest Manufacturers of Hardware in Canada

Taylor-Forbes Company, Limited

Taylor-Forbes Co., 246 Craig St. W., Montreal.
H. G. Rogers, Ltd., 147 Prince William Street, St. John, N.B.

Head Office and Works:
Guelph, Ont.

Taylor-Forbes Co., Ltd., 1070 Homer Street, Vancouver.
H. F. Moulden & Son, 314 Confederation Life Bldg., Winnipeg.

Linked in the Chain of Universal Co-operation

WOMENS HOME COMPANION THE DELINEATOR PICTORIAL REVIEW



UNIVERSAL SERVICE

THE SATURDAY EVENING POST



National Advertising

Co-operation is the key to every great success.

The best business your individual effort can create may be expanded through the co-operation we are giving Universal dealers.

Universal National Advertising is sending customers to your store asking for the goods illustrated in our new Service Catalogue.

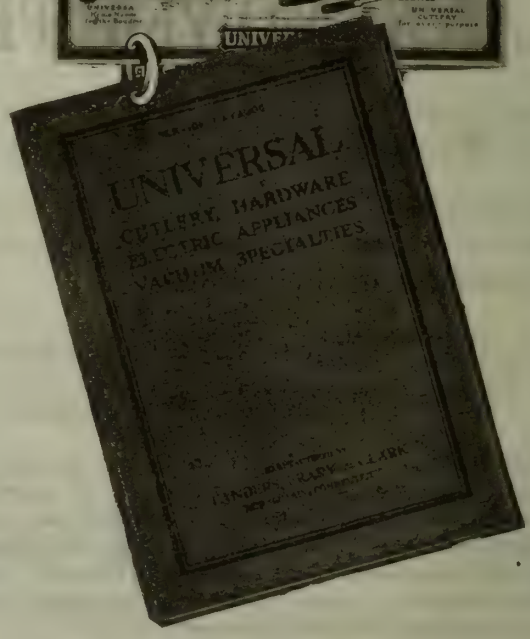
Are you making the fullest possible use of this book?

It is an encyclopedia of profitable quick-selling household specialties.

Your jobbing sources of supply have the goods to immediately fill your orders.

Refer to it also for selling helps and suggestions.

Make your store headquarters for Universal Home Needs and profit from the co-operation provided for Universal Dealers.



New Service Catalog

A. MacFarlane & Co. Canadian Representative: MONTREAL, QUE.

LANDERS · FRARY & CLARK

NEW BRITAIN · · · · · · · CONNECTICUT



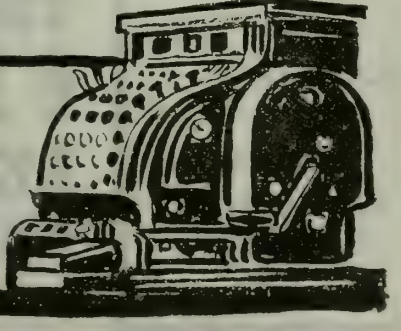
A Salesman At Nothing Per Week

Ingersoll Display Cases—are real salesmen. You don't have to pay them for the work they do—just give one of them a corner on your show case—and it will make many sales for you—sales that you did not expect to make.

People buy "Ingersolls" where they see them displayed. The whole secret in selling them is in letting your customers know you have them. Our advertising creates prospective buyers and those people only need to be reminded to buy.

Drop us a line and let us tell you about our newest display cases that we supply to our customers.

If you are not handling "Ingersolls" a post card will bring you some interesting information.



Robt. H. Ingersoll & Brother

Canadian Factory and Offices:

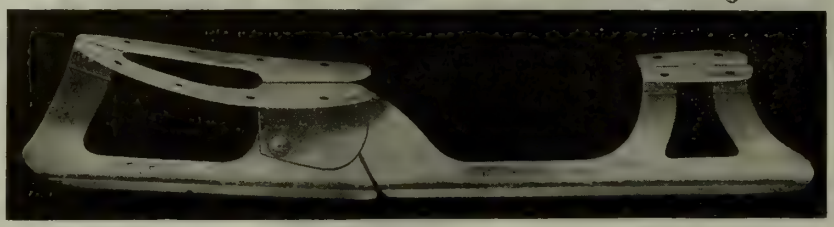
128 Bleury St. - Montreal

THE CANADIAN FLEXIBLE SKATE CO., LTD.

PARRY SOUND, ONTARIO

ABSOLUTE FREEDOM OF THE FOOT

"FLEXO"



FREE CIRCULATION OF THE BLOOD

Hold Your Orders for Skates

until you have seen "Flexo" Back-to-Nature Skate, the skate that will make the present skate look like the old wood block.

BACK-TO-NATURE SKATE

The Only Flexible Pleasure, Fancy and Hockey Skate in the World

Estimated Sales of Skates in Canada for 1919 - - - Over 1,000,000 Pairs

:: DEALERS ::

Get Ready for the Big Demand in Your District
Our Men are On the Road---Look Out For Them

Estimate your requirements when ordering Skates

Miss Johnson and other professional skaters endorse our statement that this skate will revolutionize the skate world.

ELIMINATES THE STRAIN ON THE LIMBS ENTIRELY

THE CANADIAN FLEXIBLE SKATE CO., LTD. PARRY SOUND, ONT.

Demand Expected to Exceed Output

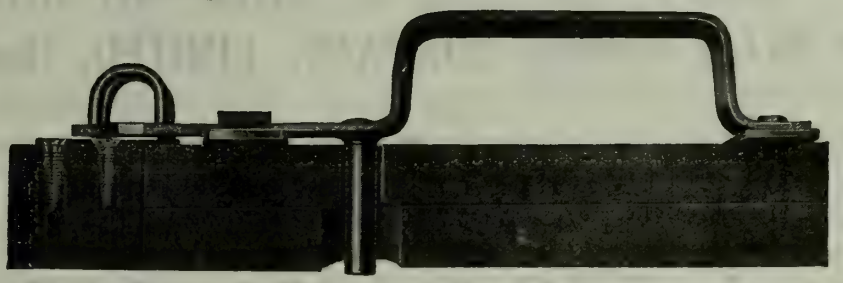
THAT TIRED FEELING ELIMINATED MAKES SKATING A PLEASURE

SEND IN YOUR ORDERS NOW -- TO-DAY

No. 28 "Washburne"

Sliding Door Latch





Here is the Door Latch that meets the insistent demand for a *"Good Latch."*

Made entirely of steel and finished in Black Japan. For right- or left-hand sliding doors. Allows door to be opened full width, note in section illustration that pin is flush with inside of door.

Packed in the *"Unusual National Way"* with screws.

May we quote you prices? Ask for our big catalogue of Builders' Supplies.

National Manufacturing Co
Sterling, Ill.

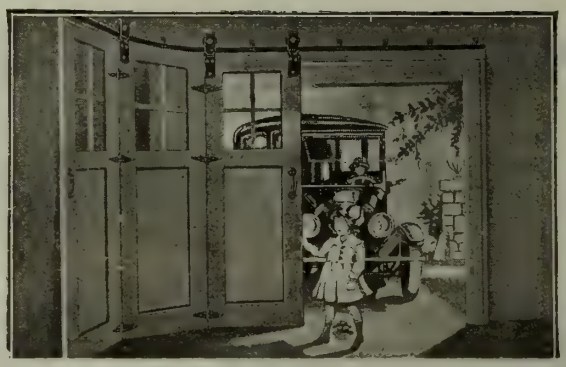
ALL GARAGE DOORS SHOULD BE HUNG ON ROLLERS

No equipment ever produced offers the many attractive features or gives such universal satisfaction to the user as does the

HATCH GARAGE DOOR OUTFIT

Outfit includes:

3 Special Swivel Door Rollers
22 Feet of Track
3 Pairs Special Garage Door Hinges
3 Stay Rollers
2 Extra Heavy Door Handles
1 Safety Hasp
1 Hook and Eye



Makes doors weather-tight, sag-proof; prevents slamming, and does not get out of order.

The hinged door allows entrance without opening the other two.

Complete directions packed with every set.

The roller bearing swivel hangers hold the doors in place, take the bind off the hinges and roll the doors around the corner, on the inside of building to the side wall.

SWING IN NOW---WRITE OUR HANGER DEPT. TO-DAY.

CANADA STEEL GOODS COMPANY, LIMITED, Hamilton, Canada

DAVIDSON'S

"Premier" "Colonial" and "Sterling"

ENAMELED WARES



The attractive appearance together with the lasting and durable qualities of Davidson's Enamel Ware go far in making them the most profitable lines the Dealer can place on his shelves.

Our complete line will meet any demand made upon you for this class of goods. Send for our attractive illustrated catalogue. It will better enable you to order your stocks for the Spring trade.



The Thos. Davidson Mfg. Co., Ltd.

TORONTO MONTREAL WINNIPEG



Plymouth Rope

Facts as told by prominent retail hardware merchant in Ontario

ONE of the largest, and probably the most prominent retail hardware merchant in Ontario now operating two stores, tells how he came to handle Plymouth Rope exclusively and why he is selling it at a price per foot.

Some few years ago this dealer carried stocks of both Plymouth and second grade Manila rope. It happened that two farmers entered his store together one day, each wanting the same length of 7/8" diameter rope. One insisted on getting second grade Manila, while the other took Plymouth. The merchant was greatly surprised when he came to weigh up the individual purchases to find that the party buying the second grade Manila was paying more for his inferior rope than the farmer who wisely bought Plymouth Rope because of its quality.

Realizing that dissatisfaction over the purchase of the second grade Manila would surely result, if the purchaser had opportunity of learning that the same length of Plymouth Rope actually cost the other farmer less money, the dealer succeeded in steering him out of the back door while the other farmer was leaving by the front.

From that time on this enterprising merchant has safeguarded his customers by refusing to accept anything but Plymouth Rope from his jobbers.

PLYMOUTH CORDAGE COMPANY

NORTH PLYMOUTH, MASS. | WELLAND, CAN.

INDEPENDENT CORDAGE CO., LIMITED

TORONTO, CANADA — CANADIAN SALES AGENTS

Time to Order
FREEZERS





All of the three, LIGHTNING, GEM or BLIZZARD, have served the housewives of America for thirty years, and, like the cream they create, are in demand in all seasons.

They are built of the very best material and workmanship possible—their ingenious construction makes them easy to operate, quick freezing, and economical to both dealer and user.





The Blizzard, being simpler in construction and cheaper in price, makes it a good running-mate with either the Lightning or Gem. They sell themselves and stay sold! No come-backs or complaints.

This means easy net profits for you.

Your Jobber Can Supply

NORTH BROS. MFG. CO.

PHILADELPHIA, PA.

OFFICIAL AWARD RIBBON

PANAMA PACIFIC INTERNATIONAL EXPOSITION SAN FRANCISCO 1915

PRESIDENT

PRESIDENT OF THE SUPERIOR JURY

DIRECTOR OF EXHIBITS

SECTY OF THE INTERNATIONAL AWARD SYSTEM

MEDAL OF HONOR

DEPARTMENT OF MANUFACTURES AND VARIED INDUSTRIES

CHIEF

TRIMO TOOLS



Nut with Nut Guards

BE sure to ask for the Trimo Wrenches, both Pipe and Monkey. They are equipped with Nut Guards that prevent the accidental turning of the adjusting nut in close quarters, and with Steel Frames in the principal size that will not break.

SEND FOR CATALOG NO. 55.

TRIMONT MFG. CO.

55-71 Amory Street
Roxbury, Mass.
U.S.A.



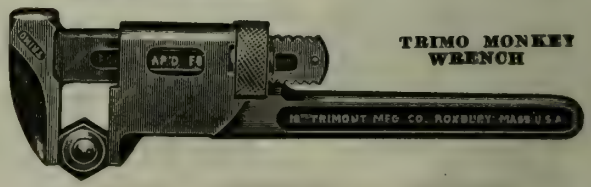
TRIMO PIPE WRENCH WOOD HANDLE



TRIMO PIPE WRENCH STEEL HANDLE

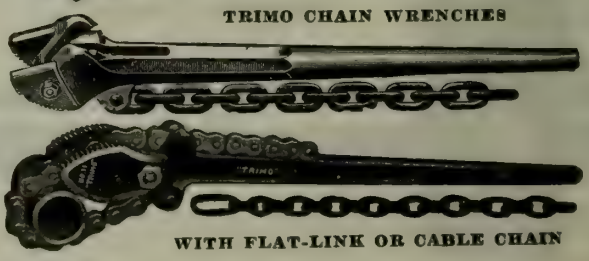
TRIMO PIPE CUTTER





TRIMO MONKEY WRENCH

TRIMO CHAIN WRENCHES



WITH FLAT-LINK OR CABLE CHAIN

Quality

THE leader in every industry, to maintain his lead, must safeguard the quality of his products.—Rigid inspection and careful supervision are important factors. —To products of iron and steel this principle applies with tremendous force.—It means safety, security and stability.—We safeguard the quality of our products, believing quality will be recognized long after the price is forgotten.

Service

OUR customers must be served. One of the dominating factors in any successful business is Service. —We succeed only through the good will and good wish of the people we serve.—This thought permeates our entire Organization, from the President down. — Our employees feel the sense of responsibility this principle implies; and each one directs his efforts to maintain the high standard of service we aim to render.

THE
STEEL COMPANY
OF
CANADA
LIMITED
HAMILTON - - MONTREAL

Starrett Tools



Accuracy—an element of speed and economy

With accurate and dependable tools mechanics can feel confident that the work accomplished will be **right.** So greater speed and higher quality work are attained; time is also saved which ultimately means economy.

Write for Catalog No. 21M. It shows many styles and sizes of these accurate tools that save time and money in the long run.

THE L. S. STARRETT COMPANY, Athol, Mass.

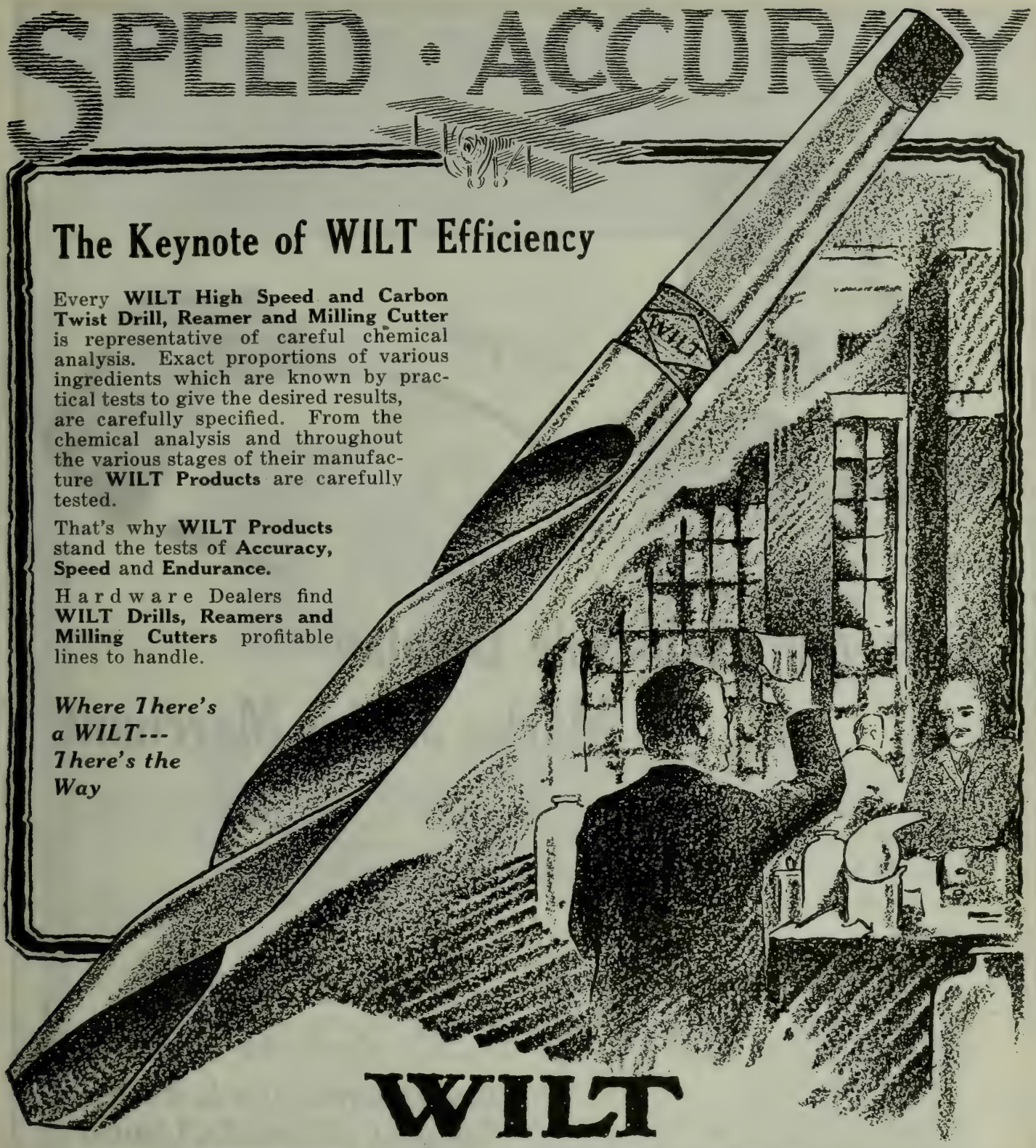
The World's Greatest Toolmakers.

Manufacturers of Hack Saws Unexcelled

NEW YORK LONDON CHICAGO

42-909

SPEED · ACCURACY



The Keynote of WILT Efficiency

Every **WILT High Speed and Carbon Twist Drill, Reamer and Milling Cutter** is representative of careful chemical analysis. Exact proportions of various ingredients which are known by practical tests to give the desired results, are carefully specified. From the chemical analysis and throughout the various stages of their manufacture **WILT Products** are carefully tested.

That's why **WILT Products** stand the tests of **Accuracy, Speed** and **Endurance.**

Hardware Dealers find **WILT Drills, Reamers and Milling Cutters** profitable lines to handle.

Where There's a WILT--- There's the Way

WILT

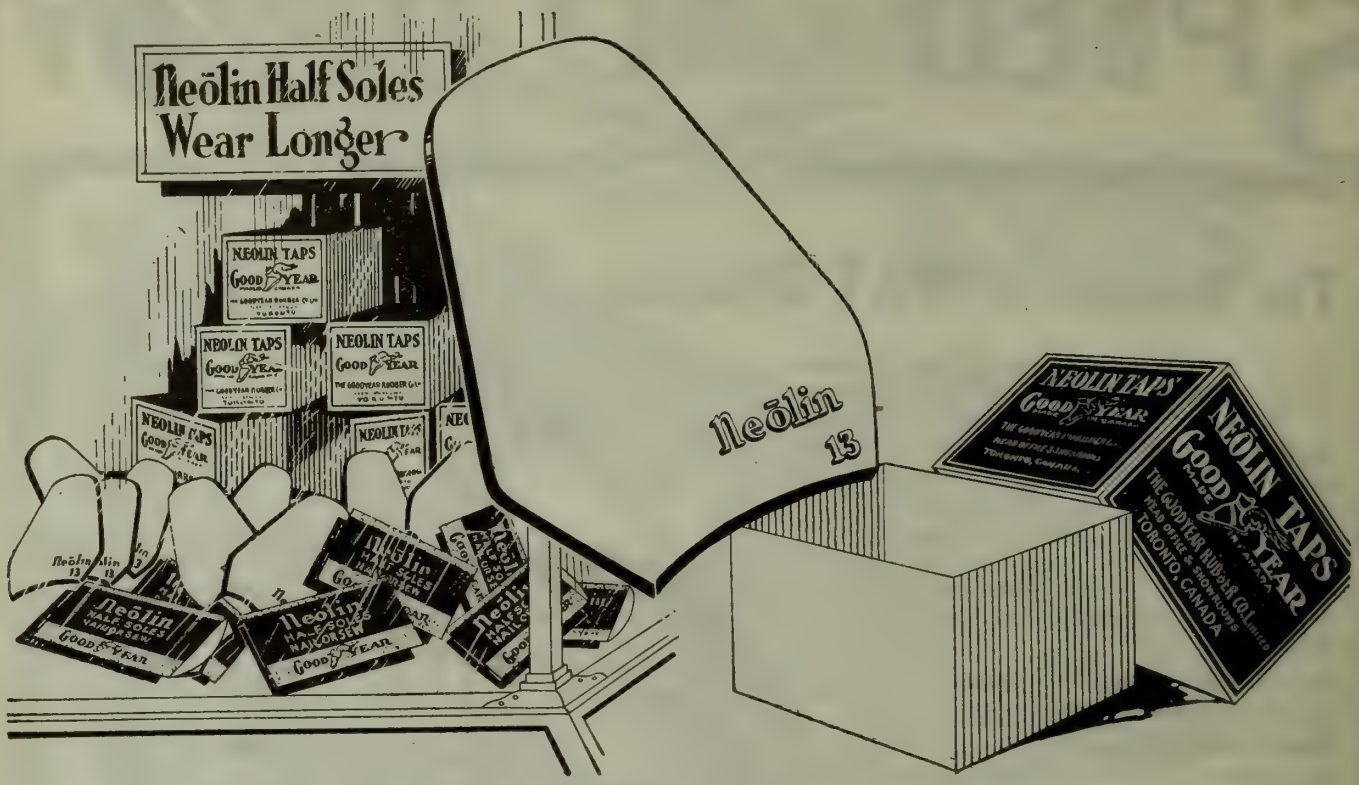
HIGH SPEED AND CARBON TWIST DRILLS, REAMERS AND MILLING CUTTERS

Manufactured by the

WILT TWIST DRILL CO.

Walkerville OF CANADA LIMITED **Ontario**

London Office: Wilt Twist Drill Agency, Moorgate Hall, Finsbury Pavement, LONDON, E.C., 2, ENG.



A Neōlin Half-Sole Display Marks a Live Merchant

Everywhere in Canada folks are reading about Neōlin's advantages —about Neōlin Half-Soles that can be sewed or nailed on their worn shoes.

A window display of Neōlin Half-Soles will link up your business with this national advertising. It will stamp you as a live, progressive merchant—attract customers to your store.

Neōlin Half-Soles make an excellent window display. They come in handsome display cartons specially designed for this purpose. They will attract much attention and profitable business.

Get a selection of these profit-makers. Place them on your counter. Tell your customers they can sew or nail them on their worn shoes.

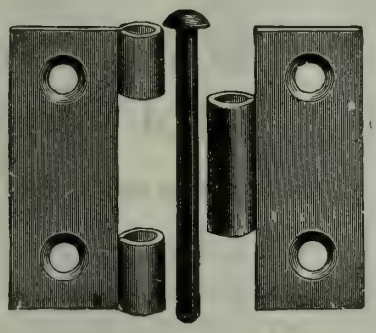
Get your share of this profitable business. Order Neōlin Half-Soles from your wholesaler.

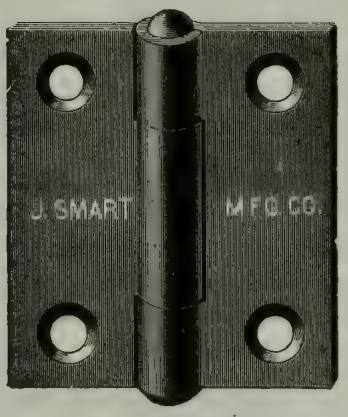
The Goodyear Tire & Rubber Company of Canada, Limited

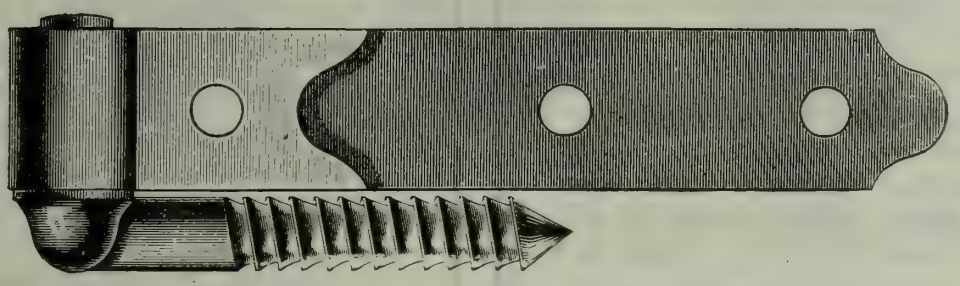
Neōlin Half Soles

CANADA
FOUNDRIES & FORGINGS
LIMITED

Butts and Hinges







Sixty-five years of manufacturing experience results in the high quality of every piece of

SMART'S BUTTS AND HINGES

Whether for outdoor or indoor use, you will satisfy your customers' needs by stocking and pushing the sale of this complete and dependable line. Smart's quality never varies. Immediate shipment from complete stock on hand. Be prepared for the great rush of building this season and order **to-day,** thus saving delay and inconvenience later.

JAMES SMART PLANT

Brockville, Canada

Stormtight

No Leaky Roofs For Ten Years

Coat your roofs, old or new, with **Stormtight** and they are covered by our ten-year guarantee.

Come rain or snow, heat or cold, the water-proof oils and gums and the asbestos fibre of **Stormtight** will remain steadfastly water-tight.

Easy To Put On

Apply it in any weather on any roof surface—tin, wood, tile, stone, brick, slate, concrete, canvas, composition, etc.

For your convenience **Stormtight** is furnished in plastic form, to be applied with a trowel or liquid to be brushed on.

Plastic **Stormtight** is especially recommended for repairs to leaky joints, breaks, flashings and over shingles where extra body is required.

Stormtight saves labor and material expense. Investigate.

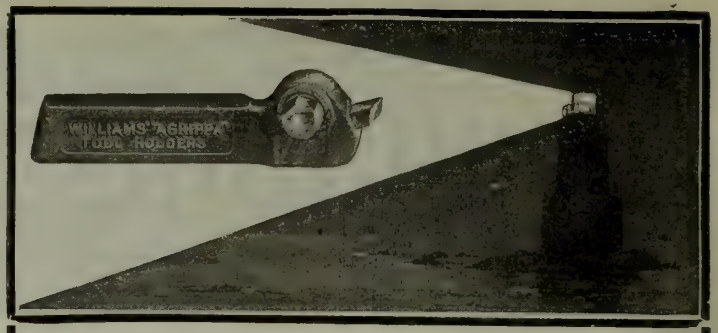
Our customers know—write for their testimonials and full information to Department 41.

L. Sonneborn Sons, Inc.

264 Pearl Street, N.Y.

CANADIAN DEALERS

N. J. Dinnen & Co., Ltd., Winnipeg
Beveridge Paper Co., Ltd., Montreal
J. B. Keeble & Co., Ltd., Toronto, Ont.
E. F. Stevens, Halifax, N.S.
Sumner Co., Moncton, N.B.
Shaw & Mason, Sydney, N.S.



Turn on the light

Nothing that is good fears the light and there is nothing but good in

Williams' "Agrippa" Tool Holders

"THE HOLDERS THAT HOLD"

Good design, good material, good workmanship and good service. They are taken in quantity by domestic and foreign manufacturers for use here and over there, because they, and they alone, save the most machine time on the job, lose the least repair time off the job and require the least shifting between jobs.

Carried in a wide range of sizes for all regular machining operations, including Turning, Boring, Planing, Threshing, Knurling, Cutting-Off and Side Work.

Machinists' Tools Booklets with your imprint if desired.

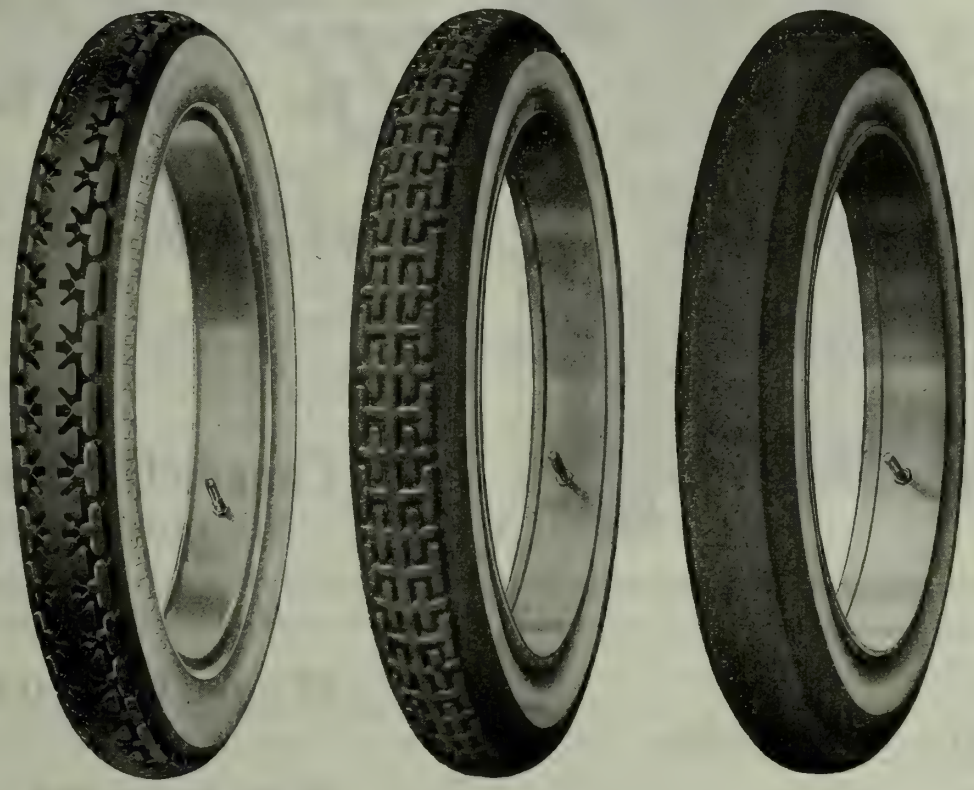
J. H. Williams & Co.

"The Drop-Forging People"

30 Richard St., Brooklyn, N.Y., U.S.A.

The A. G. Low Co., Ltd.
30 Pacific Ave., Saskatoon, Sask.
Agents for Manitoba, Saskatchewan, Alberta and British Columbia

Tires the Hardware Man Can Recommend



Non-Skid Tread Paragon Tread Plain Tread

MALTESE CROSS TIRES

Smart merchants know that it is harder to hold a customer than to lose him. That is why you will see the very top-notch Hardware men Handling Maltese Cross Tires and Accessories—because—Maltese Cross goods give satisfaction and satisfaction **holds the customer's trade.** Our prices are all right. If you don't know them, write to-day.

RUBBER ACCESSORIES OF ALL KINDS

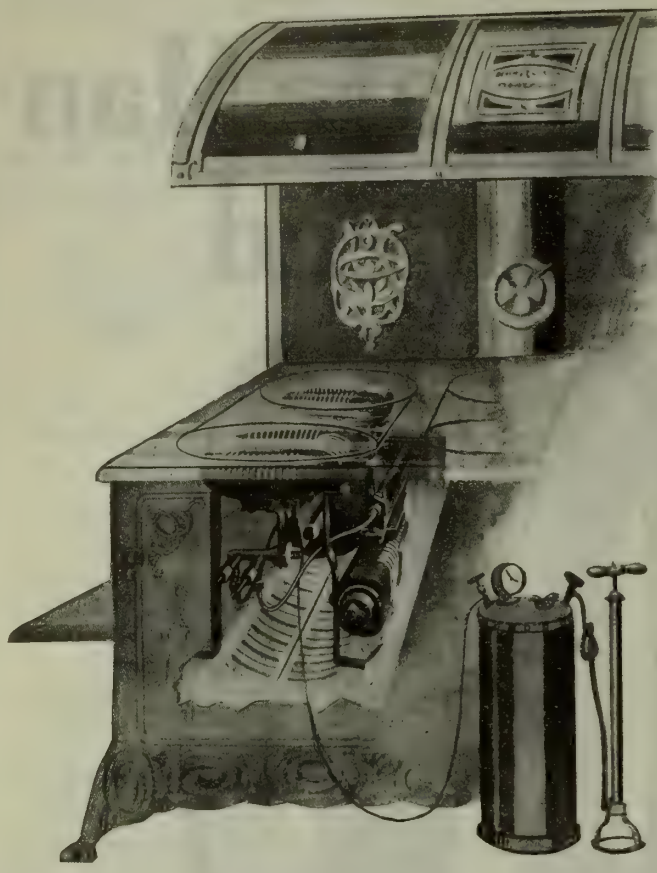
Pedal Covers	Lace-on Boots	Inner Tubes
Running-Board Mats	Blow-Out Patches	Rubber-Head Mallets
Floor Mats	Cementless Patches	Radiator Hose

All Maltese Cross Goods are Famed for Quality and "Sell First"

Gutta Percha & Rubber, Limited

Head Office and Factory: TORONTO

Branches: Halifax, Montreal, Ottawa, Toronto, Fort William, Winnipeg, Regina, Saskatoon, Lethbridge, Calgary, Edmonton, Vancouver, Victoria.



More Heat At Less Cost

Fuel of all kinds is scarce and costly. Your customers will appreciate the money-saving qualities of

The Canada Oil Burner

The cheapest and most efficient oil burner on the market. Burns 90% air and 10 % kerosene. No odor, no dirt, no work. Splendid profits in this line for the dealer.

May we quote you prices?

The Canada Oil Burner Co.
Toronto, Ontario

MADE IN CANADA

Blacksmiths'
Boiler Makers'
Machinists'
AND
Pipe Fitters'
Tools Write for Catalogue

A. B. Jardine & Co.
LIMITED
HESPELER, ONT.

Manufacturers
OF

WIRE

HEADQUARTERS FOR
WIRE BALE TIES
Largest Capacity and Stock in Canada
PROMPT SHIPMENT

LAIDLAW BALE TIE COMPANY, Limited
HAMILTON, CANADA
Winnipeg Toronto Montreal
London, England

This $150,000 Cow Sells LIQUID VENEER Is She Helping You?



Read These Facts

1st —Dealers who are displaying the Liquid Veneer Cow are **increasing their Liquid Veneer business.**

2nd—More people than ever before are buying Liquid Veneer because this Cow has aroused their curiosity and interest in Liquid Veneer.

3rd—Everybody wants to know what this World-Champion Cow has to do with Liquid Veneer.

4th —The big Liquid Veneer Cow Contest we are conducting and advertising this spring is something that actually brings flocks of people into your store, when you feature the contest in your window.

5th —**You** can make your BIG PROFIT on Liquid Veneer this spring, nearly 70% on your investment, more **easily** and **quickly** than ever before by using the free advertising matter we will provide you.

Here's the Question! Are YOU Going to Make This The Biggest Liquid Veneer Year You Ever Had?

If so, start now. Send the coupon.

Buffalo Specialty Company
346 Ellicott St., Buffalo, N.Y.
Bridgeburg, Canada

COUPON

Buffalo Specialty Company
346 Ellicott St.,
Buffalo, N.Y.

Please send me full particulars about the Liquid Veneer Cow, including free Advertising Matter which I agree to use.

NAME .....

ADDRESS .....

TOWN .....

How Much Is It Worth To Have No Complaints?



If the wringer or washer you sell does not give satisfaction, you get the complaints. You are blamed, although it is not your fault. You lose a customer, perhaps more than one, because women compare notes on such things.

Sell **ARROW BRAND** Wringers and our dependable line of Hand and Power **WASHING MACHINES**. You can consistently recommend them, and we will stand back of you to the limit.

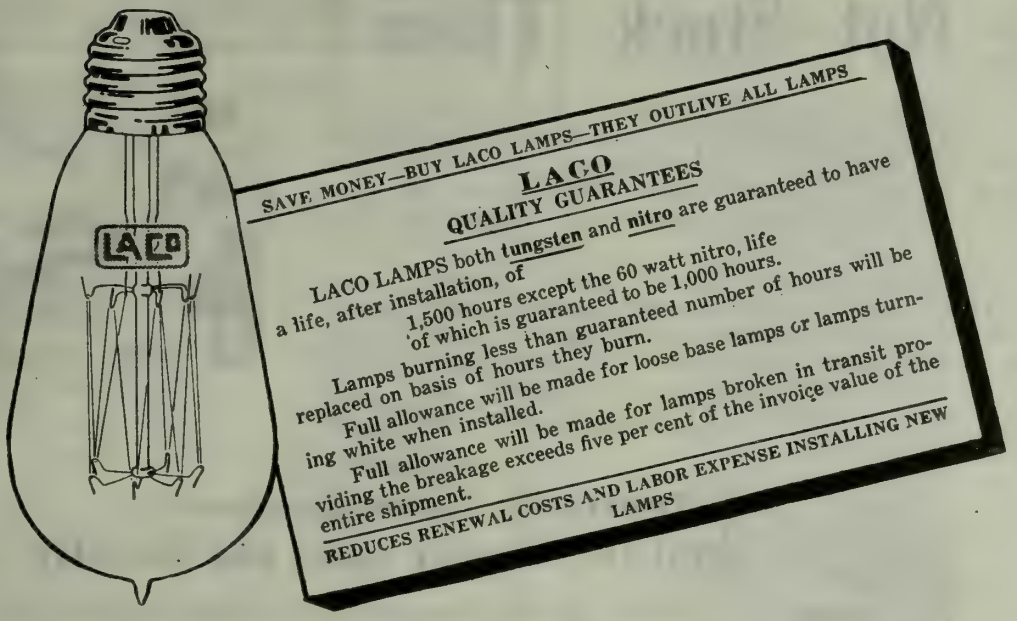
DOWSWELL, LEES & CO., LIMITED

HAMILTON, CANADA

Makers of every type of hand or power washing machine of merit. Also ARROW BRAND Clothes Wringers.

Western Representative:
HARRY F. MOULDEN & SON
WINNIPEG, MAN.

Eastern Representative:
JOHN R. ANDERSON
MONTREAL, QUE.



The Lamp

and the Guarantee Behind it

You never saw an article so scientifically built or so delicately adjusted—that carried so strong and so powerful a guarantee.

When you handle Laco Lamps you are not **guessing**—you are not **hoping** your customers will get satisfaction—you are **guaranteeing** it to them absolutely and without equivocation.

By actual performance and by every test Laco Lamps are best.

AN INDIVIDUAL GUARANTEED
LIFE OF 1500 hours

LACO LAMPS

offer the Dealer every advantage in Profit, Prestige and Protection—namely, a worth-while remuneration to the Dealer for his efforts—A Quality Article—and a price protected profit. Why aren't **you** handling Laco? If not, write us to-day.

EQUAL LIGHT—50% Longer Life

Canadian Laco-Philips Company, Limited

Montreal Toronto Winnipeg Vancouver

Why Not Stock Them?

WE are Washing Machine specialists. For twenty years we have been manufacturing home laundry equipment exclusively. Our "1900" Cataract and "1900" Agitator Electric Machines are the best designed Washers on the market. They mechanically perfect and give wonderful satisfacton.

A liberal profit is allowed on all "1900" Washers and Wringers. Our complete line includes washers that operate by Hand, Water Power, Engine Power and Electric Motor. We also have a full assortment of sizes and grades of superior, beautifully finished hand and power wringers. The profit made by carrying the "1900" line is limited only by the "prospects" wthin your reach.



"1900" Agitator Electric



"1900" Cataract Electric.

Extensively Advertised— And the Dealer Gets the Benefit

Every dealer who proves his worth is handed all the inquiries from his territory resulting from our twice-a-year advertising campaigns.
If, at the present time, you do not carry a line of washing machines, or are looking for "something better," you will profit by writing our "Wholesale Department."

THE "1900" WASHER COMPANY
537 Yonge St. - Toronto

HESSCO ELECTRIC MFG. CO.

33 Church Street, Toronto, Ontario

Electrical Goods of Quality

Profitable Lines for Every Hardware Dealer

660 WATTS



250 VOLTS

HEMCO FUSE PLUG

Amperes 6-30

Write for revised prices



Hydro Commission Approval No. 109

Hydro Commission Approval No. 112

HEMCO TU-LITE

Packed ten to a box

Order a box from your jobber or direct from us

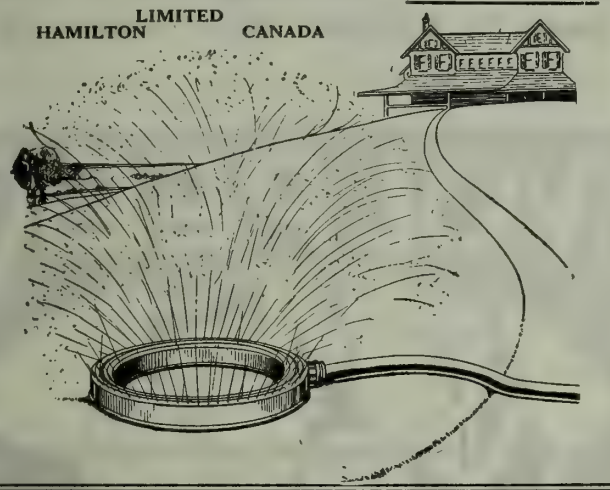
LAWN SPRINKLERS

ORDER NOW FOR SPRING DELIVERY

Do you know about our improved sprinkler?
Operates full capacity on one half pressure required by ordinary sprinkler.
A great selling argument, especially where the pressure is low.

WENTWORTH MFG. CO. LIMITED
HAMILTON CANADA

WRITE FOR PRICES



Prepare For Spring Trade

Your customers can save time and money by using our Electric Steam Radiators.
Hydro Electric P.C. Approval No. 101.



Spring and its uncertain weather will soon be here. Raining, windy or cold one day, very warm the next, warm in the day and perhaps extremely cool in the evening. It is neither convenient, comfortable nor economical to operate the furnace. One or two of our radiators will furnish all the heat when, where and as required at the minimum of cost and attention.

Clean, economical and guaranteed.

We offer attractive terms to legitimate dealers.

Rapid Radiators Limited,
196 King Street West
TORONTO
THE LOGICAL METHOD OF ELECTRIC HEATING.

GILSON GARDEN TOOLS

The gardener can do better work by using Gilson Garden Tools and you can increase your sales and profits by selling them. The Gilson Weeder here illustrated does four times the work of an ordinary hoe with half the effort. Made also for attaching to a wheel outfit. A very powerful tool for the destruction of weeds.



Progressive Hardware Dealers are handling Gilson Garden Tools. How about you? It will pay you to investigate. Write us to-day.

Order from any of these jobbers:
F. R. Murray Co., Ltd., Vancouver, B.C.; Brown, Fraser & Co., Ltd., Vancouver, B.C.; The Rogers Hardware Co., Charlottetown, P.E.I.; T. McAvity & Sons, Ltd., St. John, N.B.; J. H. Ashdown Hdwe. Co., Ltd., Winnipeg; Wood, Vallance, Ltd., Winnipeg, Man.

Manufactured by
J. E. GILSON CO.
PORT WASHINGTON
WISCONSIN U.S.A.

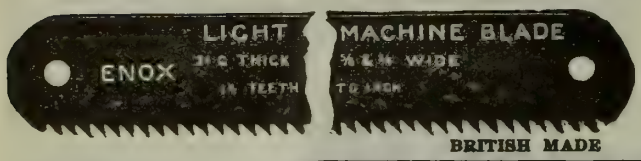
Why It Pays!

ADVERTISING in HARDWARE AND METAL is economical because it reaches, and the advertiser only pays for, a circulation of tremendous buying power, which is always on the lookout for new lines and information regarding goods which are already in stock.

Manufacturers and wholesalers cannot afford to side-step the dealers. In nine cases out of ten, the customer accepts the retailer's recommendation.

ENOX HACKSAW BLADES

ARE THE BEST

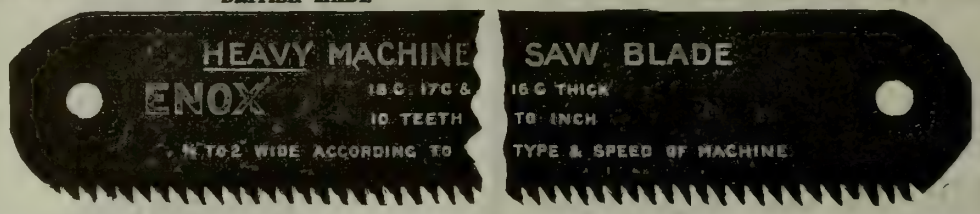




BRITISH MADE

AGENTS IN CANADIAN TOWNS WANTED

AN ENTIRELY BRITISH COMPANY

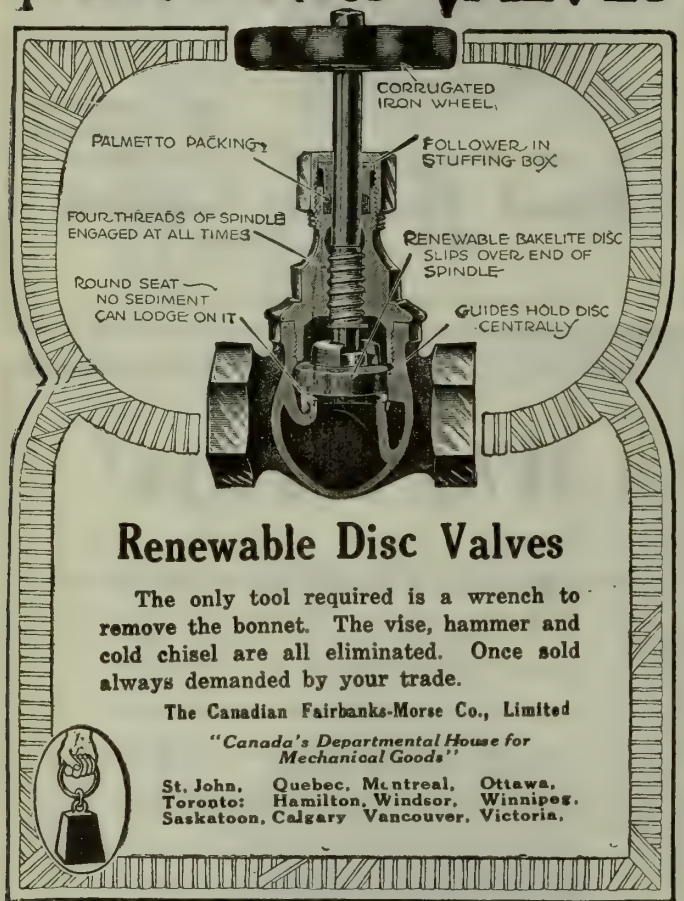


Liberal terms offered to firms willing to carry stocks and act as sole agents for the district.

SOLE MAKERS FRY'S (LONDON) LIMITED, 46 Upper Thames St., London, E.C. 4, England. Works: Greenwich, S.E. 10

The Standard Machinery & Supplies, Limited, 261 Notre Dame St., West, Montreal.
Agents for British Columbia—The A. R. Williams Machinery Co., 495 Railway St., Vancouver, B.C.

FAIRBANKS VALVES



Renewable Disc Valves

The only tool required is a wrench to remove the bonnet. The vise, hammer and cold chisel are all eliminated. Once sold always demanded by your trade.

The Canadian Fairbanks-Morse Co., Limited

"Canada's Departmental House for Mechanical Goods"

St. John, Quebec, Montreal, Ottawa, Toronto: Hamilton, Windsor, Winnipeg, Saskatoon, Calgary Vancouver, Victoria,

VOL-PEEK



FIRST AID IN THE KITCHEN -

IN EVERY HOUSEHOLD

Vol-Peek finds a place. Mends pots, pans, tinware, graniteware, copper, aluminum, etc. Easily applied, sanitary, hardens quickly and costs only **½ cent per mend.**

Send a sample order to-day. A bright colored display stand of 24 packages for $2.25. Vol-Peek sells on sight and is guaranteed; 60% profit for the dealer.

At your jobber or

H. NAGLE & CO., Box 2024, MONTREAL
(Owning and Operating Vol-Peek Mfg. Co.)

PINK'S LUMBERINGTOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87

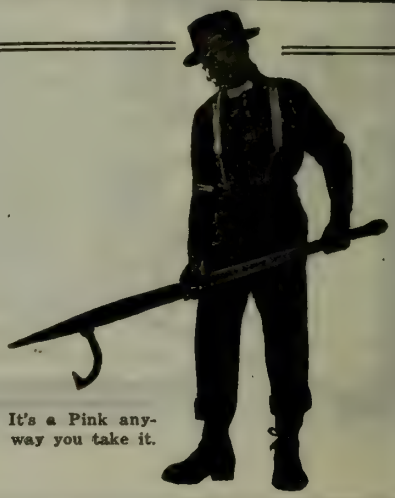
Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THE THOS. PINK COMPANY, LIMITED

Manufacturers of Lumber Tools

PEMBROKE - - - - - ONTARIO



It's a Pink anyway you take it.

A Better Injector
The "MORRISON"



The absolute certainty of satisfactory service under greatly increased varying conditions, together with fully forty pounds more field makes the "Morrison" **a better injector.**

Our wide experience has taught us to sense the needs of a good injector. We are proud of the reputation we have attained in the manufacture of high grade injectors.

Morrison Injectors operate successfully on 20 lbs. low, to 220 lbs. high-steam pressure, from 4 to 300 horse-power, and are made in sizes from ⅜ in. to 2 in.

Let the selling of our products and the Morrison Quality reputation create customer's good will for your store.



The James Morrison Brass Mfg. Co.,
LIMITED
93-97 Adelaide St. West, Toronto, Ontario.

The **Daisy**
VACUUM CLEANER



The BABY DAISY, £5.5.0
Other sizes, £4.4.0 & £6.6.0

The LITTLE MACHINE WITH THE BIG SUCTION

Our War-time Contracts for Aeroplanes are running out and we have a number of "Baby Daisy" models going through the factory.

The supply will be limited for a while, but we can accept dated orders from shippers and overseas buyers.

The DAISY VACUUM CLEANER CO., LTD.
Lemington Rd., Gravelly Hill
BIRMINGHAM

Telegrams: "Ileklean, Birmingham." *Telephones:* 405 and 406 East. A.B.C. 5th Edition

TOWER'S

TRADE FISH BRAND MARK

"Takes the Wet Out of Rain"



SCHOOLBOYS' COAT

"Built to Wear"

Dealers should take advantage of this waterproof coat. Spring with its uncertain weather is here and it is neither comfortable nor convenient for school and messenger boys to be without waterproof clothing. There is bound to be a big demand.

"Towers Schoolboys' Coat" is made of heavy material, corduroy collar—solid brass rustproof clasps—two outside pockets. In two colors—Black and Olive Khaki.

Write us for particulars and prices.

Tower Canadian Limited

TORONTO

HALIFAX VANCOUVER

Coast to Coast Service

METALS · CHEMICALS · GLASS

B&S·H Established 1790

Metals

We can make prompt deliveries on APOLLO Galvanized Sheets, Black Steel Sheets and Specialties, Tin Plates, Terne Plates, Canada Plates, etc., and Ingot Metals of all kinds.

B.&S.H.THOMPSON

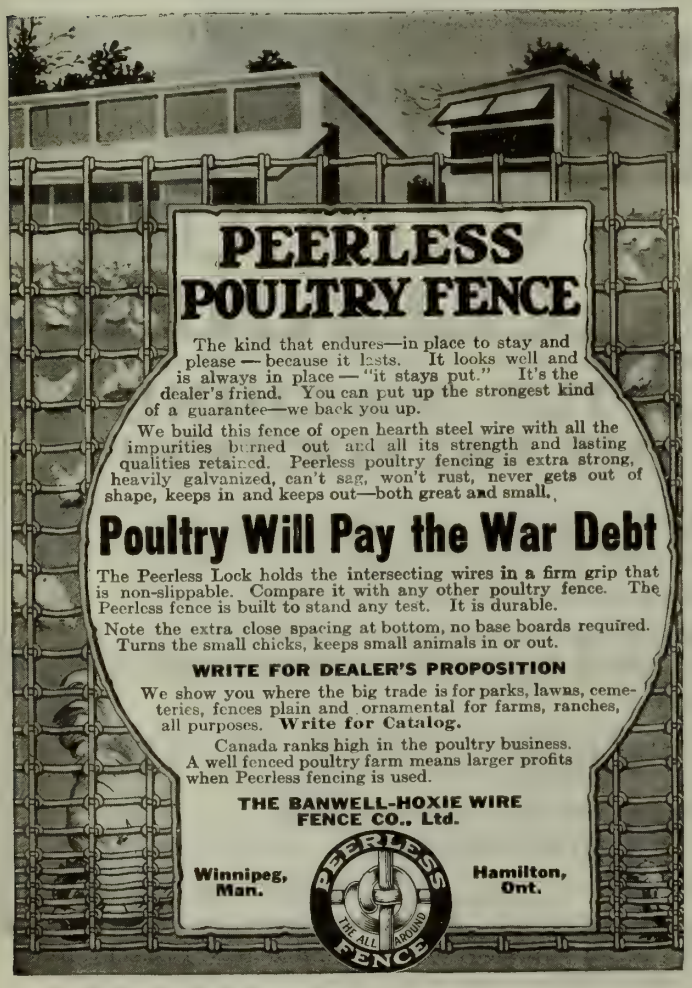
& COMPANY LIMITED

MONTREAL

Branches: Toronto, Winnipeg, Vancouver, New Glasgow, N.S.

Selling Agents for Eastern Canada for United States Steel Products Co.

Exporters of the Products of the American Sheet & Tin Plate Co.



PEERLESS POULTRY FENCE

The kind that endures—in place to stay and please — because it lasts. It looks well and is always in place — "it stays put." It's the dealer's friend. You can put up the strongest kind of a guarantee—we back you up.

We build this fence of open hearth steel wire with all the impurities burned out and all its strength and lasting qualities retained. Peerless poultry fencing is extra strong, heavily galvanized, can't sag, won't rust, never gets out of shape, keeps in and keeps out—both great and small.

Poultry Will Pay the War Debt

The Peerless Lock holds the intersecting wires in a firm grip that is non-slippable. Compare it with any other poultry fence. The Peerless fence is built to stand any test. It is durable.

Note the extra close spacing at bottom, no base boards required. Turns the small chicks, keeps small animals in or out.

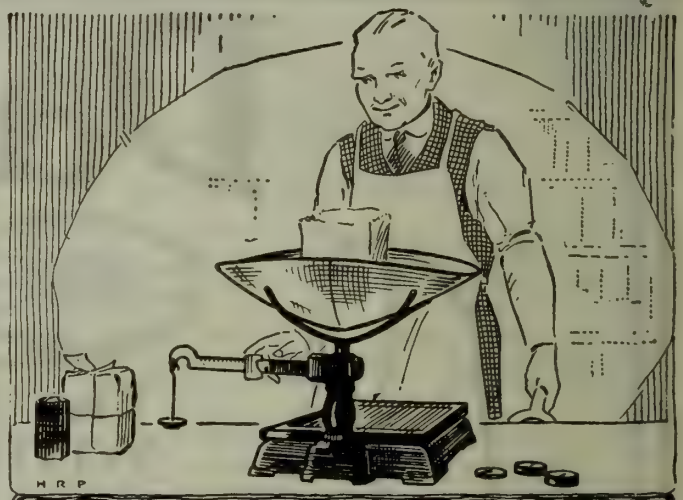
WRITE FOR DEALER'S PROPOSITION

We show you where the big trade is for parks, lawns, cemeteries, fences plain and ornamental for farms, ranches, all purposes. **Write for Catalog.**

Canada ranks high in the poultry business. A well fenced poultry farm means larger profits when Peerless fencing is used.

THE BANWELL-HOXIE WIRE FENCE CO., Ltd.

Winnipeg, Man. PEERLESS THE ALL AROUND FENCE Hamilton, Ont.



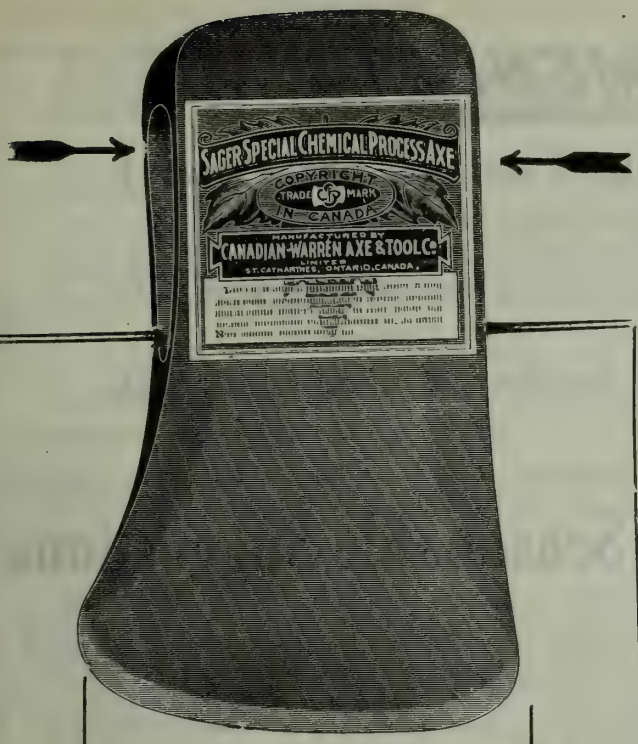
Fairbanks Scales

For over 90 years Fairbanks' Scales have been the World's Standard for accurate weighing.

The Canadian Fairbanks-Morse Co., Limited

"Canada's Departmental House for Mechanical Goods"

St. John, Quebec, Montreal, Ottawa, Toronto, Hamilton, Windsor, Winnipeg, Saskatoon, Calgary, Vancouver, Victoria.



WHY NOT BE GUIDED BY THE JUDGMENT OF HUNDREDS OF WELL KNOWN LUMBERMEN, WHO ACKNOWLEDGE THE SUPERIORITY OF

"SAGER AXES"

AND

"SOO LINE" LOGGING TOOLS?

GET THE HABIT.

(AND THE PROFIT)

Canadian Warren Axe & Tool Co.,

LIMITED

ST. CATHARINES, ONT.



Soo Line Logging Tools

Famous Five Files Sell Well

You do not have to explain their merits to customers. They are standard grade tools.

Sixty millions of their files are sold annually.

Sell them and share in the profits from this trade.

Specify Famous Five Files when ordering from your jobber.

They are:

KEARNEY & FOOT
GREAT WESTERN
AMERICAN
ARCADE
GLOBE

Made in Canada by





MENDETS
A PATENT PATCH

It's the Little Things That Count!

The little courtesies, the little conveniences that customers always look for, attract trade to your store. The bigger sales follow as a natural course. **Mendets** will just do that for you. Its usefulness is already apparent. There is a demand **already** created. It's to your customers' interest and to your own advantage to sell it.

For mending graniteware and all other kitchen utensils.

Collette Mfg. Company, Collingwood, Ont.

BICYCLE

WHOLESALE ONLY

SUPPLIES
FLASHLIGHTS

Mr. Dealer, if you are looking out for yourself and buying where you can make the most profit, GET IN TOUCH WITH US.

We Sell by Mail Only

Our prices positively defy competition. Our low overhead expenses, elimination of expensive salesmen enable us to sell goods of superior quality, at prices away below any of our competitors.

Write for Catalogue—FREE

CROWN CYCLE & MOTOR CO.

319 Craig St., MONTREAL, CAN.

AUTOMOBILE AND BICYCLE SUPPLIES

Seasonable Suggestions

Spring is the time when you should do a bigger business. Window displays pay at this season. Housewives are on the look out for time and labor-saving devices; and seasonable housecleaning articles properly displayed in your show window are sure to pull an increase in sales.
A display of Canadian manufactured goods—made by Canadian labor, properly priced, will increase your sales and keep you busy.

Display "Cadillac" Electric Vacuum Cleaners!

Get after your customers, talk Cadillac Electric Vacuum Cleaners to them from your windows, your sales rooms—interest your clerks in "Cadillacs"—they sell at retail prices lower than quoted for other makes of Electric Vacuum Cleaners sold in Canada. You make—

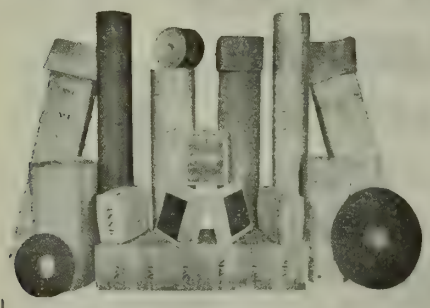


Big Profits

Cadillacs save time and labor—thoroughly clean carpets, floors, walls, curtains, etc., with little or no effort. Are light and easy to run. The Cadillac is the only Canadian-made machine on the market.

Write for full particulars to

Clements Mfg. Co., Limited
78 Duchess Street
TORONTO



Sand Paper

Our products are manufactured with an exacting care that speaks well for the High Quality reputation they enjoy. You can make good profits selling them.



Main Office and Works---Williamsport, Pa.

Emery Paper and Cloth **Garnet Paper and Cloth** **Flint Paper and Cloth** **Discs and Circles**

Write for Catalogue and prices.
Canadian Sales Representatives:
Messrs. Moncrieff & Endress, Galt Bldg., Winnipeg, Man. 'Phone Garry 3389. Mr. Alexander Gibb, 3 St. Nicholas St., Montreal. 'Phone Main 2343.

UNITED STATES SAND PAPER CO., : : : : Williamsport, Penn.

GET YOUR SHARE—

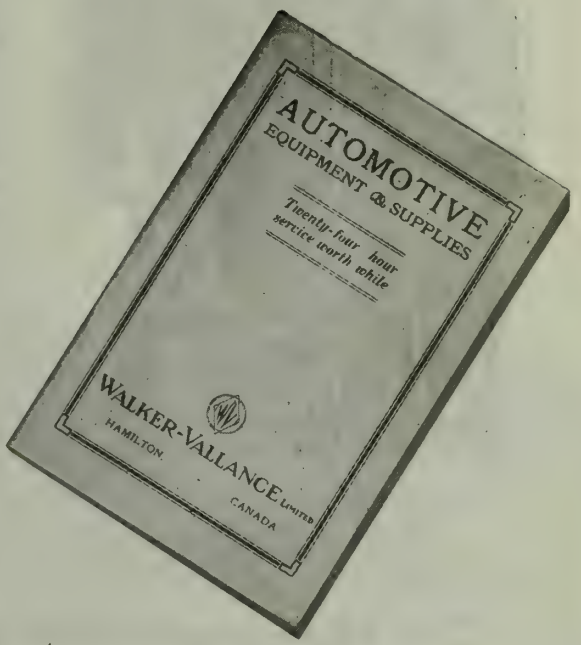
Of the Auto Supply and accessory business. We make it easy for you to go into this line, send for your copy of our latest book on Automotive Equipment.

It explains our 24-hour Service Worth While policy, that makes for quick turnover, and small stocks.

The real busy season will soon be with us.

Get your copy to-day.

Yours for
SERVICE WORTH WHILE



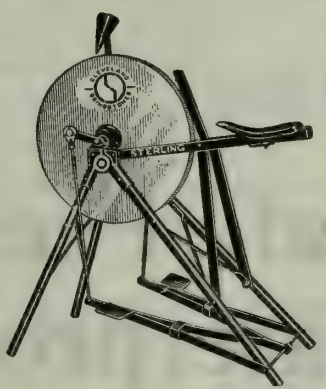
WALKER-VALLANCE LIMITED
Hamilton, Ont.



Solid Die Plates
Armstrong's Adjustable Stock and Dies
Pipe Cutters and Vises.

We are the sole manufacturers of these lines previously made by Butterfield's.
Their quality is well known among the trade. You do your customers a service by having a complete stock on hand.
Write us for our complete catalogue and price list and find out that our prices are right.
Prompt attention to all enquiries and orders.

Rapid Tool & Machine Co. Ltd.
Lachine, Que. **Branch: Iberville, Que.**



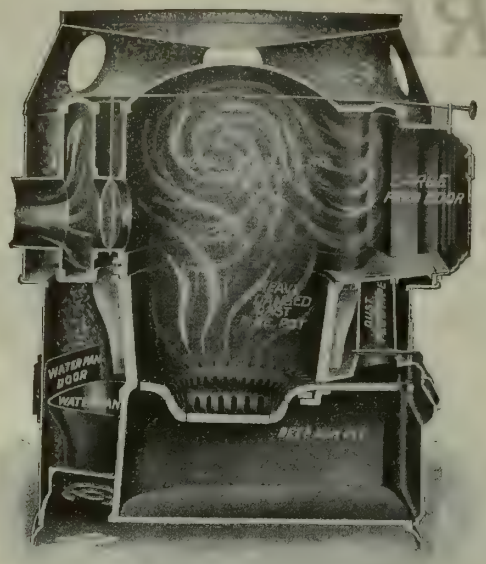
"HERE IT IS"

Cleveland Grindstones

We own and control 22 quarries, including the only quarry producing the GENUINE Berea stone, the rock by which all other grindstones for farm and general use are judged.

Through long experience we have the expert knowledge necessary to make intelligent and satisfactory selections of the proper grit best adapted to special requirements.

THE CLEVELAND STONE CO.
UNION BLDG. CLEVELAND, OHIO
Bissett & Webb, Limited, Winnipeg, Man.
Western Distributors



New Idea Warm Air Furnace

MORE HEATING SURFACE on every NEW IDEA FURNACE than any other furnace. Ash pit large and roomy, less chance of ashes banking up and burning out grates.

FIRE POT one piece, with deep flanges adding one-third more heating surface. Very heavy. Guaranteed for FIVE YEARS.

RADIATOR large, giving more surface than found in other furnaces.

NEW IDEA DUPLEX GRATES (Patented) take care of any size clinker from either Hard or Soft Coal. They operate so easily a child can operate them. They work so well that there are never any ashes worth sifting, saving the dirtiest work necessary in attending old-style furnaces.

New Idea Furnace made in seven sizes. And every one Guaranteed.

Get the NEW IDEA FURNACE AGENCY for 1919 and see your furnace business grow. They sell themselves and others. Write now for Agency.

Agencies and Show Rooms:
Chas. Rankow, Durban, South Africa; Webb Brothers, Georgetown, Demerara, British Guiana; Burns Export Corporation, 56 Pine St., New York, N.Y.

The Hamilton Stove & Heater Company, Limited

SUCCESSORS TO

Gurney, Tilden & Company, Limited

Head Office and Works: - HAMILTON, ONTARIO

Offices and Warerooms : Winnipeg, Vancouver, Montreal

We Have

Safe Pack Waterproof Paper

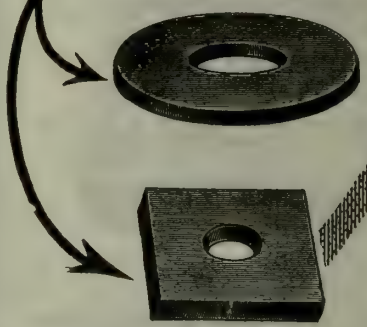
Shippers Should Know About it

Walter Woods & Co.

Hamilton and Winnipeg

Wrought and Steel Plate WASHERS

of all descriptions



Round & Square Plain or Galvanized

Annealed Rivet Burrs, Felloe Plates, Sheared and Punched Plates. Malleable Washers and Cast Iron Washers.

Prompt Shipment

Wrought Washer Mfg. Company

Milwaukee, Wis.



Two More of Mr. Keyser's Contracts Using

BISHOPRIC STUCCO BOARD

Above is the double house at 17019 Moy Ave. showing the upper story stucco over Bishopric stucco board.

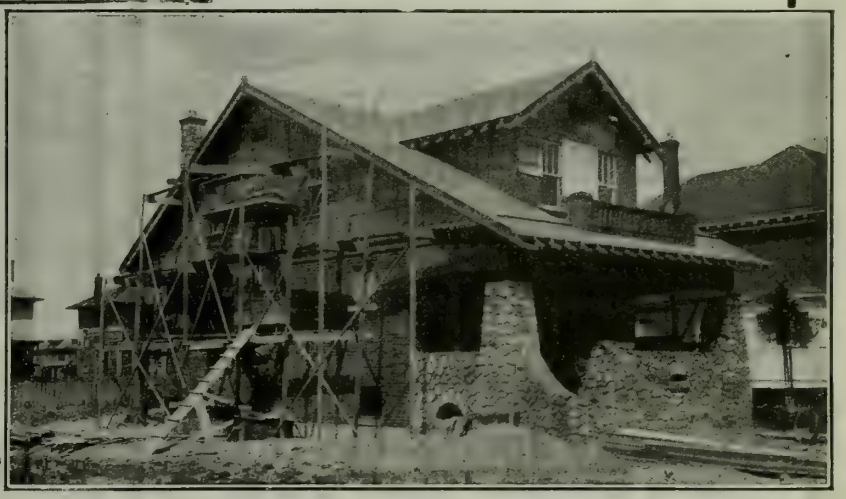
To the right is the residence at 27 Victoria Avenue, in course of construction, and showing Bishopric Stucco Board and panel strips exposed.

Both houses are in Windsor, Ont., built by Mr. S. Keyser, with Bishopric Stucco Board supplied by Cadwell Sand and Gravel Co., Ltd.

As a Hardware Merchant — dealing with contractors and builders—you are in an excellent position to build up a profitable business on BISHOPRIC PRODUCTS.

Write for samples and prices.

Bishopric Wall Board Co., Limited, Ottawa



Five Million Men have learned to use Firearms



A soldier or a sailor would not think of leaving his rifle standing loaded in the corner of a room in his home, where any member of his family could reach it.

He understands firearms, and understanding them realizes the danger of accidental discharge.

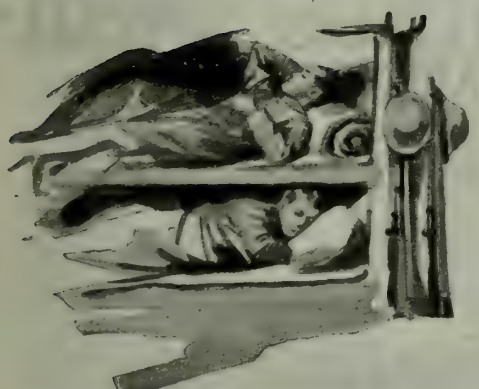
Yet five million soldiers and sailors returning will want a revolver for home protection, but they will insist upon *safety*.

IVER JOHNSON

They will recognize at once the value of the Iver Johnson for *Safe Home Protection*.

When the boys come home, the field for sales of Iver Johnsons will be greater than ever before.

Write to-day for complete catalogs of Iver Johnson Nationally Advertised Products.

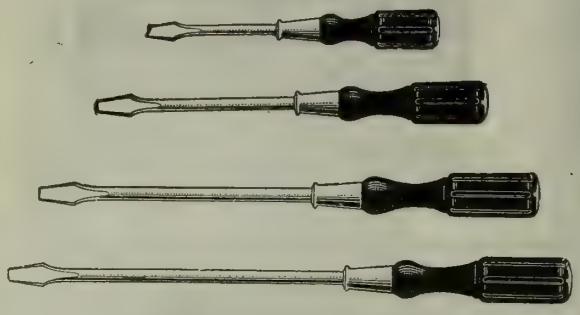


Iver Johnson's Arms & Cycle Works
330 River Street, Fitchburg, Mass.
99 Chambers Street, New York
717 Market Street, San Francisco



The Safe Revolver to Sell

Stanley Tools



"HURWOOD" SCREW DRIVERS

Unsurpassed for **Strength** and **Durability.** **Blade, Shank and Hand** are of one piece of steel.

The Blades are finely tempered and well finished. The Handles are polished and stained black. Many styles and sizes from which to select your stock.

"HURWOOD" SCREW DRIVERS ARE MADE IN OUR CANADIAN WORKS

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.

Canadian Representatives--A. MacFarlane & Co., Ltd. Montreal, Canada

REFRIGERATORS SCREEN DOORS and WINDOWS



The warm weather will soon be here. If you have not sent in your order for your requirements, DO IT NOW.

We are anxious to give you best possible SERVICE.

Write to-day for our catalogue and price list.

Sanderson-Harold Co., Limited
PARIS, CANADA

STILL'S HANDLES

For Every Use

We manufacture a wide variety of handles—Axe, Pick, Sledge and Hammer Handles, Canthook and Peavie Handles.

STILL'S HANDLES are known everywhere as the best value for the money. They are reliable, made from choice Canadian woods and give an unusual length of satisfactory service to the tradesmen.

The best handles for your customers to buy and the most profitable handles for you to sell.

J. H. Still Mfg. Company
ST. THOMAS :-: ONTARIO



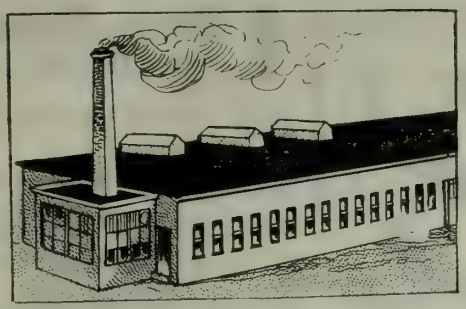
"TALLMANS' SPECIAL" ARCTIC METAL

a medium-priced babbitt specially adapted for Saw Mill and Woodworking machinery.

Will remain cool under exceptionally high speed.

Its long life proves its efficiency.

Tallman Brass & Metal Limited
HAMILTON, ONT.



A Profitable Line

The demand for Brantford Roofing is growing rapidly because it fills a need for a fire-resistant, durable roofing at a reasonable cost.

Progressive hardware dealers who handle

Brantford Asphalt Roofing

and our other lines can fill every roofing requirement in their localities.

For sloping roofs—for flat roofs—for barns, freight sheds, factories, stores, banks, public buildings, homes, garages and all styles of buildings—there are suitable lines of Brantford Roofing.

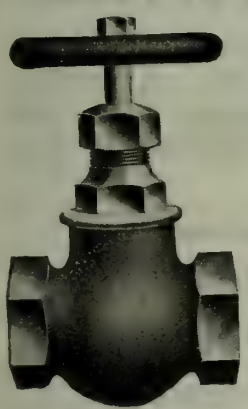
The Brantford line is the most complete line of roofing in Canada. It is made of *first quality* materials by a purely Canadian company that thoroughly understands conditions in all sections of the Dominion. It is nationally advertised to the consumer.

Write for samples, prices and information.

Brantford Roofing Co. Limited

Head Office and Factory: - Brantford, Canada

Branches at Toronto, Montreal, Halifax, Winnipeg





FIVE WORKS---OVER 3,000 EMPLOYEES

UNITED BRASSFOUNDERS AND ENGINEERS, LIMITED

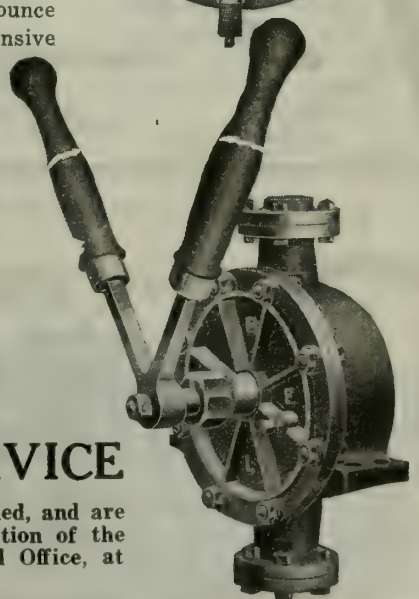
EMPRESS FOUNDRY, CORNBROOK, MANCHESTER, ENG.

DURING THE WAR our Plants have been exclusively engaged on work of supreme national importance.

WITH PEACE IN SIGHT we are pleased to announce that we intend to again direct our energies to the intensive production of:—

GUNMETAL and BRASS VALVES and COCKS.
STEAM, WATER and COMPRESSED AIR FITTINGS GENERALLY.
CAST IRON STOP and SLUICE VALVES.
SEMI-ROTARY PUMPS.
EXTRUDED BRASS and BRONZE BARS.
BRASS BOLTS and NUTS, STUDS and GENERAL TURNED WORK FROM THE BAR.
CAST AND MALLEABLE IRON COCKS and PIPE FITTINGS.
PRESSURE and VACUUM GAUGES.
INJECTORS and GENERAL JET APPLIANCES.
ENGINE GOVERNORS (Pickering, Proell, and Other Types).
SPRAYING MACHINES, for Insecticides and Lime-washing.
COPPERSMITHS' WORK.
"STELLA" BRAND ALLOYS: MANGANESE COPPER, SILICON COPPER, FERRO ZINC, PHOSPHOR COPPER and TIN, etc.





"UBEL" POST-WAR SERVICE

If you are interested in any or all of the lines mentioned, and are in a position to take a hand in the energetic distribution of the same, please communicate with us NOW to our Head Office, at above address.

E. Roy,
65½ St. Andre St., Montreal, Que.

A. S. Butchart
26 Adelaide St. W., Toronto

C. C. Cartwright,
Union Trust Bldg., Winnipeg



4 Good Reasons ---READ 'EM!

Why you should sell Rolled Thread Bolts and Screws:

BETTER QUALITY—Rolled Thread Bolts can only be made from first quality Basic Open-Hearth Stock.

STRONGER—Actual tests show 13 per cent. greater strength than Cut Thread Bolts.

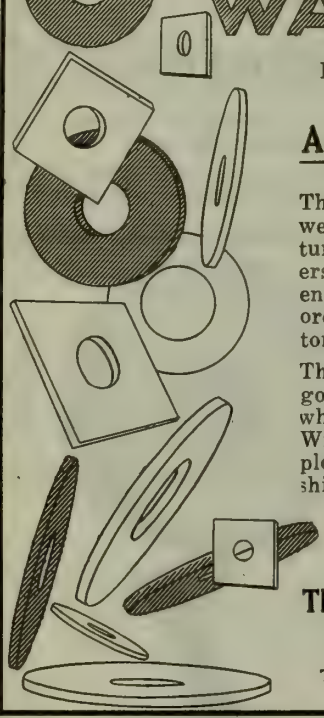
NO USELESS WEIGHT—Shanks are smaller than threads. No useless weight to pay freight on.

BIG FIRMS ADOPTING THEM—Some of the largest users on the continent will accept nothing else—and they always investigate before acting.

THE NORTHERN BOLT, SCREW AND WIRE COMPANY, LIMITED - OWEN SOUND, ONT.

Unimeco

WROUGHT WASHERS



Round and Square, Plain and Galvanized

Annealed Rivet Burrs

The unusual high standard we maintain in the manufacture of both Wrought Washers and Annealed Rivet Burrs enables you to offer extraordinary value to your customers.

The "Unimeco" line means good profits and more worth while business for the Dealer. Write us for prices and complete information. Prompt shipments guaranteed.

The Union Iron & Metal Co.
Limited
1951 DUNDAS ST. W.
TORONTO CANADA

Non-Poisonous Insecticides

Safety Efficiency Economy

KATAKILLA

The UNIVERSAL INSECTICIDE for use on FRUIT, FLOWERS, and VEGETABLES. A non-poisonous powder, readily soluble in cold water, cheap, efficient and effective.

"KŪR-MANGE"

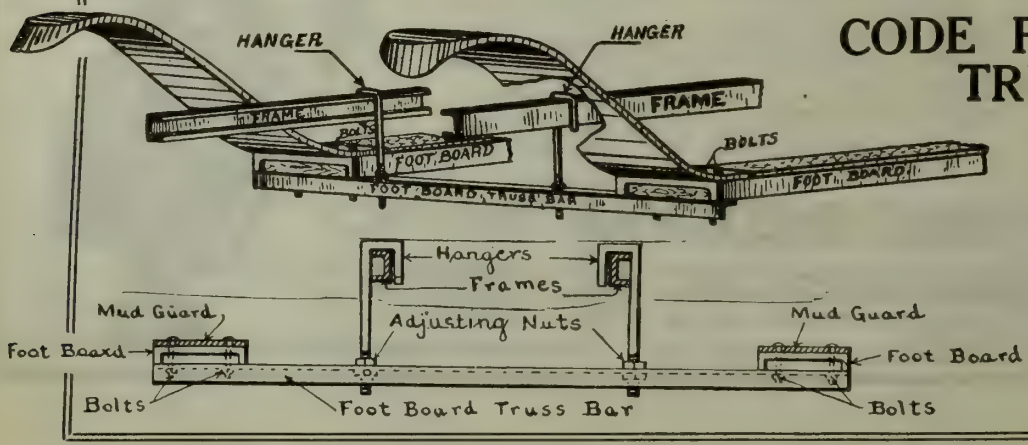
The approved Insecticide for use on Horses, Cattle, Dogs, etc. A certain cure for Parasitic Mange, Lice and other parasites. As supplied to the British Army.

Agents Wanted

Sole Manufacturers and Patentees:

MacDougall Brothers Ltd.

Port St., Manchester, Eng.



CODE FOOT BOARD TRUSS BAR

for Ford Cars

Makes Fender Strong and Rigid. Stops Cracking, Sagging and Vibration.

At your Jobbers

The S. H. Hanson Co., Limited
MONTREAL, QUE.
The Western Specialty Co.,
WINNIPEG, MAN.

Gargoyle Mobiloil "E" - - Business Builder

Every expression on this page is from a Gargoyle Mobiloils **dealer.**

Every one of these dealers has convinced himself that Gargoyle Mobiloil "E" is **the** correct oil for Fords, summer and winter.

Every one of them has seen his own business grow; has seen stimulating confidence bred in his customers.

And every dealer who sells Gargoyle Mobiloil "E" and otherwise follows carefully the Gargoyle Mobiloils Chart of Recommendations is on the high road to a better reputation, better confidence, better prices, better business.

GARGOYLE

Mobiloils

A grade for each type of motor

"Have been getting over 100 miles per quart from Mobiloil 'E' . . and always carry a supply with me. . . as I would not use any other grade of oil."

"We are building a fine business for ourselves with your product and the trade is fully appreciating its worth."

"We, being distributors of Ford cars, tractors and trucks, find Mobiloil 'E' far the best lubricant for Ford engines."

". . our customers . . are more than enthusiastic about Mobiloils and the verdict of them all is that Mobiloil is the best oil they have used."

"We find in the use of Gargoyle Mobiloil 'E' in Ford cars that we get more miles per gallon from both gasoline and oil. . . We recommend Gargoyle Mobiloils to our customers wanting a high grade oil."

". . We have sold some 45 barrels of your oil in the last season and have succeeded in working up a considerable trade which comes to our garage. . . because we handle this kind of oil and recommend it so highly."

". . We always fill up a new car with Gargoyle Mobiloil 'E' and try to get the new owner to take a five-gallon can away with him. We know then that he is started right."

"We have been selling our trade and using Mobiloil 'E' exclusively for the past four years."

". . We are receiving excellent results with your Gargoyle Mobiloil 'E' in Ford cars and frankly say that we have built up a very nice business on your line with very little effort. . ."

"I find your Gargoyle Mobiloil 'E' best suited for Ford cars and have no trouble selling it to a user who has tried it."

IMPERIAL OIL LIMITED

Manufacturers & Marketers of POLARINE MOTOR OILS & GREASES

Marketers of *Gargoyle Mobiloils* in Canada

BRANCHES IN ALL CITIES



GOOD OILS TO SELL

IMPERIAL Farm Lubricants cover every lubricating requirement in the agricultural field — an enormous retail market that is not only constantly growing greater, but represents Canada's most prosperous producing class.

The high quality of Imperial Oils is established with multitudes of users to whom the name "Imperial" is as a guarantee. Our extensive newspaper and farm paper advertising is every day adding to the list.

We are educating the farmer on lubrication—telling him what each of his farm machines need in oil—tractors, stationary engines, threshers and automobiles. We are specifying Imperial Oils for each lubricating need.

Are you prepared to meet an increasing demand for Imperial Lubricants? When your customers ask for a special Imperial Oil, will you be able to supply them or will you be compelled to apologize?

Why not be prepared. Look to your Imperial Farm Lubricant stock to-day, and if it lacks any of the oils here described; why not make it complete. Imperial distribution insures you a ready supply of Imperial Oils at all times. It pays to sell them.

IMPERIAL FARM LUBRICANTS

IMPERIAL POLARINE AND IMPERIAL POLARINE HEAVY

For all gasoline-burning engines — automobiles, tractors and trucks.

IMPERIAL POLARINE A

For all motors requiring an unusually heavy oil.

IMPERIAL ELDORADO CASTOR OIL

A thick oil for worn and loose bearings.

IMPERIAL KEROSENE TRACTOR OIL AND IMPERIAL KEROSENE TRACTOR OIL EXTRA HEAVY

For kerosene-burning stationary engines and tractors.

IMPERIAL PRAIRIE HARVESTER OIL

A heavy-bodied oil for open bearings of threshers, binders and separators.

IMPERIAL CAPITOL CYLINDER OIL

For steam cylinder lubrication — tractors and stationary engines.

IMPERIAL STANDARD GAS ENGINE OIL

For stationary and portable engines using either kerosene or gasoline.

IMPERIAL THRESHER HARD OIL

For grease cup lubrication of bearings. A clean, solidified oil.

Imperial Farm Lubricants are for sale in ½, 1, and 4 gallon sealed cans, half-barrels and barrels.

IMPERIAL OIL LIMITED

Power - Heat - Light - Lubrication

Branches in all Cities



Of Course You Want *All* the Profits in Your Gasoline Sales

This Gilbert & Barker T-235 Five-Gallon Quick-return pump in front of your store attracts customers day and night.

Painted in a brilliant red, baked on, it acts as an eloquent salesman pointing out your establishment for blocks away.

It is quick, accurate, efficient. Only 20 seconds are required for discharging five gallons under normal operation.

One and three gallons may be measured by means of quantity stops which are securely fastened, and cannot slip and give overmeasure.

Discharge is made from overhead through a ten-foot length of one inch metallic hose. The filter automatically separates all the water or foreign matter from the gasoline.

THE SAVING WITH THIS UP-TO-DATE G. & B. PUMP IS SO POSITIVE THAT IT SOON PAYS FOR ITSELF.

Our Bulletin 52 will bring full particulars

Imperial Oil Limited, Distributors for

GILBERT & BARKER MFG. COMPANY

Branches all Cities

You Might As Well Have What Your Customers Want When They Want It



Right now most of them are thinking of the Spring "Clean Up" or housecleaning.

That means they'll need Tubs and Pails and Washboards and Milk Pails and Barrel Tops and—

Ten chances to one they'll want them made of

EDDY'S INDURATED FIBREWARE

Because for some time past we've been carrying on a most extensive educational advertising campaign showing the advantage of this ware over all others.

Look over your stock to-day and figure out your needs for the coming season.

Eddy's Indurated Fibreware and Eddy's Matches are a pretty good combination to carry.

The E. B. Eddy Co., Limited

Hull, Canada



Now is the time for HEATRAYS

Have you got a supply for the Spring demand?

Write us for prices and discounts

National Electric Heating Co., Limited

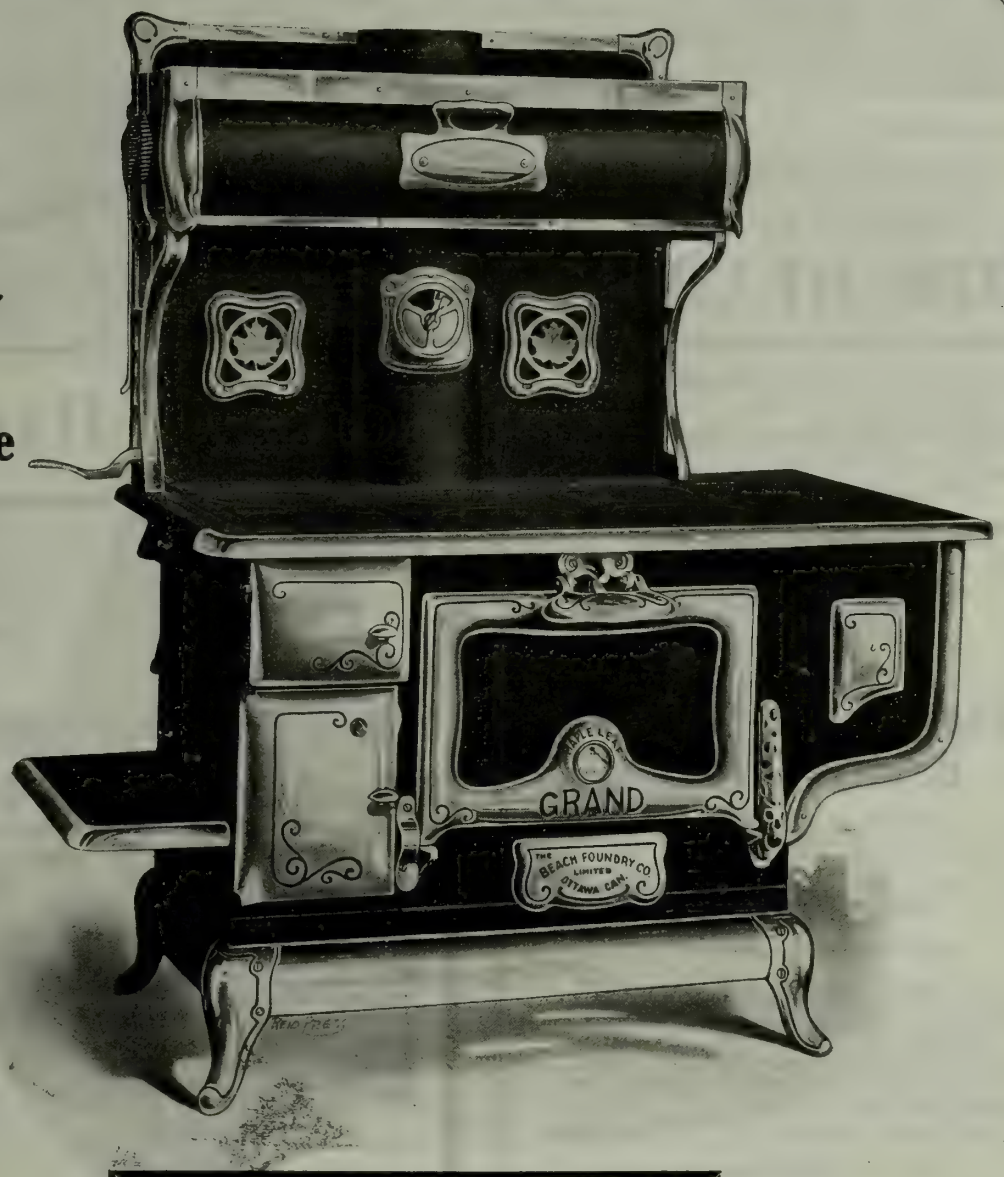
Toronto, Canada

MAPLE LEAF STOVES & RANGES

The Maple Leaf Agency A Valuable Asset

Write for Territory

Sold only through Responsible Dealers



Maple Leaf Grand

All Dealers Have Some High-Class Customers Who Demand The Best

Discriminating buyers will pay for this specially well-made Range and thank you for the satisfaction obtained. They have the price and will gladly pay for the service. The "Grand" is made exclusively for such buyers. The design and patterns were prepared and perfected by experts. Each individual Range is made from selected materials by skilled mechanics. Each Range is critically inspected before shipping. The "Maple Leaf" unqualified guarantee goes to the home with each Range.

Prices less than you might expect. Write for prices. Sufficient capacity for heaviest home demands. Top 51½ by 29½. Sectional key-plate design. The polished top requires no blacking. Large, square-walled firebox. Grates and sectional linings entirely independent. Sliding wood grates replace duplex design for exclusive wood use. Burns 28-inch wood. Solid cast front end has swing broiler door fitted with check slide, a long poker hole flap, and a large hearth draft. Solid cast reservoir division wall with large cast damper gives great water-heating powers. Extra high base. Baking success is easy with a perfect sliding draft controlling the abundant heat. Every feature harmonized. Beautiful, smooth, plain, nickelled ornamentation lending the dainty touch to a service-giving structure.

The Range built for your most classy customers.

The Beach Foundry Co., Limited

Ottawa, Ontario, Canada

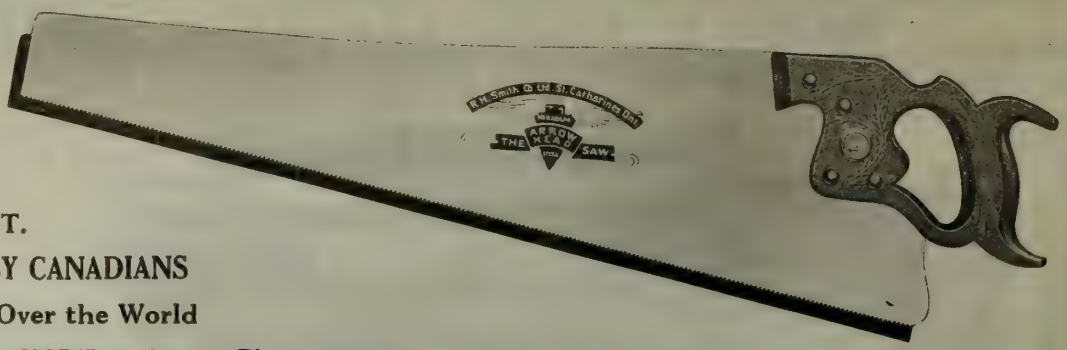
Western Distributors: The Canadian Supply Co., Saskatoon, Sask.

Build Up Your Business

by handling the BEST.

MADE IN CANANA BY CANADIANS

Sold All Over the World



ARROW HEAD SAWS

Write for Catalogue
T. F. SHURLY CO., LTD
St. Catharines, Ont.

Canada's High Grade Steel Wheelbarrow



BATEMAN TUBULAR BARROW

We are now in a position to give the trade that service which had always been our aim, but which war conditions interfered with.

The Bateman T80 shown above is our leading line, made of the best materials and finished to the Bateman standard.

Note These Features:

Tray is most popular type with 5/16" steel rod in edge which reinforces tray and ensures long life.
Has Malleable Hub Wheel, recognized the best, will not shake loose.
Front bend in tube throws tray well over wheel.
Frame is well trussed and braced. T80 is an exceptionally well-balanced Barrow.

We solicit your Barrow business. Our prices are right.

Write for Catalogue

The Bateman-Wilkinson Co., Ltd.

TORONTO, CANADA

Horse Collar Pads



Thirty-seven years' experience in the making of Horse Pads is back of the "TAPATCO" Brand.

"TAPATCO" PADS are the horse-owners' insurance against Bruised, Galled and Chafed Shoulders.

They last long, wear well, are unusually well made and our exclusive **"Patented Hook Attachment"** is a certain guarantee of perfect fit at all times.

A stock of "TAPATCO" PADS will attract new trade to your store. There are good profits in them.

Order through your jobber.

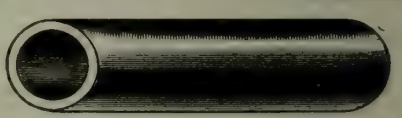
THE AMERICAN PAD & TEXTILE CO.

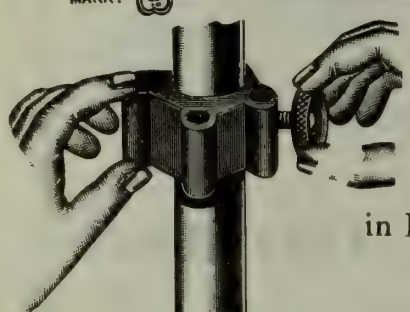
CHATHAM, ONTARIO

TRADE MARK. WB&C

WILLIAMS BROS. & PIGGOTT, LTD

Small Heath, BIRMINGHAM



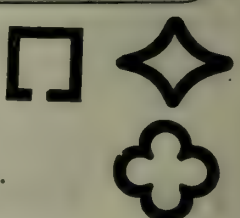


Patent Grip-Tight Socket

Specialists in TUBES

Seamless, Brazed Iron-cased Mouldings, Beadings, Rolled Metals in Brass, Copper, Nickel Silver, and other Metals.

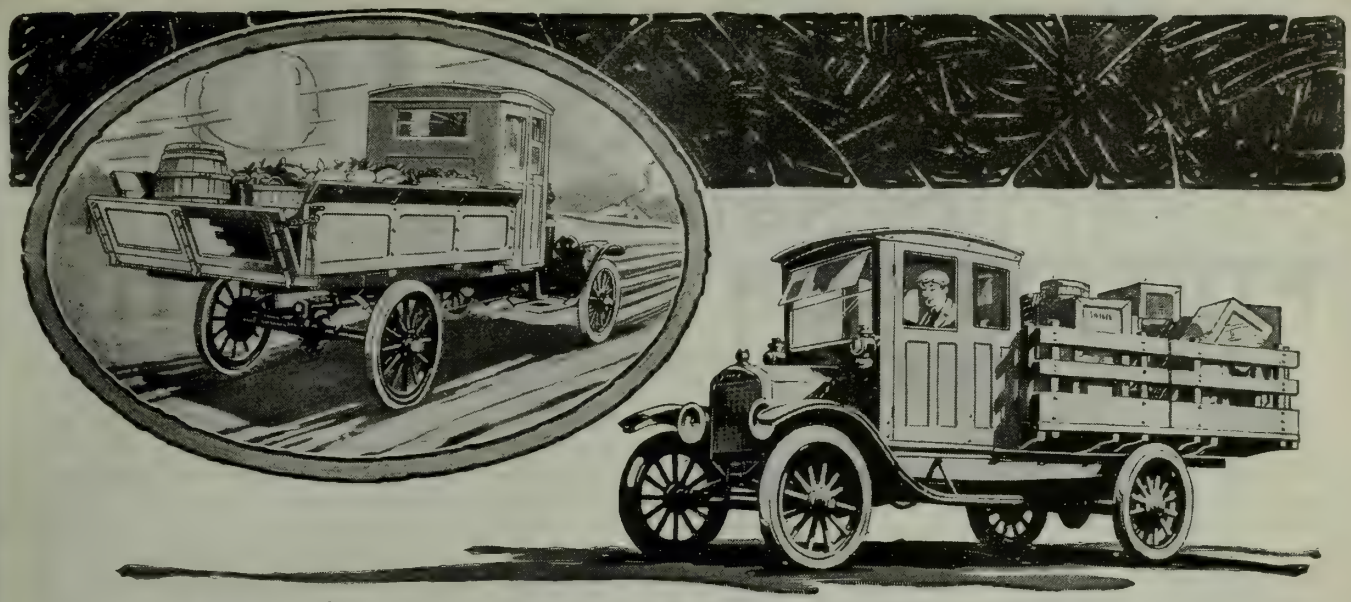
Over 1000 different sections



GENERAL BRASSFOUNDERS

SHOP WINDOW FITTINGS MANUFACTURERS

TRADE MARK. WB&C



NOW A COMPLETE TRUCK

HEREAFTER Ford One-Ton Trucks may be bought **complete** with bodies and cabs, ready for the road.

The Chassis may still be purchased separately.

But in most cases, the Ford Truck will be sold as a complete Ford job. The body as well as the chassis will be planned to give Ford Service.

This radical step in the production of Trucks is being taken to insure the utmost efficiency from the Ford Truck; to give the purchaser Ford value in every part of his truck; to produce better bodies at lower prices.

TWO STANDARD BODIES

The two types of Truck body most widely used are the Stake and the Express.

These types will be kept in stock by Ford dealers and Ford Branches, set up, painted (or in the lead) and ready for prompt delivery.

They are scientifically designed to distribute weight and strain, and to give the utmost loading capacity.

They have oak floors. The sills are of seasoned hickory, clear five-inch members, clamped to the chassis. There are no bolt holes to weaken this sturdy frame.

Specially designed forgings and castings are used throughout the entire job.

The construction at every point provides for rough usage such as every truck is bound to get. There are no outside stake sockets or braces. The sides of the body are free from trouble-making projections.

The driver can step from the cab into the truck body, saving many a trip to the back of the truck.

THESE COMPLETE FORD TRUCKS ARE ON SALE *NOW*

Call and learn what it will cost to use them in your business. Look them over carefully. See how they outclass other Trucks in every detail.

This new idea in selling Trucks not only gives you unusual value, but enables you to avoid delay in securing the Truck you need.

Ford One-Ton Truck (Chassis only) $750 f. o. b. Ford, Ont.

Freight charge to London, $15.00; Toronto, $17.00; Montreal, $22.00; St. John, $31.00; Winnipeg, $47.00; Regina, $63.00; Saskatoon, $66.00; Calgary, $77.00; Vancouver, $93.00.

For either Stake or Express Body, in lead coat with cab, but without doors

$128.50.....F. O. B. Ford
$133.00.....F. O. B. London
$134.00.....F. O. B. Toronto
$135.00.....F. O. B. Montreal
$137.00.....F. O. B. St. John

Ford

For either Stake or Express Body, in lead coat with cab, but without doors

$140.00.....F. O. B. Winnipeg
$143.00.....F. O. B. Regina
$143.00.....F. O. B. Saskatoon
$147.00.....F. O. B. Calgary
$151.00.....F. O. B. Vancouver

If painted job desired, add $4.00 to above prices. If doors desired on cab, add $6.00 to above prices.

Ford Motor Company of Canada, Limited, Ford, Ontario

*STEFANSSON'S

OWN STORY *of his*

FIVE YEARS *in the* ARCTIC

Over five years ago Vilhjalmur Stefansson, the famous Arctic explorer, was commissioned by the Canadian Government to lead a party into the uncharted space that extended from the north-westerly boundaries of Canada on to the North Pole. Shortly after the party got away the news came back to civilization that Stefansson and some of his party had drifted out into the Arctic seas on an island of ice and they were given up as lost. But Stefansson came back, safe and sound, after four years of amazing adventures, during the course of which he made many discoveries of scientific and geographical value. Mr. Stefansson has written his story of this wonderful journey, and exclusive Canadian rights have been purchased by MACLEAN'S MAGAZINE. It starts in the April issue and will continue for six months. It is a thrilling narrative—unquestionably the most important Canadian story of the year.

Mr. Stefansson's story will be published exclusively in Canada in MACLEAN'S. The series of articles by him, now appearing in American and Canadian newspapers, refer entirely to his experiences on previous explorations and do not deal with the journey that he undertook for the Dominion of Canada and completed last year.

Other Outstanding Features of April MacLean's

***"Imperial Relations Must be Worked Out,"** by Viscount Bryce. An important announcement on the future construction of the British Empire.

"Reconstruction in Turkey," by Stephen Leacock. A humorous article on the present condition of things in Turkey as seen by Canada's great humorist, and applied to Canadian conditions.

"Bulldog Carney," by W. A. Fraser. A splendid novelette of the Canadian West, complete in this issue. Illustrated by Charles L. Wrenn.

"Opening the New Book," by J. K. Munro. An article on the situation at Ottawa created by the new Liberal leadership—smashing, impartial, fearless.

"The Sun Gazer," by Charles G. D. Roberts. A remarkable animal story. Illustrated by Arthur Heming.

"Canada's Fishmonger General," by Thomas M. Fraser. An article on a young Canadian who put Canadian fish on the diet of the British armies by a series of Barnum and Bailey advertising stunts.

"Bombing the Boche," by Lieut. J. Vernon Mackenzie. The second of the two articles that Mr. Mackenzie has written on the whirlwind campaign of raid reprisals which so frightened all Germany.

"The Transformation," by Frederic S. Isham. Illustrated by Hanson Booth. The second instalment of this sparkling new serial.

"Man and Wife," by C. W. Stephens. Illustrated by R. M. Brinkerhoff. The first instalment of a three part story of Canadian life by a new Canadian writer—a delightful love story with a background of business intrigue.

The Review of Reviews

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Could German Fleet Have Been Destroyed?
The Secret Plans of the Allied Command.
Too Much Wilson.
Is the ex-Kaiser Haunted?
Next Government Will be Labor.
New Life of Deposed Princess.
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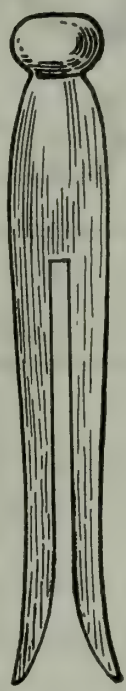
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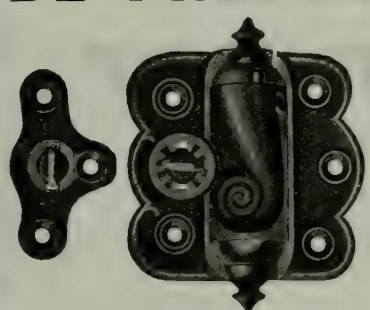
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HARDWARE AND METAL

CANADA'S NATIONAL HARDWARE WEEKLY

Vol. XXX TORONTO, APRIL 12, 1919 No. 15

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Canada's National Hardware Weekly

HARDWARE AND METAL

Published Every Saturday Since 1888

Vol. XXX. TORONTO, APRIL 12, 1919 No. 15

Many New Bills Affect Retailers

Legislation Now Under Consideration at Ottawa Will Have Important Bearing on Merchandising in All Its Branches—Aim is to Make For Better Conditions in Business Generally

By T. M. FRASER, Ottawa Representative of the MacLean Publications.

EVERY year a large amount of legislation, or proposed legislation, comes before Parliament or its committee, of more or less importance to the retail trade, and this year is no excception to the rule. E. M. Trowern, the Dominion Secretary of the Retail Merchants' Association, always keep a watchful eye upon the bills going through Parliament, and usually has a number to steer through himself; and whether he is promoting legislation or preventing it, it is all with the idea of forwarding the interests of the retailers.

HARDWARE AND METAL, in its issue of March 22, gave an account of the meeting of the Dominion Executive of the retailers, and referred to several matters which is was proposed that the Government should deal with in one way or another. In the issue of March 29, a full account was given of the proposed Bankruptcy Act, now before a committee of the House.

Legislation Needed

The following is the full agenda prepared to lay before the members of the Commons and Senate, as subjects requiring legislation: Bankruptcy Act; Requiring Merchants to Keep Books; Sale of Articles Left for Repair; Amendments to the False Advertising Act; Carrying of Parcels and Catalogs by Mail; Fire Insurance Act; Weights and Measures; Price Maintenance Legislation; Fixing of weight of contents of Cereal Packages; Adulteration Act; Inland Trade Commission; Government Employees to Come under Garnishee Act; War Stamps on Patent Medicines; War Profit Tax on Luxuries; Purchasing of Goods on Sabbath; Daylight Saving; Customs Confiscating Automobiles; Co-operative Societies.

Now Being Considered

A detailed account of the Bankruptcy Act was given in HARDWARE AND METAL in the issue of March 29. A number of other items enumerated hve been dealt with in one form or another. The requiring of merchants to keep books, amendments to the False Advertising Act, and Price Maintenance are now all before the Department of Justice for consideration. The sale of articles left for repairs has been dropped for the present. The carrying of parcels and catalogs by mail is being dealt with by a special committee. The Adulteration Act is before the Cabinet. Nothing will be done on the Inland Trade Commission this year. A bill will be introduced to deal with the matter of the weight on contents of cereal packages; and it may be noted that the weight of contents of salmon and lobsters and other canned goods has been discussed before the House at some length and legislation regarding it will likely be introduced.

Matters of Policy

There are several matters, such as co-operative societies and the confiscation of automobiles carrying liquor, which are a matter of policy and cannot be dealt with by legislation, but strong representation regarding them has been made to the Government and some action will likely be taken.

The Senate has now before it a bill entitled an Act to Amend the Criminal Code, respecting prevention of fire. This provides that everyone is guilty of an indictable offence who negligently causes fire resulting in the loss of life or property, or who refuses to make alterations, remove materials or supply apparatus when ordered to do so by the proper authorities.

A bill now before the House deals with the weight of contents of canned goods, referred to above. It provides that there shall be four sizes of cans for lobsters, containing not less than three, six, nine or twelve ounces avoirdupois respectively of dry lobster meat. No other size of can shall be used for lobsters without permission of the Minister. Such permission shall state the minimum amount of dry lobster meat packed in each size of can so authorized.

The Minister of Trade and Commerce has a resolution before the Committee of the House to amend the Fertilizers Act in several respects. The phosphoric acid contents in the guaranteed analysis of a fertilizer must be plainly stated in connection with each package sold. The vendor must affix stamps to the value of one cent for the value of each one hundred pounds sold, with other provisions regarding analysis.

A very lengthy bill regarding Canadian copyright is also before the Senate, and is being both urged and opposed by rival interests.

Dr. Sheard, M.P., has introduced a bill to incorporate the Wholesale Grocers' Association, which is now before the Committee.

One of the most important matters of legislation to the retailer is that dealing with the war tax stamp duty on patent medicines and articles in bottles and packages, on which an article by Mr. E. M. Trowern will be found on page 46.

Pressing Problems

The Government has got some other problems on its hands that are pressing for settlement, and on which action is being taken. There is the demand of the postal employees for new wages, and various threats as to what is going to happen if this is not attended to immediately. This is a problem that involves the whole commercial world, and those who had a taste of the delays that followed the trouble in Toronto last year when the men went out learned just how much inconvenience and loss it meant. In Montreal 1,200 employees of the Montreal Light, Heat and Power Co., Ltd., are on strike. It is understood that the main points at issue are the refusal of the company to recognize the union and wage differences. The settlement of this trouble is perhaps more important than appears on the surface owing to the number of firms dependent upon the power company for power.

Express Men, Too

In addition to these troubles the Canadian Express Employees have refused the award of the Labor Board and are expected to walk out. Some twelve hundred men are affected, and this may prove a more or less serious handicap at a season when business is increasing and express shipments growing larger from day to day, just before the Easter season. The recommendations of the Labor Board, although granting some concessions and increasing pay schedules, were not acceptable to the men.

Urges Direct Collection of Stamp Tax

Secretary of Dominion Executive Council and Dominion Board of Retail Merchants' Association of Canada Discusses Situation in Regard to War Tax Stamp Duty

By E. M. TROWERN

EVERY loyal citizen in Canada recognizes that the enormous cost of the war must be met, and that everyone should do his share in helping to pay it. The main feature that should be carefully watched is to see that whatever system is adopted it should rest equitably upon all alike, and that the cost of collecting it should be the lowest possible amount. There should also be some uniformity in the plan of collection. Any system that is adopted and that proves to be cumbersome and expensive on one article must also prove to be cumbersome and expensive on all other articles. The important thing, therefore, in all systems of taxation is to be able to collect it in the simplest and least expensive way, and arrange it so that it will rest equitably upon all.

Lose Its Force

The argument that is sometimes used, that it is essential that every purchaser should know the exact amount of tax he is paying to the Government or to the municipality, and that those who sell goods should be able to point out to customer just what that tax is, would soon lose its force if it were deemed necessary to also state to the customer the value of the labor, the value of the material, and the cost of shipping or handling the said article, and if it is necessary to know the amount in one case why not in all cases and on all articles? All these items could be figured out if it was absolutely necessary that they should be done, but why burden any system of taxation with a lot of unnecessary statistical and collection costs?

The chief question that the average intelligent Canadian is concerned about is the following: "What percentage of the tax that is paid by me is going to pay the debt for which the tax was imposed, and what percentage is going to the tax collectors and other Government officials for collecting it?"

Means Big Loss

In the case of the tax on patent medicines and on articles in bottles and packages, where the tax is paid by retail merchants buying war tax stamps and placing them upon the packages, according to the selling price of the article, we are informed on reliable authority that sixty-two and two-thirds per cent. of this tax goes to Government officials for collecting it, and that the Government only receives thirty-seven and one-third as its share. As business men, we consider that this is by no means a satisfactory system of taxation and we are sure that no business house would tolerate any such expensive and extravagant a system as this one.

Cost of Collection

The full cost of collection, however, is not included in the sixty-two and two-thirds per cent. as reported by the Government. There is the further cost to the retail merchant of purchasing the stamps and placing them upon each article, and collecting the same from the customer. This is all additional to the sixty-two and two-thirds per cent., the only difference being that the retail merchant does an enormous amount of work and he receives nothing whatsoever for his services. If by any chance a stamp falls off the package, or the retail merchant or his clerk neglects to attach it, and a Government Inspector happens to enter his store, the retail merchant is summoned to the Police Court, and the usual fine is fifty dollars and costs. This is the reward that the retail merchant receives if he faithfully applies the stamp to one thousand bottles or packages and neglects to put a one-cent stamp on one article. The retail merchant, therefore, does all the work in buying the stamps and collecting the revenue, and receives no reward, only the risk of being fined in the Police Court if he or his clerk makes one miss in a thousand times.

Gets Part of Fine

On the other hand, the Government Inspector, in addition to receiving his salary and expenses for travelling all over the country and spying on the retail merchants, receives a portion of the fine, and a great many complaints have been made to our office stating that the Police Magistrate invariably takes the word of the Inspector against the word of the retail merchant, and they think that where there are no witnesses, and the possibility of the stamp being removed by anyone so inclined, and who was working in league with an Inspector in order to secure a portion of the fine, that in every case the Police Magistrates should demand evidence to show that the stamp was not affixed at the time of the sale.

His Wife Helped

In one case which has recently been before the courts, one of the Government Inspectors engaged his wife to assist him in securing convictions. The plan was to send his wife into the store and ask for some preparation and state that she was in a great hurry so as to throw the retail merchant off his guard, and after purchasing the preparation she would hasten out of the shop and join her husband who was waiting outside to hurriedly drive her away.

Other cases have been before the courts where it was shown that poor widows whose stock in trade did not amount to more than three or four hundred dollars, have been fined as high as fifty dollars and costs, and the fine had to be paid by their friends as they were unable to do so themselves.

These facts are presented to show that the system is absolutely wrong in principle as well as in practice, and it should be changed at once, otherwise the entire commercial community will be aroused from one end of Canada to the other.

Collect Direct

In our opinion, if it is necessary that taxation of this character should be collected to pay war expenditure, it should be collected direct from the manufacturers, and the importers, and passed along to the retailers and to the consumers. This plan would simplify the cost of collection and place more money by far in the hands of the Government than it is now receiving, and it would remove the objectionable feature of summoning respectable, law-abiding citizens before Police Magistrates.

As stated before, the name that is given to any system of taxation is of very little consequence to the average business man. What is chiefly required is the most direct and cheapest way of collecting it, regardless of traditions and political opinions, and it must be evident to the most simple mind that the cheapest and most effective way to collect this tax is to collect it from the fountain head, which is the manufacturer, and the wholesale importer. It is our intention to impress the importance of this matter upon the public mind until we secure a remedy.

ENGLAND WITHDRAWS PIG IRON SUBSIDIES

The British Ministry of Munitions has given notice whereby certain existing subsidies payable on cold-blast pig iron are withdrawn. An advance of 11c per ton in the maximum price is authorized. This advance, added to the increase of 15s., effective January 1st, will raise the maximum price for home sales to £10 8s. 6d. per ton f.o.b. maker's works. The export prices remains unchanged at £11 12s. 6d., but the export drawback will be reduced by amount of increase in home price.

Making Local Paper Help Sell Paint

Hardware Dealers Can Arouse a Lot of Interest and Civic Pride by Enlisting Help of Press—How Fort William Daily Paper is Getting Behind a Clean-Up Campaign

HARDWARE dealers all over Canada can do a lot to increase sales of paint in the next few weeks if they will secure the co-operation not only of the local papers but of the authorities and all citizens who are interested in improving the general surroundings from the standpoint of beauty and cleanliness. The press is one of the most effective means of reaching the people at large and making a strong appeal to them. Already, as pointed out at different times in HARDWARE AND METAL, various editors have been hammering editorially at the need for cleaning up, using more paint, improving the general appearance of the town by brightening up and so on.

Co-operation Counts

The Daily Times-Journal, of Fort William, Ont., is not only standing behind the Dominion wide "paint up" campaign which is to be launched soon, but is inaugurating a campaign of its own, which is aimed to boost the use and sale of paint. The following letter received by the Times-Journal from Assessment Commissioner R. Dagger, was not only printed in a prominent place in the paper, but copies were mailed to every hardware dealer, painter, plumber and contractor in the town.

The letter reads:

What the City Assessor Says: No Extra Taxes Because You Paint Up

February 28th, 1919.

The Daily Times-Journal,
Fort William, Ont.
Attention of D. Smith, Esq.,
Manager.

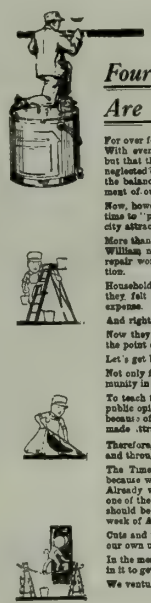
Dear Sir:—

I beg to acknowledge you letter of the 27th inst., and in reply would say there is absolutely no truth in the assertion that should owners "paint up" their properties the assessed values are increased with a consequent increase in taxes.

I would go even further and assure you that in compiling our assessments, the basis of valuation is in no way affected by the appearance of the buildings, and should owners beautify the surroundings of their premises it should not be taken as evidence that their taxes will be increased accordingly.

With reference to your campaign advocating the painting and beautifying of the buildings and surroundings of the various preperties throughout the city during the coming spring, I am certainly in sympathy with your object and trust the movement will be widespread and result in making the properties more attractive from a spectacular point of view.

Yours truly,
R. DAGGER,
Assessment Commissioner.



Four Year's Work to be Done—Are You Ready?

For over four years the ordinary trend of affairs has been disturbed. With everyone's attention rivited on the war, who could expect but that the outside appearance of the home and the shop would be neglected? Who had the heart, while the nation's future was in the balance, to devote any attention to the decorating or improvement of our residences and stores?

Now, however, with the war over and our boys coming home, is the time to "put on our glad rags" and with brush and broom make the city attractive and beautiful.

More than half the homes, business houses, outbuildings, etc., in Fort William need a coat of paint, some important and long neglected repair work requiring lumber, shingles, plumbing, interior decoration.

Householders have been delaying this work during the war because they felt it was their duty to avoid every item of unnecessary expense.

And rightly so.

Now they're going to spruce up. All they need is to be stirred to the point of decision and action.

Let's get busy from a community standpoint.

Not only for your own advantage but for the advantage of the community in which you do business.

To teach the eyes of the public to see the need of the work in hand public opinion must be aroused to demand that structures unsightly because of being unpainted, unsanitary, tumbled down, etc., shall be made attractive and fit to live in.

Therefore, a vigorous and persistent campaign through the press and through your advertising is necessary.

The Times-Journal is ready to get behind you in this campaign because we believe it is in the interests of the community to do so. Already we are planning a big Spring Clean-up, Paint-up edition, one of the best of its kind ever published here. We fancy this edition should be issued about three weeks earlier than last year—say the week of April 28 to May 4th.

Cuts and illustrations are now being made for this edition, both for our own use and for the use of our advertisers.

In the meantime we pass the word along to you that there's business in it to get busy now and work up to the final climax.

We venture to predict we'll get your full co-operation.

Yours respectfully,

The Times-Journal

This letter was sent out to arouse interest in the coming "Clean Up, Paint Up" Campaign.

Some sales argument this for painters, hardware men, etc., when talking "Paint-up" to customers—Adv. Manager.

Followed it Up

Naturally this letter got a lot of people talking and created considerable interest in the "paint up" campaign. In order to maintain this and not give anyone a chance to forget, the following circular has been sent out to hardware men and others interested in both Fort William and Port Arthur.

The climax in this campaign will come with the big special edition which is now being prepared, and it is stated that there is every prospect that new sales records will be made in paint sales.

The letter reads:

Four Years Work To Be Done; Are You Ready?

For over four years the ordinary trend of affairs has been disturbed. With everyone's attention riveted on the war who could expect but that the outside appearance of the home and the shop would be neglected? Who had the heart while the nation's future was in the balance, to devote any attention to the decorating or improvement of our residences or stores?

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And rightly so!

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Not only for your own advantage but for the advantage of the community in which you do your business.

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We venture to predict we'll get your full co-operation.

Yours respectfully,
The Times-Journal.

MAY SPEND $6,000,000

At least $6,000,000 will be expended, it is stated, by the General Motors Corporation in construction work already commenced, on their 38 acre site at Walkerville, purchased some months ago.

This announcement follows that made by W. C. Durant, of Detroit, president of the G. M. C., of an extension program involving a total expenditure approximating $37,398,000.

For several weeks men have been engaged in tearing down the old buildings on the site located on the Walker Road, preparatory to the commencement of building operations on the new factory.

Outlook Good in Bicycle Business

Steady Demand Reported in All Parts of Dominion, With Heavier Sales Than Usual On at Coast Point—How Some Dealers Are Going After the Trade

BICYCLE manufacturers report that business is excellent this spring with prospects for a steady volume of orders. From all parts of the Dominion they say orders have been coming in steadily with larger orders than usual from both the Atlantic and Pacific coast. The larger business on the coast points is directly traceable, it is stated, to the activity in shipbuilding. Thousands of men are employed in the various shipyards and as many of them have fair distances to go, and transportation facilities are not always of the best, they are solving their problem by riding to and from work on bicycles.

Another Factor

"There is another factor in the bicycle situation this season," said sales manager B. B. Halladay, of the Canada Cycle & Motor Co., Ltd., to HARDWARE AND METAL, "that is that there is no English competition. The British manufacturers are having such a hard time in getting raw materials that they are unable to keep up with the demands of their home trade and have nothing to export. As a result of this situation we have had inquiries from both England and Italy, and some business has already been placed. This will, we expect, be followed by further orders shortly. As far as export business is concerned, we are expecting to secure a share of the trade."

Going to Australia

Mr. Halladay leaves about the middle of April for Australia and New Zealand. He will spend the summer getting in touch with the wholesale bicycle dealers there and expects to return to Canada early in September.

"As far as prices are concerned," he stated to HARDWARE AND METAL. "I do not see any likelihood of any reduction being made. Wages are high and there is every indication that they will continue so. That is the big factor in the cost of production. Higher prices have not affected sales either last season or this year so far, and I do not think that they will."

Outlook is Good

"The outlook for business is good. There is a noticeable revival in the demand for bicycles and indications are that it will grow. People are finding that bicycle riding is one of the healthiest out of door forms of exercise they can take. The dealers who are going after the business are getting it, and the orders from all parts of the Dominion indicate that there is a steady demand."

Bicycle week will be observed for the fourth season in Canada this year from May 3 to 10, and already many of the dealers are busy with plans for taking advantage of it.

Let People Know

Selling bicycles is very much like selling any other line of goods. The man who has the stock and who lets the people know that he has it gets the big share of the business. Many hardware dealers in all parts of the Dominion have been winning a big share of the bicycle business in their towns and districts and reports received from various sources indicate that they are right on the job this season, and are going after the trade by their usual aggressive methods. Good window displays, an attractive showing of bicycles in the store and advertising copy that is well arranged and full of bicycle sales "pep" are some of the effective methods that are being used.

Various Plans Used

Various plans figured out according to the needs of their location are used by different dealers to increase their sales. For instance a Western Ontario dealer who goes after the factory trade, makes a point of keeping in the closest possible touch with the workers.

"Every factory," he stated to HARDWARE AND METAL, "contains a lot of good prospects. These are not only among the workers but in the offices and even among the women. Many of the men who have two or three miles or more to come to work cannot walk and they get absolutely tired of waiting for street cars and of riding in them when they are so overcrowded as they always are at certain hours."

Arranges the Terms

"With many of these prospects it is very often a matter of arranging terms. Many of them who would not think of paying $50 or $75 down will gladly pay $25 and then so much per week. We are glad to accommodate these people and have got a lot of good business by doing it. The percentage of losses has been so small as to be almost negligible, and has been more than balanced by the other sales they have brought in. Very often a satisfied customer will do enough talking voluntarily among his friends to bring in half a dozen other sales. Of course these will not come all at once but we get them, and when you get a lot of "boosters" of this kind it costs nothing and means many good sales."

Uses the Windows

This dealer makes the most use of his windows. His store is centrally located but on a side street, about 150 feet from one of the main thoroughfares. His windows not only contain bicycles but also advertising matter sent out by the manufacturers whose lines he handles. He so arranges this among the bicycles that it makes an attractive and striking showing. Prices are marked in large figures and generally large show cards direct attention to some particular features or to some comment on the benefits to be derived by owning or riding a bicycle.

This dealer is a consistent advertiser and his copy is not only well arranged but is freely illustrated.

An Excellent Chance

There are any number of towns in which there is no street car service and in which are located factories. Towns like this offer a splendid opportunity for the aggressive dealer.

One dealer keeps a list of prospects based first among the factory workers, second among business men, boys and girls, clerical workers, teachers, and last but not least among the clergymen. He has sold many bicycles to those who work in the half dozen factories in his town. Many of these are men who have to come anywhere from a mile to a mile and a half, and live on the edge of the town, where they can have good large garden plots. Many of the teachers became buyers when he explained to them the combined advantages of getting to and from their homes quickly and at the same time getting exercise which most of them needed badly.

Helped His Sales

He used these parties especially to encourage a love of bicycle riding among the boys and girls, playing up the exercise and health building side of the matter. In several of the schools bicycle races have become a feature of the annual sports and the dealer keeps in close touch with this event by being always named as a starter or judge and by donating one or two small prizes.

A hardware dealer whose store is located in a city has built up a good business in bicycles by going after the trade of collectors, telegraph and messenger boys, policemen, and a number of men and boys who work at nights. He frequently sells wheels also to inspectors and metermen who have many calls to make constantly and whose work takes them to all parts of the city.

DISCUSS EXPORT TRADE

Ottawa—The hardware dealers and millers are both represented here this week by large delegations coming to discuss the matter of export trade with the Trade Commissioners, preparatory to sending representatives abroad to join the two hundred or more Canadian trade hustlers who are now over there. With the opening of the St. Lawrence shipping conditions will be improved, and the chances of export trade better.

Business Men Direct Housing Plans

Administrative Commission of City Recognize Ability of Practical Men to Direct the $5,000,000 Housing Scheme—Would Probably Serve Without Remuneration —Interested Delegation Waits Upon City Fathers

MONTREAL'S share of the Federal grant to erect homes for the working man is five million dollars. This amount is to be handed over to the civic administration by the Quebec Government, and it is therefore necessary to appoint a special committee that the work may be directed in an efficient and acceptable manner. The need of housing being pressing, and the building season approaching rapidly the thinking men of Montreal are already interesting themselves in the new proposal.

Business Men to Act

Chairman Decary had invited a representative committee to confer with him on this matter. This was done that the ideas of others might be secured and that the plans tentatively held by the Civic Commission might be placed before these citizens from various business interests within the city. Members of the Board of Trade were present, from the Chambre de Commerce, Builders' Association, City Improvement League, Fabian Society, and the Trades and Labor Council. Some fifty or more attended.

Several of the speakers at the preliminary meeting advocated the appointment of business men to direct the work of expending this money in erecting homes for the "low-salaried" men. Among those advocating the selection of such men were U. H. Dandurand and Commissioner Ross. The plan was generally accepted with favor, and when the selection of a proposed committee of five is made from among the nominees sent in by the various organizations, it is expected that the personnel of the committee will have been composed of well-known business men of the city. These men, when appointed, will probably serve without pay, excepting one member, the manager, and who would be under the direction, with his committee, of the Civic Commission.

Plans Far-reaching

With a large and growing industrial population, the suggested scheme in Montreal will be a big thing. With houses scarce and rents high the man with a family who wants a house can, it is expected, secure the necessary funds with which to erect his house at a favorable rate of interest, and under a 20-payment plan that should be agreeable and possible for the worker to carry out.

The details of the scheme will necessarily have to be worked out. The idea brought out at the first meeting was that of minimizing the "red tape" so to speak, and the desire will be that of making the plans so simplified that the owner-to-be will have little technicality to understand. Where he has plans of his own that he wishes carried out, it is suggested that these will be followed as nearly as possible. Where he has none, the committee would have various suggestions that he might adopt. Their supervision would ensure his securing a fair deal, and a suitable house of the maximum value, at the minimum of cost. The large appropriation is expected to go far in providing an army of men with good homes.

R. H. McKay has purchased the interests of Messrs. F. W. Wright and J. W. Sutherland, New Glasgow, N.S., and J. H. Winfield, Halifax, in the Canada Tool and Specialty Co., Limited, and is now the sole owner of this property. The Canada Tool plant and the Gas Engine plant of Messrs. Murray & Frazer, it is stated, may shortly be amalgamated in a new company, with Mr. McKay as manager.

Current Events in Photograph



THE WATCH ON THE RHINE

The photo shows the famous Hohenzollern Bridge, over which the Canadians, with other Allied troops, crossed the Rhine and took up positions on German territory. One of the Rhine motor launch patrols is also shown. Both the bridge and the river are closely watched and guarded by the Allies.

Uses Bulletin to Boost Business

D. K. Clarke, of Hamilton, Sends Out Four-Page Monthly Sheet—Guarantee of Quality is Better Sales Point Than Offering Goods at a Low Price

THE hardware store of D. K. Clarke is located in the outskirts of Hamilton. On account of this he found that he did not get the results he desired from newspaper advertising. This does not mean that he does not believe in advertising, as he does thoroughly. In order to gain the results he wanted he instituted a four-page bulletin which he sees are distributed in the districts he desires to reach. The results have been most satisfactory in every ways, he says. Mr. Clarke backs his bulletin advertising by attractive window displays in which he uses lots of price tickets and explanatory cards. He also gains publicity through competitions for the children in his territory. Another plan that has also produced good results is to have large signs placed at prominent corners in his territory directing prospective buyers to Clarke's hardware store.

Eight Years Ago

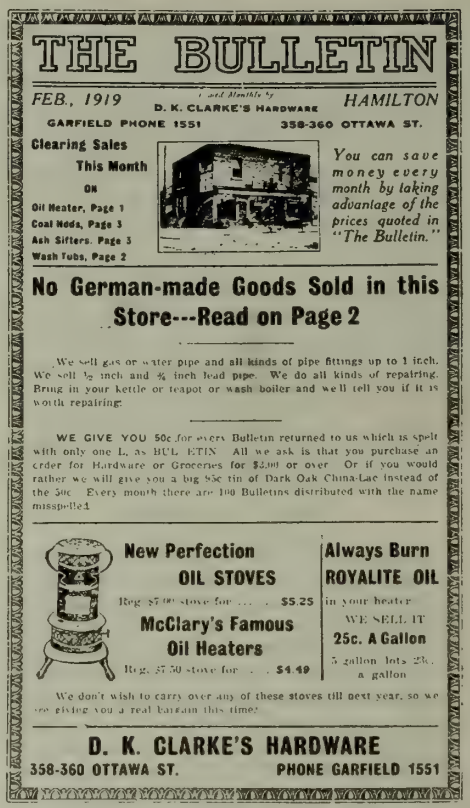
Mr. Clarke says that customers fully the hardware business for many years as a result of experience he gained while teacher of manual training in Woodstock College. When he left the college in 1911 he came to Hamilton with his son and purchased a grocery and meat business. In the store also was a stock of hardware valued at about $200. Mr. Clarke centred his efforts on building up the hardware, and as a result, a great deal of the grocery and meat stock have been displaced. The business has grown steadily, he says, because he has tried to make the most careful study of the needs of the community and to select a stock of good quality to meet those needs.

Could Help Customers

"The experience I gained as a manual training teacher enabled me to give people a good deal of valuable advice," said Mr. Clarke to HARDWARE AND METAL. "I found that they appreciated it and kept coming to the store for any goods they required, or to ask about work they were planning. By finding out what the people want and stocking accordingly, I have eliminated to a large extent the carrying of dead stock. This means a more rapid turnover and consequently more profits. To be able to back every article that goes out of the store with an absolute guarantee has also been a big help in increasing business. I have found that this frequently means a whole lot more to buyers than being able to offer them something that is cheap."

Service Counts

Mr. Clarke says that customers fully appreciate a dealer who is willing to go to a little trouble once in a while to give them real service. His son, D. A. Clarke, who is with him in the business, took a correspondence school course in plumbing. This has resulted in a good deal of business being secured for the store in connection with this department. A line of pipe fittings which are calculated to meet all the requirements of the average householder for doing gas fitting or heating jobs around the house are carried. The firm does all kinds of repairing and soldering and will cut and thread pipe. A feature of the service Mr. Clarke renders to his customers is prompt delivery by motor. In case a customer asks for an article which is not carried in stock, Mr. Clarke allows him a discount of ten per cent. from the regular retail price if he is willing to wait until the goods can be procured.



THE BULLETIN

FEB., 1919 — D. K. CLARKE'S HARDWARE — HAMILTON

GARFIELD PHONE 1551 — 358-360 OTTAWA ST.

Clearing Sales This Month ON

Oil Heater, Page 1
Coal Hods, Page 3
Ash Sifters, Page 3
Wash Tubs, Page 2

You can save money every month by taking advantage of the prices quoted in "The Bulletin."

No German-made Goods Sold in this Store---Read on Page 2

We sell gas or water pipe and all kinds of pipe fittings up to 1 inch. We sell ½ inch and ¾ inch lead pipe. We do all kinds of repairing. Bring in your kettle or teapot or wash boiler and we'll tell you if it is worth repairing.

WE GIVE YOU 50c for every Bulletin returned to us which is spelt with only one L, as BUL ETIN. All we ask is that you purchase an order for Hardware or Groceries for $2.00 or over. Or if you would rather we will give you a big 85c tin of Dark Oak China-Lac instead of the 50c. Every month there are 100 Bulletins distributed with the name misspelled.

New Perfection OIL STOVES
Reg. $7.00 stove for . . . $5.25
McClary's Famous Oil Heaters
Reg. $7.50 stove for . . . $4.49

Always Burn ROYALITE OIL
in your heater
WE SELL IT
25c. A Gallon
5 gallon lots 23c. a gallon

We don't wish to carry over any of these stoves till next year, so we are giving you a real bargain this time.

D. K. CLARKE'S HARDWARE
358-360 OTTAWA ST. — PHONE GARFIELD 1551

Page 4 — Got it at D. K. CLARKE'S Hardware, 358-360 Ottawa St.

Wash Tubs
Made of heavy galvanized iron.
The best quality tub you can buy
Large size, worth $2.10, for $1.89
Medium size worth $1.85, for $1.49

Brown Betty Teapots
These are the real brown earthenware teapots, the kind that always make the best tea. We have 3 sizes and they are about half the regular price
14c 19c 24c
See them in our windows

NO GERMAN MADE GOODS SOLD IN THIS STORE

We mean it. CLARKE'S HARDWARE will never place German goods for sale in their store.

If every merchant adopted that rule home industry would flourish and German goods would be kept where they belong.

Every loyal Canadian should demand a guarantee that any article he buys is NOT GERMAN MADE, then he would be doing a patriotic duty and at the same time would be benefitting himself.

EVERY LOYAL CANADIAN SHOULD PATRONIZE THE STORES THAT ARE RUN BY CANADIANS THAT WILL NOT SELL GERMAN MADE GOODS.

Would you buy goods at any price, made by Germans on whose hands is the blood of Belgium and of thousands of brave Canadian and British soldiers?

Germany will try by every underhand scheme she can invent to make the world buy her goods.

And you may be sure German goods won't have "Made in Germany" on them.

Germany will sell through neutral countries and the best way to assure yourself that you do not buy German goods is to demand goods "Made in Canada" or in England or in the U. S. A., etc.

Germany will undersell her competitors. She will sell goods at less than cost to get business. GERMAN WORKMEN WILL WORK FOR WAGES THAT NO ENGLISHMAN OR CANADIAN WOULD OR SHOULD WORK FOR.

When a Canadian buys goods that are not made in Canada he lessens his country's prosperity a little. If thousands of Canadians are not particular and buy foreign made goods they impair Canada's prosperity very much.

Two-thirds of the money spent in stores is spent by women. Every loyal woman should give "Made in Canada" goods the preference, and every loyal woman should patronize the stores that try to stock "Made in Canada" merchandise.

Curtain Poles
This is a new line for us. The poles are made of nice pine, 8 feet long, and well finished.
Price 35c each
The poles are not stained, you can stain them any color you like. Stain and brush costs 25c.

Household Scoops
Something every housekeeper needs. They are a very handy size and are just what you need for handling your flour, tea, sugar, etc.
See them in our window.
8c, or 2 for 15c

The illustrations show two of the pages of D. K. Clarkes monthly bulletin. Note the illustrations, general arrangement and statement of prices.

Keeps It Lively

In connection with the bulletins he sends out, Mr. Clarke aims to keep them interesting and lively. To do this he does not devote the entire space to advertising his own goods. Such comment as this is interjected:

"German-made goods put a merchant in a difficult position unless the public back him up. Suppose a Canadian article is made to sell at $1, that $1 represents a fair wage to a Canadian workman and a fair profit to the merchant. A German-made article similar to the Canadian one, only perhaps it is made in Holland or some other neighboring country to Germany, is brought over to Canada and offered for sale to the trade by a pro-German jobber or one who doesn't care. The retail merchant can buy it for perhaps one-third less than the Canadian article. If he is loyal he refuses to handle it. Then some other merchant who isn't so particular buys it and advertises it cheap. In this way the loyal merchant will lose business because he is loyal, unless the public back him up and refuse to buy goods at any price till they know where they are made.

"Let's all pull together. Encourage 'Made in Canada.' Buy the products that come from Canadian factories. Keep our own shop wheels turning. Tell Germany to go to the devil, where she belongs, and take her German-made products with her."

Uses Illustrations

The bulletins are freely illustrated and the cuts that are used are all good, clear electros. The price is given in larger figures than the other matter. Giving the price both in his advertising matter and in his window displays is a feature that Mr. Clarke says pays well. To his window displays he says he can trace many good sales and he arranges new displays regularly.

Different Cards for Each Season

Montreal Firm Aims to Make Changes so Noticeable It Will Be Striking — Directions For Writing Some Attractive Show Cards For Your Own Windows

Written for Hardware and Metal by ROBERT T. D. EDWARDS

MANY firms throughout the Dominion have excellent systems for show-carding their stores. Some of these systems are based on one principle and some on another. Some from an economic point of view, others from a uniformity standpoint. Others use their cards as for the decorative effect to their store. Many have all three principles embodied in their show-carding scheme, but you will find that all systems worked out are subject to local conditions, both from the kind of trade catered to and the various systems necessary to secure business in the various localities.

These various systems are interesting indeed, especially to those who use this form of advertising.

There is a store in the City of Montreal where the system for placing show cards on merchandise is worth while knowing. It has a somewhat different method to that usually used by the departmental store.

The principle of this firm's system is to change its cards often; to give the public a complete set of show cards to look at least every season of the year and to make the change so striking that it will be quite noticeable. For instance, they may use a white card for the winter months and as soon as the spring season comes they in all probability will change to a light green, and then from green to some other noticeable color for the summer. They change their cards for the various seasons and they find it puts a lot of life into their inside advertising.

SUGGESTIONS FOR SHOW CARDS

Give Your Wife A Surprise That She Will Appreciate, One of Our Electric Irons.

Our Washing Machines Are Real Labor Savers.

Keep Your Lawn In Good Shape. See Our Mowers, Garden Hose, Rakes and Sprinklers.

We Have Everything For Your Garden.

See Our Specials In Aluminumware.

Safety Razors That Will Give You Genuine Satisfaction.

There are a good many firms who do not believe in using highly colored cards for other than sale purposes, but this firm seemingly has had good results from this method and we pass it on for what it is worth to other firms.

Must Watch This

One thing that is most important in show-carding a store after this system is to see that only one color card is up at one time. It has been found that clerks very often follow the line of least resistance, and if yellow cards are in use and they have nothing but a green card in the department to meet the requirement they would use it rather than take the trouble to get a new one. It should be instilled into those in charge of the cards for each department to see that nothing but the one color card be used at one time.

Two Good Cards

Your attention is called to the two card reproductions on this page. The card referring to "good workmanship" will apply in the case of a display of wedding invitation cards, visiting cards, embossed correspondence papers, etc., a branch of trade which is not developed as it should be by some stationers. This half-tone is reproduced from a card done with white lettering on a brown mottled board card.

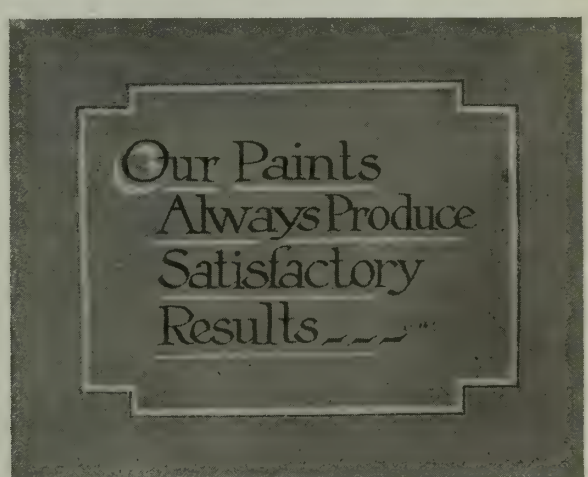
The other card is done on a medium dark mat board with a broad gold border design. The lettering is a modern Roman in black ink.

From a show card standpoint Montreal is a splendid city. The firms not only use show cards generously, but they use good ones. Many of the firms have excellent show-card writers. Their work is of an entirely different style to that of Toronto cardwriters, but it is clean-cut and many good ideas may be gleaned from the cards.

Their brush stroke work is exceptionally well executed. This is a very important factor in the work of any cardwriter.



A scroll card such as shown in the above illustration can be treated in many different ways and the taste of the writer may produce effects which are not only striking, but very attractive. There is practically no end to the number of combinations that may be obtained.



Here is another style of show card that lends itself very readily to obtaining a distinctive and very satisfactory effect. It is one that is easily made and the lettering with the underlines stands out in a manner that carries its message to hte prospective customer effectively.

EDITORIAL COMMENT

GET THE PRESS TO HELP

ON another page of HARDWARE AND METAL will be found an account of how the daily newspaper in an Ontario city is getting behind the "Paint-Up—Clean-Up Campaign." There is a lesson here for hardware men, not only in the cities, but in the towns as well, to go after and secure the co-operation of the daily press in this work. There is a good deal of common ground in this matter on which the merchants and editors can work, and it is a pretty safe general statement to make in saying that if properly approached the editors will be ready and willing to do their share. Not a few editors have already started in a small way to urge citizens in general to clean up and take some civic pride in keeping their homes looking bright and clean. Others have been basing their appeal on the property-owners' duty to have things looking their best when the boys come back from overseas. Still others have gone after the question from the standpoint of business, pointing out that it was the duty of the house owner to protect his property against the ravages of the elements by the use of paint. The trouble with many of the editors is that they are so busy that they do not always have the time to write as long an editorial or article as they would like to. Others have not the facts at hand that many dealers in paint could give them in a few minutes. The editors are willing enough to co-operate in any way they can as a rule, but a few suggestions from the men handling paint on the best ways to present the case to the public, backed by a few facts that will drive the points home, would help a lot. There is nothing like co-operation in any work of this kind in obtaining results. A combination which includes the dealers, citizens or authorities interested in any movements that make for better towns or cities, and the press is certain to produce results. There must be some driving force behind every accomplishment and as the paint dealers are perhaps more vitally interested in the matter than anybody else, it is up to them to take the initiative and start things moving.

THE HOUSING SCHEME

REQUEST after request for Government funds to help in relieving the shortage of dwellings is being received by J. A. Ellis, who is directing the work in Ontario. Nearly $5,000,000 has already been asked for by twelve of the smaller cities and towns and requests are now being prepared and will be presented within the next thirty days by fifteen others. Mr. Ellis expects that by June there will be at least fifty or sixty municipalities who will have their housing propositions well under way. General reports that come in from all parts of the country indicate that a large amount of construction work is under way and that more is constantly developing in spite of the high prices of materials. In some sections a scarcity of brick and lumber has developed, which is retarding construction that would have gone forward. Hardware dealers report that business has only been fair in comparison with normal conditions, but that it shows as far as the building situation is concerned, a decided increase over similar periods in the past three years.

STEEL AND FOOD PRICES

STEEL men are at a loss to understand why it is that just when they made a reduction in their prices new records were made in many lines of foodstuffs. Discussing the situation with HARDWARE AND METAL, the representative of one steel firm declared that while the steel firms had taken the lead in an effort to stimulate business by making a cut in their prices, no efforts along a similar line are being made by those in other industries. He scored particularly those through whose hands the country's food supplies are handled and emphatically declared, that in his opinion, it was time that the Government took some action to make them bring down prices. Inquiries made by HARDWARE AND METAL indicate that every time the Government has had anything to do with regulating a commodity, the prices went up and went up quickly. The food situation, it seems, revolves entirely about the basis of supply and demand. In England, France and other countries there are millions of people who have been living on short rations for a long time, not because they did not have the money to buy, but because the ships required to take food to them were urgently required for transporting other supplies. Now, they are in the market for all the food supplies Canada can send them, and they are willing to pay practically any price at all to get the goods. Obviously, it will be impossible for wages to decline while living expenses are increasing and on labor costs depend to a very large extent

production costs and prices. The indications are that in many of the trades in the next few weeks workers will demand higher schedules of wages. This has been done in a number of instances already. The general result makes for an uncertainty of conditions that is not in the best interests of business. For instance, in some sections of the West, building trade which until recently showed considerable promise, is now stagnant as a result of the demands of carpenters and others. Just what will happen it is impossible to predict.

KEEP AN EYE ON THE HUN

DESPITE all her internal troubles, governmental and otherwise, Germany already is carefully preparing to seek a large share in the world's markets. That means in Canadian markets as well as the others. The plan may seem audacious, but it is not too bold for the Hun to undertake. Not that he will endeavor to do it openly. No one realizes more fully the storm that would follow or the dire results that would happen. The shrewd business leaders of the Hun appreciate perhaps more than anyone else in the world to-day that when peace is signed it will be the beginning of a new war for trade and commerce—and a war that is going to test Germany's business resources to the limit if she is to stand any chance of success. Reports already received from abroad show that industrial Germany is reaching out in every direction to try and strengthen her commercial organization for the coming struggle. One organization, the Company for Home and Foreign Undertakings of Hamburg, has a capital of $5,950,000, and is planning a series of broad measures for the revival of trade and the placing of German goods. No one has learned better than the German business man the value of accurate information concerning trade conditions in other countries and the opportunities for trade that may open up in foreign markets. Several special commissions have been organized and are studying foreign markets. Still another scheme of the Huns is the establishment in other countries of Boards of Trade, with all signs of the German end of the organization concealed. Data that is invaluable is transmitted quickly and accurately through this medium. The Hun knows that he will be watched as closely as the combined efforts of the Allies can watch him and that every effort will be made to limit his trade. It is up to him to find a way out to save his commercial existence, and one of the simplest ways and a way that naturally appeals to him is by cunning and subterfuge. In this he will find plenty of unscrupulous helpers in various parts, not only of Europe but perhaps right in Canada and the United States.

WHAT OTHER EDITORS SAY

ELEVEN sacks of catalogues from a Toronto mail-order house arrived at the local post office on Wednesday. As this house would not continue this policy unless it paid them, a very great deal of money from this locality must find its way to Toronto. Surely a great many people in this section have either forgotten, or never heard of Abraham Lincoln's famous remark in regard to supporting home industry. He said: "When you buy goods abroad, you get the goods, but the other fellows get the money; but if you buy at home you get both the money and the goods." This is absolutely correct. Your home merchant can give you just as good value for your money as the mail-order firm, if you treat him the same, and in addition to getting the goods, you, as a shareholder in your community, get the benefit of what the home merchant spends, and does, to make that community a better place to live, and consequently makes your property more valuable. How much does the mail-order house do in this way?—Wheatley *Journal.*

"I INTEND to build a home, or a store, or a factory—but I intend to wait till prices go down." Waiting for prices to go down can very easily be overdone. The man who waits too long may find that the parade has gone by leaving him all dressed up and no place to go. Prices in many lines are still too high—profits are still too large. But prices probably never will go back to the old level. They never should. Only a calamity would put them back there. Prices hereafter will have to support a higher wage scale than prevailed in 1914. Virtually everybody is agreed on that; some because they realize that it is fair and just and right; some because they realize that only by good wages can a Canadian worker support a family that will produce the kind of citizens Canada needs; and some because they fear that if the causes of discontent are left untouched, they may breed such dangerous radicalism as Europe is experiencing. Some prices are unduly high. Some wages are still being paid that probably cannot stay up where they are, but those who wait the return of pre-war prices will wait in vain, and if they wait too long it may prove costly to them. Presently there will be the psychological moment for jumping aboard the chariot of industrial activity and those who reap the dividends in years to come will be those who leap in time and not stand back waiting too long.—*The Echo,* Pincher Creek, Alberta.

IT may be said, then, that the daylight saving scheme would be all right and a good thing for the country if all could or would adopt the change of time. But if we are to be governed by the will of the majority, or even the interests of the majority, there will be and should be no change in the time observed in winter and summer.—Lucknow *Sentinel.*

THE loose threads of commercial activity cannot be picked up too quickly. The psychological factor is quite as large in business as it is in other phases of human affairs. The steel industry is learning that the period of readjustment of business to a normal basis cannot be accomplished immediately, but little doubt is entertained that all this will be achieved in good time. The decision to reduce steel prices to a level where commercial buying would be stimulated was not entirely unanimous, but the percentage of the trade that preferred to hold off from making the change was not large. The amount of business that has passed since the new scale came into effect has not been as large as was anticipated by some of the leaders of the steel industry. The readjustment of business must start at the bottom in the opinion of the steel men. The viewpoint of the buyer must be readjusted to the changed conditions, and he must forget pre-war costs when considering present values.—The *Globe,* Toronto.

EVENTS IN THE TRADE

Business Changes

Crysler, Ont.—J. A. Dupuis & Co., hardware, are discontinuing business.

Walkerton, Ont.—John Brown, of Elmwood, Ont., has purchased from J. H. Tolchard the hardware business which Mr. Tolchard recently bought from Paterson Bros.

Fire Losses

A loss of several hundred dollars was caused by a blaze in the store of the Orillia Hardware Co., Ltd., at Orillia, Ont.

Fire, which is supposed to have been started by lightning, started in a tank at the Canadian Oil Company's refinery at Petrolia, Ont., containing 600 barrels of paraffin distillate, and destroyed a great deal of the oil.

Personals

James A. Hossack, sales manager, Lufkin Rule Co., of Canada, Ltd., has left for Western Canada. Mr. Hossack intends to go through to the coast.

Frederick Sara, manufacturer's agent, Calgary, Alta., is spending some time in Ontario, calling on firms whom he represents in Western Canada.

D. J. Lamerieux, general manager of the Pratt & Letchworth Co., Brantford, Ont., manufacturers of malleable iron, has been appointed director of sales for the Canada Car and Foundry Co., Montreal, and vice-president of that and subsidiary companies. He is succeeded as manager of the plant at Brantford by R. J. Hopper.

Trade Notes

The Valleyfield Iron Works, of Montreal, has been dissolved.

The Acme Shear Co., of Bridgeport, Ct., have appointed A. J. McCrae, 23 Scott Street, Toronto, as their Canadian representative.

The Acme Waste Manufacturing Co., of Toronto, which recently built an extension to its plant is now occupying the new premises.

The Seaman-Kent Co., of Meaford, Ont., manufacturers of hardwood flooring, have moved their head office and sales department to Toronto.

The Armoroid Sales Co., 486 Yonge St., Toronto, has secured the distributing rights for Toronto and Manitoba for Armoroid puncture proof products.

The Pacific Roofing Co., Limited, of Vancouver, expect to commence operations within the next week and manufacture prepared roofing.

Arrangements have been completed by F. R. Hall, president of the Northwestern Chemical Company, Marietta, Ohio, by which the firm's products will be made in Montreal shortly.

J. A. Aitcheson, formerly with the Adamson Hardware Company, of Orangeville, Ont., has withdrawn his interest in the firm and has taken over an automobile agency for Elora and vicinity.

Donald F. Johnson, 486 Yonge St., Toronto, has secured the agency for the Dominion for Wedgerite piston rings, and for the Standex automatic lubricating system for Fords.

The Owl Metal Co., Limited, Winnipeg, have started the manufacture of soldering salts, liquid and paste. They are also preparing to put out, when their new plant is completed, copper, red brass, yellow brass and bronzes in ingots.

John Tait, one of the partners of Buchanan & Tait, Galt, Ont., has purchased the store occupied by that firm from Theron Buchanan, his partner. While Mr. Tait is owner of the property there will be no change in the business and Mr. Buchanan will continue as partner.

Frederic Sara, manufacturers' agent, Calgary, Alta., has added to his other lines the agency for Cannon Iron Foundries, Ltd., Deepfields, near Billston, Staffs, England, for their lines of hollowware, castings, enamelled bath supplies, fittings, etc. Mr. Sara has also secured the agency for Christopher Johnson & Co., Sheffield, England, on their lines of cutlery, etc.

Montreal News

Mr. Clark, of the Atlas Metal Co., Montreal, returned last week from a trip to England.

J. E. Beauchamp, manufacturers' representative, has removed to 321 Craig Street West, Montreal.

J. F. Walsh, of Toronto, general manager of the Canadian Manufacturers' Association, was in Montreal on Tuesday.

George C. Davis, general manager of Frothingham and Workman, Ltd., Montreal, returned on Wednesday from New York.

Ernest Bureau, representing Richardson and Bureau, Montreal, is this week calling on the Prince Edward Island trade.

The Montreal staff of the Canada Metal Company are visiting the head office at Toronto this week, Mr. Scott, manager, accompanying them.

Mr. Doolittle, of St. Marys Wood Specialty Co., Ltd., St. Marys, Ontario, was in Eastern territory last week, stopping at Montreal.

J. R. K. Bristol, of Toronto, and connected with the Customs tariff department of the Canadian Manufacturers' Association, visited Montreal during the week.

Quebec City Items

H. Doyle, of Wm. Doyle, Reg'd, is again at his desk after an absence through illness. Mr. Doyle passed through a critical attack of the influenza last fall and was again taken to the hospital a few weeks ago with another complaint, and an operation was necessary.

A window of considerable interest to steamboat men was dressed recently by the Brosseau Ship Hardware Co., St. Joseph Street. This contained ships lanterns, compasses, ships' logs and log lines, and a variety of other kindred goods. Various twines, waste, etc., were used in the base of the window, and the general effect was effectively interesting.

The Chinic Hardware Co. has been displaying various lines of builders' hardware to good advantage lately. This is the time to show the line, and Mr. Lachance, the manager, stated to HARDWARE AND METAL that he anticipated a very good season for these goods.

The Doyle Hardware Co., Reg'd, expects to make improvements in connection with their displays in the centre of the store. Certain fixtures will be removed and silent salesmen arranged to contain various seasonable lines. At present this firm is showing aluminum ware, tools, and builders' hardware in their windows.

Incorporations

Hyatt Steel Products, Limited, capital $300,000, will have its head office in Vancouver.

Electro Tin Products Limited, head office, Brantford, Ont., capital $300,000, plans to operate furnaces for smelting and reducing ores and minerals.

Oliver Lee, Limited, head office, Toronto, capital $50,000, plans to deal in dyes, glue, paints, varnishes, motor vehicles, toys, enamelled and plated ware.

The Stephenson Robillard Company, Limited, head office Montreal, capital, $25,000, plans to manufacture and deal in silverware, glassware, and fancy goods.

International Machinery and Supply Company, Limited, head office, Montreal, capital $100,000, plans to manufacture and deal in iron and steel goods and machinery.

Ayers Richer, Limited, head office Montreal, capital $25,000, pans to manufacture and deal in automobiles, motor trucks, tractors and launches.

Winnipeg Notes

Benjamin Thompson, Ogema, Sask., was in Winnipeg last week.

John Rose, manufacturers' agent, representing the Toledo Metal Wheel Co., St. Louis, as well as various other lines, is in the city during the week calling on the jobbing trade.

John J. Corbett, former credit manager Miller Morse Hardware Co., Winnipeg, but who is now located at St. Paul, was a visitor in Winnipeg last week. Mr. Corbett reports conditions in St. Paul as good with splendid business being done.

I. E. Ermentrout, secretary-treasurer of the Penn Hardware Co., Reading, Pa., one of the large builders' hardware manufacturers of the States, spent a few days in the city, looking over the prospects for the coming season's business, and reports that a banner year is expected in the south this year.

Want Duty Removed On Cement and Oils

Ottawa.—There has been another Government caucus, principally taken part in by the Western members who are still clamoring for tariff reduction, and do not mean to be put off. On Tuesday the Western ministers, Messrs. Calder, Crerar, Burrell and Meighen sat in with the low tariff men and heard what they had to say without saying very much themselves.

Harmony prevailed. It takes two to make dissension, and the ministers listened attentively to the representations made although they said they could not commit the rest of the Cabinet to the sympathy which they themselves entertained towards the sentiments expressed.

The proposals made regarding the tariff were along the line of those made at previous caucuses. The removal of the duty on cement and oils was asked for. A big cut was proposed in harness and leather goods. Small tractors are now on the free list, and it was asked that tractors of greater horse power up to 15-30 be also made free, and good deal of sentiment being expressed for the removal of duty from all tractors except the very largest ones, of which there are few used.

MAY REVISE DEMURRAGE RATE

The Canadian Manufacturers' Association will take up with the railways very shortly the question of putting demurrage rates back on the schedule that was in effect prior to the war. At the time the rates went into operation it was understood that the plan was to be only adopted temporarily in order to make sure that every possible car was handled as promptly as possible for war work. Now this exigency is past and the manufacturers believe that the old rate should be restored. The pre-war tariff was $1 per day. At the present time $1 is charged for the first day, $2 for the second day, $3 for the third day and $5 for each succeeding day.

TRADE COMMISSION TO GOVERN EXPORT LICENSES

All functions and powers relating to licenses for export of any commodity from Canada formerly vested in the War Trade Board and the Canada Food Board have been transferred by order-in-Council to the Canadian Trade Commission. Proclamations on trading with the enemy are still in force. The inclusion of a commodity in a restricted or prohibited list of imports does not necessarily preclude its export from Canada, but the consignees must obtain an import license from his own Government.

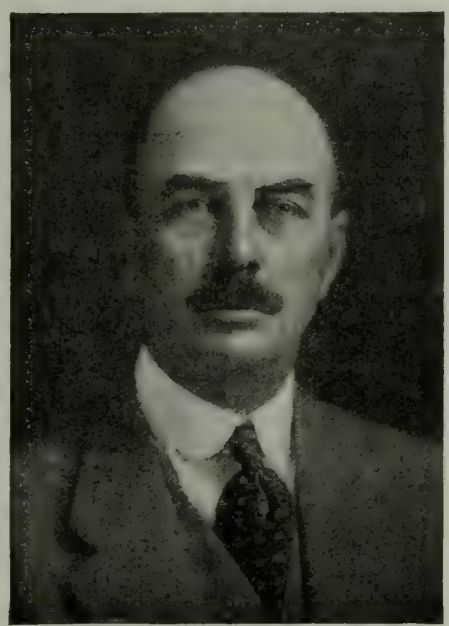
A cablegram received from the Canadian Mission in London states that notwithstanding certain orders of the British Army Council, leather from Canada may be imported under general license.

Charles O. Stillman is New President of Imperial Oil Company

CHARLES O. Stillman, who has been vice-president of the Imperial Oil Company since 1911, has been selected to fill the vacancy created by the death of the president, Hon. W. J. Hanna. A. M. McQueen becomes vice-president.

The new president had been intimately associated with the late Hon. W. J. Hanna for twenty-two years. He had charge of the construction of the Imperial Company's big refinery at Sarnia, Ont.

Mr. Stillman, who is 55 years old, is a native of Cleveland, Ohio. He began his career as an office boy in the offices of the Standard Oil Company, during his summer vacations at Bayonne, N.J. In 1890 he was transferred to Buffalo as superintendent of the plant, and in 1897 went to Sarnia, Ont., as superintendent of the Bushnell Co., Ltd. In Sarnia he had full charge of the planning and construction of the Imperial Company's plant. In 1899 he was appointed a director and superintendent of the Imperial Oil Co., Ltd., of Sarnia. In 1901 he was appointed general superintendent and in 1910 assistant general manager. He became vice-president in 1911.



C. O. STILLMAN

Who succeeds the late Hon. W. J. Hanna as president of the Imperial Oil Company.



A. M. McQUEEN

The new vice-president of the Imperial Oil Company

In 1914 he was elected president of the Imperial Pipe Line Co., and president of the Queen City Oil Co. He removed from Sarnia to Toronto three years ago. Mr. Stillman is a member of the Council of the Board of Trade in Toronto.

Mr. McQueen, the new vice-president, is a native of Petrolea, Ont., and has been in charge of extensive drilling and prospecting work carried on by the company in the Northwest since 1916. is also vice-president of the International Petroleum Co.

Bogey of German Competition in Hardware Has Disappeared

DISCUSSING the prospects of German competition in the cutlery trade the Ironmonger, of London, England, says:

"The possibility of German cutlery asserting itself again in the near future is being freely discussed by the trade in Sheffield, and although direct and reliable information on the subject is meagre such as is filtering through points to the conclusion that this once formidable competition is dead, and unlikely to be resurrected for a long period, if ever. It is now obvious that the absurd statements which were made during the war that Germany had accumulated vast stocks of hardware in readiness to be unloaded upon the world's markets at cheap prices immediately upon the restoration of peace were inventions. We have often ridiculed these statements. Sweden, Norway, Holland, and Denmark, which were formerly among Germany's best customers' are seeking to place large orders in this country for cutlery and tools. Sheffield has been visited lately by a number of buyers from these markets, who state that no German cutlery has been offered to them for a long period, and that they have no expectations of obtaining further supplies for the present. So far as they can learn, what little is being made is at prices which exceed those of Sheffield. It is known that the wages of German cutlery workers have gone up by 150 per cent. compared with the days prior to the war. That the countries mentioned offer a fruitful market for British hardware cannot be doubted, as none of them manufacture to any considerable extent, and, having been enriched by the war, they can afford to pay high prices for imported goods. Unfortunately the British cutlery industry is not in a position to accept these orders, owing to its inadequate output.

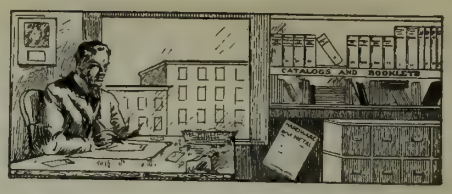
The progress of demobilization has increased the supply of labor, but there is no corresponding increase in production. As a whole, the men are working much more leisurely than when their remuneration was less than half what it is to-day, and right through the trade there is a marked tendency to go easy. They undoubtedly worked extremely hard during the four years of war, and may be now suffering from the reaction of that time of tension. Some of them, however, admit that they prefer less work to high earnings, and others actually refuse to exert themselves because a portion of the extra remuneration would be taken from them in the shape of income tax. In the aggregate the present output of cutlery is probably double what it was before the war, but the progress is not commensurate with the increase in demand, and moreover the requirements of the army continue on a large scale. Unquestionably a vast amount of trade in cutlery and tools is going a-begging, and people are naturally wondering whether these orders will be snapped up by the United States and Canada. Goods from both countries are being offered in Great Britain, and in markets formerly catered to by Sheffield and Germany.

Will Meet April 17, to Discuss Cash Plan

A meeting between representatives of the Canadian Manufacturers' Association and the members of the Canadian Railway War Board will be held in Toronto on April 17, to try and reach an agreement in connection with the proposal of the railways to put a cash basis plan into effect on June 1. This plan as stated in previous issues of HARDWARE AND METAL, was scheduled to become effective on Mrch 1, but a clause in reference to bonding was so objectionable to the manufacturers and so much trouble was caused all over the country when the provisions of this section became known that the Board decided to lay the matter over until June 1. The manufacturers have not receded in any way from the stand they took formerly, that the clause in reference to bonding was not only unnecessary but was likely to cause so much misunderstanding and confusion as to make the plan unworkable. This clause will feature the meeting on April 17, and an effort will be made to have it removed altogether. In addition the manufacturers want better arrangements made in connection with overcharges and interest on overcharges.

Retailers Appreciate Work of E. M. Trowern

Ottawa—E. M. Trowern, of the Retail Merchants' Association has just received a very fine acknowledgement of his services, from the officers and members of the Canadian National Jewelers' Association in the shape of a solid gold Waltham watch of the highest grade, suitably engraved with his monogram and the reason of the presentation. It was given as a recognition of his services in preparing and securing the passage of the gold and silver marking act, and having it placed on the Dominion statutes. The object of the act is to see that all gold and silver ware made in Canada is marked according to its actual quality. This is a protection to the trade as well as the public. The presentation took place at the annual meeting of the Association in Toronto, and the fact that he was formerly a retail jeweler in Toronto himself makes Mr. Trowern appreciate this all the more.



MILLER MORSE HARDWARE CO. LIMITED

The Miller Morse Hardware Co., Limited, Winnipeg, has issued Catalogue No. A-21, containing 76 large pages in which are listed automobile accessories and sporting goods. Section A, which comprises fifty pages, consists of fifty pages all attractively illustrated. In this section is covered the tires, tools, pumps, chains, spark plugs, lamps and flashlights, batteries and starting systems, bumpers, springs, finishes and varnishes, oils and greases, lifting jacks, wrenches, and general accessories carried. Section B lists not only baseball, tennis and football supplies, croquet and quoit sets, but bicycles and bicycle sundries, hammocks, lawn furniture, fishing tackle, sulkies, go-carts, baby carriages, boys' wagons and velocipedes and similar lines, also small bore rifles. Readers of HARDWARE AND METAL who desire a copy of the catalogue may obtain one upon request.

E. T. WRIGHT CO., LIMITED

"Summer Suggestions for 1919," a forty-eight page catalogue issued by the E. T. Wright Co., Limited, of Hamilton, Ont., lists the oil stoves, vapor stoves, oil and gas ovens, funnels, oil measures, oilers, spray pumps, water coolers, carpet beaters, ice boxes and refrigerators, lunch pails, conductor pipes and elbows, milk cans and pails, bread mixers, cages and lanterns, and other lines manufactured by the firm. It is attractively illustrated throughout. Readers of HARDWARE AND METAL may obtain copies upon request.

THE BROWN BOGGS CO., LIMITED

Catalogue No. 25, issued by the Brown Boggs Co., Limited, Hamilton, Ont., is a most attractively printed volume of 191 pages, in which are listed the lines of machines and tools for sheet metal, tinsmiths' tools and machines, presses, dies, shears, punches, drop hammers, canners' processing machinery, evaporating machinery, and special machinery manufactured by the firm. The catalogue is splendidly illustrated. Copies will be sent upon request to readers of HARDWARE AND METAL who are interested.

STALL & DEAN

The spring and summer catalogue issued by Stall & Dean, Brockton, Mass., and Chicago, lists the many lines of sporting goods manufactured by the company. It contains forty-eight pages and is profusely illustrated, showing baseball goods, bathing suits, sweaters, tennis and golf supplies, etc. Copies of the catalogue will be sent to readers of HARDWARE AND METAL upon request.

Montreal's Motor Show Draws Crowds

WHILE many difficulties presented themselves, the Montreal Motor Show, held this week, was fairly well attended and aroused a good deal of interest.

Secretary T. C. Kirby was unable to secure an indoor heated space, and, accordingly, had to make the best arrangements possible under the circumstances. Under his direction, the Victoria Rink on Stanley street was cleared of ice and many loads of cinders brought in. These made a fairly good floor and the building was made quite comfortable.

Decorations were suitably carried out and festooning of vari-colored bunting, flags, baskets of flowers, etc., made a suitable setting for the display of cars, tractors, trucks, etc., which found ample room on the large floor space.

Some of the Exhibits

Many fine models of cars were displayed, and there was some variety in the way of specialty lines made by Canadian and United States firms.

The Soldiers' Civil Re-Establishment and Re-Educational classes had displays.

It is expected that the net profits of the exhibition will be about $10,000. This will go to the Children's Hospital.

Music was dispersed by Gagnier's orchestra.

The complete list of exhibitors, as published in the program, is as follows:

Art Ross Sales Co., Auto Indicator Sales Co. of Eastern Canada, Ltd.; Automobile Snow Attachment Co., Auto Digest, Bramson Auto Co., Brydges & Leney, Canadian Motor Sales, Chipman, Ltd.; Cleveland Tractor Co., Denby Motor Truck Co., Dixon Vulcanizing Co., Detroit Electric Co., Dominion Supply Co., Dufoe Eustice Co., Four Wheel Drive Auto Co., Foss Machinery Co., Geo. Primm, Ginsberg Motor Co., Grace Motor, Ltd.; Gravelline & Kennedy, Goad & Co., Jennings, Ledoux Co., Ltd.; J. Feeley & Co., Kerosene Equipment Co., Kelly-Springfield Tires Co., Kerosene Equipment Co., Lamontagne, Ltd.; Liquid Air Society, L. Lawrence & Co., Michelin Tire Co., Montreal Automobile Exchange, Montreal Automobile Association, National Steel Car Co., Paige Sales & Service, Ltd.; Partridge Rubber Co., Percy Semelhack, Riley Hern, Schwartz Fuller & Co., The Montreal Motorist, Simplicity Ford Wheel Co., Tuckwell Bros., Welding and Supplies Co.

An extensive display of all kinds of springs was made by Albert Terry and Sons, Ltd., Redditch, England.

Nine Demonstrations At Spring Opening

Nine demonstrations in addition to a tea and food sale were the features which were used on Saturday last by the hardware firm of Ingram & Davey, at St. Thomas, Ont., to keep their store crowded on the occasion of their eleventh annual spring opening. Ingram & Davey are strong believers in the power of advertising and used a four column spread, the full length of the page to tell the people of St. Thomas and vicinity about the demonstrations that were going to be held and also about a lot of "extra specials" they had to offer. The advertisement was most attractively arranged. "Spring Opening" in display type set four columns wide was followed by some general matter about the bargains offered, the spring and summer goods that were to be shown and facts about the demonstrations. This matter was also set four columns wide. The two outer columns of the ad were used to list the bargains and "specials," while in the centre matter set double column and a lot of it in display type told about the nine demonstrations. A special demonstration by a lady demonstrator showing floor and varnish stain was featured. Then came a demonstration of mixed paints by an expert from the factory. To everyone who purchased a half gallon of paint a coupon was offered good for 25 cents in any department. Next was featured a demonstration of a full line of gas ranges, then roofing, shingles, and building papers handled by an expert from the factory. An expert demonstrated the vapor stoves handled by the firm and another expert demonstrated a wall finish. Experts from the factory were in charge also of demonstrations of wire fencing, a patent churn and an electrical display of appliances. Last but not least to hold the crowd through the afternoon was a tea and food sale from 2 to 6, held under the auspices of the Young People Association of a leading church. It is stated that from every standpoint the demonstration was one of the most successful in the history of the firm.

APPOINTED ASSISTANT GENERAL MANAGER

John M. Gunn, foundry manager of the McClary Manufacturing Co., London, Ont., was recently elected a director of the company, and promoted to the position of assistant general manager. H. V. Kenerson, who has been head of the cost accounting department takes the position of foundry manager. Mr. Kenerson was released by the company to join the American army but has received his discharge.

DAYLIGHT SAVING WILL BRING MORE BUSINESS

Galt, Ont.—Hardware men here are pleased with the attitude of the authorities in adopting daylight saving time. The merchants, manufacturers and mechanics were unanimous in wanting summer-time. Daylight saving is a good thing for business hardware men say, as it gives the worker the opportunity of doing a lot of work about their homes in the evenings, gardening, painting, etc., and the merchants are making a strong bid for business in these lines.

TRADE INQUIRIES

The Department of Trade and Commerce has received the following inquiries relating to Canadian trade. Addresses may be secured from the Department, or from the Editor, Hardware and Metal, Toronto, Canada. Please quote reference number when requesting addresses.

674. **Agencies.**—The principal of one of the leading South African firms will be in Canada at the end of March or first week in April, for the purpose of making agency arrangements in builders' hardware, bathroom supplies, baths, plumbing material, household utensils, stoves, farmhouse utensils and tools of all kinds, wire, all kinds, and lumber. All firms desiring an interview are requested to address Commercial Intelligence Branch, Department of Trade and Commerce, Ottawa.

747. **Oils and fats.**—A correspondent at Antwerp, Belgium, asks for names of Canadian manufacturers of stearine, oleine, lubricating oils and greases, cylinder oil, engine oils, spindle loom soluble oils, cutting compound, dynamo oils, wool oils, etc.

750. **Automobile accessories, etc.**—A London firm of motor and cycle accessories merchants desires to get into touch with Canadian manufacturers of automobile and motor-cycle lamps and generators; horns (both mechanical and bulb); mirrors, tool kits, sparking plugs; and general items of car equipment.

751. **Picture-frame mouldings.**—A London company desires the addresses of Canadian manufacturers of picture-frame mouldings who can fill export orders.

752. **Upholsterers' leather.**—A firm in Scotland asks to be placed in touch with Canadian manufacturers of upholsterers' leather for use by furniture makers, motor-car body builders, and for ship building. They are prepared to buy either outright or upon a commission basis, and to submit samples of hide patterns as used by their customers.

754. **Rolled gold jewelry, nickel and alarm clocks.**—A London firm wishes to get into correspondence with Canadian manufacturers of rolled gold jewellery who can fill export orders. They also inquire for Canadian manufacturers of nickel and alarm clocks.

758. **Alarm clocks and mantle clocks.**—A firm of London manufacturers' agents and importers desires the addresses of Canadian manufacturers of alarm clocks and mantle clocks.

760. **Tool handles.**—A merchant having an extensive business in South Wales desires to secure supplies of tool handles in hickory, ash and maple from Canada. Handles required for all kinds of colliery, garden, agricultural and domestic tools in large quantities. Would also consider offers of pit-props.

761. **Manufactured goods.**—A firm of British sales agents for American manufacturers having branches in London and Paris wishes to secure supplies of Canadian manufactured goods in the following lines: Household hardware, ironmongery, woodenware, tools, tobacconists' goods, brushware, stationery and school supplies, toys, working gloves, restaurant supplies, shoe sundries, shoe grindery (article for shoe manufacture), lamps.

763. **Raw products and chemicals.** A firm in Stockholm, Sweden, wishes to get into communication with Canadian exporters of all kinds of raw products and chemicals for industrial purposes and especially with firms who have not yet established connections with Scandinavian countries.

765. **Glass tubes.** — A manufacturer of tubes in London who has an immense business, wishes to secure in Canada 60,000 dozen glass tubes. Samples at the Commercial Intelligence Branch, Department of Trade and Commerce, Ottawa.

THE CLERKS DEPARTMENT

John McCormack Tells About the Songs People Like Best

Famous Irishman Was Making Records at $5 Each Not Long Ago—Never Loses Interest in His Audiences, and Studies Their Moods Closely All the Time

"I SUPPOSE there are a round dozen of songs people ask for oftener than they do for others," says John McCormack, the famous singer, discussing his work in the "American Magazine."

These songs come out of the heart of the people. And to do that is to have a talisman which will always give them the entrance to the heart of the people.

The appeal of a heart song is a double one: musical and human; and the way to divide it, I think, is this—five per cent. musical and ninety-five per cent. human. The words are the expression of the human appeal. That is why, to an English-speaking audience, I almost always sing in English, and do it with as perfect enunciation as I am capable of.

Sing Carelessly

It is a curious thing that most singers will study and practise indefatigably to achieve perfect diction in French or Italian, or German, but will sing English with a careless and slipshod enunciation which makes it perfectly unintelligible. I can't understand their point of view. Take an average American audience, for example. Perhaps two per cent. of them will understand French. The other ninety-eight per cent. does not. But it does understand English. Very well, it would seem the courteous as well as the sensible thing to take as much trouble to satisfy the ninety-eight per cent. as the two per cent.

Often Asked For

A song which is asked for perhaps as often as any other is "Ah, Moon of My Delight" from "In a Persian Garden," by our old friend Omar Khayyam. This beautiful lyric was set to music by Liza Lehmann, who died recently.

Take the war songs, too. Some of them have rhythm and melody and a martial swing; but you want something more than that. You want the words—because you want the thought and the feeling behind the words. Those songs are hallowed by associations. And it is chiefly because they have words that those associations have clustered around them.

Little Difference

It makes little difference about the "musical quality" or the "literary value" of a popular patriotic song. You may call it trash from both these points of view. But when it is sung by a nation in war time it is lifted above the plane of what is "musical" and what is "literary." Take "Over There," for example. Who cares about its musical intervals or its technical excellence now? During a great crisis of our national life, two million soldiers, and millions of other Americans, put into it the fire of their fighting spirit. They fairly flung it in the face of the enemy. And now, you cannot strip that song of its associations with marching soldiers and shouting crowds.

Many Associations

I believe that associations cling about many songs and give them a great human appeal, even when we know nothing definite about their history. That is true of folk songs. They may be generations old. But away back there, somewhere, those songs were the outpouring of a people's joys and sorrows, and so those feelings find their echo in our hearts to-day. One reason why certain songs live, as we say, is that they go on gathering associations.

Do you think, for instance, that a song like "Believe Me, if All Those Endearing Young Charms" could possibly mean so much to us if it had been written only a few months, or even a few years ,ago? No! there is some indefinable atmosphere about it, gathered by time and through the myriad human emotions which have clustered around it.

Why They Like Them

Perhaps this partly answers the question about why people like certain songs. Another reason, of course, is that we respond to what touches our deepest feelings. So long as the most beautiful of all relationships, that between a mother and her child, shall remain to bless this dreary old world, we shall go on being stirred by such songs as "Mother Machree." So long as we know love and the pain of separation, we shall listen, with tears, to songs like, "I Hear You Calling Me.' So long as there are men who shall go forth to fight and die for their country, and the ideals she stands for, we shall always be moved to fervor by such songs as "Keep the Home Fires Burning." The great unchanging emotions, if you give them anything like adequate musical expression, are sure of a response.

A Curious Thing

And yet an audience is a curious thing. I never lose interest in it. A concert singer has one advantage over an operatic singer or an actor. In the case of an opera, or a play, the house is dark and all the light is concentrated on the stage. The result is that to the singer, or actor, the audience is a vague blur. He cannot see the individual faces, much less tell from their expressions what kind of response he is getting. He depends chiefly on the applause; although, if the audience is particularly cold, or the reverse, he can more or less "sense" it.

But at a concert the house is lighter and the footlights are lowered, so that the singer can really see the people. I not only see the faces, but I can see the expressions. I can tell if a man's smile is a superior and skeptical one, which means that he saying to himself: "Is that what you do? Well, you'll have to show me something better than that." And I can tell, on the other hand, if his smile is one of genuine enjoyment and satisfaction.

Sings at Him

If it is the first kind, I sing the next verse, or the next number, right at him! And I put my very best into the singing. I don't resent his attitude. He has a right to expect to be "shown." In fact in the first place, the "take it or leave it" air of offering something to an audience will not do much for the singer. People don't like to be treated that way.

A great deal depends on the way you walk out onto the stage. If you do it in a perfunctory and indifferent manner, give a formal bow, and act as if you had a piece of work to go through and the sooner it is over the better, an audience is pretty certain to be just as aloof as you are. But if you come out as if you were glad to be there, if you smile and bow to the people as if you are glad they are there, you are pretty certain to establish a friendly responsiveness.

Have to Work

Occasionally you have to work pretty hard to win a new audience. The fact that you already have a reputation sometimes makes people all the more critical.

I remember the first time I sang in a certain Southern city. It was a fine audience—to look at. But the moment I went onto the platform I felt that it was holding itself aloof for some reason. I went through the program and the applause was all right. But clear through to the end of the concert I could feel something of a reserve in those people. I did not resent it. I like people who think for themselves. Evidently those Southerners were doing their own thinking. And I'm glad to say that the next time I went to their city they accepted me without reserve, and I never had a more friendly and enthusiastic audience.

Likes Independence

I like to sing for people who are independent. That is one of the joys about singing in Boston. It isn't simply that they are musically educated. But they are not afraid to judge for themselves. And when they like a thing, you know it.

I spoke just now of applause. Of course, to a certain extent, applause is the mark of success. But if not a person in an audience moved his hands, I should know absolutely how every song was being received. First, because I can "feel" an audience. There is a current between the singer and the listeners, a mutual rapport, to which the singer is very sensitive.

Not the Only Way

You know, yourself, that applause is not always the way in which you show your response to a song. If you have been moved to tears, for instance, you don't feel like suddenly getting busy with violent physical exercise; and that is what applause is. You feel like sitting still. Under those circumstances silence is the greatest tribute you are able to pay. As I said before, I can see your faces when I sing to you. And when I see you with tears in your eyes, with lines of wistfulness around your mouth, with your hands clasped tight, your whole expression and attitude one of genuine feel-

ing, it is worth more to me than the noisy outburst of sixty persons somewhere in the house who are paid to "start the applause." It may be that there are places where in the opinion of certain people a hired claque is advisable. I don't want one, certainly not in the concert hall. There are songs which naturally get a spontaneous outburst of applause. But there are others to which the true response is the silence of deep feeling. Don't think I will misunderstand that silence. I can see your faces. I know.

Lover of Dogs

McCormack is a man's man. He is a great lover of dogs, his favorite pet being an imported Belgian police dog, which returns his affection in kind. You can tell a good deal about a man by the way his dog treats him.

He adores his family, not only his wife and children, but his mother and father back in Athlone. He is the fourth of eleven children, and his loyalty to his brothers and sisters is deep and sincere. When one of his sisters and her husband lost their lives last summer in a ship torpedoed by the Germans, McCormack cabled that he would take care of the ten children they left. Cyril, his own boy, is a fine lad of twelve; and Gwendolyn, who is nine years old, is her father's greatest pal. When I asked him if they liked to have him sing to them, he laughed boyishly.

Wanted to Know

"Ah, sure, they don't care a darn about it!" he said. "They go to my concerts sometimes, but I suspect 'tis to see the people more than 'tis to hear their father sing. Gwennie came in with me to a concert the other day. But it was because she knew I was going to sing a song which we have in a Caruso record and she wanted to find out whether I sang it the way he did or no."

Worker and Student

He is a worker and a student. When a boy in Athlone he went to the school kept by the Marist Brothers—beginning there before he was four years old and staying with them until he was twelve. At thirteen, in the intermediate school, he won the title of Exhibitioner, which give him a scholarship at college. His people were poor, but they saw to it that the boy had a good education. And he made the most of the opportunities given him.

His love of music came to him straight from his father and mother, both of whom had good voices. It was his mother that taught him, when he was a boy, to sing "Believe me, if all those endearing young charms"; and he says that the way he sings it to-day is the way his mother taught it to him years ago, showing that she had musical taste and perception of a genuinely high order.

The First Time

The first time he ever really sang for anybody was when he was nine years old. The Bishop of Clonmacnoise visited the school, and one of the Brothers lifted the little boy onto a table and told him to sing for the reverend gentleman. McCormack says he can remember now that he "felt queer around the middle," but he sang "Shades of evening, close not o'er us," and when he says he wishes he had a record of that boyish singing, he echoes a wish we all must feel.

His days of study have never come to an end. Long ago he heard from a friend the motto, "Non progredi, est regredi"; "Not to go forward, is to go backward;" and he has taken it for his own. In June, 1917, when the degree of Doctor of Literature was conferred on him at Holy Cross College, at Worcester, Massachusetts, the president of the college said that it was given in appreciation of Mr. McCormack's deep study of Celtic and Romance literature as well as in acknowledgment of his mission as a singer.

A Scrap of Paper

If you have heard him sing you have noticed that he always holds a little piece of paper, which he keeps twisting and rolling with his fingers. Before he goes onto the stage he tears a strip of paper from anything that is handy; for he must have that little scrap in his fingers. After one of his concerts someone saw a woman hunting around on the platform and asked her what she had lost.

"Oh—nothing!" she said. "I was just looking for that piece of paper Mr. McCormack had. I want to keep it as a souvenir."

Inasmuch as so many hundreds of thousands have heard him sing "I hear you calling me," the story of the origin of that song will be interesting. It was a little more than ten years ago, when McCormack was singing at the famous Boosey Ballad Concerts in London. With "Sammy" Liddle, the accompanist, he used to try over countless songs which were sent in, and one day, when the manuscripts were particularly hopeless, McCormack took one out of his pocket and said, "Here, Sammy! here's one we might try." So Sammy played the new song and McCormack sang it.

Didn't Like It

Arthur Boosey, who was present, didn't think much of it, but the other two were willing to try it at one of the concerts, so Boosey accepted it. That song was "I hear you calling me"; and in his book, "John McCormack, His Own Life Story," just published, Mr. McCormack states that it has sold more copies than any other piece of music ever printed, with the exception of "The Holy City."

McCormack first heard Caruso sing at Covent Garden in London, the winter after the Irish Village experience at St. Louis. He says that the event has always been and will always be one of the memorable ones of his life. He himself was in London earning a little money making records for two companies, most of them at $5 apiece! For those which he had to sing until they were accepted as perfect he received $25 each; so that altogether he earned $375 from this work. Back in Ireland he sang in concerts for which he was paid five or six dollars an evening. And this was less than fifteen years ago! In fact, only thirteen years after he was receiving five or six dollars a night he sang at two benefit concerts in New York and the receipts were $34,000 at one of them and $45,000 at the other.

Many Turned Away

At every one of the ninety concerts he has given in New York the house has been sold out and hundreds, even thousands, have been turned away. At one concert in the Hippodrome seven thousand persons were packed into the place. Probably no singer has such a hold on the public. It is a fact that people have actually crowded to the stage after his concerts and kissed the floor where he had stood.

January 11th, 1916, in the very building in Philadelphia where the Declaration of Independence was signed, he made his application for naturalization papers, and he is now a full-fledged citizen of the United States. His birthday is June 14.

When the war came he felt that he wanted to do his share in winning it. He is the kind of man that fights for what he believes. And he believes so fiercely in the justice of America's cause that, as he said, he "would as soon hang by the heels in the cellar" as not take a hand in the business of beating the Huns. That being his state of mind, he began figuring on how he could enlist John McCormack to the best advantage for the Government. He might perhaps have joined as a private; but he believed he could count for more in another way.

Over Half a Million

So he went to President Wilson and put the matter up to him. He volunteered to go anywhere, in any capacity. To this, the President's reply was that John McCormack could do a greater work as a singer for the war than as any other kind of a soldier. That was the capacity in which he "enlisted" for the duration of the war. Every penny that he could earn with his voice, from that time until the armistice was signed, he gave to the Red Cross and other war activities. Even his traveling expenses were not deducted from the sum. In that time he turned over the almost incredible amount—when you consider that it was raised by one man—of over half a million dollars! In eleven concerts alone he earned more than one hundred thousand dollars for the Red Cross.



Still Kicking

Sykes in Philadelphia "Public Ledger"

SPRING HOUSECLEANING

One of the best seasons of the year for increasing sales in many lines of hardware goods is the spring housecleaning season which is now at hand. The dealer who lets the housewives know all about his stock of those particular lines in which they are interested and which they must use when going over the house, will bring in a lot of good business. From now on not only women, but men will be interested in work about the house. Beside the general cleaning there will be a lot of "fixing up" to do. There will be furniture to be brightened up with varnish and paint, upholstered goods to be recovered, verandahs to repaint and porch furniture to be touched up, floors to be oiled and woodwork and walls to be cleaned or painted. While it may be true that if left alone the man or the woman of the house will plan a certain amount of this work it is surprising how much quicker they will get at it if the hardware man lets them know about the goods they need by a few attractive advertisements. It is always well to back these ads by food window displays. Many dealers also arrange for a distribution of the literature supplied by the manufacturers. A well planned campaign of this kind by the hardware man means some quick and steady profits.

NEW HARDWARE GOODS

OFFERED TO CANADIAN HARDWAREMEN

RAZOR PASTE

King Cutter razor paste, manufactured by J. Samuels, Toronto, is, it is claimed, excellent for sharpening all kinds of razors. It is stated that it is good for all varieties of safety blades. "Good for bad razors and not bad for good



Razor Paste

razors," is the claim of the manufacturer. It is stated that by the use of King Cutter paste a keen edge can be quickly obtained. It is claimed that the paste contains no grit and no tallow

TROUT KNIFE

The Marble Arms & Mfg. Co., of Gladstone, Mich., have added a new knife to their line of sportsmen's specialties. This knife was designed by Mr. Marble for the express purpose, it is stated, of dressing speckled trout easily and rapidly. The knife is forged, it is claimed, from finest cutlery steel, and is 5 5-8 in. long and 1-8 in. thick. The handle terminates in a ring 1 inch in diameter. The weight, including a metal bound leather sheath, it is stated, is one ounce, and it may be conveniently carried in the pocket, fish bag or basket.



Trout Knife

In use, it is stated, the little finger is inserted about half its length in the ring, while the three remaining fingers and thumb are placed just back of the blade and against the curve of the shank. It fits the hand, it is stated, to a nicety.

Although designed expressly for dressing speckled trout, it may be used, it is stated, with equal success on other fish as well as for a considerable variety of purposes for which any small pocket knife could be used. Being made in one piece its sanitary features, it is claimed, will be readily apparent to the fisherman, who knows by experience how difficult it is to thoroughly clean a pocket knife after dressing trout or other fish.

The quality of steel used in the knife is equal, it is stated, to that used in the finest surgical instruments.

HYDROMETER

The "Workrite" hydrometer outfit, manufactured by the Work Rite Manufacturing Co., 5601 Euclid Avenue, Cleveland, Ohio, will, it is stated, double the efficiency of a battery. The manufacturers claim special features for the "Workrite" which it is stated are found on no other hydrometer on the market, and include rubber collars at each end

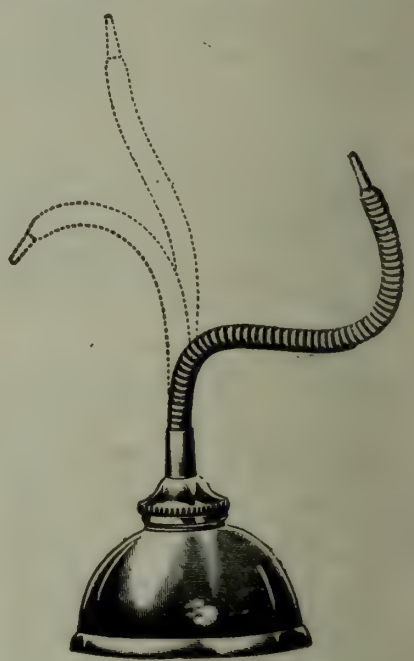


Hydrometer

of the hydrometer to protect it from striking and breaking, a float which it is stated is always in plain view, no plug in the bottom to drop out, spilling acid and breaking float. A square collar at the bottom, it is stated, prevents rolling off and breaking in case the device is laid on an uneven surface. All the rubber fittings, it is claimed, are made of unusually high quality stock. The outfit consists of a "Workrite" hydrometer fitted into a glass jar, which is filled with distilled rain water.

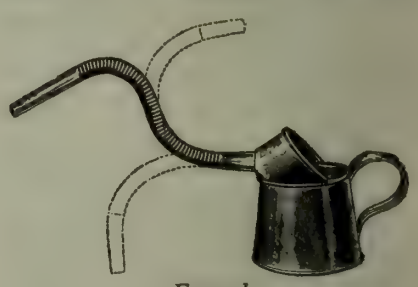
ALL WAY OILER

"All Way" oilers, manufactured by the All Way Oiler Manufacturing Co., 77 York Street, Toronto, Ont., are fitted with flexible steel spouts which, it is stated, may be bent in any desired angle or position without breaking or interfering with the flowing of the oil.



Oiler

There is absolutely no waste of oil it is stated, when the "All Way" is used, as the spout may be bent to suit the position where oil is to be applied. The oiler, it is stated, is fitted with a cleaning device, at the end of the spout. This device, it is claimed, also prevents



Funnel

oil from flowing too freely. The manufacturers claim that a saving of fifty per cent. in oil bills may be made by the use of the "All Way." The oilers, it is stated, are strongly made of copper plated steel, in different sizes.

WEEKLY HARDWARE MARKET REPORTS

STATEMENTS FROM BUYING CENTRES

THE MARKETS AT A GLANCE

FURTHER substantial declines have been recorded this week in many lines related to the iron and steel industries. One of the most important of these is that affecting wrought pipe, though the actual decline is only about 3 per cent.

Boiler tubes is a kindred product which has declined a further 10 per cent. The belief is expressed that the bottom has been reached on these and that present basis may be expected to rule for some months. Figures to-day are appreciably below war levels but still substantially above pre-war basis.

Black steel sheets show another decline, jobbers expressing and exercising a desire to bring basis down to rock-bottom, when buyers will come into the market for their requirements. It is felt present figures should create a better feeling among probable purchasers.

Late advices last week provided for further material reductions in all lines of bolts and nuts, discounts named bringing figures well down from war basis. Steel rivets and burrs are lower, with the usual extras applying on coppered and tinned rivets.

Copper rivets and burrs have shown a big decline in new discounts offered to the trade this week. Soldering coppers have dropped a good 10c per pound. These moves bring a reflection of lower figures reached on the metal.

Linseed oil has responded to the strength of the flaxseed market in an advance of 5c per gallon. Whether this position will be held is uncertain just at the moment, but the basis seems quite firm.

The primary markets on turpentine show continued strength, and this has been reflected here in an increase in price of 5c per gallon. That the present basis will be maintained or superseded by an even higher one seems the outlook at the present time.

Galvanized eavetrough, conductor pipe, ridge roll and kindred lines have recorded another decline, the drop this time being a straight reduction of 10 per cent. from former figures.

Razor strops, heavy tin dairy pails, metal polish, and ornamental brass hinges have recorded advances this week. Files have declined.

A distinct improvement in volume of business coming to hand is reported on all sides, and spring trade looks very promising from reports at hand.

MONTREAL MARKETS

MONTREAL, April 10.—There are some important declines this week, a number of them in line with the definite forecast made in HARDWARE AND METAL last week. Carriage and machine, tire and stove and other special bolts are lower. Wood screws also are reduced, and the discounts will be found elsewhere. Washers of the wrought iron sort are reduced, and copper rivets may follow. One line of valves is down and others may follow. Brass butts and a number of the cheaper grades of lock sets are down, the latter 30c per dozen. Lead pipe is lower by half a cent, and lower prices are in effect for steam pipe. Nipples also, and chain, are likely to be on a lower basis, the latter to the extent, probably, of about a cent per pound.

Glaziers' Points Down; Screws Also

Montreal

GLAZIERS' POINTS, SCREWS.—Lower prices are in effect for wood screws. Flat head, bright, are quoted at 75 per cent discount; round head, 70 per cent.; flat head, brass, 40 per cent., and round head, 35 per cent. Zinc coated glaziers' points are selling at 9½c per package.

Bolts Are Down; Washers; Rivets

Montreal

BOLTS, WASHERS.—Prices are out for bolts of various kinds, showing a decrease. The new list of discounts is as follows: Carriage bolts, $1 list, ⅜ in. dia. and smaller, 6 ft. and shorter 35 per cent.; longer lengths, 20 per cent.; 7-16 in. and larger, 15 per cent.; machine bolts, ⅜ in. dia. and smaller, 4 in. and shorter, 40 per cent.; longer lengths, 25 per cent.; 7-16 in. dia. and larger, 25 per cent.; sleigh shoe bolts, all sizes, net list; coach and lag screws, 50 per cent.; square head blank bolts, 25 per cent.; bolt ends, 25 per cent.; plow bolts, 30 per cent.; elevator bolts, large head, 25 per cent.; elevator bolts, corrugated head, 57½ per cent.; fancy head bolts, 25 per cent.; shaft bolts ($3 list), 25 per cent.; step bolts, large head ($3 list), 25 per cent.; whiffletree bolts, 25 per cent.; nuts, square, blank, add to list 75c, tapped, $1; nuts, hexagon, blank, add to list $1, tapped $1.25; tire bolts, 50 per cent.; stove bolts, 65 per cent.

Wrought iron washers are also down, the discount being 45 per cent. from list. Iron rivets are reduced to 40 and 5 per cent., and copper rivets are likely to be lower.

Valves, Butts, Hooks; Locks Less

Montreal

VARIOUS LINES.—Lower prices are in effect on Jenkins' valves. The discount is now 10 per cent. from the list. Brass butts are down to net list; hammock hooks to 85c per dozen for the screw pattern, and to $1.15 for the plate, while cheaper grades of lock sets are

down in price 30c per dozen. Some sash fasts are also down.

Stoves Firm; Wares Active

Montreal

STOVES, WARES.—There is a fair movement of stoves and makers state that prices will hold. Local demand is improving for gas stoves, and with the moving season nearing again it is expected that there will be a heavy demand again ere long. Wares are steadily moving out and there is a bright prospect.

Oils and Gasoline On Steady Basis

Montreal

OILS AND GASOLINE.—A steady basis is holding here for coal oil, prices being unchanged with the range here running from 20 to 23 cents. Gasoline is steady still at 34c. There is a good movement, seasonably speaking, and stocks are in good shape.

Nails Are Going To Many Buyers

Montreal

NAILS AND WIRE.—Prices for nails are holding steady and there is a constant movement to the dealers in country points especially. The base for standard wire holds unchanged at $4.75 per 100 pounds, and cut are quoted at the same figure.

Rope Sales Fair; Basis Held

Montreal

ROPE AND CORDAGE.—A gradual improvement is noted for rope, but there is no disposition to buy beyond present needs. The prices obtaining for pure manila are still held at 34c per pound base; those for British manila at 30c, and for sisal 27½c.

Good Sales of Iron and Steel

Montreal

IRON AND STEEL.—Movement is quite satisfactory of iron and steel bars and the outlook is encouraging for a steady amount of business. This will be helped with the opening of navigation too, for there are many points served by water from this city.

Common bar iron, per 100 lbs.	3 75
Refined iron, per 100 lbs.	4 75
Mild steel	3 75
Iron finish machinery steel	3 80
Norway iron	12 00
Single reeled machinery steel	5 50
Spring steel	5 50
Sleigh shoe steel	3 75
Tire steel	3 95
Toe calk steel, per 100 lbs.	4 65
Band steel	3 75
Harrow tooth steel	3 90
Mining tool steel, per lb.	0 17½-0 19
Black Diamond tool steel, per lb.	0 18 -0 19
Black Diamond cast steel, lb.	0 22

Ingots Are Quiet Without Change

Montreal

INGOT METALS.—There is less change this week in ingot metals than usual. As a matter of fact there are no quotable revisions.

COPPER.—Prices are holding on this and there is a fair amount of bidding but sales are usually of small quantities. Price is 19c per pound.

TIN.—No trouble is expressed now in getting supplies, and the movement is limited as usual. Prices hold at 58c per pound.

LEAD.—There is no feature to note and the base quoted here holds at 7 to 7½ cents per pound.

ANTIMONY.—Market holds fairly firm without change, and price basis here is 8c per pound.

SPELTER.—Everywhere it appears the movement is restricted to small lots. The price basis here holds at 9c per pound.

ALUMINUM.—What business there is has been ruling at the unchanged quotation of 40c per pound.

PIG IRON.—This is unchanged at $45 per ton.

Sheets Are Slow At Revisions

Montreal

SHEETS.—There is but little to indicate a swift return to heavy selling on sheets. Those needing them buy as wanted and there is little disposition to load up beyond this. One firm has readjusted prices on black sheets, but beyond this there is nothing new in the way of price changes.

BLACK SHEETS—	Per 100 lbs.	
10 gauge	$5 40	$6 25
12 gauge	5 45	6 30
14 gauge	5 50	6 35
16 gauge	5 60	6 50
18-20 gauge	6 15	6 35
22-24 gauge	6 20	6 40
26 gauge	6 25	6 50
28 gauge	6 60	7 00
GALVANIZED SHEETS—		
10¾ oz.		$9 25
28 gauge		8 75
26 gauge		8 50
22 and 24 gauge		8 35
20 gauge		8 35
18 gauge		8 35
16 gauge		8 00

NOTE—These prices are for full bundles, an extra charge of 25c to 35c per 100 lbs. is made for broken lots.

Lead Pipe Half a Cent Lower

Montreal

LEAD PRODUCTS.—One half a cent per pound has been taken from the prices prevailing for lead pipe. Coil pipe is selling now at 11½c per pound, and waste at 12½c. This is the only change made, and solder, lead wool, sheet lead, and fittings are quite unchanged. There is a quiet condition still.

Lead pipe, lb.		$0 11½
Lead pipe (cut lengths)		0 12½
Lead waste pipe, lb.	0 13	
Lead traps and bends	Net list.	
Lead wool, lb.		0 14
Lead sheets, 3 to 3½ lbs., sq. ft., lb.		0 12
Lead sheets, 4 to 8 lbs., s. ft.		0 11
Cut sheets, ¾c lb. extra, and cut sheets to size. 1c. lb. extra.		
Solder, guaranteed, lb.		0 38
Solder, strictly, lb.		0 35
Solder, commercial, lb.		0 33
Solder, wiping, lb.	0 31	0 35
Solder wire (8 gauge)—		
40-60		0 36¾
45-55		0 39¾
50-50		0 42½
Zinc sheets, casks		0 17
Do., broken lots		0 18

Briefs From the Week's Markets

Copper rivets and burrs took a substantial drop this week in new discounts issued.

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Soldering coppers have undergone revision downward, being quoted at 42c per pound base.

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Cast enamel sinks reached still lower levels this week.

* * * * *

Carpet sweepers are being quoted with a guarantee against decline to December 31, 1919.

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Black steel sheets have undergone a further revision downward.

* * * * *

Lead pipe and lead waste pipe are down ½c per pound. Lead traps and bends are quoted at 10% off list.

* * * * *

Galvanized eavetrough, conductor pipe, ridge roll and kindred lines show a decline of 10%.

Ornamental brass hinges is one line to advance.

* * * * *

Linseed oil moved up 5c per gallon in some quarters.

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One line of razor strops has moved to higher levels this week.

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Single and double end wrenches are lower. Pipe cutters have also declined.

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The strength of the primary market on turpentine is reflected locally in a 5c advance.

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Wrought pipe has declined slightly in new list of prices just issued.

* * * * *

Boiler tubes have dropped another 10%. Revised prices are now in effect.

Boat Season May Move Old Metals

Montreal.

OLD MATERIALS.—It is very probable that the opening of navigation which is probable within another week, will make a larger movement of old material possible. Dealers are more hopeful, and it is expected that demand will be better. Prices are inclined to hold at the levels following.

Dealers' Buying Prices—		
Pipe scrap, ton	8 50	9 00
Stove plate, ton	....	15 00
No. 2 busheling	....	5 00
Old rubbers, boots and shoes	0 06	0 06½
Overshoes, lumbermen's rubber boots	....	0 03½
Bicycle tires	....	0 03
Automobile tires	0 04	....
Yellow brass	....	0 08½
Red brass	0 12	0 12½
Light brass	0 06	0 07
Scrap zinc	....	0 04¾
Heavy copper	0 13	0 13½
Wrought iron, No. 1, per gr. ton	....	11 00
No. 1 machinery cast	....	18 00
Heavy melting steel	....	10 00

TORONTO MARKETS

TORONTO, April 10.—Lower prices have again been the predominating feature in the markets this week. Wrought pipe has undergone a further small decline, while boiler tubes are down about 10 per cent. Black sheets are easier, with galvanized remaining unchanged. Eavetrough conductor pipe, ridge roll and kindred lines have dropped about 10 per cent. this week. Copper rivets and burrs have declined substantially, and the same is true of soldering coppers. Lead pipe and waste pipe, along with lead traps and bends, are in the downward move, too. Copper clout nails and tacks are lower, with dry cell quantity prices showing some readjustment. Business shows some improvement during the past few days.

Copper Clout Nails, Tacks Decline

Toronto.

COPPER CLOUT NAILS, TACKS—Lower prices have been named this week on copper clout nails, the list being $2.00 per pound, subject to a discount of 60 and 15 per cent. Copper tacks are also easier, the list on these being $2.25 per pound, subject to a discount of 60 and 15 per cent.

Glaziers' points are easier, the price now quoted to the trade being 10c per paper net.

Battery Prices Under Revision

Toronto.

BATTERIES—Some prices on Columbia dry cells have come in for revision this week. The manufacturers are now packing lots of 50 cells in a barrel or keg at 2c each over the standard barrel contract price and 1c each over open order standard barrel price. Manufacturers are supplying the new package. The quotations now prevailing which take care of this change are as follows:

COLUMBIA AND COLUMBIA IGNITOR DRY CELLS

	Regular 2½x6"	Ignitor 2½x6"
Less than 12, each	$0 45	$0 45
12 or less than 50, each	0 39	0 40
50 or less than 125, each	0 37	0 37½
Bbl. lots of 125 or multiples, each	0 36	0 36½
	Regular 3 x 7"	Ignitor 3 x 7"
Less than 12, each	0 75	0 80
12 or less than 25, each	0 67	0 72
25 or less than 50, each	0 65	0 70
50 or less than 75	0 63	0 68
Bbl. lots of 75 or multiples, each	0 60½	0 60½
	Regular 3½x8"	Ignitor 3½x8"
Less than 12, each	1 10	1 15
12 or less than 25, each	0 90½	0 95½
25 or less than 50, each	0 87½	0 92½
Bbl. lots of 50 or multiples, each	0 84	0 89

Contracts for one year irrespective of quantity, may be made at the following prices for deliveries in barrel lots f.o.b. Toronto and with freight equivalents added for delivery at various points. All contracts are subject to change in price or cancellation, depending upon market conditions.

	In barrel lots Regular	Ignitor
2½ x 6", each	0 35	0 35½
3 x 7", each	0 58½	0 63½
3½ x 8", each	0 82	0 87

All prices f.o.b. Toronto. Terms: Net cash 30 days or 2% for cash within 10 days from date of invoice.

Copper Rivets, Burrs Go Lower

Toronto.

COPPER RIVETS AND BURRS — A further revision in the price of copper rivets and burrs has been made this week, the present figures representing a substantial decline from former levels. The recent basis of arriving at prices and the new are shown for comparison:

Copper rivets with usual proportion of copper burrs, that is to say, weight of copper burrs not exceeding 1-3 of combined weight of copper rivets and copper burrs. Old basis, list plus 15 per cent.; new basis, discount 15 per cent.

Copper rivets with copper burrs where the burrs are more than 1-3 of the combined weight of the copper rivets and copper burrs: Copper rivets, old basis, list plus 15 per cent.; new basis, discount 15 per cent. Copper burrs up to 1-3 of combined weight of copper rivets and copper burrs, old basis, list plus 15 per cent.; new basis, discount 15 per cent. Copper burrs in excess of 1-3 of combined weight of copper rivets and copper burrs, old basis, list plus 40 per cent.; new basis, list plus 25 per cent.

Copper burrs only, old basis, list plus 40 per cent.; new basis, list plus 25 per cent.

Carpet Sweeper Prices Maintained

Toronto.

CARPET SWEEPERS—The manufacturers of the Bissell carpet sweeper have sent out a notice to the trade in which they state no further change in price is expected in their lines this year. The notice reads as follows:—"After a careful study of market and industrial conditions, we can see no prospect of any further reduction in our prices during the present year. Although there have have been reductions in prices of some raw materials, the price of labor continues very high.

Therefore, to enable our customers to order with a full knowledge of what is ahead, we announce a guarantee of our present prices against our own decline to December 31, 1919."

Cement Price Changed; Roofing

Toronto.

CEMENT, ROOFING—The price on cement has come in for revision this week, the quotation on carload lots, f.o.b. Toronto, now being $3.25. Manufacturers now make an allowance of 80c per bbl. for sacks (20c each) returned in good condition, freight paid. This is just double former allowances, which was 40c.

News is lacking as regards roofing. Prices are unchanged, but business seems just a little slow in starting up and has been consequently disappointing. This is particularly true of material required in large industrial work, sales in the specialty end of the business being well maintained.

Soldering Coppers Register Decline

Toronto.

SOLDERING COPPERS—Prices on soldering coppers have undergone a further revision downward and quotations are being made to-day at 42c per pound in some quarters.

Nails Hold Steady; Wire Revised

Toronto.

NAILS, WIRE — No further change has been made in the situation as related to nails, the lower basis arrived at during the past couple of weeks being maintained. Wire nails are quoted at $4.70 and cut nails at $4.75 per 100 pounds base.

Wire prices are now in line with the reductions made a week or so ago, the base on smooth steel wire being $5.00 per 100 pounds. Other grades with new prices quoted are: cut hay wire No. 9, $5.40 per 100 pounds; No. 10, $5.50; No. 11, $5.55; No. 12, $5.65; No. 13, $5.75; No. 14, $5.95; No. 15, $6.15; No. 16, $6.35. Wire bale ties No. 12, $5.50 per 100 pounds; No. 13, $5.60; No. 13½, $5.70; No. 14, $5.75; No. 15, $5.95; No. 16, $6.20.

Rope Holds at Unchanged Basis

Toronto.

CORDAGE—The primary markets on hemp are somewhat unsettled with little buying interest manifest and the trade apparently just waiting for something to start up. Locally the situation in rope is unchanged, business being fairly good and outlook considered very satisfactory. Quotations still in effect are: pure manila, 34c per pound base; British manila, 30c; New Zealand hemp, 30c; sisal, 27½c; sisal lath yarn, 27½c.

Oils Holding; Gasoline Steady

Toronto.

OILS, GASOLINE—The situation as related to coal oil and lubricating oils shows no startling developments. Business is considered very good and there is no difficulty experienced in getting supplies through. Coal oil ranges in price from 19½c to 22½c per gallon according to grade, unchanged figures. Gasoline is in increasing demand and prices are maintained at the unchanged figure of 33c per gallon.

Wares Hold at New Basis; Stoves

Toronto.

WARES, STOVES—The new prices arrived at on enamel ware, tinware and kindred lines is being maintained at a steady level and the trade has settled into the new schedule of values with little disturbance. Business is fairly good and seems to be showing some improvement the last week or ten days.

The situation in respect to stoves is without material change. Summer lines are going forward in fair quantities and manufacturers are anticipating a very satisfactory sale as the season develops.

Iron and Steel Bars Holding

Toronto.

IRON AND STEEL—Prices show no change during the week, though there seems to be shading of quotations in some quarters. The amount of orders coming to hand is larger and there seems to be a much better feeling over volume of business being handled. Quotations follow:

Common bar iron	$4 25	$4 50
Common bar steel	4 25	4 50
Refined iron	4 65	4 90
Angle base	4 50	4 75
Horseshoe iron	4 50	4 75
Tire steel	4 45	4 70
Mild steel	4 25	4 50
Norway iron	11 50	15 00
Toe caulk steel	5 15	5 45
Sleigh shoe steel	4 25	4 50
Band steel, No. 10	4 50	4 75
Do., No. 12	4 75	5 00
Spring steel	9 50	11 50
Mining drill steel	21 00	30 00
Sheet cast steel	0 42	0 45
Tool steel	0 22	0 30

Black Sheets Down; Galvanized Hold

Toronto.

SHEETS, PLATES—Further revisions downwards have occurred in black steel sheets this week, jobbers expressing a desire to keep basis right down to rock bottom and in this way lend every encouragement to buyers to keep goods moving. Galvanized sheets show no change during the week. Quotations now being made to the trade follows:

BLACK SHEETS—	Per 100 lbs.	
10 gauge	$5 00	$5 50
12 gauge	5 05	5 55
14 gauge	5 10	5 40
16 gauge	5 20	5 45
18-20 gauge	5 80	5 60
22-24 gauge	5 85	5 65
26 gauge	5 90	5 70
28 gauge	6 00	5 80
3-16 inch plate	4 90	6 25
¼-inch boiler plate	4 50	5 80

Prices shown are for full cases. An extra charge of from 25c per 100 lbs. is made for less than case lots.

GALVANIZED SHEETS—		
10¾ oz.	$8 25	$8 50
U.S. 28	7 95	8 20
U.S. 26	7 65	7 90
22 and 24	7 50	7 75
18 and 20	7 35	7 60
16	7 20	7 45
12 and 14	7 10	....

Prices shown are for full cases. An extra charge of 25c per 100 lbs. is made for less than case lots.

Eavetrough, Conductor Pipe Down 10 Per Cent.

Toronto.

EAVETROUGH, CONDUCTOR PIPE—A decline in the price of eavetrough, conductor pipe, ridge roll, conductor pipe elbows and kindred lines has been made this week. The change in price amounts to 10 per cent., eavetrough and conductor pipe which has been quoted at net list now being subject to a discount of 10 per cent. from list. List prices are unchanged and will be found in current market quotations.

Prices Maintained on Corrugated Sheets

Toronto.

CORRUGATED SHEETS—New developments are lacking in the situation on corrugated sheets. There is some business coming to hand and outlook is considered very fair when building operations become a little more general and further advanced. Range of prices is unchanged at following figures:

	Per 100 sq. ft.	
Corrugated Sheets—	Gal'zed	Painted
No. 28 gauge	$8 25	$7 00
No. 26 gauge	9 00	8 00
No. 24 gauge	13 50	10 00
No. 22 gauge	16 00	12 50
No. 20 gauge	19 00	16 00
No. 18 gauge	24 00	19 50

Discount, 7½ per cent.

On shipments of 300 lbs. and over, freight is allowed south and east of and including North Bay; also several western counties in Quebec Province. Places north and west of North Bay, the freight is equalized on North Bay. For Quebec and Maritime Provinces, freight is equalized on Montreal.

Wrought Pipe Down; Nipples, Couplings Too

Toronto.

WROUGHT PIPE, NIPPLES, COUPLINGS—In line with revisions made on basic materials, lower prices have been named on wrought pipe same effective from April 3. The decline really only amounts to about 3 per cent. on the pipe, whereas, new discounts on wrought nipples and couplings provide for quite substantial reductions. The range of prices and discounts now quoted is:

WROUGHT PIPE

Price List No. 39, April 3, 1919.

Standard Buttweld.

	Per 100 ft. Steel Blk.	Steel Gal.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Gal.
⅛ in.	$ 6 00-	$ 8 00	$	-$
¼ in.	4 53-	6 66	5 13-	7 26
⅜ in.	4 53-	6 66	5 13-	7 26
½ in.	7 53-	9 66	8 68-	10 81
¾ in.	5 99-	7 57	6 84-	8 42
1 in.	11 14-	14 28	12 84-	15 98
1¼ in.	15 07-	19 32	17 37-	21 62
1½ in.	18 01-	23 10	20 76-	25 85
2 in.	22 24-	31 08	27 94-	34 78
2½ in.	38 90-	49 73	-	-
3 in.	50 87-	65 03	-	-
3½ in.	64 86-	81 88	-	-
4 in.	76 85-	97 01	-	-

Standard Lapweld

	Steel Blk.	Steel Gal.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Gal.
2 in.	$27 94-	$34 78	$31 64-	$38 11
2½ in.	40 66-	51 48	46 51-	57 33
3 in.	53 17-	67 32	60 82-	74 97
3½ in.	66 70-	83 72	75 90-	92 92
4 in.	79 03-	99 19	89 93-	110 09
4½ in.	88-	1 13	1 07-	1 32
5 in.	1 03-	1 32	1 25-	1 54
6 in.	1 33-	1 71	1 62-	2 00
7 in	1 75-	2 24	2 11-	2 59
8L in.	1 84-	2 35	2 21-	2 73
8 in.	2 12-	2 71	2 55-	3 14
9 in.	2 54-	3 24	3 05-	3 76
10L in.	2 35-	3 01	2 83-	3 49
10 in.	3 03-	3 87	3 65-	4 49

Terms 2% 30 days, approved credit.
Freight equalized on Chatham.
Guelph, Hamilton, London, Montreal, Toronto, Welland.

WROUGHT NIPPLES

4" and under, 60%.
4½" and larger, 50%.
4" and under, running thread, 30%.
Standard couplings, 4" and under, 30%.
4½" and larger, 20%.
Terms, 2% 30 days. Approved credit, Ontario, Quebec and Maritime Provinces.

Boiler Tubes Register Decline

Toronto.

BOILER TUBES—Further reductions have been made in boiler tubes this week in line with information given out in these columns last week. The decline averages around 10 per cent. Jobbers report business very good and look for present prices to hold for some time to come. There is no difficulty experienced in getting supplies through as needed.

	Per 100 feet	
BOILER TUBES—	Seamless	Lapweld
1 inch	$25 00	$
1¼ inch	29 00	-
1½ inch	32 00	25 00
1¾ inch	32 00	25 00
2 inch	36 00	26 00
2¼ inch	40 00	27 00
2½ inch	41 00	30 00
3 inch	47 00	35 00
3¼ inch	-	42 00
3½ inch	57 00	43 00
4 inch	65 00	56 00

Lead Pipe Down; Traps and Bends Too

Toronto.

LEAD AND ZINC PRODUCTS—Lead pipe at 11½c and lead waste pipe at 12½c per pound both show a decline for the week of ½c per pound. Downward prices on lead traps and bends are also provided for through the change from net list to 10 per cent. discount from list. Solder prices are unchanged. Business is reported to be quiet and active with activity generally expected to be the ruling trend in a very short time. Prices prevailing to-day are;

Lead pipe, lb.	$0 11½
Lead waste pipe, lb.	0 12½

Lead traps and bends	....	10%
Lead wool, lb.	....	0 14
Lead sheets, 4 to 6 lbs., sq. ft., in rolls, lb.	0 11	0 12½
Cut sheets ½ to ¾c lb. extra and cut sheets to size, 1c lb. extra.		
Solder, guaranteed, lb.	0 35	0 37
Solder, strictly, lb.	0 33	0 37
Solder, commercial, lb.	0 30	0 36
Solder, wiping, lb.	0 29½	0 32½
Solder, wire, lb.	0 40	0 45½
Zinc sheets, per lb.	....	0 17

Slightly Better Tone to Old Materials

Toronto.

OLD MATERIALS—Although scrap metal prices have not started to climb yet, it is easy to notice that there is a great deal more strength in the market than for some time past. There is a chance that fourth quarter copper may be hard to get. Just now dealers are not quoting or selling on that delivery, and if this should keep up for any length of time it would be certain to drive up the price in the local scrap markets. As it is those who have red brass now are asking more money for it.

In the other classes of metals much the same feeling is apparent. There have been no price changes and a certain amount of trading is going on at the lists published. But there is a growing and a well defined tendency on the part of the trade to hold material instead of making sales under present circumstances. Although dealers do not care to come out and say so it is one of those situations where it is felt that a great many things may happen on very short notice, and one of the happenings is likely to be a strengthening of prices which dealers will have to pay in order to induce holders to part with their material.

Dealers' Buying Prices—		
Tea lead	....	0 03
Heavy lead pipe	....	0 04
Pipe scrap	....	8 00
Stove plate, per ton	....	10 00
No. 2 busheling	....	8 00
Yellow brass	....	0 06
Red brass	....	0 08½
Light brass	....	0 05
Scrap zinc	....	0 05
Heavy copper	....	0 15
Wrought iron, No. 1, per gr. ton	....	15 00
No. 1 machinery cast	....	14 00
Heavy melting steel	....	9 00
Old rubbers, boots and shoes	0 06	0 06¼
Overshoes, lumbermen's rubber boots	....	0 04½
Bicycle tires	....	0 04½
Automobile tires	0 03½	0 04

Lead Easier; Other Metals Hold

Toronto.

INGOT METALS—Lead is down ¼c per pound, but other metals show little change during the week. Copper is holding steadily and the tin market has a fairly firm undertone. Antimony is without particular feature.

COPPER—A very fair amount of business is being handled and position of the metal generally is much better. Prices are unchanged, but firmly held at 18c to 20c per pound.

TIN—The market is steady and prices well maintained. Some business is coming to hand and stocks are reported pretty small. Locally the price ranges around 60c per pound.

SPELTER—Buyers are showing more interest with a consequent improvement in standing of spelter. This has not resulted in any price change, but sales are better. Quotations are being made at 8¼c to 8½c per pound.

LEAD—The price has sagged ¼c to 7¼c per pound this week. Business is not very brisk, but there is a reasonable amount of activity noticeable.

ALUMINUM — Interest is lacking, commercial factors still holding out of the market for any large quantities. A nominal figure of 50c per pound prevails, but this would probably be shaded very substantially for any actual business.

ANTIMONY—Dullness marks the attitude of this metal. Price holds without change at around 8c per pound.

LONDON MARKETS

LONDON, April 10.—Declines have been quite numerous again this week, and some advances are also shown. Bolts and nuts are being quoted at new discounts which provide for a substantial drop. Iron rivets and burrs are lower, along with a further reduction in copper rivets and burrs. A new discount on files, a change in soldering coppers, a revision of figures ruling on cast enamel sinks all bespeak declines. Turpentine is higher by 5c per gallon, and linseed oil has gone up a similar amount. Metal polish and heavy tin dairy pails are higher.

A marked improvement in volume of business coming to hand is noted.

Soldering Coppers Record Decline

London, Ont.

SOLDERING COPPERS.—New prices have been established this week on soldering coppers, which show a substantial decline from former figures. The base now named is 42c per pound, which provides for following scale of net figures: 3 lb. to pair and heavier, 42c per pound; 2½ lb. to pair, 43c; 2 lb. to pair, 44c; 1½ lb. to pair, 46c; 1 lb. to pair, 48c.

Enamel Sinks Reach Lower Basis

London, Ont.

ENAMEL SINKS.—A further decline in the price of cast enamel sinks has been recorded this week, the new prices which are now being named to the trade being as follows, prices being each:

16 x 24 in., 1 at time, $4.92; 2 at time, $4.86; 3 at time, $4.80.

18 x 30 in., 1 at time, $5.62; 2 at time, $5.56; 3 at time, $5.50.

18 x 36 in., 1 at time, $9.72, 2 at time, $9.60.

Bolts and Nuts at New Discounts

London, Ont.

BOLTS AND NUTS.—Discounts have been changed on bolts and nuts, the new scale providing for net prices substantially below former figures. The following discounts are those being quoted from standard lists:

Carriage Bolts ($1.00 list), ⅜ in. dia. and smaller, lens. 6 in. and shorter, 35%.
Carriage Bolts ($1.00 list), ⅜ in. dia. and smaller, longer lens, 20%.
Carriage Bolts ($1.00 list), 7-16 in. dia. and larger, 15%.
Machine Bolts, ⅜ in. dia. and smaller, lens. 4 in. and shorter, 40%.
Machine Bolts, ⅜ in. dia. and smaller, longer ens., 25%.
Machine Bolts, 7-16 in. dia. and larger, 25%.
Sleigh Shoe Bolts, ⅜ in. dia. and smaller, net list.
Sleigh Shoe Bolts, 7-16 in. dia. and larger, net list.
Coach and Lag Screws, 50%.
Square Head Blank Bolts, 25%.
Bolt Ends, 25%.
Plow Bolts, 30%.
Elevator Bolts, large head, 25%.
Elevator Bolts, corrugated head, 57½%.
Fancy Head Bolts, 25%.
Step and Shaft Bolts ($3.00 list), 25%.
Whiffletree Bolts, 25%.
Tire Bolts, 50%.
Square Nuts, blank, add to net list 75c per 100 lbs.
Square Nuts, tapped, add to net list $1.00 per 100 lbs.
Hexagon Nuts, blank, add to net list $1.00 per 100 lbs.
Hexagon Nuts, tapped, add to net list $1.25 per 100 lbs.

Tire and Stove Bolts Lower; Wood Screws

London, Ont.

TIRE, STOVE BOLTS, SCREWS.—Tire bolts are being quoted at a discount of 50 per cent. and stove bolts at a discount of 65 per cent. from standard lists, both of which discounts provide for declines.

Wood screws are moving out quite freely at the new discounts named last week, which are as follows: Flat head, bright, 75 per cent.; round head, bright, 70 per cent.; flat head, brass, 40 per cent.; round head, brass, 35 per cent.

Iron Rivets and Burrs Drop; Tubular Up

London, Ont.

IRON RIVETS AND BURRS.—Lower prices have again been named on iron rivets and burrs. The discount which is now being quoted is 40 and 5 per cent. from list, with the usual extras for coppered and tinned. Net prices on coppered iron rivets and burrs figured at the new discount are: 5 lb. cartons, No. 8 x ½ lb. pkgs., assorted, $1.26 per pkg.; 5 lb. cartons, No. 8 x ¼ lb. pkgs., assorted, $1.37; 5 lb. cartons, No. 10 x ½ lb. pkgs., assorted, $1.34.

Japanned tubular rivets have reached higher levels, being quoted to-day at 95c per dozen packages.

Copper Rivets and Burrs Go Still Lower

London, Ont.

COPPER RIVETS AND BURRS.—Still lower prices have been named on copper rivets and burrs this week; the discounts effective to-day being as follows:

Copper rivets with usual proportion of copper burrs, that is to say, weight of copper burrs not exceeding 1-3 of combined weight of copper rivets and copper burrs. List less 15 per cent.

Copper rivets and copper burrs where the burrs are more than 1-3 of the combined weight of the copper rivets and copper burrs: Copper rivets, list less 15 per cent.; copper burrs up to 1-3 of combined weight of copper rivets and copper burrs, list less 15 per cent.; copper burrs in excess of 1-3 of combined weight of copper rivets and copper burrs, list plus 25 per cent; copper burrs only, list plus 25 per cent.

Files Decline; Metal Polish Up

London, Ont.

FILES, METAL POLISH.—A new discount of 35 per cent. from list has been named on Black Diamond files, which means a decline from former figures.

An advance in Brasso metal polish is noted in quotations just issued on this line, the No. 6 size selling to the trade at $2.25 per dozen and the No. 12 size at $4.50 per dozen.

Razor Strops Go Higher; Rope Holds

London, Ont.

RAZOR STROPS, ROPE. — Higher quotations are in effect on Howard square razor strops, according to figures just issued; the No. 88 now selling at $8.50 per dozen and the No. 10 at $9.50 per dozen.

There seems to be little movement of rope just now with prices showing no change from following figures: Pure manila, 34c base per pound; British manila, 30c; New Zealand hemp, 30c; sisal, 27½c.

Nails Unchanged; Spring Lines Moving

London, Ont.

NAILS, SPRING LINES.—A fair sale of nails is being taken care of, prices holding at recent declines, the wire at $4.70 base per 100 pounds, and cut at $4.75 per 100 pounds base.

A better movement of many spring lines is noticeable, Hexagon poultry netting going forward in fair quantities and invoiced at 15 per cent. discount from list. Screen wire cloth in 100 ft. rolls at $3.25 per 100 square feet and in 50 ft. rolls at $3.30, is showing more activity. Garden and harvest tools are selling at 17½ per cent. discount from list, all of these lines holding at former figures.

Dairy Pails Higher Figures

London, Ont.

DAIRY PAILS, ETC.—Heavy tin dairy pails show an advance this week, the figures being quoted on 14 qt. XXXX, being $8.19 per dozen, and 16 qt. XXXX being $10.40 per dozen.

New net prices on galvanized tubs and pails figured at the recent declines are: Galv'd tubs: No. 1, $14.80 per dozen; No. 2, $16.20; No. 3, $18.48. Dufferin galv'd pails, No. 12, $4.80 per dozen; No. 14, $5.40; No. 16, $6.12.

Linseed Oil Up; Turpentine Higher

London, Ont.

LINSEED OIL, TURPENTINE.—The continued strength of the flax seed market has influenced prices of linseed oil to higher levels, an advance of 5c per gallon being recorded this week, as noted in quotations shown below. A better movement of oil to the trade is noted.

Turpentine has also reflected the strength of primary markets in an advance this week of 5c per gallon. The undertone to the market seems very strong at present basis. Quotations follow:

Linseed Oil—	Raw	Boiled
1 to 2 barrels	$1 77	$1 80
3 to 5 barrels	1 76	1 79
6 to 9 barrels	1 74	1 77

Less barrels add 10c gallon.

Turpentine—	Per Gal.
1 barrel lots	$1 15
2 to 4 barrel lots	1 14
5 gallon lots	1 25

WINNIPEG MARKETS

WINNIPEG, April 10.—Price changes during the past week are again very limited and are almost entirely confined to reductions, including such lines as dry batteries, wrenches, pipe cutters and elevator bolts. Ornamental hinges appear as the only advancing commodity.

Business is reported to be much brisker during the past week as weather conditions improve and a continued busy period is looked for.

Single and Double End Wrenches Down

Winnipeg.

SINGLE AND DOUBLE END WRENCHES.—Prices on general service and single and double end wrenches have been revised to slightly lower levels, and new prices now ruling on the various sizes are given below:

General Service Wrenches—No. 660, 12c; No. 661, 15c; No. 662, 20c; No. 563, 25c; No. 564, 31c each.

Single End Wrenches—No. 0, 9c; No. 1, 11c; No. 3, 16c; No. 4, 20c; No. 5, 23c; No. 6, 28c; No. 7, 36c each.

Double End Wrenches—No. 25, 15c; No. 34, 41c; No. 37, 60c; No. 29, 22c; No. 31, 27c each.

Pipe Cutters Register Decline

Winnipeg.

PIPE CUTTERS.—Saunders pipe cutters and wheels show a slight reduction this week over former quotations and are quoted to-day as follows: Saunders pipe cutters, No. 1, $2.40 each; No. 2, $3.60. Saunders pipe cutter wheels, No. 1, 20c each; No. 2, 27c.

Dry Battery Prices Revised

Winnipeg.

DRY BATTERIES.—The manufacturers of Columbia dry batteries have just issued a revised price list, which shows a slight reduction on No. 6 batteries in barrels of 50 only. On the new basis, boxes of 50 will be but 1c each higher than standard barrel lots. Prices now ruling are given as follows:

Columbia Batteries—No. 6 Ignitor—Less than 12, $49.35 per 100; 12 or less than 50, $44.35; 50 or less than 125, $41.85; barrel lots of 125, $40.85

No. 7 Ignitor—Less than 12, $91.40 per 100; 12 or less than 25, $83.40; 25 or less than 50, $81.40; 50 or less than 75, $79.40; Barrel lots of 75, $76.90.

No. 8 Ignitor—Less than 12, $126.40 per 100; 12 or less than 25, $106.90; 25 or less than 50, $103.90; Barrel lots of 50, $100.40.

Ornamental Hinges Slightly Higher

Winnipeg.

ORNAMENTAL HINGES.—Based on new prices received from the manufacturers prices have advanced slightly on No. 1431 ornamental hinges, due, it is said, to heavier manufacturing costs. New prices now in effect are given herewith: No. 1431 A, $2.50; No. 1431 D2, $2.50; No. 1431 F, $2.50; No. 1431 N, $3.00 dozen pair.

Bolts Tending Still Lower

Winnipeg.

BOLTS.—According to current reports new prices will be issued shortly on bolts of all kinds, which will show a decline, although the present prices have only been in force for a short time. To-day's ruling markets on bolts are confirmed as follows:

Carriage Bolts—⅜ and smaller, up to 6 in., 20%; ⅜ and smaller over 6 in., 10%; 7-16 and larger, all lengths, net list.

Machine Bolts—⅜ and smaller, up to 6 in., 25%; ⅜ and smaller, over 6 in., 15%; 7-16 and larger, all lengths, 5%.

Plow Bolts—All sizes and lengths, 10%.
Stove Bolts—All sizes and lengths, 50%.
Shaft Bolts—5% on list.
Sleigh Shoe Bolts, 5% on list.

Elevator Bolts Down 10 Per Cent.

Winnipeg.

ELEVATOR BOLTS.—Following the recent revision in carriage, machine, plow bolts, etc., new prices are now to hand covering corrugated head elevator bolts which show a reduction of approximately 10 per cent. from former prices. These are selling to-day at the following prices: ¼ x ⅝ inch, $1.00; ¼ x 1 inch, $1.05; ¼ x 1¼ inch, $1.10; ¼ x 1½ inch, $1.15 per 100.

Wrought Pipe May Go Lower

Winnipeg.

WROUGHT IRON PIPE.—Wrought iron pipe prices hold firm at former quotations on the local market, but reports indicate that lower prices are to be expected in the near future. Prices in the meantime are holding as follows:

		Black	Galv.
		Per 100 ft.	
Wrought Iron Pipe.	¼	$ 5 40	$ 7 74
	⅜	5 50	7 88
	½	7 38	9 10
	¾	9 32	11 60
	1	13 77	17 20
	1¼	18 63	23 22
	1½	22 28	27 77
	2	30 00	37 40
	2½	48 10	59 80
	3	63.87	78 20
	3½	81 80	.....
	4	96 90	.....
	4½	113 00	.....
	5	131 40	.....
	6	171 00	.....

Linseed Oil Holding Firm

Winnipeg.

LINSEED OIL.—Linseed oil sales are reported to be very good, with prices holding firm. To-day's ruling prices are confirmed as follows: Raw linseed oil, $1.85; boiled linseed oil, $1.88 per gallon in single barrel lots.

Turpentine Holds; Firm Undertone

Winnipeg.

TURPENTINE. — Turpentine prices show no change on the local market, holding firm at former quotations, with a growing demand reported, as the usual spring paint-up campaign is to start soon. Primary markets report a very strong feeling and this may influence prices higher here. To-day's ruling prices are as follows: Barrel lots, $1.25 gal.; ½ barrels, $1.28 gal.; 5 gal. lots, $1.30 gal.; 1 gal. lots, $1.30 gal., plus the usual extras for containers.

PITTSBURGH MARKETS

PITTSBURGH, Pa., Apr. 10. —The whole talk of the trade in the past few days has been on the refusal of the Railroad Administration to proceed to make purchases on the basis of the iron and steel prices announced by the Industrial Board of the Department of Commerce, and made effective by producers March 21. A wide variety of opinions has been expressed on the subject of the refusal. As is frequently the case in human affairs the loudest talk is the most unthinking. Such commentators refer to Mr. Walker D. Hines, Director General of Railroads, as "blocking business," in substance, or as "throwing a monkey wrench into the machinery." Then there are references to the "fine Italian hand of John Skelton Williams," none of whose criticized actions in the past few months appeared to have been based upon anything but a desire to safeguard the public funds, which have to be maintained by taxes paid both by those who criticize and by those who do not. Mr. Hines has been criticized, also, for refusing to accept the steel prices after they were announced, instead of before, when it has not been shown that he had any previous opportunity to pass upon them.

Even though Congress has not acted as to the disposition of the railroads, it is a perfectly safe guess that they are going to be returned to their owners. It is only the additional legal restrictions, and the additional liberties, that are to be arranged that is a matter of doubt. Mr. Hines must return the goods to their owners in as good physical condition as when taken over, and improvements can be charged for, but only at a fair price. If Mr. Hines pays too much for steel the excess price must be paid out of the public funds. Mr. Hines needs only to consult the earnings reports of steel companies for 1918 to see that the profits per ton of steel were extremely large, and that profits would be entirely fair if prices were reduced, from the Government level, much more than they have been thus far. The owners of the railroads, with whom the steel producers have uniformly, up to this date, sympathized with so strongly, would have to be satisfied even with Mr. Hines meeting the extra cost of steel out of the public funds, for this would result in the railroads being saddled with an inflated market when the roads were returned to their owners. The railroad companies would then have to make their purchases on this inflated market, or perform the task of deflating it themselves.

Other Views

There are numerous other views expressed however. One, quite pertinent, is that the Industrial Board departed entirely from its original plan, as officially announced. The Board was to act as intermediary between producers and Government buying departments, to arrive at prices at which business would be done. Instead, what the Board did was to meet with the steel producers, agree upon their terms, and then try to force the Government departments to accept the terms.

Another criticism made of the Board, and made quite emphatically by many buyers of steel, is that the Board executed a complete right about face as to the character of prices to be developed, irrespective of whether they were high or low. It was announced that the law of supply and demand had ceased functioning, and that the object of the whole operation was to restore the operation of the law of supply and demand. This, of course, means an open trading market, but what the Board did by the time it got through was to publish a schedule of prices and then refer to them as being minimum for the remainder of the year. Not only does that not represent an open market, it covers a period three times as long as the periods for which the War Industries Board used to set prices.

The Pig Iron View

The pig iron producers are pleased rather than otherwise at the hitch in the carrying out of the Industrial Board's program. The pig iron people are more or less like the copper people. The copper producers allowed their market to go where it would, the result being that two or three weeks ago it reached a low point, at about 4 per cent. below the ten-year pre-war average price. Since then it has scored an advance of 5 per cent., and is standing on its own feet. The pig iron producers would not mind if pig iron declined below the cost of production. Furnaces would go out, the market would stiffen, and the cost of production woud come down. The pig iron producers, moreover, never did like the Industrial Board's schedule of prices, claiming that steel was reduced too little in proportion to pig iron. If steel had been reduced more, there would be more buying of steel, and then more consumption of pig iron. The pig iron producers recognize that profits depend upon price and production combined. If there is a profitable price, but no iron is made, there is no profit.

(Continued on page 76)

"Paint-up—Clean-up" Campaign For London

At a meeting of the London Retail Hardware Association, Thomas Jones, manager of the Cowan Hardware Co., London, Ont., and Thomas Purdom Jr., of the Purdom Hardware Co., were re-elected as president and secretary.

Arrangements were made for a big "Paint-up and Clean-up" week. All the London merchants will take part. This will be worked on a large scale and will possibly be held May 4 to 11.

It was decided by the down-town merchants that they close every night in the week, including Saturday, at 6 p.m., excepting the week preceding Christmas.

The hardware men are in the lead here in this big movement, and it is expected the jewellers will follow at once



Selling Paint as Insurance

Huge Losses Can Be Prevented by Proper Care and Attention to Property — Dealers Have Chance to Impress This Upon Property Owners and Render Real Service to Them and to the Nation

THE paint and varnish trade has always been a strong advocate of using its products as a measure of insurance against decay, yet the volume actually sold from this standpoint is insignificant compared with the amount of fire insurance sold.

Fire insurance is sold against a possible, as well as a more or less preventable loss. Loss and deterioration of property value is continuous and inevitable, but can be deterred and prevented to a large extent by the protective use of paint. Lack of paint hastens this loss. Adequate painting prevents deterioration and depreciation. There is no excuse for property loss through lack of paint.

Trying to Prevent

The serious losses by fire in Canada during the last few years have brought about action by both the Federal and Provincial Governments to seek methods of preventing fires. Fire losses are both individual and national. Inconveniences arising out of them are basically economic to the nation as well as the individual. No individual desires either the loss or inconvenience that comes to him through loss by fire. Our Governments have come to realize that such losses and inconveniences not only affect the individual but they affect economic conditions, draw unnecessarily upon our natural resources and have a retarding influence upon business which have become a national detriment.

Spectacular Appeal

Fire prevention has a more spectacular appeal to both the Government and public for the reason that both have seen the tremendous amount of loss and waste that can take place in the brief period of a conflagration. The truth of the matter is that a greater loss and depreciation is taking place on all property through lack of paint. This loss, while inevitable, covers a period of years; though it is less visible, it is nevertheless as certain, and more destructive in the aggregate.

Losses through lack of paint, like those of fire, are individual and national. The inconveniences that sooner or later arise from loss through lack of paint are just as basically economic to the nation as they are to the individual. They cause us to draw upon our national resources just as unnecessarily as fire. Lack of paint has a retarding influence upon business which is fully as serious a national detriment as fire.

Means Big Saving

We may be pleading a futile cause at the present moment, but from the standpoint of conservation alone, there would appear to be as much justification for the Government encouraging the use of paint, as there is for the positive efforts they are making to prevent fire losses. How far in the distance this may be it is hard to tell. Our Conservation Commission might well direct its attention to the fundamental economic service that paints and varnish can render in protection. If, through their efforts in the direction of preventing fire losses, they are able to effect a saving of 25%, it is quite within the range of possibility to effect a saving of 50% to 75% of the losses through lack of paint. Fires are oftentimes accidental; some of them are incapable of prevention. But lack of paint is inexcusable. The loss is not so rapid, but what man has not plenty of time to get out his ladders, buy a few gallons of paint and apply it every three or four years? A fire brigade is called after the mischief has started, but there are painters who can be called in almost any time of the year to apply paint before the destructive influences that play upon building materials can get a serious hold upon property.

Up to the Dealers

However, it may be a long time before the Government and its commissions wake up to the seriousness of the loss that is occurring from this standpoint, so why wait? The paint retailers can get into action right away by pushing the sales of paints and varnishes this Spring. Every retailer knows the conditions existing in the community. He knows exactly how much there is a need for this sort of insurance. He knows the property owners to whom this form of argument would appeal. Is there any need of waiting for the Government to make a move in this conservation effort when there is bigger business, and a larger profit to be gained from developing paint trade from this standpoint? Governments, like Providence, are pretty much inclined to help those that help themselves. You can take two meanings out of this statement if you will.

Is Much Greater

As we have frequently repeated in this column, it is estimated that the actual loss to property through

(Continued on page 70)

Time to touch up the weather-beaten home

As the sombre hues of winter disappear and give way to Nature's gorgeous tints of spring-time splendour, man's thoughts naturally turn to ways and means of enhancing the appearance of his dwelling place. The greatest factor in the accomplishment of this result is **Paint.**

Moore's Paint, mixed with a small amount of energy, will transform the most unsightly building into a thing of beauty and a pleasure to behold. That's why the **Hardware Dealer** everywhere is making such a success of his **Moore's Paint agency.**

The certainty of pleasing results so surely productive of customer's satisfaction forms such a characteristic of **Moore's Paints** that it has enabled the dealer to build up a profitable prestige for his store.

The same success is waiting you. Write us for our attractive agency plan.



Benjamin Moore & Co., Limited

West Toronto
Ontario

lack of paint is much greater than loss by fire. A well-known paint authority has also stated that it is probable that the total production of all factors producing paint materials is not more than 1% of the losses that would occur if property were entirely neglected through lack of paint.

These considerations give some seriousness to the contention that paints and varnishes can be made to serve as preventatives and insurance against loss through deterioration. How many property owners realize this seriousness? On the other hand, to what extent have you, as a paint dealer, impressed this phase of painting upon them?

Do Not Realize

You know that many property owners hasten to renew their fire insurance policies, yet never receive any returns by reason of fire. You know also that these same men have neglected or refused to paint their property. Why? Because the actual monetary loss that takes place year in and year out through lack of paint has not been brought home to them. Many a worthy piece of property has gone to rack and ruin through neglect, and which might have been kept in a serviceable, interest-earning condition. This has been proven by the thousands of homes that after a long period of emptiness have been reconstructed, and made not only habitable but comfortable.

Why is it property owners in every community have refused or neglected painting, then go to work and pay out expensive repair bills as though it were a matter of course? It is because they have not been brought face to face with the tremendous loss that must inevitably come about through long periods of paint neglect. If repainting could be made a habit every three or four years, like the renewing of fire insurance, instead of a spasm every eight or ten years, such losses would materially decrease. The retail paint dealer can do a great deal towards developing this habit to the benefit and profit of himself as well as his trade.

Demand Insurance

Here is another thought on the same subject. As is well known, it is the custom of the mortgagee to demand a fire insurance policy against possible loss by fire on any building on which he grants a loan. It would not be unreasonable, therefore, nor impossible, for him to demand as a condition of granting loans on a mortgage that such property should be painted at least every three or four years against inevitable decay and deterioration. Considering that loss through lack of paint is greater than loss by fire, it would form an assurance against loss on realizable value. A leaseholder leasing property over a prolonged period of years would be fully justified in stipulating as a condition of the lease that his property should be painted at frequent intervals in order that it will be returned in serviceable condition, at the expiration of the lease.

Can Render Service

The service that the paint and varnish dealer can render his community by promoting protection, preservation, and conservation through his paint department, is almost inestimable. In very few instances has it been developed to the extent of its possibilities. It is in this phase of paint selling that the greatest opportunity for development and profit rests in the future.

It is not so much a case of how much a man saves by failing to purchase and use paint, as it is the extent of his property loss in neglecting to paint, and how much more is he actually out of pocket in so doing. Failure to paint inevitably brings losses that can never be retrieved; at the same time it brings about his head repair bills that could have been avoided. A repair bill that could have been avoided is as much a loss as deterioration and is only a compounding of the results of neglect.

There has been too great a tendency to look upon paints and varnishes as a luxury, especially when viewed purely from the decorative standpoint. There has been a very great failure to realize that they should be viewed and used from the broad fundamental economic standpoint of preservation and conservation.

Paint dealers who are keeping their ears to the ground will also note the change in attitude of the paint trade in advertising and selling their product. There has come realization that from an economic standpoint paints and varnishes have a larger service to perform than that of a decorative luxury. That service lies in the ability to preserve, protect and conserve and strikes at an underlying economic principle that makes them a necessity, a necessity the use of which brings actual dollars and cents saving to the property owner. The trade is beginning to realize that from this standpoint lies the grandest opportunity for the development of the sales of paints and varnishes.

Paint dealers alive to any change in conditions will get in line with this new tendency and seek to promote a regular painting habit from the economic standpoint. When they do they place their paint departments on a much more solid basis.

When the public buy paint from the standpoint of protection they will naturally demand all the protection they can purchase, which will offer a solution to the mischief created by selling low grade paints when only the best should be used. When service and value are sought, the question of price will sink into the background.

There are a good many dealers who can well afford to take a few minutes off, and think over their paint selling problems in this light.

The Brush Department

Neat Sample Board Will Help You to Sell More Brushes

By Following Out Suggestion Given Below, Time May be Saved For Both Customer and Clerks—Keep Scrubbing and Shoe Brushes Separate From Paint Brushes

DURING the spring season sample boards should be arranged where proper display cases are not used to boost the sales of brushes. A correspondent has sent us in the following idea:

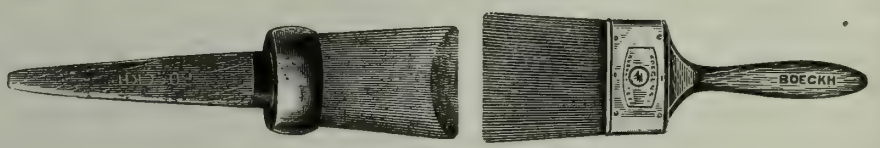
Arrange board, say 18x24 in., cover with turkey red or white cotton. Place brushes on same in rotation of price, viz., 15, 20, 25, and 30c, etc., and upwards with price ticket, and place numbers 1, 2, 3 and 4 and up, in addition to the price ticket. Then take all your stock boxes and mark on reverse end of box the numbers 1, 2, 3, 4 and up, according to the lines carried. When a customer comes in and looks over the board and selects say a 30c brush, you can go to your box labeled No. 4 and get the required brush, thus doing away with the time spent in looking for any particular brand or size, and saving time for both customer and clerk.

Dealers will be surprised at the increased sales of brushes, and they usually carry as good a margin of profit as any article in the store. This idea can be used for paint brushes, kalsomine brushes and dusters, but would suggest that another board, or the reverse side, be used for scrubbing, shoe, sanitary bowl brushes, hair brooms and banister brushes, using the same idea in numbers, only using higher numbers so that they will not conflict with the others.

Brushes should not be kept on high shelves, near the ceiling, during the period when it is necessary to have heat in the store or store room, as all heat ascends and wood handles in brushes are liable to shrink.



A TIMELY SUGGESTION THAT WILL PAY



During the past few years while labor was so scarce many thousands of people acquired the paint-up habit.

The number of persons who now find real enjoyment in handling a brush and retouching their property with a fresh coat of paint is steadily increasing.

Take advantage of this condition—display paint brushes conspicuously at this appropriate time and suggest to the public that they buy now. As you know—you can't sell them the equal of



BOECKH'S RUBBER SET BRUSHES

When Boeckh's are used the "Paint-up" is a real success. The bristles in a Boeckh's Rubber Set Brush cannot work loose and fall out to streak and mar the paint surface —they are rubber set and are there to stay. Look ahead for repeat orders—sell Boeckh's Brushes now. Once used always in demand.



The BOECKH COMPANY, Ltd.

TORONTO - CANADA

Established since 1856

Plate Glass Market is Showing Steadily Increasing Activity

THE following letter in reference to the plate glass situation has been sent out to the trade by the Johnson Brokerage Co., of Pittsburgh.

The plate glass market at present is showing more strength and activity than for many months past. Apparently this change is just beginning and an increasing demand from month to month is likely to continue during 1919.

Much of this improvement is caused by the greatly increased requirements of the automobile industry, while the needs of furniture and mirror manufacturers have been large and are growing.

Another line that has used and is using a large feetage of plate glass, is the modern store front business. Thousands of these store fronts are being installed in all sections of the country.

All old contracts with jobbers have been completed, and present contracts are intended only to cover the legitimate needs of the buyer and for delivery within a reasonable time. Those jobbers who had stocks, and were anxious sellers, have disposed of their holdings and are now actually in the market for glass.

The change came quickly and to many buyers was a surprise. Production has been very light for the past several months at the factories, and stocks in first hands are small.

The export business is taking considerable glass, and will take more when facilities for handling it improve.

You can readily see what the market will be when even an ordinary demand develops for glass for new construction. Don't get caught, but carry at least your normal stock.

SEES PROSPERITY AHEAD

Discussing the outlook for business at the annual meeting of the National Lead Company, President Cornish said:

"There never was a time when there was so much need for our products as at present. Painting was deferred during the war and there was little building except for war purposes. The stocks of merchandise in retailers' hands are the lowest ever known at this period of the year. However, the trade generally seems to be hopeful that a consuming demand will set in in the spring months that will speedily re-establish good business conditions. It is believed that the necessities of war have developed thrift; that the men shifted from peace work to war work have been educated by the diversity of their employment; that the soldier boys returning will be healthier, stronger, broader minded and ennobled by their experiences; and that in consequence will enter into an era of unusual productiveness and prosperity.

A NEW USE FOR PAINT

A dispatch from Omaha says: "Paint men are interested in a statement recently issued by the agricultural department of the University of Nebraska, that a liberal use of paint is the best method of eliminating borers and other injurious parasitic insects that affect fruit orchards.

The statement says: "Probably the best wash for apple tree borers is a thick coat of paint made from raw linseed oil and pure white lead. Remove the earth for a depth of from 3 to 4 inches from the base of the tree, scrape off the dirt and loose bark scales, and after worming, apply to the exposed trunk a thick uniform coating of paint to a distance of about a foot above the ground."

The Campaign Is On

By Wallace H. Blake

Sing a song of Springtime,
Everybody busy,
Four and twenty aldermen
Riding in one Lizzie;
When she stopped a minute
(It was rather quaint!)
Every blessed mother's son
Bought a can of paint.

Sing a song of Hometown
Really on the jump,
Cleaning up and painting up
Every cussed dump;
Everybody happy,
Everybody glad,
Everybody hustling—
Even dear old Dad!

Mother's in the parlor
Brushing varnish on;
Sister's in the kitchen
Helping brother John;
Grandma's mixing mill white
In the old cowshed;
Gosh, a fellow hates to
Lie so late in bed!-

Cleaning up and painting up,
So the days go by,
Preachers, prudes and prima donnas,
Mixing in the pie;
When that pie is opened,
Tell me if it ain't
A jolly day, a dollar day,

FOR THE MAN WHO SELLS THE PAINT

JAPANESE WINDOW GLASS

Japan is producing more window glass of smaller sizes and cheaper grades than is needed for use within the country. The surplus is being exported chiefly to China, India, Java and Australia. Quantities of plate glass, glass with metal inserts, and other better grades, while still imported into Japan, are being reduced each year by the increase in local manufacture.

TURPENTINE MARKET LIKELY TO REMAIN FIRM

Reports from Savannah regarding the turpentine situation are as follows:

Very heavy shipments of turpentine are looked for in the next forty days that will cause a sharp decrease in visible supplies. From Savannah alone it is expected that fully 20,000 barrels will go foreign. This is more than the entire stock at Savannah at this time, and more than the receipts will be for the three main ports for the month of April, probably until the middle of May. The turpentine market continues firm with no sales in excess of current receipts, some minor inroads being made on the tanked stuff. The strength shown by this commodity recently has grown out of two factors, the very small receipts and the opening up of foreign trade. Dealers are not believed to hold much turpentine stocks and the factors and producers and speculators having tanked turpentine are feeling quite different from what they did thirty to sixty days ago about demand and price prospects. They now feel that if production is held down to the level of the season now ending, as seems quite probable, the drop in values that was predicted will be deferred and be of decidedly smaller moment than anticipated.

The whole naval stores aspect seems to be rapidly changing. The period of depression is rapidly passing away and unless there is a recrudescence of trouble in Europe that puts up new barriers to international trade just at the time when the few remaining impediments give promise of being speedily removed, an activity in foreign trade is in sight that will materially alter the entire situation.

Domestic consumers who have been building their plans on tremendous drops in values of naval stores are basing their hopes on a foundation of sand. It is now regarded by experienced men in the trade as very doubtful that rosins will decline much. if any, below the level at which they have been recently offered to consumers. With a small crop in prospect and with a world-wide demand to be met from a production hardly more than half of the old time normal peace crops, there is apt at any time to be seen a pressure of demand on supplies that will put values beyond the quotations. Prices cannot be forced down to peace levels when the production of an article has been cut in half and the world's requirements are on the up grade again, as they unquestionably will be from now on with regard to naval stores. Consumers who defer buying too long are just as apt to find that they have done so to their own financial detriment as otherwise.



Varnish Service

Length of Service is the real measure of varnish value. It is the qualification that makes the most lasting appeal to the consumer. No matter how cheap varnishes are by the gallon, if they lack durability they are dear bargains, since it costs as much to apply a poor varnish as a good one.

Berry Brothers' varnishes, stains and enamels have an established reputation for producing handsome finishing effects that retain their beauty for many years. This long wearing period means economy.

Berry Brothers' label has for 61 years been accepted as the mark of efficient varnish service by discriminating buyers.

Partial list of distributors of Berry Brothers' products

A. M. Bell & Co., Ltd. - - Halifax, N.S.	Hunter-Henderson Paint Co., Ltd., Vancouver, B.C.
Lariviere, Inc. - - - Montreal, Que.	Wood, Vallance Hardware Co., Ltd., Nelson, B.C.
L. H. Gaudry & Co. - - Quebec, P.Q.	Marks, Clavett, Dobie Co., Ltd., Port Arthur, Ont.
Wood, Vallance, Ltd. - - Winnipeg, Man.	Whites, Ltd. - - - Collingwood, Ont.
Wood, Vallance & Adams, Ltd., Calgary, Alta.	Sanderson Pearcy & Co., Ltd. - Toronto
Revillon Wholesale, Ltd. - Edmonton, Alta.	Frank A. Gillis Co. - - Halifax, N.S.

BERRY BROTHERS INC
World's Largest Makers
Varnishes and Paint Specialties
Walkerville, Ont.

(754)

WEEKLY PAINT MARKETS

MONTREAL

MONTREAL, April 10.—Linseed oil is higher again this week, and is a reflection of the high prices for and scarcity of flaxseed. This commodity is now thought to be much shorter in supply than was figured out a few weeks ago, and it does not seem that oil will be low at present. Turpentine is higher in some quarters, and putty, lead in oil and paints are all held steadily. The movement is excellent, according to the manufacturers.

Linseed Oil Up; Seed Scarce

Montreal.

LINSEED OIL.—Another advance of price has been made through the continued scarcity of flaxseed. It is becoming more and more apparent, say the crushers, that seed is not plentiful at all, and that, as a matter of fact, there is less quantity to be had than it was expected awhile ago would be available. There is a decided strengthening of markets and no one will predict the situation for any time ahead.

Raw	Imp. Gal.
1 to 4 bbls.	$1 67½ $1 71
5 to 9 bbls.	1 67½ 1 70
10 to 25 bbls.	1 67½ 1 69
Boiled—	**Imp. Gal.**
1 to 4 bbls.	$1 70 $1 73½
5 to 9 bbls.	1 70 1 72½
10 to 25 bbls.	1 70 1 71½

Turpentine Firm; Some Ask $1.10

Montreal

TURPENTINE. — Several are not now anxious to offer turpentine, and for the most part, supplies are limited. It has thus developed that some have advanced quotations five cents, and it is probable that another week will see no quotations below the $1.10 level. Some are looking for new supplies and others rather expect shortage to continue.

Turpentine—	Imp. Gal.
1 to 4 barrels	$1 05 $1 10
Small lots	1 16

(Packages extra).

Putty Holds Here With Firm Tone

Montreal

PUTTY.—Due to the high price of oil and of other material, there is a real firmness in the putty market, although no changes have been made. It is considered likely that there will be no recession of values at this time, so long as whiting is scarce and so long as oil holds its present position. There is a good seasonable demand.

Standard Putty—	5 ton	1 ton	Less
Bulk, in barrels	$5 00	$5 25	$5 60
Do., ½ barrels	5 15	5 40	5 75
Do., 100 lbs.	5 85	6 10	6 45
Do., 25 lbs.	6 10	6 35	6 70
Do., 12½ lbs.	6 35	6 60	6 95
3 and 5 lb. tins	8 10	8 35	8 70
1 and 3 lb. tins	8 60	8 85	9 20
Do., in 100 lb. cases.	7 15	7 40	7 75

Pure linseed oil putty, $2 per 100 lbs. advance on above prices.

Glaziers' putty—$1.60 per 100 lbs. advance on above prices. Per 100 lbs.

Terms—2%, 15 days, net 60.

Firm White Lead With Trade Good

Montreal

WHITE LEAD IN OIL.—Seasonable business is reported very satisfactory for white lead in oil. The market is steady and rather firm, with prices unchanged. Five ton lots are selling at $15.50 per 100 pounds, ton lots at $16, and smaller quantities at $16.35.

Paints, Specialties Going Well

Montreal.

PAINTS, ETC.—Movement of these lines is better, and there are excellent indications, say the makers, of a good brisk season. This will be borne out, it is expected, when a little better weather comes, and when navigation opens. There are no changes, but prices are well held all around.

TORONTO

TORONTO, April 10.—Higher prices on linseed oil are in effect this week, and is reflection of stronger tone in flax seed markets. Turpentine has gone higher, prices advancing 5c per gallon in some quarters. Shellac has registered a decline of 50c per gallon in the large size packages with a proportionate drop in the small containers. A marked improvement in business being done in all lines of painting materials is reported and the trade feels very optimistic over the outlook.

Linseed Oil Registers Advance

Toronto.

LINSEED OIL.—Higher prices are generally the order of the day as applied to linseed oil, and there is no weak factor in the situation shown at the present time. The situation in respect to Argentine seed reveals no betterment, and with the opening of navigation Canadian seed will be in even bigger demand in the markets of the United States. These conditions would seem to point to an even stronger market on flax seed and that higher figures will be named on linseed oil following changes in seed is a natural condition. The range of quotations made this week are given as follows:

Linseed Oil—	Raw
1 to 2 barrels, gal.	$1.74 -$1.77-$1.83
3 to 5 barrels, gal	1.73 - 1.76- 1.82
10 bbls. and over	1.71 - 1.74- 1.80
	Boiled
1 to 2 barrels, gal.	$1.76½-$1.80-$1.86
3 to 5 barrels, gal.	1.75½- 1.79- 1.85
10 barrels and over	1.73½- 1.77- 1.83

Prices shown are those ruling on Thursday of current week and subject to daily fluctuations of the market.

Five Cent Advance Noted in Turpentine

Toronto.

TURPENTINE.—Locally prices went up 5c per gallon in some quarters with a firm tendency shown. Primary markets are strong and indications are that surplus stocks are being moved out quite rapidly. In addition to this factor the situation in relation to the new crop is not encouraging. Reports state that present season's output will not exceed last year's figures and may be considerably less. With a broader market to supply this crop, which seems quite reasonable to expect, high prices may be maintained and a scarcity develop. However, some interests feel that in another month or six weeks, when new crop turps start rolling in there may be a slight break, temporarily at least. Quotations this week are:

Turpentine—	Imp. Gal.
1 barrel (barrel included)	$1.10-$1.15
2 to 4 barrels (barrel included)	1.09- 1.14
5 gallon lots	1.20- 1.25

Shellac Records Decline 50c Gal.

Toronto.

SHELLAC.—Prices on orange and white shellac have come in for revision downward this week, the large package showing a decline of 50c per gallon with a proportionate drop in the small size containers. New prices in effect are:

White shellac in barrels, $4 per gal.; 5-gal. tins, $4.15 gal.; 1-gal. tins, $4.25 per gal.; in ½-gal. tins, $4.40 gal.; in ¼-gal. tins, $4.55 per gal.; in 1 pint bottles, $7.35 per dozen; ½ pint bottles, $4.05 per dozen; ¼ pint bottles, $2.35; in ⅛ pint bottles, $1.25.

Orange shellac: in barrels, $3.50 per gal.; in 5-gal. tins, $3 65; in 1-gal. tins, $3.75; in ½-gal. tins, $3.90; in ¼-gal. tins, $4.05; in 1 pint bottles, $6.60 per dozen; in ½ pint bottles, $3 79; in ¼



Build your store on this firm foundation. Brandram's Genuine B.B. White Lead is nearly two centuries old—it has a long and honorable history behind it. In the world competition of all these years Brandram's process is the only survivor of all the White Lead processes which were in use at the time it came into being.

This is the white lead which is used in B-H "English" Paint.

Your guarantee and your customer's satisfaction lies in that two centuries of history.

Write us for particulars of our agency proposition.

BRANDRAM-HENDERSON LIMITED

MONTREAL HALIFAX ST. JOHN TORONTO WINNIPEG
MEDICINE HAT CALGARY EDMONTON VANCOUVER

pint bottles, $2.15; in ⅛ pint bottles, $1.20.

Mixed Paint Business Better

Toronto.

MIXED PAINT.—There is no mistaking the better feeling amongst paint manufacturers over the improvement in orders coming to hand. The volume of business indicates that retailers are getting busy and the outlook is considered promising for substantial repeat business during the next two or three months. Prices hold without change for the week.

More Activity in White Lead in Oil

Toronto.

WHITE LEAD IN OIL.—More activity is being experienced in white lead in oil, the trade showing more of a disposition to buy though orders placed are not for large quantities. Prices have held without change for the week at the following figures: Pure lead in oil, $15.80 per hundred pounds in 5-ton lots; $16.30 per hundred pounds in ton lots, and $16.65 per hundred pounds in less than ton lots. The various brands are shown in the current market quotations.

Glass Quiet; Putty Steady

GLASS, PUTTY.—Business in window glass is small and this has influenced a somewhat weaker tendency though no quotable change is reported. Lower prices are not expected as a reflection of market conditions but may be instituted in some quarters in an effort to stimulate sales. Putty shows no change during the week. There is only a small amount of business being handled and prices remain unchanged at following levels:

	Per 100 lbs.		
Standard Putty—	5 ton	1 ton	Less
Bulk, in barrels	$5 30	$5 55	$5 90
Do., 100 lb. irons	6 15	6 40	6 75
Do., 25 lb. irons	6 40	6 65	7 00
Do., 12½ lb. irons	6 65	6 90	7 25
Bladder, in barrels	7 05	7 30	7 65

Pure putty advance $2 per 100 lbs. over above prices.

DENATURED ALCOHOL

A dispatch from Ottawa states that it is proposed to enact new provisions governing the manufacture in Canada of alcohol without the admixture of any denaturants, and denatured alcohol, intended for use in the arts and industries or for fuel, light or power purposes, with restrictions as to the place of manufacture, sale, delivery and transport.

NEW PEACE TERMS

Before the war fully 50 per cent. of the output of the five armament firms in Sheffield, England, was of a warlike character, and it follows, therefore, that the trend of negotiations at the Paris Peace Conference causes a certain degree of anxiety. If naval building, and consequently the manufacture of armor plate, guns and shells for the equipment of the vessels are to be seriously curtailed in future, there is going to be a considerable amount of valuable plant lying idle. It is not, of course, suggested that work of the kind indicated should be continued for the sake of an important armament centre, but it will be readily seen that the transition problem is going to be a far more serious one for Sheffield than for many other industrial districts.

Manufacturers, however, are taking as optimistic a view as possible of the situation, and are doing their utmost to perfect arrangements for developing the remaining 50 per cent. of output capacity on the lines of peaceful production, but this will take some time. Meanwhile, many firms are displaying nervousness regarding the manner in which the American steel trade is forging ahead in exports, their misgivings being increased by the handicap of continued labor unrest at home, the prospect of still higher steel prices when the last subsidy on pig iron is removed shortly, and the very apparent disinclination of oversea buyers to translate inquiries into substantial orders.

The ray of hope continues to be supplied by the light steel, cutlery, and silver and electro-plate trades, which are driving busy. File and saw makers cannot produce fast enough.

A REAL "CLEANU-UP, PAINT-UP" CAMPAIGN

The New Orleans Association of Commerce has adopted a unique plan for that city's Clean-Up and Paint-Up campaign this year. Several weeks have been devoted chiefly to cleaning up, this effort culminating in a final week, April 19-26, when reinspections will be made of all the unkempt premises reported in the survey now being made, while property owners also are being notified of these conditions. The Times-Picayune says that "while this work and a thorough educational campaign are in full swing, all organizations and interests will be co-ordinated, the city divided into districts and everything arranged to have the entire city cleaned up, by the end of the third week in April, to a degree never attained before"; and then, "with a clean city as a starting point, the paint-up and other city beautiful features of the campaign will be launched. This work will reach into every section, every home and every school and public and business building and factory."

That will be some campaign, and the broad basis upon which it is planned, and the continuous effort to which the whole city has pledged itself, will result in improved sanitary conditions and lower disease and death rates, and in the conservation and increase of building and ground values to an extent that, if ever fairly estimated, will make all this effort and the incidental expense seem infinitesimal in comparison.

The Canadian Tungsten Lamp Co., of Hamilton, Ont., have installed a well equipped department for the manufacture of "Helios" automobile lamps.

PITTSBURG MARKET LETTER

(Continued from page 67)

The Buyers of Steel

For many years the steel trade philosophy has been that the buyer has little title to say anything about prices or the market. It is for the sellers to do the talking. Fifteen years and more ago the buyer had practically nothing to say about the character of steel he wanted to buy. He was expected to take ordinary soft steel. If it was not strong enough, use more tons for a given purpose. In this matter there has been a radical revolution, nearly all steel producers being anxious to furnish the buyer with any description of steel he desires, and many steel producers even do research work at their own expense, to develop kinds of steel better suited to buyers' requirements. In the matter of price, however, the buyer is supposed to have as little to say as formerly.

The steel buyer has, however, expressed himself, and as a matter of fact he had expressed himself as to the Redfield Board prices, effective March 21, before the Railroad Administration refused to accept the prices. The buyer expressed himself by means of the character of his buying. The record made since March 21 is a very clear one. For a few days there was much heavier booking of orders, the orders showing that they represented business held back in anticipation of price reductions, whether when announced they should prove large or small. It was business that had to be placed in any event. Now, with the longer experience since March 21, all steel producers consulted admit that the bookings are of precisely the same character, and are from the same buyers, as earlier in the year. No new variety business, in other words, has been brought out by the price reductions. There is no steel for construction work or other general investment purposes. The buying is hand to mouth in character and is for common, every-day requirements. Averaging together the decreased rate of buying just before March 21, when business was being held back, and the greater rate of buying that obtained afterwards, the average rate is less than the buying rate in January and February.

Thus the ordinary buyer, the general public, buys no more than before the price reductions, and thus the public really went on record as to its appraisal of the new prices, before the Railroad Administration did.

At this writing the situation is entirely in confusion. Steel prices may be further reduced in the near future, or further time may be consumed in discussion. There is even a possibility that the steel producers will not hold together and that there will be a really open market.

Steel mill operations are at about 75 per cent. of capacity, or a trifle less. Some of the mills have considerable business on books, some have very little and some have none, having already closed.

MARTIN-SENOUR
PAINTS AND VARNISHES

MADE IN CANADA



SOLD ON MERIT

THE GREATEST SATISFACTION A MERCHANT CAN HAVE

is to know positively every time he sells an article that he has provided his customer with absolute satisfaction. The **MARTIN-SENOUR** DEALER AGENT is certain of this every time he sells a can of 100% PURE PAINT or any other **MARTIN-SENOUR** PRODUCT. He knows that he has provided his customer with 100% Efficiency and 100% Satisfaction, because 100% PURE stands for highest quality and lasting service.

It also gives the Dealer-Agent great satisfaction to know that the story of 100% PURE QUALITY and SERVICE is not only widely heralded throughout the country from Coast to Coast, but it is truthfully told in such a way and through such numerous sales helps as to make it the easiest and most profitable to sell.

Pure Paint and Truthful Advertising make for 100% Satisfaction.

If you are not now one of our Satisfied Dealer-Agents, better write for our proposition to-day.



The MARTIN-SENOUR Co.
LIMITED
PRODUCERS OF PAINTS AND VARNISHES
WINNIPEG VANCOUVER MONTREAL TORONTO HALIFAX



CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION

Dominion Metallics — B.B. Caps 25% B.B. Caps, 20%; 22 short, black, 22 long, black, 22 long, smokeless, 20%; 22 short lesmok or 22 long lesmok, 20%; 22 short, smokeless, 30%; 22 long rifle, black, 22 long rifle, smokeless, 7½%; other rim fire, 10%; center fire pistol, add 35% list; center fire sporting, add 60%; shot cartridges, same as ball; brass shot shell, 20%; primers, add 35% list; empty shot shells, 5%; blanks, add 25%; bullets, add 40%.

Terms: Net 90 days, or 2% discount for cash in 30 days.

"Dominion" Loaded Paper Shells "Crown" Black Powder, 10% on list; "Sovereign" Bulk Smokeless Powder, net list; "Regal" Dense Smokeless Powder, net list; "Canuck" Shells, Smokeless, $41 per M, net; Empty Shells, 5%; 90 days net.

F.O.B. Montreal, Toronto, London, Hamilton.

AMERICAN AMMUNITION

List of Prices.

Subject to 12½% advance on list.

B.B. caps, $3.50 per M.; B.B. caps, concave ball, $4.40; 22 short, $5; 22 long, $6; 22 long rifle, $7; 22 short smokeless, $5.35; 22 long smokeless, $7.50; 22 long rifle, smokeless, $8.75 per M.

Sporting Cartridges—Centre Fire Smokeless 303 Winchester, $72.25 per M.; 303 Savage, $72.25; 303 British, $95; 32 Winchester special, $72.25; 38-55 Winchester, $76; 401 Winchester self-loading, $76 per M.

Primers—Nos. 1, 1½ and 2½, $3.60; Nos. 1 and 2 (100 in box), $3.80; Nos. 1-W, 1½-W, 2½-W and 3-W and 5, and 5½, 100 in box, $3.80; Berdan Nos. 1, 1½, 2 (250 in box), $3.60; Berdan Nos. 1, 1½, 2 (100 in box), $3.80; new No. 4, $5.50; U.M.C., 33, $5.50.

Shot, standard, 100 lbs., Toronto, $16.45-$17.35; Montreal, $18; net extras, as follows, subject to cash discount only: Chilled, $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

AUGER BITS

Standard List Prices per dozen.

3/16	$ 6.00	18/16	$12.00
4/16	5.00	19/16	14.00
5/16	5.00	20/16	14.00
6/16	5.00	21/16	16.00
7/16	5.00	22/16	16.00
8/16	5.00	23/16	18.00
9/16	6.00	24/16	18.00
10/16	6.00	25/16	21.00
11/16	7.00	26/16	21.00
12/16	7.00	27/16	24.00
13/16	8.25	28/16	24.00
14/16	8.25	29/16	27.00
15/16	9.50	30/16	27.00
16/16	9.50	31/16	30.00
17/16	12.00	32/16	30.00

Discounts from Standard List prices:

Beaver, 57½%.

Ford's Auger Bits, 35 to 27½%.

Gilmour Auger Bits, 47½%.

Gilmour Car Bits, 37½%.

Gilmour Eye Augers, 35%.

Gilmour Ship Augurs, add 10%

Rockford Auger Bits, 50 and 10%.

Irwin Auger Bits, 10% off list in Catalogue o. 10, 1905.

F.O.B. Toronto, Montreal, London and Hamilton.

AXES

Single Bits, doz	$13 25	$16 00
Double Bit	16 50	19 50
Boys' Axes	12 00	14 00
Hunters' Axes	11 00	12 00
Bench—No 2, doz	12 50	13 20
No. 3, doz	13 50	14 20
No. 4, doz	14 50	15 25

BABBITT

Prices on babbitt fluctuate with the metal markets and prices are quoted on application. Prices range from 8c to 75c a lb.

BARS, CLOTHES

No. 1, dozen	$ 8 00
No. 2, dozen	10 80
No. 3, dozen	8 40
No. 4, dozen	$10 00
No. 5, dozen	12 00
No. 6, dozen	14 00

BELTING (Leather)

Discounts apply to Revised List of Feb. 14, 1907.

Extra Quality, 30%.

Standard Quality, 30, 10%.

Side Lace Leather, lb..$1.70-$1.90

Cut Lace Leather, lb... 1.90- 2.20

F.O.B. Montreal, Toronto.

BELLS (Farm)

No. 1 x 40, lb	$4 00
No. 2 x 50, lb	5 00
No. 3 x 60, lb	7 50
No. 4 x 100 lb	10 00

F.O.B. Montreal, Toronto.

BOARDS, BAKE

No. 1, 18 x 24 in., dozen	$ 8 50
No. 2, 18 x 28 in., dozen	10 50
No. 3, 20 x 30 in., dozen	12 00

BOARDS, IRONING

No. 1, dozen $19 20

BOARDS, SLEEVE—

No. 3, dozen ..... $ 5 50

BOARDS, SKIRT—

No. 11, dozen	$11 00
No. 32, 5 x 12 in., doz	$11 00
No. 35, dozen	25 00
No. 36, dozen	29 00

BOLTS AND NUTS

Discounts apply to list of Feb. 1, 1913.

Carriage Bolts ($1 list), ⅜ in. dia. and smaller, 6 in. and shorter, 35%.

Carriage Bolts ($1 list), ⅜ in. dia. and smaller, longer lengths, 20%.

Carriage Bolts ($1 list), 7-16 dia. and larger, 15%.

Machine Bolts, ⅜ in. dia. and smaller, 4 in. and shorter, 40%.

Machine Bolts, ⅜ in. dia. and smaller, longer lengths, 25%.

Machine Bolts, 7-16 in. dia. and arger, 25%.

Sleigh Shoe Bolts, all sizes, net list.

Coach and Lag Screws, 50%.

Square Head Blank Bolts, 25%.

Bolt Ends,, 25%.

Plow Bolts, 25%.

Elevator Bolts 25%.

Fancy Heal Bolts, 25%.

Shaft Bolts ($3 list), 25%.

Step Bolts, large head ($3 list), 25%.

Whiffltree Bolts, 25%.

Nuts, square, blank, add to list, .75.

Nuts, square, tapped, add to list $1.00.

Nuts hexagon, blank, add to list $1.00.

Nuts, hexagon, tapped, add to list, $1.25.

Stove Bolts, 65%. Tire bolts, 50%

Terms: 2% off 30 days from date of shipment.

F.O.B. Montreal, Toronto, Hamilton, London, Ont.

BORAX

Lump Crystal Borax, lb. ...11c-12c

F.O.B. Montreal, London, Toronto.

BRASS

Spring sheets, 24 gauge and heavier, base	$0 35
Rods, base ½ to 1 in., round	0 34
Tubing, seamless, base	0 42
Copper tubing, iron pipe size, base, ¾ in. up to 3 in.	0 44

F.O.B. Montreal and Toronto.

BOILERS (Range)

30-gal., extra heavy	$14 50
30-gal., Standard	12 25

BOARDS (Wash), Zinc

	Doz.
Pony	$2 60
Improved Globe	5 40
Neptune	5 40
Standard Globe	5 40
Original Globe	5 90
Jubilee	6 05
Newmarket King	6 05
Western King (enamel)	8 25
Beaver (brass)	7 60

F.O.B. Newmarket.

BUTTS Wrought Steel:—

No. 840	5%
No. 800	2½%
No. 838	5%
No. 808	5%
No. 80 4	15%
Nos. 802, 842, 844	5%
Nos. 810 and 814	net list
No. 830	2½%

F.O.B. Toronto, Montreal, London, Hamilton.

Spring Butts

Chicago Spring Hinges, list + 5%.

Triplex Spring Hinges, 20-10%.

Chicago Mortise Floor (5,000). 20, 7½ and 5%.

Chicago Relax Floor (6,000), 25-10-10-2½%.

Chicago Premier (4000), 12½%.

Chicago Ajax (3,000), 12½%.

Chicago Fire Station, add 10% to list.

Lavatory Door Hinges, 20%.

Chicago Screen Door (2000), 40-2½%.

Chicago Screen Door (3000), 16 2-3 %.

Non-Hold Back Screen Door, on application. F.O.B. Chicago.

CANS

For discount on milk and cream cans, etc., see list under head of wares, etc. B.B.B.

CHAIN

	Proof Coil Fire Welded Mont'l	Proof Coil Fire Welded Tor'to	Welded Mont'l	Welded Tor'to
3-16 in.	$22.75	$21.10	$.....	$27.40
¼ in.	16.75	17.75	21.75	23.60
5-16 in.	14.15	14.60	19.00	18.40
⅜ in.	13.00	13.40	15.90	17.25
7-16 in.	12.75	13.15	15.65	16.65
½ in.	12.50	12.80	15.50	16.50
⅝ in.	12.35	12.75	15.25	16.15
¾ in.	12.25	12.70	15.10	16.00
⅞ in.	12.05	12.40	15.00	15.80
1 in.	11.90	12.30	14.85	15.65

Electric Welded

	B.B.	B.B.	B.B.B.
3-16 in.	$18.00	$19.00	$.....
¼ in.	14.95	16.00	16.20
5-16 in.	12.55	13.50	13.80
⅜ in.	11.35	12.25	12.60
7-16 in.	11.10	12.00	12.35
½ in.	10.95	11.80	12.20
⅝ in.	10.70	11.55	11.95
¾ in.	10.40	11.25	11.65

Montreal and Toronto American Proof Coil Chain

	B.B.	B.B.B.
3-16 in.	$17.25	$.....
5-16 in.	14.25	17.25
⅜ in.	13.00	16.00
7-16 in.	12.75	15.45
½ in.	12.55	15.25
⅝ in.	12.25	.....

Electric Welded B.B.B.—Chain. ¼ in., $13.75; 5-16 in., $12; F.o.b Toronto.

Cow ties, 20%; trace chains net list; dog chains, 12½%; halter chains, 12½%; tie-out chains, 37½%; stall fixtures, No. 1 or heavy, $2 dozen; stamped, No. 3 or Dominion, $1.40 dozen; breast chains, No. 220, $16 dozen pairs F.O.B. Montreal, Toronto, Hamilton, London.

CEMENT

Cement, per bbl., $3.25 in car lots; 80c. pe rbbl., or 20c each is allowed for sacks returned in good condition, freight paid.

Paris plaster, five-barrel lots $4.00; single barrel, $4.50. F.O.B. Toronto.

CHAIRS

Step ladder, dozen $27 00

CHURNS

List price hand churns—No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.

List prices power churns—No. 0 $11; No. 1, $11; No. 2, $12; No. 3, $13; No. 4, $17; No. 5, $20.

Discount of 20% f.o.b. Toronto Hamilton, Fergus, London, St. John, N.B.

Discount of 17½% f.o.b. Montreal, Ottawa, Kingston.

CHOPPERS, FOOD

Universal—Dozen—No. 0, $19.25; No. 1, $23.30; No. 2, $28.35; No. 3, $36.45.

Russwin—Dozen—No. 0, $19.20; No. 1, $23.40; No. 2, $28.20; No. 3, $36.60.

F. o. b. Montreal, Toronto.

CLOTHES LINE (Galvanized)

No.	Per 1000 ft
17—7-strand, 100 ft. lengths	$6.85
17—7-strand, 50 ft. lengths	7 00
18—6-strand, 100 ft. lengths	5 60
18—6-strand, 50 ft. lengths	5 65
19—6-strand, 100 ft. lengths	4 75
19—6-strand, 50 ft. lengths	5 00

F.O.B. Montreal, Toronto, London

COPPER .. ... Montreal Toronto

Casting ingot, see weekly report

Rods, ½ to 2 in. ...$30 00 $28 00

Plain sheets, base, 16 oz. and heavier .. 30 00 ....

Copper sheet, tinned. 14x60 in., 14 oz... 34 00 36 00

Copper sheet, planished, base 16 oz. and heavier 40 00 50 00

Above prices are full sheets and bars. Cut sheets and bars are 5c per lb. higher.

COMBS

Curry combs: No. 111, $1.55; No 121, $1.70; No. 122, $2.25; No. 127 $2.25; No. 100, $2.80 per dozen

F.O.B. Montreal, Toronto, Hamilton, London

CORD (SASH)

No. 6, lb.	71
No. 7, lb.	70
Nos. 8, 9, 10, 12	69

F.O.B. Montreal, Toronto, Hamilton, London

CANADA PLATES

Prices nominal. Montreal Toronto

Ordinary,	52 sheets.	$ 8 50	$ 8 00
Do.,	60 sheets.	8 60	8 10

COKE, TIN PLATES

	Peb-box
IC, 20x28 base	$20 00
IX, 20x28 base	23 00
IXX, 20x28 base	27 00
IXXX, 20x28 base	31 00

F.O.B. Toronto

TERNE PLATES

I. C. 20x28, 112 sheets.....$20 50

F.O.B. Toronto.

"DOMINION CROWN BEST"—DOUBLE COATED TISSUE

	Nomina
IC, 14x20 base	$15 00
IX, 14x20 base	17 00
IXX, 14x20 base	19 00

F.O.B. Montreal.



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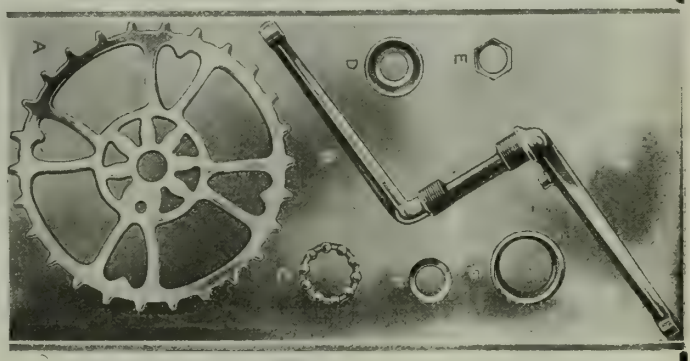
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THE *CRANK HANGER* IS THE HEART OF THE BICYCLE

Hyslop Bicycle Cranks



Note the simple, strong construction of the HYSLOP one-piece crank hanger. Few parts and easily adjusted, always tight and cannot get loose. It has one adjustment, which can easily be made by any amateur.

HYSLOP reputation is founded on thirty years of effort, and you have eight Bicycle Models in various sizes and colors from which to choose and satisfy your customers. EASY RUNNING, STRONG AND SPLENDID APPEARANCE. Models for every demand—you cannot afford to be without one. Orders placed now will reach you in time for NATIONAL BICYCLE WEEK business. They SELL as easily as they ride.

TRADE MARK THE HYSLOP HYSLOP BROS. LIMITED TORONTO REGISTERED 1896

Write direct or order from our travelers.

Made in Canada. **Wholesale Only**

HYSLOP BROTHERS Limited

SHUTER AND VICTORIA STREETS, TORONTO

CLOCKS

Big Ben	$2 92
Good Morning, each	1 15
Lookout	1 45-1 50
Sleepmeter	1 65

F.O.B. Montreal, Toronto, London, Hamilton

CROWBARS, $10.50 per 100 lbs

DRILLS—

Standard Lists.
Blacksmiths', ½ in. x 2½ in. shank.

List each.			
1/8	$0.45	19/32	$1.20
5/32	.45	5/8	1.30
3/16	.50	21/32	1.40
7/32	.55	11/16	1.50
1/4	.60	23/32	1.60
9/32	.65	3/4	1.70
5/16	.70	25/32	1.80
11/32	.75	13/16	1.90
3/8	.80	27/32	2.00
13/32	.85	7/8	2.10
7/16	.90	29/32	2.20
15932	.95	15/16	2.30
1/2	1.00	31/32	2.40
17/32	1.05	1	2.50
9/16	1.10		

Intermediate sizes take list of next larger.

Bit Stock, list per dozen—			
3/32	$2 70	3/8	$ 8 50
1/8	3 00	7/16	10 50
5/32	3 50	1/2	13 00
3/16	4 00	9/16	15 50
7/32	4 50	5/8	18 00
1/4	5 00	11/16	21 00
9/32	6 00	3/4	24 00
5/16	7 00	7/8	30 00
Bit Stock Drills			45%
Blacksmiths', ½-in. shank			40%
Straight Shank			40%
Straight Shank, wire			40%
Taper Shank			40%

DOORS

See Screen Doors.
F.o.b. Toronto.

EMERY CLOTH

See under Sandpaper.

ENAMELWARE

See prices under heading Wares.

FILES AND RASPS

Discounts below apply to list of Nov. 1, 1899.

	%
Great Western, Amer	50
Kearney & Foot, Arcade	50
J. Barton Smith, Eagle	50
P. H. and Imperial	50
Disston Brand	40
Globe	50
Nicholson	35
Black Diamond	35
Delta Files	20
Firth Files	50

F.o.b. Toronto, Montreal, London and Hamilton.

FITTINGS

Cast iron fittings, 12½%; Malleable bushings, 28%; cast bushings, 28%; unions, 35%; plugs, 22% off list. Net prices Class B, black, 24c lb.; Class C, 16c lb.; galvanized, Class B, 33c lb.; Class C, 24c lb.
Toronto and Montreal.

GRILLS, ELECTRIC

Single heat, round	$7 50
Three heat, round	8 25

F.o.b. Toronto.

GRINDSTONES Per 100 lbs.

Over 40 lbs. and 2 in. thick	$3 00
Under 40 lbs.	3 25
Bi-Treadle, each	7 00

F.o.b. Toronto.

HALTERS (SNAP AND RING)

	Doz.
Russet rope shank, 1"	$11.25-$12.75
Perfect, No. 1½	13 20-13 80
Russet rope shank, 1¼ in.	13 85
Black rope shank, 1 in.	13 75
Black rope shank, 1¼"	12.50-13 85
Hand sewn, no shank, 1 in.	17 40
Hand sewn, no shank, 1¼"	18 75

Halters (Sisal)

7-16 in. gross, $24; 9-16 in., $36
F.o.b. Toronto. London—7-16 in., $2.10 doz.; ½ in., $2.65 doz.

HAMMERS, SLEDGE

Can, 5 lbs. and over, cwt.	$17 50
Masons, 5 lbs. and over, per cwt.	20 00
Masons, 5 lbs. and under	22 50
Napping, up to 2 lbs.	25 00

F.o.b. Montreal, Toronto, Hamilton, London.

HANDLES (WOOD)

All hickory handles, list, plus 10%. All fork, hoe, rake, shovel and mall. D handles, 10%. All other handles, net list. All neck-yokes, whiffletrees and doubletrees, 10%. Wood hay rakes, horse pokes, 10%. Pike poles, ash or maple, net list.
F.o.b. St. Thomas, London, Strathroy, Toronto, St. Mary's.

HANGERS, BARN AND PARLOR

	List
Atlas, No. 0	$13 30
Atlas, No. 1	13 80
Atlas, No. 2	15 80
Stearns, 4 in.	9 75
Stearns, 5 in.	13 20
Perfect, No. 1	10 45
Storm King and safety hangers, doz.	10 60
Steel track, 1¼ in.	9 00-12 00

F.o.b. Montreal, Toronto.

HEATERS, ELECTRIC

Majestic, 1 Burner	7 50
Majestic, 2 Burner	11 25

F.o.b. Toronto.

HINGES, TEE AND STRAP

Heavy, Net Prices.

	Strap Doz.	Tee pairs.
4-inch	$ 2 70	$ 2 30
5-inch	3 33	2 88
6-inch	3 60	3 24
8-inch	4 86	3 69
10-inch	8 64	6 57
12-inch	10 71	10 44
14-inch	12 24	10 62

Light, Net Prices, figured at discount 10%.

3-inch, doz. pairs	$0 90	$0 90
4-inch	1 08	0 99
5-inch	1 26	1 17
6-inch	1 53	1 35
8-inch	2 25	1 60
10-inch	....	....

Screw Hook and Strap Hinges—List prices, per dozen pairs—6 in., $4.30; 8-in., $4.80; 10-in., $6.40; 12-in., $7; 15-in., $7.50; 18-in., $11; 21-in., $12.40; 24-in., $16; 27-in., $17.20; 30-in., $18.50; 33-in., $21.50; 36-in., $24.50.
Discount, 25%.
F.o.b. Toronto, London, Hamilton and Montreal.

HAY KNIVES

Spear Point	$14 00
Lighting	12 50
Heath's	12 50
HOES, Grub	$10.50 11 00

HOOKS, GRASS

	English	Canadian	Fox
No. 2, per doz.	$4 15	$5 00	$5 50
No. 3, per doz.	4 25	5 50	6 40
No. 4, per doz.	4 35	6 00	7 40
Little Giant	6 00	....	....
Barden Patent	6 00	....	....

F.o.b. Montreal, Toronto.

HORSESHOES Price per keg

Patterns	Sizes made	No. 2 and larger	No. 1 and smaller
		Less 20c.	
Light iron	0-7	$7 75	$8 00
Long heel light iron	3-7	7 75	....
Medium iron	1-8	7 75	8 00
Heavy iron	6-8	7 75	....
Snow	1-6	8 00	8 25
New-light "XL" steel	1-6	8 20	8 45
Featherweight "XL" steel	0-4	9 60	....
Special-countersunk	0-4	10 10	....
Toe-weight (front only)	1-4	10 60	....

Packing—Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra.
F.o.b. Montreal and Belleville.
Terms—Cash in thirty days, less 2% discount.

TOE CAULKS

Nos. 0, 1, 2 and larger, sharp and blunt, $2.25 to $2.90 box.

HOSE, LAWN Toronto

Corrugated, ½ in., 100 ft.	$17 50
Corrugated, ⅝ in., 100 ft.	20 50
Corrugated, ¾ in.	23 50
Corrugated, 1 in., 100 ft.	35 00

Less 5% for full reels, 500 ft.
F.o.b. Toronto and London.

HAT AND COAT HOOKS

Coppered wire, 3 in., $1.10 gross.
F.o.b. Montreal, Toronto, Hamilton, London.

IRON AND STEEL

See weekly report.

IRON, TINNED

Prices nominal. Subject to premium where stocks are obtainable.

72x30 up to 24 gauge, case lots	....
72x30, 26 gauge, case lots	....

Less than case, 50c per 100 lbs. extra. F.o.b. Montreal.

IRONS, (SAD)

Mrs. Potts, No. 55, polished, per set	$1 95
Mrs. Potts, No. 50, nickel-plated, set	2 10
Mrs. Potts, handles, japanned, doz.	1 65
Sad irons, common, plain, 3, 4 and 5 lbs.	9 20
Sad irons, plain, 6 lbs. up	7 00
Sad irons, common, plated	5 50
Princess Electric, each	$4 00 4 10
Canadian Beauty Electric Irons—	
Style A	4 50
Style B	4 88
Hotpoint Domestic Electric Irons, each	5 25
Gasoline Sad Irons, each	4 25

F.o.b. Montreal, Toronto, London, Hamilton.

LADDERS, Etc.

Step Ladders	Per ft.
Perfect, 6 to 16 ft. only	$0 32
Hercules, 4 to 10 ft.	0 34
Hercules, 12 to 14 ft.	0 39
Faultless, 4 to 10 ft. only	0 30
Ontario, 4 to 10 ft. only	0 27
Shelf Lock, 4 to 8 ft. only	0 22
Gardner, No. 1	0 19
Do., No. 2, bolted	0 22
Dominion, No. 3	0 23
Do., No. 4, bolted	0 26

Single and Fruit Picking

10 ft. to 16 ft.	20c ft.
18 ft. to 20 ft.	23c ft.
Chair ladders, each	2 00

F.o.b. Toronto, Hamilton, London.

Roped and Straight Extension

Ladders	Per ft.
20 to 32 ft.	$0 24
36 to 40 ft.	0 27
44 ft.	0 30
Over 44 ft.	0 40

F.o.b. Toronto, London, Montreal, Stratford.

Fire ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

LANTERNS Per doz.

Short Globe, plain	$12 50
Do., Japd.	13 25
Long Globe, plain	12 50
Do., Japd.	13 25
Dash, plain	15 50
Do., Japd.	16 25
Do., Search (r'nd reflec.)	17 00
Little Bobs	2 10-4 20

F.o.b. Toronto, Hamilton, London, Montreal.

LANTERN GLOBES Dozen

Cold blast, short	$0 95-$1 10
Cold blast	1 00- 1 10

3 doz. cases, 95c doz.; 6 doz. cases, 90c doz.

Cold blast, genuine ruby	$4 75

F.o.b. Toronto, London, Hamilton and Montreal.

LATCHES Per doz.

Steel Thumb, No. 2	$1 90-$2 00
Steel Thumb, No. 3	2 50- 2 70
Steel Thumb, No. 4	4 75
Barn Door, No. 5	2 75
Barn Door, No. 9	5 10

F.o.b. Montreal, Toronto, London.

LEAD

For pig lead and lead and zinc products see weekly report.

MACHINES (WASHING)

	List each
Canadian	$10 00
Dowswell	10 00
Noiseless	15 50
Hamilton	12 00
Ottawa	10 50
Peerless	10 50
Snowball	15 00
Momentum	16 50
New Century, style A	16 50
New Century, style B	18 00
Playtime, engine drive	22 00
Ideal Power	28 00
Seafoam, electric	107 00
Seafoam, engine drive	49 00
New Idea, electric	134 00
Sunshine	9 50
Popular, No. 1	10 50
Popular, No. 2	10 00
Economic	12 50
Champion	17 00
New Excell-All	18 00
Blue Bell, without stand	16 50
Puritan Water Motor Washer, complete	28 00
Hydro, 1 Tub, engine drive	50 50
Do., do., electric	108 50
Low pressure water motor washer, each	30 00
Connor ball-bearing, with rack	18 50
I X L	18 50
Perfection, engine drive	55 50
Perfection, engine drive	15 50
Gem	16 50
Winner, plain	13 50
Connor Improved	10 00
Jubilee	9 50
Canada First	19 00

Discount, 30% and 10%. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

MALLETS Per doz.

Tinsmiths, 2½ x 5½ in.	$1.00-$1.75
Carpenters', No. 3	5.80

F.o.b. Montreal, Toronto, Hamilton.

MATTOCKS

Cutter, doz.	$12 50	$13 25
Pick, doz.	12 50	13 25

F.o.b. Montreal, Toronto, London, Hamilton.

MIXERS, BREAD

Canuck—	
No. 4, dozen	$29 40
No. 8, dozen	33 60
Universal—	
No. 4, dozen	$38 10 39 60
No. 8, dozen	46 40 48 60

MOPS

O-Cedar, doz. net	$12 00
Sprustex, No. 2, doz.	$8 00 8 40
S.W. Mops, complete, doz.	5 25 5 40
Mop Sticks, doz., No. 8	2 00
Cast Head Mop, doz.	2 00
Crescent, doz., No. 10	2 50 3 35
Crank wringing, doz.	8 25

F.o.b. Montreal, Toronto, Hamilton, London.

MOWERS, LAWN

Adanac	40-10%
Woodyatt	35%
Empress	35%
Mayflower	35%
Star, Ontario, Daisy	35%

F.o.b. Toronto, Guelph, London, Hamilton.

NAILS

List adopted July 10, 1912.
Advance over base on common wire nails in kegs.

		2¾ inch	15c
1 inch	$1	3 inch	10c
1⅛ inch	1	3¼ inch	10c
1¼ inch	65c	3½ inch	10c
1½ inch	40c	4 inch	5c
1¾ inch	40c	4½ inch	5c
2 inch	30c	5-inch base.	
2¼ inch	30c	5½-inch base.	
2½ inch	15c	6-inch base.	

6½ to 12-inch-2 Ga. and heavier, 25c over base.
Standard Steel Wire Nails, f.o.b. Toronto, London, Hamilton, Milton, $4.70 base.
Freight equalized on above points.
F.o.b. Montreal, Gananoque, Collingwood and Owen Sound, $4.75 base.
Freight equalized on above points.
Windsor, Walkerville, Sandwich f.o.b. factory prices, carload freight allowed, $4.80.
Sault Ste. Marie, Port Arthur, Fort William, $5.05 base, f.o.b. factory; no freight allowance.

Some of RAMSAY'S Big Sellers

BUY W-S-S WAR-SAVINGS STAMPS





It will pay you to get better acquainted with Ramsay's various lines of Paints and Varnishes. They are all big sellers. To all indications this will be a big paint year. Ramsay's will enable you to put your paint sales over in a big way. May we tell you all about "The Right Paint to Paint Right"?

A. Ramsay & Son Company

Makers of Property Preserving Paints & Varnishes for 77 years

Toronto MONTREAL Vancouver

Distributors:

Edmonton District:
Rivillon Wholesale Limited, Edmonton

Calgary District:
The McDonald-Baker Co., 818 8th Ave. W., Calgary

Moulding, Flooring, Slating, Box, Fence, Barrel Nails, 25c per 100 lbs. over common nail prices. Finishing Nails, 50c per 100 lbs. advance over common nail price. Clinch Nails and Sash Pins, 75c per 100 lbs. over common nail price.

Miscellaneous wire nails, 60% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton, London.

Cut Nails—Montreal, $4.75 base; Toronto, $4.75 base; London, $4.75; Hamilton, $4.75; no equalization of freights.

Roofing Nails—American, large head, keg, $8.50; 25-lb. boxes, per 100 lbs., $9.00.

F.o.b. Montreal, Toronto, Hamilton.

NAILS (HORSE)

C Brand

Size Capewell	Per 100 lbs.
No. 5	$23 00
No. 6	22 00
No. 7	21 00
No. 8	20 00
Nos. 9 to 12	19 00

Discount, 10%

"M.R.M." BRAND

No.	Net Price List Lengths	Per box of 25 lbs
3	1⅝"	$20 00
4	1¾"	10 00
5	1 15-16"	5 00
6	2⅛"	4 75
7	2 5-16"	4 50
8	2½"	4 50
9	2 11-16"	4 25
10	2⅞"	4 25
11	3 1-16"	4 25
12	3¼"	4 25

F.o.b. London, Hamilton, Montreal, Toronto

NETTING, POULTRY

List prices per roll of 50 lineal yards. Adopted March, 1909.

2-inch mesh and 19 ga. wire.

12 inch...	$1 80	48 inch...	$ 6 20
18 inch...	2 65	60 inch...	7 70
24 inch...	3 40	72 inch...	9 20
30 inch...	4 00	84 inch...	10 50
36 inch...	4 75	96 inch...	12 00
42 inch...	5 50		

1½ inch mesh and 19 ga. wire.

12 inch...	$3 50	42 inch...	$10 50
18 inch...	5 00	48 inch...	12 00
24 inch...	6 30	60 inch...	15 00
30 inch...	7 75	72 inch...	18 00
36 inch...	9 90		

1 inch mesh and 20 ga. wire.

12 inch...	$4 00	42 inch...	$12 00
18 inch...	5 50	48 inch...	14 00
24 inch...	7 00	60 inch...	17 00
30 inch...	8 50	72 inch...	20 00

¾ inch mesh and 20 ga. wire.

24 inch..	$10 50	36 inch...	$15 00
30 inch..	12 75		

½ inch mess and 22 ga. wire.

24 inch...	$16 50	36 inch...	$24 00
30 inch...	20 10		

Discounts at present quoted apply only to 1 and 2 inch mesh netting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Montreal, Canadian netting 15% off list.

American netting, 10% off list.

	Per rod
Invincible—1640	$ 0 75
1848	0 85
2060	0 95

Put up in 10, 20 and 30-rod rolls. F.o.b. Montreal.

Blue Ribbon—	
24-inch, per roll	$4 95
36-inch, per roll	6 50
48-inch, per roll	7 60
60-inch, per roll	9 00
72-inch, per roll	10 85

Put up in 10 rod rolls.

OAKUM

Best (American)	$21 00-$22 00
U.S. Navy (unspun)	
Clipper (spun)	21 00
Clipper (unspun)	19 50
U.S. Navy (unspun)	
U.S. Navy (spun)	21 50
Plumbers (spun)	$10 00- 10 50

F.o.b. Montreal, Toronto.

OILS

	Montreal	Toronto
Royalite, gal.	0 20½	0 19½
Palacine, gal.	0 23½	0 22½
Gasoline, net, gal.	0 34	0 33
	List	Gallon
Black oil (Summer)	0 19½	0 16
Black oil (Winter)	0 20½	0 17
Imperial Kerosene		
Tractor	0 60	
Capital cylinder	0 62	0 61
Machine oil, regular grades	0 36	0 38½
Standard gas engine oil	0 40½	0 39½
Paraffine	0 25	0 23½

List, less 15% on above.

Polarine Oil, list	0 90	
Polarine Oil, heavy, list	0 90	
Polarine A, list	1 00	
Gargoyle Mobiloil, list	1 33	

List, less 25% on above.

Fuel oil, bbls. net	0 08½
Fuel oil, tank cars, net	0 07 7-10

Prices shown are barrel basis unless otherwise specified. Barrels charged extra.

OLD MATERIALS

See weekly report.

PACKING

	Per lb.
Fine jute	$0 20
Coarse jute	0 15
Hemp	0 34
Square braided hemp	0 38
No. 1 Italian	0 44
No. 2 Italian	0 36

F.o.b. Montreal and Toronto.

PAPER

	Per 400-ft. roll
Dry Fibre, No. 1 roll	$1 10-$1 20
Dry Fibre, No. 2 roll	0 62- 0 65
Anchor Brand	1 20
Rosin Sized Sheeting, red	1 05
Do., blue	1 10
Tarred Fibre, No. 1 roll	1 25- 1 30
Tarred Fibre, No. 2 roll	0 77- 0 83
Surprise Fibre	0 67- 0 71
Tarred felt, per cwt	4 10
Cyclone (dry)	1 20
Cyclone (tarred)	1 30
Joliet (dry fibre)	0 65
Monarch Sheathing (per 100 lbs.)	4 00
Asbestos sheeeting (per 100 lbs.)	13½ 0 15
Carpet Felt, 16 oz. per 10 lbs.	$5 00

F.o.b. Toronto, Hamilton, London, Montreal, freight equalized thereon.

PASTE

Stick-Fast

1-lb. pkgs., gross	$22 00
2-lb. pkgs., gross	42 00
In barrels 250 lbs., lb.	0 12½
Barrels of 5 lbs., cotton bags, lb.	0 13½
In kegs 125 lbs., lb.	0 14
In 50-lb. boxes, lb.	0 16
In 25-lb. boxes, lb.	0 17

PICKS

Clay—	
5 to 6 lbs., doz.	$12 00
6 to 7 lbs., doz.	12 75
7 to 8 lbs., doz.	13 50
Rock—	
7 to 8 lbs., doz.	12 50

F.o.b. Montreal and Toronto.

PINS, CLOTHES

	Per case
5 gross, 4-in. (loose)	1 45
4 gross (cartons), 4½ in.	1 45

F.o.b. Montreal and Toronto.

WROUGHT PIPE

Price List No. 39, April 3, 1919

Standard Buttweld

Per 100 feet.

	Steel Blk.	Steel Gal.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Gal.
⅛ in.	$ 6 00	$ 8 00	$.....	$.....
¼ in.	4 53	6 60	5 13	7 25
⅜ in.	4 53	6 66	5 13	7 26
½ in.	5 99	7 57	6 84	8 42
¾ in.	7 53	9 66	8 68	10 81
1 in.	11 14	14 28	12 84	15 98
1¼ in.	15 07	19 32	17 37	21 62
1½ in.	18 01	23 10	20 76	25 85
2 in.	22 24	31 08	27 94	34 78
2 in.	22 24	31 08	27 94	34 78
2½ in.	38 90	49 73	....	....
3 in.	50 87	65 03	....	....
3½ in.	64 86	81 88	....	....
4 in.	76 85	97 01	....	....

Standard Lapweld

	Steel Blk.	Steel Gal.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Gal.
2 in.	$27 94	$34 78	$31 64	$38 11
2½ in.	40 66	51 48	46 51	57 35
3 in.	53 17	67 32	60 82	74 97
3½ in.	66 70	83 72	75 90	92 92
4 in.	79 03	99 19	89 93	110 09
4½ in.	88 00	113 00	107 00	132 00
5 in.	103 00	132 00	125 00	154 00
6 in.	133 00	171 00	162 00	200 00
7 in.	175 00	224 00	211 00	259 00
8 L in.	184 00	235 00	221 00	273 00
8 in.	212 00	271 00	255 00	314 00
9 in.	254 00	324 00	305 00	376 00
10 L in.	285 00	301 00	283 00	349 00
10 in.	303 00	387 00	365 00	449 00

Terms 2% 30 days, approved credit.

Freight equalized on Chatham, Guelph, Hamilton, London, Montreal, Toronto, Welland.

WROUGHT NIPPLES

4" and under, 60%.

4½" and larger, 50%.

4" and under, running thread, 30%.

Standard couplings, 4" and under, 40%.

4½" and larger, 20%.

Terms, 2% 30 days. Approved credit, Ontario, Quebec and Maritime Provinces.

PIPE (Conductor)

	Plain	List
2 in., in 10-ft. lengths, list.	$ 8 00	
3 in., in 10-ft. lengths, list.	9 70	
4 in., in 10-ft. lengths, list.	12 80	
5 in., in 10-ft. lengths, list.	17 50	
6 in., in 10-ft. lengths, list.	21 30	

10%.

F.o.b. Toronto, Ottawa, Oshawa.

PIPE, LEAD

See weekly report.

PIPE (SOIL)

Medium and extra heavy pipe, to to 6 inch	20%
Medium and extra heavy fittings, 2 to 6 inch	35%
8 inch pipe and fittings	15%

F.o.b. Toronto, Montreal.

PIPE (STOVE)

See prices under Wares, etc.

PITCH

Pine, black, per bbl.	8 50
Navy pitch, per bbl.	6 50

F.o.b. Montreal, Toronto.

PLANTERS, CORN

King of Field, dozen	$11 25
Triumph, doz.	9 40

POLISH (O-Cedar)

4-oz. bottles, doz., list	3 00
12-oz. bottles, doz., list	6 00
1-qt. can, doz., list	15 00
½-gal. cans, doz., list	24 00
1-gal. cans, doz., list	36 00

Discount, 33 1-3 per cent.

Liquid Veneer—	
4 oz., doz.	$2 00
12 oz., doz.	4 00
32 oz., doz.	8 40
64 oz., each	1 20
128 oz., each	2 10

F.o.b. Toronto, London.

POLISH, METAL

Bon-Ton

Size case	Doz.	Doz.
¼ pts., 3 doz.	$1 15	$3 40
½ pts., 3 doz.	2 10	6 00
Pints, 2 doz.	3 15	6 00
Quarts, 2 doz.	4 65	9 00
½ gal., 1 doz.	8 40	8 40
Gal., ½ doz.	....	6 90

PUMPS

	Pitcher Spout	Closed Spout
No. 1	$2 75	$2 95
No. 2	3 05	3 30
No. 3	3 40	3 65

F.o.b. Montreal, Toronto, Hamilton, London.

RIVETS AND BURRS

Iron rivets, 7-16 inch and smaller, blacked and tinned, 40 and 5%; Iron Burrs, 40 and 5%.

Copper rivets, usual proportion of burrs, discount 15%; burrs, add 25%.

Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¾-lb. pkgs., 2c lbs. Coppered Rivets, net extras, 3c per lb.

F.o.b. Montreal, Toronto, London.

ROOFING

	Per square
Samson, 1-ply, roll	$2 30
Samson, 2-ply, roll	2 75
Samson, 3-ply, roll	3 30
R. S. Special, 1 ply	1 75
R. S. Special, 2 ply	2 00

Kasement. No. 1, 2 ft. 8 in.,

R. S. Special, 3 ply	2 25
Amazon, 1-ply	2 05
Amazon, 2-ply	2 35
Amazon, 3-ply	2 65
Everlastic, 1-ply	1 80
Everlastic, 2-ply	2 10
Everlastic, 3-ply	2 40
Good Luck, 1-ply	1 80
Good Luck, 2-ply	2 10
Good Luck, 3-ply	2 40
McCombe Sp., 1-ply	1 75
McCombe Sp., 2-ply	2 00
McCombe Sp., 3-ply	2 25
Black Cat, 1-ply	2 05
Black Cat, 2-ply	2 35
Black Cat, 3-ply	2 65
Black Diamond Ready Roofing, 2 ply	1 12
Black Diamond Ready Roofing, 3 ply	1 38
Liquid roofing cement, per gal., in barrels	0 31
5 and 10 gal. lots, per gal.	0 44
Coal Tar (refined), bbl.	8 50
Roofing Pitch, per cwt.	1 20

F.o.b. Toronto, London, Montreal.

ROPE

	Lb.
Pure Manila basis	34
British Manila basis	30
New Zealand hemp basis	30
Sisal basis	27½

Above quotations are basis prices, ¾ in. and larger diameter. The following advances over basis are made for smaller sizes:—⅝ in., ½c; 9-16 to 7-16 in. inclusive, 1c; ⅜ in., 1½c; ¼ and 5-16 in., 2c; 3-16 in., 2½c extra.

Single lath yarn basis	27½
Double lath yarn	28
Yacht marline, tarred	54
Halyards	47
Hemp, deep sea line basis	47
Hemp, tarred ratline basis	40
Hemp, tarred bolt rope basis	42
Marline and Houseline	42

Italian rope basis. On application

Cotton, ⅛ in.	0 81¾
5-32 in.	0 80¾
3-16 in.	0 69
¼ in. and up	0 68

F.o.b. Toronto, Montreal, Brantford, London, Hamilton.

RULES, BOXWOOD (LUFKIN)—

651B (68), $2.10 dozen; 751 (61), $2.70; 851 (51), $3.25; 771 (84), $6.35; 781 (62), $7.80; 861A (53½), $7.85; 852 (73), $5.10; 752B (7), $6; 386 (32), $6.90; 3851 (66⅔), $5.85; 465 (69), $1.80; 171 (36), $4.60.

F.o.b. Montreal, Toronto, London.

TAPES, MEASURING (LUFKIN)—

	Each
263, 50 ft. Challenge Steel	$3 95
103, 50 ft. Reliable Jr. Steel	4 05
243, 50 ft. Rival Steel	3 50
1243, 50 ft. Rival Jr. Steel	3 50
603, 50 ft. Metallic	3 00
604, 66 ft.	3 30
403, 50 ft. Linen	2 15
	Dozen
713, 50 ft. Ass Skin	5 40
714, 66 ft. Ass Skin	6 50
143, 3 ft. Steel Pocket	7 10
145, 5 ft. Steel Pocket	9 65
175, 5 ft. Linnine Pocket	5 55
165, 5 ft. Cotton Pocket	1 60

F.o.b. Montreal, Toronto, London.

SANDPAPER

B. & A. sandpaper, 12½% off list.

Star sandpaper, 12½% off list.

B. & A. emery cloth, 30% on list.

F.o.b. Toronto, Montreal.

SCALES

Champion—	Scale List	Stamping extra
4 lb.	$5 50	$0 80
10 lb.	7 50	0 30
240 lb.	12 50	0 50
600 lb.	28 00	1 00
1200 lb.	35 00	1 00
2000 lb.	50 00	1 00
2000 lb. Drop lever	57 00	1 00
10-lb. Household	5 00	0 10
25-lb. Household	6 00	0 30

Champion list prices subject to discount of 5%; Standard scales, 10% discount; Weigh Beams, 5% discount. No discount allowed on stamping charge. F.o.b. Toronto, Montreal, Hamilton.

SCYTHES

	Doz.
Cast Steel	$15 00
Golden Clipper	16 00
Little Giant	17 00

Have You Plenty Of C·C·M· Bicycles?

AN EARLY spring this year will probably mean an extra heavy demand for bicycles during this month.

Then along comes Bicycle Week—May 3rd to 10th—and another big rush for bicycles.

Especially for C.C.M. Bicycles—the dependable, widely advertised line.

Ten bicycles in the store when wanted will be worth twenty not yet arrived.

The bicycle dealer who makes the money will be the one with a good stock on hand in plenty of time. We guarantee prompt shipment.

GENDRON MASSEY IVANHOE
COLUMBIA PERFECT CLEVELAND
BRANTFORD RED BIRD

Write Head Office or Nearest Branch.

Canada Cycle & Motor Co., Limited

Vancouver Winnipeg WESTON Toronto Montreal

"In A Class By Itself"

Dougall Varnish

It may cost a little more by the gallon, but owing to its great covering power it costs less by the job, and it is "The Varnish That Lasts Longest."

This is the varnish to sell and recommend to your customers in the sure and safe knowledge that it means entire satisfaction to them.

Send a postcard for our dealer proposition.

The Dougall Varnish Co., Ltd., Montreal

QUALITY FIRST DOUGALL VARNISHES

Bush 15 50
F.o.b. Toronto, London.

SCREEN DOORS

$28.80; 2 ft. 10 in., $30; 3 ft., $31.20; Nos. 2, 3 and 4, 2 ft. 8 in., $31.20; 2 ft. 10 in., $32.40; 3 ft., $34.20 dozen.

SNATHS

	Doz.
00 Patent	$13 75
1	13 20
2	12 65
3	11 55

SCREWS

Discounts off Standard List adopted Aug. 1, 1908.

Wood, F. H., bright	75
Wood, R. H., bright	70
Wood, O. H., bright	70
Wood, F. H., brass	40
Wood, R. H., brass	35
Wood, O. H., brass	35
Wood, F. H., bronze	30
Wood, R. H., bronze	27½
Wood, O. H., bronze	27½
Square cap	20
Hexagon cap	20

Wooden Bench Screws

Dozen $7 00

SHEETS, BLACK

See Montreal and Toronto report.

SHEETS, CORRUGATED

See weekly report.

SHEETS, GALVANIZED

Premier Galvanized

10¾ oz.	$8 10
U.S. 28	7 70
U.S. 26	7 40
22 and 24	7 25
18 and 20	7 10
16	6 95
14	6 80

F.o.b. Hamilton and Toronto.

SHINGLES Per sq.

Standard galvanized $10 00
Standard painted 8 00
Discount 7½%.

SIDING METAL

Standard galvanized $8 50
Standard painted 6 50
Discount 7½%.

On shipments of 300 lbs. and over, freight is allowed south and east of and including North Bay; also several western counties in Quebec Province. Places north and west of North Bay, the freight is equalized on North Bay. For Quebec and Maritime Provinces, freight is equalized on Montreal.

SOLDERING COPPERS

Base, 3 to 8 lbs., 42c, F.o.b. Toronto and Hamilton.

SOLDER, BAR

See weekly report.

SPOUTS, SAP

Eureka, per M.....$13 50 $16 50

STAPLES

See Wire Products.

STOVES

Oil Burning Cooking	List each
Perfection No. 32, 2-burner	18 75
Perfection, No. 33, 3-burner	24 25
Perfection, No. 34, 4-burner	30 75
No. 22G oven for above stoves	7 25

Discount, 25% off list.
Freight allowed on shipments of 12 stoves.

McClary Glass Front Oven No. 70, each, net	4 25
Detroit Glass Front Oven, No. 85, each, net	4 50

F.o.b. Sarnia, London, Toronto, Ottawa.

Oil Burning Heaters.	List
No. 525, each	7 00
No. 530, each	8 25
No. 630, each	10 25

Discount 25% off list.
Freight allowed on shipments of 24 heaters.

STRETCHERS, CURTAIN—

No. 33, per doz.	$34 50
No. 98, per doz.	18 50
No. 99, per doz.	23 00
Star, No. 1, doz.	$21 00
Star, No. 2, doz.	24 00
Adjustable Pin, No. 44, doz.	30 00

STRETCHERS, WIRE

Hercules, doz.	$ 60
Sampson, doz.	7 50

SPADES, SHOVELS AND SCOOPS

	1st Grade %	2nd Grade %	4th Grade %
Plain Back Shovels and Spades	25 and 25	25 and 25	25 and 25
Draining Tools	25 and 25	25 and 25	.....
Hollow Back Scoops	25 and 25	.....	25 and 25
Sand Shovels	25 and 25	.....	25 and 25
Hollow Back Shovels	25 and 25	.....	25 and 25
Hollow Back Coal Shovels	25 and 25	.....	25 and 25
Riveted Back Scoops	25 and 25	25 and 25	25 and 25
Miners' Spring Point Shovels	25 and 25	.....	.....

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as follows:

BLACK LIST PRICES

Plain Back Shovels and Spades	$29.00	$28.00	$25.00
Draining Tools, No. 2, black	29.00	27.50	.....
Hollow Back Scoops, No. 2, black	34.50	.....	32.00
Coal Shovels, Hollow Back, No. 2, black	32.00	.....	30.00
Sand Shovels, No. 2, black	27.50	.....	24.00
Hollow Back Shovels, No. 2, black	27.50	.....	24.00
Riveted Back Scoops, No. 2, black	37.50	35.50	34.00
Miners' Spring Point Shovel, No. 2, black	36.50	.....	.....

NET EXTRAS—
For each size larger than No. 2, add 25c dozen net.
F.o.b. London, Hamilton, Toronto, Gananoque, Ottawa, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon.

SWEEPERS, CARPET Bissell's Doz.

American Queen, Nickeled Fittings, Cyco Ball Bearing	$48 00
Club, Jap. Cyco Bearing	102 00
Champion, Nickeled Fittings	40 00
Champion, Japan'd Fittings	34 00
Grand, Nic., Cyco B.B.	61 00
Grand, Jap., Cyco B.B.	55 00
Grand Rapids, Nic., Cyco B.B.	45 00
Grand Rapids, Jp., Cyco B.B.	39 00
Parlor Queen, Nic., Cyco, B.B.	51 00
Princess, Nic., Cyco B.B.	46 00
Standard, Nickeled Fittings	42 00
Standard, Jap'd Fittings	36 00
Universal, Nic., Cyco Bearing	43 00
Universal, Jap., Cyco Bearing	37 00

SWEEPERS, VACUUM Bissell's Doz.

Grand Rapids, Nic.	$98 00
Household, Jap.	88 00
Superba, Nic.	114 00

F.o.b. factory Niagara Falls, Ont.
Prices guaranteed by manufacturers against their own decline to Dec. 31, 191 Also stocked by jobbers.

SWEEPERS (ELECTRIC)

Steel frame	$36 40
Aluminum frame	43 90
Attachments, set	8 25

F.o.b. Toronto, Hamilton, London.

TACKS Discount

Wire Tacks	60 and 10%
Revised Hardware Tack List adopted Jan. 1, 1916	60 and 15%
Double pointed tacks	60 10%
Shoe findings list adopted July 5, 1917	Net List
List of Capped Goods adopted Jan. 1, 1916	60 and 15%

F.o.b. Toronto, Hamilton, Montreal, London.

TINNERS' TRIMMINGS

See prices under head of Wares.

TOASTERS, ELECTRIC

Canadian Beauty	$4 50
Upright, with rack	6 40

TOOLS, HARVEST

Waverly, Wellandvale, Rixford, Maple Leaf, Bedford, 17½% discount. Samson, 12½% discount.
F.o.b. Montreal, Toronto, Hamilton, London.

TROUGH (EAVE)

O. G. Square bead and half round:

Size in girth	Per 100 ft.		
8 in.	$ 6 90	15 in.	$12 50
10 in.	7 70	18 in.	16 00
12 in.	9 10		10%

F.o.b. Toronto, Oshawa, Ottawa.

TRAPS (GAME) Doz. with chain

Victor, No. 1	$2 20
Jump, No. 1	2 95
Hawley & Norton, No. 1	3 45
Newhouse, No. 1	5 00

F.o.b. Toronto, London, Hamilton, Montreal.

TWINE (BINDER) Per lb.

600 ft.	$0 22
550 ft.	0 23¾
600 ft.	0 25
650 ft.	0 26½

In 5-ton lots, ¼c discount from above; 10 tons and upwards, ¼c discount. Freight paid on 300 lbs. and over to nearest station.
F.o.b. Montreal, Toronto, Brantford, Hamilton, London.

TWINE (COTTON)

3-ply wrapping, lb.	0.65½
4-ply wrapping, lb.	0.69

F.o.b. Toronto, Hamilton, London.

WOOD TUBS

No. 0, per dozen	$19 80
No. 1, per dozen	17 60
No. 2, per dozen	15 40
No. 3, per dozen	13 20

F.o.b. Newmarket.

VALVES %

Ground work	40
Compression work, standard	45
High grade	41
Cushion work	40
Fuller work, standard	43
High grade	33
Basin cocks, No. 0 Standard	38
High grade	38
Bath cocks	48
Flatway stop and waste cocks, standard	47
High grade	45
Roundway stop and waste cocks, standard	45
High grade	45
Brass steam cocks, standard	10% advance on list
Radiator valves, standard	10
Do., removable seat	Net list
Patent quick opening valves	30
Globe, angle and check valves, standard	Net
Do., Jenkins Disc.	5% advance on list.

F.o.b. Toronto.

WARES, ETC.

Scotch Grey Ware, 50%.
Colonial, 33 1-3%.
Imperial Ware, 33 1-3%.
Pearl, 33 1-3%.
Premier, 10%.
Canada Ware, 10%.
Diamond, 10%, White Ware, 50%.
Japanned Ware, list plus 20%.
Japanned Ware. White, list, plus 30%.
Plain and Jap. Sprinklers, list plus 20%.
Stamped Ware, plain, 50%.
Stamped Ware, retinned, 45%.
Copper Bottoms, net list.
Tinners' Trimmings, 50%.
Tinners' Trimmings, retinned, 45%.
Tinners' Trimmings, general, list plus 10%.
Factory Milk Cans, list plus 50%.
Milk Can Trimmings, list, plus 60%.
Cream Cans, list, plus 25%.
Railroad Cans, list, plus 20%.
Sheet Iron Ware, list, plus 10%.
Pieced Ware, ordinary, list, plus 30%. Fry pans, 40 and 10%.
Pieced Tinware, C.B., list, plus 50%.
Spiders, steel, 10% off; cast iron, 10%.
Fire Shovels, Japanned, list, plus 20%.
Steel Sinks, painted, list plus 25%.
Steel Sinks, painted, list plus 15%.
Light Galv. Pails and Tubs, list plus 20%.
Heavy Galv. Pails and Tubs, list, plus 10%.
Garbage Pails, list, plus 10%.
Jap. Coal Hods, list, plus 40%.
Galv. Coal Hods, list, plus 50%.
Paper Lined Boards, 30 and 10%.
Wood Lined Boards, 30%.
Stove Pipe, patent, per 100, 6 in., $22.28; 7 in., $23.87.
Common, made-up, per 100, 5 and 6 in., $24.67; 7 in., $26.07.
Polished, made-up, per 100, 5 and 6 in., ...; 7 in., ...
Stove Pipe Thimbles, 45%.
Copper Boilers, net list.
Copper Tea Kettles, net list.
Copper Tea Kettles, 3 doz. lots, list less 10%.
Copper Tea and Coffee Pots, net list.
Copper Tea and Coffee Pots in 3 doz lots, less 10%.
Nickel-plated Ware, 50%.
F.o.b. Montreal, Toronto, London, Hamilton.

WROUGHT WASHERS

Round plain. Sizes given are size of hole. In boxes of 60 lbs., list prices, per 100 lbs.—¼ in., $28.00; 5-16 in., $24.40; ⅜ in., $22.80; 7-16 in., $21.00; ½ in., $19.60; 9-16 in., $18.80; ⅝ in., $18.60; 11-16 in., $18.40; ¾ in., $18.20; 13-16 in., $18.00; 1 1-16 in., 1⅛ in., 1¼ in., $18.00; 1 1-1½ in., 1⅜ in., 1¼ in., 1 5-16 in., $18.00; 1⅜ in., 1½ in., 1⅝ in., $18.40; 1¾ in., 1⅞ in., 2 in., 2⅛ in., $19.00. Discount 45 per cent. Net extras, 26 to 49 lbs. of a size, $1.00; 25 lbs. of a size or less, $2.00 per 100 lbs. Package allowances—if taken in kegs about 175 lbs. each, allowance 10c per 100 lbs.; if taken in bags about 100 lbs., allowance 15c per 100 lbs

WEIGHTS, SASH

	Tor'to	Lond'n	Mont'l
Sectional, 1 lb., per 100 lbs.	$5.50-$5.85	$4.00	$5.35
Section, ½ lb., per 100 lbs.	5.50- 5.85	4.50	5.50
Solid, 3 to 30 lbs., per cwt.	4.25	3.25	3.75

WHEELBARROWS

Navvy, steel wheel, doz. $60 00
Garden, steel, doz. 64 25
Light garden, doz. 46 80
F.o.b. Montreal, Toronto, London.

WIRE PRODUCTS

F.o.b. Toronto, London, Hamilton Montreal, St. John, freight equalized.

Cut Hay Wire	Per 100 lbs.
No. 9	$5 40
No. 10	5 50
No. 11	5 55
No. 12	5 65
No. 13	5 75
No. 13½	5 75
No. 14	5 95
No. 15	6 15
No. 16	6 35

Stovepipe Wire

No. 18	8 25
No. 19	8 75

Fine wire, list plus 20%.

Smooth Steel Wire

Nos. 0-9 gauge, base 5 00
Extras over base sizes on smaller gauges are as follows:
No. 10, 6c extra; No. 11, 12c; No. 12, 30c; No. 13, 30c; No. 14, 40c; No. 15, 55c; No. 16, 70c extra.
Extra net per 100 lbs.—Oiled wire 10c; spring wire, $2.50; bright, soft drawn, 15c; charcoal (extra quality), $1.25; packed in casks or cases, 15c; bagging and paperings.

Jamieson Sales Mean Larger Profits

ASK

the dealer who has been selling our line.

"HE IS A SUCCESS"

The veteran painter, tried and proved, the man who does paint well.

"HE KNOWS"

The chemist, who can analyze—he smiles and says

"ALL RIGHT"

Because

It goes farthest.

Covers more space at less cost.

Encourages the inexperienced to paint and brighten up.

It would be a wise thing to stock them now.



R. C. Jamieson & Co., Limited

Calgry | MONTREAL | Vancouver

Owning and Operating P. D. Dods & Co., Limited

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE
Colors and white—2½-lb. packages, $8.90 for 100 lbs.; 5-lb. packages, $8.40 for 100 lbs. F.o.b. Montreal, Toronto, London.

BRONZING LIQUID
Bronzing liquid, No. 1..$1.50-$2.00
Banana oil, gal. 3.50- 7.00
F.o.b. Montreal, Toronto.

BLUE STONE	Montreal	Toronto
Per lb.	13-14	15-16

COLORS (DRY)	Per lb.
Raw Umber, No. 1, 100-lb. kegs	0 07
Do., pure, 100-lb. kegs	0 15
Burnt Umber, No. 1, 100-lb. kegs	0 07
Do., pure, 100 lb. kegs	0 15
Raw Sienna, No. 1, 100-lb. kegs	0 07
Do., pure, 100-lb. kegs	0 15
Burnt Sienna, No. 1, 100-lb. kegs	0 07
Do., pure, 100-lb. kegs	0 15
Imp. green, 100-lb. kegs	0 25
Chrome green, pure	0 35
Chrome yellow	17-31
Brunswick green, 100-lb. kg	0 12
Indian red, 100-lb. kegs	0 15
Indian red, No. 1, 100-lb. k.	0 06
Venetian red, best bright	0 04
Venetian red, No. 1	0 02½
Drop black, pure dry	0 15
Golden ochre, 100-lb. kegs	0 06½
White ochre, 100-lb. kegs	0 04
White ochre, barrels	0 03
Yellow ochre, barrels	0 03½-5
French ochre, barrels	0 06
Spruce ochre, 100-lb. kegs	0 07-8
Canadian red oxide, bbls	0 02-2¼
Super magnetic red	0 02¼-2½
Vermilion	0 40
English vermilion	2 50

F.o.b. Montreal, Toronto

COLORS IN OIL, PURE	
1 lb. tins—	
Venetian red	0 21
Indian red	0 35
Chrome yellow, pure	0 53
Golden ochre, pure	30-32
French spruce ochre, pure	25-28
Greens, pure	28-35
Siennas	0 32
Umbers	0 32
Ultramarine blue	0 52
Prussian blue	1 50
Chinese blue	1 50
Drop black	0 30
Ivory black	0 31
Signwriters' black, pure	0 40
Lampblack	0 40
Marine black, 5-lb. irons	0 20

F.o.b. Montreal, Toronto

ENAMELS (white)	Gal.
Duralite	$6 50
Albagloss	3 50

GLUE	Per lb.
Brantford All Round Glue—	
Case No. 7—50 1-lb. pkgs	$25 00
Case No. 8—100 ½-lb. pkgs	28 00
Case No. 9 -200 ¼-lb. pkgs	35 00
Discount—	
French medal (prices withdrawn).	
English common sheet	32-34
English prima	35-38
White pigsfoot	0 50
Cake bone, 112-lb. bags	0 35
Hide, 112-lb. bags	0 45
Gelatine, 112-lb. bags	45-60
Ground glues, 112-lb. bags, No. 1	28-30
Ground glue, No. 2, 112-lb. bags	22-24
Do., No. 2, less than bags	0 24

GLASS	Single	Double
Per 100 ft.	Thick	Thick
Under 25	$16 80	$22 90
26 to 34	17 80	24 85
35 to 40	18 35	26 40
41 to 50	23 50	30 00
51 to 60	24 60	30 80
61 to 70	26 50	32 70
71 to 80	29 70	35 40
81 to 85	....	45 45
86 to 90	....	48 85
91 to 94	....	49 80
95 to 100	....	58 55
101 to 105	....	65 35
106 to 110	....	73 10

Discount box glass, 20 to 25%.
Sheet glass, 5 to 10%. Cash 2%.
F.o.b. Montreal, Toronto, London, Hamilton.

GLASS, PLATE	
Plates up to 1 foot, each	$0 80
Plates from 1 to 2 feet, each	0 90
" 2 to 3 "	0 95
" 3 to 4 "	1 15
" 4 to 5 "	1 35
" 5 to 7 "	1 50
" 7 to 10 "	1 70
" 10 to 12 "	1 75
" 12 to 15 "	1 85
" 15 to 25 "	1 95
" 25 to 50 "	2 15
" 50 to 75 "	2 20
" 75 to 90 "	2 25
" 90 to 100 "	2 30
" 100 to 120 "	2 60
" 120 to 140 "	2 90
Plates 101 to 110 wide containing not over 100 ft. each	3 00
Plates 111 to 120 wide containing not over 100 ft., each	3 40
Plates 101 to 110 wide containing over 100 ft., each	3 40
Plates 111 to 120 wide containing over 100 ft., each	3 75

Trade Discount, 25%.
City deliveries, 33 1-3%.
Montreal, London, Hamilton, Toronto, Kitchener.

GLAZIERS' POINTS
Zinc coated, $1.56-$1.62 per doz. packages 6 lbs. gross.
Zinc, pure, prices withdrawn.
F.o.b. Montreal, Toronto.

LEAD, WHITE (Ground in oil).
Prices are per 100 lbs. in ton lots. Less than ton lots are 35c per 100 lbs. higher than quoted below. F.o.b. Ottawa, 20c advance per 100 lbs. F.o.b. London and Windsor, 40c per 100 lbs. F.o.b. Toronto and Hamilton, 30c per 100 lbs. F.o.b. Fort William and Port Arthur, ... per 100 lbs.
Maritime differential 35c per 100 lbs. over Montreal

	Montreal	Toronto
Anchor, Pure	$16 00	$16 30
Crown Diamond	16 00	16 30
Crown, Pure	16 00	16 30
Green Seal	16 00	16 30
Ramsay's Pure	16 00	16 30
Moore's Pure	16 00	16 30
Tiger, Pure	16 00	16 30
O.P.W. Dec. Pure	16 00	16 30
Red Seal	16 00	16 30
Decorators' Pure	16 00	16 30
O.P.W. English	16 20	16 50
Elephant Genuine	16 50	16 80

B.B. Genuine Lead, less than tons, $18.45, Toronto; $18.15, Montreal. Ton lots 5% off; five-ton lots, 10% off.

LEAD (RED DRY)

Genuine, 560-pound casks, per cwt.	$13 50 $14 50
Genuine, 100-pound kegs, per cwt.	14 25 15 50
Less quantity	15 50 17 00

F.o.b. Montreal, Toronto.

LEAD, ARSENATE

	Per pound Dry	Paste
Barrels, 600 lbs.	$....	$0 21
200s	0 32½	....
100s	0 33	0 22
50s	0 33	0 23
25s	0 34½	0 23
10s	0 35	....
5s	0 36	0 25
2s	....	0 26½
1s	0 39½	0 29
½s	0 43½	....

F.o.b. Toronto, Montreal, Hamilton and London.

MURESCO
Tints, 5-lb. packages, per 100 lbs., $9.60; white, 5-lb. packages, $9.00.
F.o.b. Toronto.

LINSEED OIL
For prices see weekly report.

PAINTS, PREPARED
Price per gallon, 1 gallon can basis

Elephant, white	$4 20
Elephant, colors	3 80
B.H. English, white	4 30
B.H. English, colors	4 05
B.H. Floor	3 50
B.H. Porch Floor	4 05
Minerva, white	4 15
Minerva, colors	3 90
Crown Diamond, white	4 05
Crown Diamond, colors	3 80
Crown Diamond, floor	3 50
B.H. Fresconette, white	3 35
B.H. Fresconette, colors	3 25
Moore's House Colors, white	4 05
Moore's House Colors, colors	3 90
Moore's Egyptian Paint, all colors	3 25
Moore's Floor Paint	3 50
Moore's Sani-Flat	3 00
Moore's Mooramel	6 50
Jamieson's Crown Anchor	3 55
C.P.C. Pure, white	4 30
C.P.C. Pure, colors	4 05
O.P.W. Canada Brand, white	4 05
O.P.W. Canada Brand, colors	3 75
O.P.W. Canada Brand, floor	3 50
O.P.W. Flat Wall, white	3 35
O P.W. Flat Wall, colors	3 25
Ramsay's Pure, white	4 15
Ramsay's Pure, colors	3 85
Martin-Senour, 100%, white	4 30
Martin-Senour, 100%, colors	4 05
Martin-Senour, Porch Paint	4 05
Martin-Senour, Neutone, white	3 35
Martin-Senour, Neutone, colors	3 25
Senour's Floor Paint	3 50
Sherwin-Williams, white	4 30
Sherwin-Williams, colors	4 05
Sherwin-Williams, floor	3 50
Flat Tone, white	3 35
Flat Tone, colors	3 25
Lowe Bros., H.S., white	4 30
Lowe Bros., H.S., colors	4 05
Lowe Bros. hard drying floor	3 50
Mellotone, white	3 50
Mellotone, colors	3 35
Sanitone, white	3 35
Maple Leaf, white	4 30
Maple Leaf, colors	4 05
Maple Leaf, floor	3 50
Pearcy's Prepared, colors	3 50
Pearcy's Prepared, white	3 75

F.o.b. Montreal, Toronto.

PARIS GREEN	Per lb.
In barrels, about 600 lbs.	$0 48
In kegs, about 250 lbs.	0 48½
In 50 lb. and 100 lb. drums	0 49
In 25 lb. drums	0 50
In 1 lb. packets, 100 lbs. in case	0 52
In ½ lb. packets, 100 lbs. in case	0 54

F.o.b. Montreal, Quebec, Moncton, St. John and Halifax, Toronto, Hamilton, London and Ottawa. Terms one month net or 1% in 15 days.

PUTTY	Montreal	Toronto
Standard	Less than tons	
Bulk, in casks	$5 60	$5 90
Bulk, 100-lb. drums	6 45	6 75
Bulk, 25-lb. drums	6 70	7 00
Bulk, 12½-lb. irons	6 95	7 25
Bladder, in bbls.	7 35	7 65

Ton lots standard are 35 per hundred pounds less; five-ton lots 60c less than above prices.
Pure Putty, $2 cwt. advance.
Ottawa prices are 20c; Hamilton 30c; London and Windsor 40c per 100 lbs. over Montreal quotations.

ROSIN
Barrels, 100 lbs. $8 00
Less, per lb. 0 10

SHELLAC
Pure White, gal. (1 gal. tins) $4 25
Pure Orange, gal. (1 gal. tins) 3 75
Gum Shellac, TN, 74-76c lb.; finest orange, 79-95c; bone dry white, 85c. F.o.b. Toronto, London.

PAINT AND VARNISH REMOVER

Taxite, 1 gal. cans	$3 30
B.H. Vanisher	3 00
Cutoff	3 30
Takof	3 25
O.P.W. Presto	2 75
Lingerwett	2 80-3 25
Solvo	3 00

F.o.b. Montreal, Toronto.

VARNISHES	Per gal. cans
No. 1 Furniture, extra, barrels, $1.10-$1.21 gal.; gal. tins	$1.32-$1.43
B.H. Stovepipe Varnish, Anchor, ½ pints, per doz.	1 40
Depend-on, list	3 50
B.H. Maritime Spar, list	7 20
Everlastic, Depend-on and Maritime Spar subject to discount of	40%.
Elastilite	3 50
Granitine Floor Finish	3 50
Hydrox Spar	3 64
Sun Varnish	2 60
Sun Spar	4 63
Sun Waterproof Floor	3 40
Jasperite Interior and Exterior	3 00
Jasperite Pale Hard Oil	2 25
Jasperite Indestructo Floor Varnish	3 00
Jamieson's Copaline	3 02
M-S Marble-Ite Floor	3 29
M-S Wood-Var	3 29
M-S Double Spar	4 57
M-S Finest Interior	3 84
Elastic Interior	2 64
Mar-not	3 40
Quick Action House	2 40
Rexspar	4 62
Smear-Not	3 34
Kyanize Spar	4 94
Kyanize Cabinet Rubbing	3 84
Kyanize Interior	3 84
Luxeberry light	3 80
Luxeberry granite	3 52
Luxeberry spar	4 93
Ramsay's Universal	2 92
Crown Diamond Floor	2 60

F.o.b. Montreal, Toronto.

WATER PAINTS	
Opalite, 300 lb. bbls.	0 13½
Opalite, 100 lb. kegs	0 14
1 gal. packages, per pkg.	0 75
½ gal. package, per pkg.	0 40
Coralite, 5-lb. pkgs., white.	0 07
Coralite, 5-lb. pkgs., colors.	0 07½
B.H. Frescota, 5-lb. pkge., white	7 80
B.H. Frescota, 5-lb. pkge., colors	8 40

F.o.b. Montreal, Toronto.

WASTE	
Cream, Polishing	$0 20

WHITE	
XXX	0 19
XX	0 18
X	0 16½
XC	0 15
Japanese	0 14
XXX Extra	0 19½
XX	0 18¼
XLCR	0 17
X Empire	0 15½
X Press	0 14

COLORED	
No. 5	0 15
No. 1	0 13½
No. 7	0 12
No. 1A	0 10¾
No. 1B	0 09½
Fancy	0 15½
Lion	0 14
Standard	0 12½
Popular	0 11
Keen	0 09½

Above lines subject to trade discount for quantity.

WAX	Per lb.
C. & B. Floor Wax	$0 40
B.H. Wax	0 46
Ronuk Floor Wax, lb.	0 38
Berry Bros.	0 34
Imperial Floor Wax	0 40
Anchor	0 33
O.P.W. Lion Brand	0 45
Old English	0 53 0 62
Johnson's	0 62
Jamieson's liquid wax, gal.	2 75
Gold Medal	0 42
Edwards, lb.	0 40
Ramsay's	0 45
S. & W.	0 54
Crown Diamond	0 45

F.o.b. Montreal and Toronto.

WHITING	
Plain, in bbls.	$2 50

F.o.b. Montreal, Toronto, London.
Gilders, bolted, in bbls. $3 00

WOOD ALCOHOL	Per gal.
In five gallons	....
In barrels	....

$4 extra for barrels.
F.o.b. Montreal, Toronto, London.

Every Simms' Brush Sold Sells ANOTHER

The selling of Simms' Set-in-Rubber Paint and Varnish Brushes is like an endless chain. Each one used means another sold soon. They advertise themselves by solid merit. And there is a good profit on every brush you sell.

TRADE SIMMS SET IN RUBBER MARK

This Set-in-Rubber is our own patented process. You can find no other Brushes anywhere so good. The bristles are set in forever—they are absolutely guaranteed **never** to come out.

Each Brush is a perfect tool for the painter—doing everything that a good paint brush should do—and then a little more.

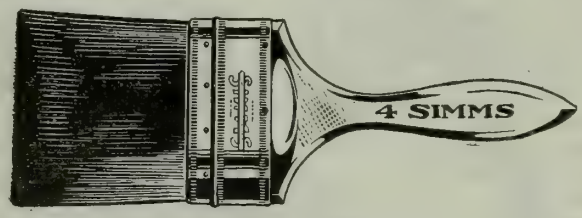
Made in every shape and style by skilled workmen for use in skilled work.

Don't let your stock run low. Order a new supply **now.**

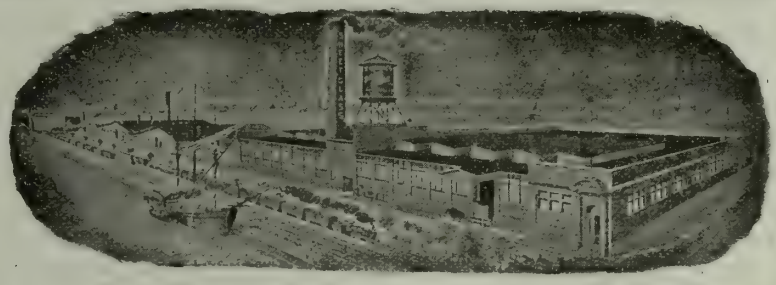
T. S. SIMMS & CO., Limited

ST. JOHN, N.B.

Branches: Montreal, Toronto, London



RED S BRAND WINDOW GLASS



GLASS BENDERS TO THE TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

DON ROADWAY TORONTO

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863
Twelve Medals of Award at INTERNATIONAL Expositions.



INCORPORATED 1895
Special Grand Prize
GOLD MEDAL
Atlanta, 1895.

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY - - - - PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, $11.00.

Shot, soft, per cwt., $17.20; chilled, $18.70; buckshot, $18.00; ball, $18.40.

Dominion Metallics—B.B. Caps, $2.80; C.B. Caps, $3.50; 22 Short Black or Lesmok, $4; 22 Long Black or Lesmok, $4.80; 22 Short Smokeless, $4.30; 22 Long Smokeless, $6; 22 Long Rifle Black, $5.60; 22 Long Rifle Smokeless, $7 per M. net. Center Fire Pistol, 22%; Center Fire Sporting, 25% off American list.

American Metallics—B.B. Caps, $3.06; C.B. Caps, $3.85; 22 Short Black, $4.35; 22 Long Black, $5.25; 22 Long Rifle Black, $7.70; 22 Short Smokeless, $4.69; 22 Long Smokeless, $6.55; 22 Long Rifle Smoke, $7.65 per M. net. Center Fire Pistol, 10% on list; Center Fire Sporting, 10% on list.

Loaded Shells—Crown Black Powder, 12 ga., $31; Sovereign Smokeless, 12 ga., $38; Regale Smokeless, 12 ga., $38; Nitro Club Smokeless, 12 ga., $46; Canuck Smokeless, 12 ga., $41 per M. net. Empty Paper Shot Shells, $14 per M.; Empty Brass Shot Shells, $6.65 per 100.

ANVILS

Peter Wright, 80 lbs. and up, 25c per lb.; clip horn, 26c lb.

Norris, 80 lbs. and over, 16c.

AXES

Single Bit	$14 50	$20 00
Rouble Bit	16 50	21 50
Broad Axes	32 00	35 00

AUGER BITS

Standard List Prices per Dozen

3/16	$6 00	18/16	$12 00
4	5 00	19	14 00
5	5 00	20	14 00
6	5 00	21	16 00
7	5 00	22	16 00
8	5 00	23	18 00
9	6 00	24	18 00
10	6 00	25	21 00
11	7 00	26	21 00
12	7 00	27	24 00
13	8 25	28	24 00
14	8 25	29	27 00
15	9 50	30	27 00
16	9 50	31	30 00
17	12 00	32	30 00

Discounts from standard list prices

Irwin	10%
Gilmour	45%

BARS, CROW. $11.25 per 100 lbs.

BAR IRON

Bar Iron—$5.25 base; Swedish iron, $5.25; sleigh shoe steel, $5.50; spring steel, $6.50; machinery steel, $8.00.

BELTING

Rubber, 6 in. and under, 20-5%; over 6 in., 15-2½%.

Agricultural or No. 1 leather belting, 30-10-7½% off list.

Standard, 27-10% off list. Extra 27%.

"The "double" list is just twice the price of "single."

BELT LACING

In sides, tanned, $1.60 per lb.; cut, $1.80 per lb.; rawhide, sides, $1,55; cut, $1.75.

Blue Stone (Vitriol), 11¾c.

BOLTS

Carriage, ⅜ and smaller, up to 6 incr., 20%; over 6 inch, 10%; 7-16 inch and larger, net list, machine, ⅜ and under, up to 6 inch, 25%; over 6 inch, 15%; 7-16 and over, 5%; machine set screws, 20%; plough bolts, 10%; stove bolts, 50%; shaft bolts, 5% on list; tire bolts, 25%; sleigh shoe bolts to ⅜ and smaller, 5% on list; 7-16 and up, 5% on list

BORAX. Borax, per lb., 14c.

BUILDING PAPER

Tarred, $1.10 to $1.60 per roll, according to quality; plain, 80c to $1.45.

BUTTS

Plated—No. 241 Antique Copper and Dull Brass Finish

	Per pr.
2½ x 2½ in.	37
3 x 3 in.	39
3½ x 3½ in.	40
4 x 4 in.	52
4½ x 4½ in.	75
5 x 5 in.	94

Wrought Steel—

No. 840	Net list
No. 800	5% on list
No. 838	Net list
No. 804	5% off list

CHAIN

Coil, 3-16 in., $19.20; ¼, $16.25; 5-16 in., $13.75; ⅜, $12.75; 7-16, $12.35; ½, $12.25; 9-16, $12.25; ⅝, $12.00; ¾, $11.65; 1 in., $11.40; Logging, 5-16 in., $15.55; ⅜, $14.55; ½, $14.05; tie-out, 47½%.

CHURNS

Barrel, No. 0, $6.75; No. 1, $6.75; No. 2, $7.50; No. 3, $8.25; No. 4, $9.75 each.

CLEVISES, MALL. 15c per lb.

CLOCKS—Alarm

	Each
Big Ben	$2 90
Baby Ben	2 90
America	1 35
Lookout	1 75
Sleepmeter	1 85

COPPER

Sheet and planished copper, 60c per lb. Tinned, 55c.

CORD SASH

Coils or Hanks

8, 9, 10 ..... 76 lb.

DRILLS

Bit stock, 37½%: Blacksmith, ½ in. round shank, 25%.

EAVETROUGH

Eavetrough, per 100 ft., 8 in., $6.10; 10 in., $6.80; 12 in., $8.00.

Conductor pipe, 2 in., per 100 ft., $7.15; 3 in., $8.65; 4 in., $11.40.

ENAMELWARE

See Wares.

FILES

Globe	Discount 40-5%
Nicholson Gen.	Discount 30%

FITTINGS—Malleable.

Class A	60%
Class B and C, off new list	60-10%
Bushings	10%
Unions	25%
Nipples 4" and under	40%

FORMALDEHYDE

400-lb. bbls., 32c lb.; 200-lb. bbls., 33c lb.; 100-lb. bbls., 34c lb.; 10-lb. jugs, $3.75 each; 5-lb. jugs, $2.00 each; 2-lb. jugs, 85c each.

GALVANIZED WARE

See Wares

GLASS, WINDOW

	Single	Double
Up to 25 in.	$15 50	19 50
26 to 40	16 50	22 00
41 to 50	19 50	25 00
51 to 60	20 50	25 50
61 to 70	21 50	27 00

GLASS (Plate)

Net list.

GLOBES—LANTERN

	Doz.
Short Pattern	$1 05
Cold Blast, regular	1 05

GRINDSTONES

Per 100 lbs., $3.50.

Mounted on steel frames, $6 to $7.50.

HARVEST TOOLS. 17½%.

HINGES

Light T and strap, 15% off.

Corrugated Strap Hinges — 4, $1.60; 5, $2.20; 6, $3.00; 8, $4.75; 10, $7.00; 12, $10.80.

Corrugated Tee Hinges—4, $2.00; 5, $2.50; 6, $3.40; 8, $5.70; 10, $8.50; 12, $12.00.

HORSESHOES

Iron, No. 0 to 1, $8.35; No. 2 and larger, $8.10; snowshoes, No. 0 to No. 1, $8.60; No. 2 and larger, $8.35; steel, No. 0 to 1, $8.80; No. 2 and larger, $8.55; featherweight, $9.95.

IRON, GALVANIZED

	Apollo and "Fleur Premier de Lis"
10¾ oz. or 28 Eng.	$9 75
28 Am. or 26 Eng.	9 35
26 Am. or 26 Eng.	9 05
24	8 90
22	8 90
18 and 20	8 75
16	8 60

IRONS, SAD

Common Sad Irons, 8 lbs., 11c uer lb.; 4 lbs., 14c per lb.

Mrs. Pott's No. 55, set	$2 00
Mrs. Pott's No. 50, set	2 15

Mrs. Pott's common and iron handles, $1.60 dozen. Mrs. Pott's improved, $2.10 a dozen.

JACKSCREWS

15% off list.

KNIVES—HAY

	Doz.
Heath's	$12 50
Lightning	12 50

LAMP CHIMNEYS

A, per case, 8 doz., $9.10 per doz., $1.25; B, per case 6 doz., $7.80; per doz., $1.40.

LANTERNS

No. 2, plain	$13 00
No. 25, Dash-board	17 50
Short Globe, doz.	13 00

LEAD PIPE, $12.40.

LEAD WASTE, $13.40.

LATCHES—THUMB, STEEL

	Doz.
2	$1 90
3	2 50
4	4 50

Barn Door

5	2 95
8	3 20
9	5 50

LINSEED OIL

See weekly report.

MACHINES—WASHING

	Each
Dowswell	....
New Century B	....
New Idea	....
Snowball	....

Prices on application.

MATTOCKS

Pick, $13.85; cutter, $13.85.

MOPS

	Doz.
O'Cedar Polish, No. 1	$12 00
O'Cedar Polish, No. 3	12 00
Self-Wringing	5 75

MOWERS—LAWN

	14 in.	16 in.
Woodyatt	$ 8 50	$ 9 00
Empress	11 00	11 50
Daisy	6 60	.....
Star	7 50	8 00

NAILS

Wire, f.o.b. Fort William, $5.35 base; Winnipeg, $5.85 base. Cut f.o.b. Winnipeg, $6.55.

NETTING—POULTRY

Net Prices per Roll.

1 in. mesh x 24 in.	$6 30
30 in.	7 65
36 in.	9 00
2 in. mesh x 24 in.	3 05
30 in.	3 60
36 in.	4 20
48 in.	5 60
60 in.	6 95
72 in.	8 30

NETTING. Poultry, Hexagon, 10%.

Banner Netting, 24 in., $4.75; 36 in., $6.10; 48 in., $7.25; 60 in., $8.50; 72 in., $9.75.

NUTS

Square, small lots, blank, 4½c tapped, 4¾c advance on list; Hexagon, small lots, blank, 4¾c; Tapped, 5c advance on list; case lots all styles, 1c less than above.

OILS

"Buffolite," 25c; Ideal Thresher, 50c; "B" Caster machine oil, 41c; Buffalo engine gasoline, 37c; Buffalo "A" gas engine oil, 55c; Royal gasoline, 37c; Family safety coal oil, 24½c; Summer black oil, 24½c; Kelso engine oil, 60c; Electro oil, 45c; Royalite oil, 21c; Standard gas engine oil, 45½c; Prairie Harvester oil, 53c.

PAINTS

Stephens' Out White, $4.45; Stephens' House, $4.20; Stephens' Floor, $3.65; Silkstone colors, $3.40; Silkstone white, $3.50; Stephens' Barn Paint, $1.45.

POLISH

O'Cedar —

	Doz.
4 oz.	$2 00
12 oz.	4 00
1 quart	10 00
½ gal.	16 00
1 gal.	24 00

Liquid Veneer—

4 oz.	$2 00
12 oz.	4 00
1 quart	8 40
½ gal.	14 40

(Continued on second page)

Bon Ton—

	Doz.
¼ pints	1 35
½ pints	2 10
Pints	3 15
Quarts	5 10
½ gal.	9 00
Gal.	15 00

Stephens
REGISTERED TRADE MARK



The Essence of Good Salesmanship!

A SUGGESTIVE display of Stephens' paints has always been a powerful factor in veering the minds of the householder around the paint question.

Link up Mr. Householder's paint thoughts with your window and capture his business.

If you are not now a Stephens' Agent, but wish to be, drop us a post card and we will cheerfully send you our proposition.

G. F. Stephens & Co., Ltd.

Paint and Varnish Makers

Winnipeg and Calgary

Winnipeg Hardware Quotations—Continued

PIPE, WROUGHT IRON

Per 100 ft.	Black	Galv.
¼ inch	$ 5 40	$ 7 74
⅜ inch	5 50	7 88
½ inch	7 38	9 10
¾ inch	9 32	11 60
1 inch	13 77	17 20
1¼ inch	18 63	23 22
1½ inch	22 28	27 77
2 inch	30 00	37 40
2½ inch	48 10	59 80
3 inch	63 87	78 20
3½ inch	81 80	.....
4 inch	96 90	.....
4½ inch	113 00	.....
5 inch	131 40	.....
6 inch	171 00	.....

PLASTER. Paris, per bbl., $4.50.

PLATES, CANADA

18 x 21 per box, half polish, $9.25; full polished, ...; 18 x 24, half polished, $9.25; full polished, ... 20 x 28, half polished, $9.50; full polished, ...

PUTTY

100-lb. irons	$7 20
25-lb. irons, per cwt.	7 80
1½-lb. tins	14½

RIVETS AND BURRS

Iron rivets, 30%; copper, No. 7, 60c lb.; No. 8, 61c; No. 10, 66c; No. 12, 71c.

Five-lb. assorted boxes, No. 8, 68c; No. 10, 73c lb.

Copper Burrs, No. 7, 60c; No. 8, 61c; No. 10, 66c; No. 12, 71c. and over, 71c lb.

ROPE

Sisal, 28¼c base; pure Manila, 35¼c base; British Manila, 31¼c base; lath yarn, 28¼c base; African hemp, 31¼c base; cotton rope, ¼ and over, 66c lb.

Tarred Marline Hanks, per lb., 50c.

SANDPAPER—

Star—	Quire	Ream
00, 0	$0 33	$6 05
½	0 36	6 50
1	0 40	7 30
1½	0 45	8 25
2	0 52	9 30
2½	0 58	10 50
3	0 66	11 90

B. & A.—		
00, 0	$0 37	$6 75
½	0 40	7 15
1	0 45	8 10
1½	0 52	9 45
2	0 60	10 90
2½	0 70	12 50
3	0 80	14 30

SASH BALANCES (Caldwell).

10% on list.

SAWS, BUCK

Happy Medium, $12.00; Watch Spring, $12.50; Lance Tooth or Lightning Blades, $13.20.

SCREWS

Bright iron round head, 60%; flat head, 65%; round head, brass, 25%; flat head, brass, 30%; coach, 25%. Set Screws, 20%.

SCYTHES—

	Doz.
Bramble	$15 50
Bush	15 50
Excelsior	17 00
Cast	15 00

SNATHS—

No. 2 loop	13 25
Bush	15 00

SWEEPERS, CARPET—

See list in regular "Current Market Quotations" Column, f.o.b. factory, Niagara Falls, Ont.

SWEEPERS, VACUUM—

	Doz.
Grand Rapids, Nic.	$101 00
Household, Jap.	91 00
Superba, Nic.	117 00

F.o.b. Jobbers' Warehouse, Winnipeg. Prices guaranteed by manufacturers against their own decline to June 30, 1919.

STEEL SHEETS, BLACK

10 gauge	$7 05
12 gauge	7 10
14 gauge	7 15
16 gauge	7 25
18-20 gauge	7 80
22-24 gauge	7 85
26 gauge	7 90
28 gauge	8 00

SHOVELS AND SPADES—

Shovels—Fox and Olds, D.H., Sqr. Pt., $15.05 per doz.; D.H. Rd. Pt., $15.05 per doz.; L.H. Sqr. Pt., $15.05; L.H. Rd. Pt., $15.05; Bulldog & Jones, D.H., Rd. Pt., $16.30; D.H. Sqr. Pt., $16.30; L.H. Rd Pt., $16.30; L.H., Sqr. Pt., $16.30; L.H., Rd. Pt., $16.30; Black Cat and Crescent Scoops—No. 4, $19.00 doz.; No. 6, $19.50; No. 8, $20.00; No. 10, $20.50; Moose & Jones Scoops, No. 4, $19.90; No. 6, $20.90; No. 8, $21.40.

SOLDER. Per ound, 36 to 37.

SPIKES

Pressed, ¼ in., $8.30; 5-16, $7.95; ⅜, $7.75; ½, $7.55.

STAPLES

Bright wire, per cwt., $6.05 at Fort William, $6.45 Winnipeg; galvanized staples, $6.85 Fort William, $7.25 Winnipeg.

STEEL

Sleighshoe, $5.50 base per cwt.; plow, common, $6.50; crucible plow, $7.50; angle, $5.35; harrow, $5.75 base; cast, octagon tool steel, 20c base; square tool, 20c base; spring, $7.50; machine, $8.00 base; tire, $5.90. Mild, 3-16, ¼, 5-16, $7.75 base; other sizes $5.50 base. Band steel, $5.50 base.

STEEL HOOPS

½ in., $8.35; ⅝ in., $8.00; ¾ in., $7.40; ⅞ in., $7.10; 1 in., $7.00; 1¼ in., $6.90; 1½ in., $6.80.

STEEL SQUARES

15% on list.

TACKS. Carpet, 65% list.

TIES. Cow, 10%.

TIN AND TERNE PLATE—

20 x 28 I.C. box	$23 50
20 x 28 I.X. box	27 00
20 x 33 I.C. box	28 50
20 x 33 I.X. box	32 50
Terne plates	24 00

TRAPS, GAME—

Doz.	Victor	H.& N.	Jump
No. 0	$1 95	$....	$....
No. 1	2 30	3 60	3 10
No. 1½	3 45	5 40	4 55
No. 2	4 80	7 50	6 70
No. 3	6 75	10 00	....

TUBS—

	Wood	Fibre
No. 0	$21 85	$26 40
No. 1	18 80	22 65
No. 2	16 40	18 80
No. 3	14 00	15 95

TURPENTINE

See weekly report.

TWINE (WRAPPING)

Lb.	
Cotton, 3-ply, cones	$0 72
Cotton, 3-ply, balls	0 75
Cotton, 4-ply, cones	0 75
Cotton, 4-ply, balls	0 79

VARNISHES—

Stephens Luminette, gal.	$2 20
Stephens Exalite, gal.	3 00

WARES, ETC.—

Scotch Grey, 40% discount.

Colonial, Imperial, Pearl, 20-7½% discount.

Premier, Canada, Diamond, discount 2½%.

Whiteware, 40-10% discount.

Japanned Ware, list, plus 30%.

Japanned Ware, white, list, plus 40%.

Japanned Sprinklers, list, plus 30%.

Stamped Ware, plain, 40-10% discount.

Stamped Ware, ret'd, 40% discount.

Pieced Tinware, ordinary, list, plus 40%.

Pieced Tinware, copper bottoms, list, plus 60%.

Sheet Iron Ware, list, plus 20%.

Light Galv'd Pails and Tubs, list, plus 27½%.

Heavy Galv'd Pails and Tubs plus 17½%.

Jap. Coal Hods, list, plus 35%.

Galv'd Coal Hods, list, plus 50%.

WASHERS—

Iron, small lots, 33% off list plus $1.50; full boxes, iron, 33 1/3% off list plus $1.00.

WHITE LEAD—

Decorators' pure, ton lots, $16.90; less than ton lots, $17.25.

WIRE, BARB—

Lyman, 4-point, $5.05 Winnipeg; Glidden Cattle, 2-pt., $5.10 Winnipeg; Baker, 2-pt., $4.80 Winnipeg; plain twist, cwt., Winnipeg, $7.00 100 lbs.; plain galvanized; Winnipeg, No. 9, $6.00; No. 12, $6.15; coil spring, Winnipeg, No. 9, $6.05; No. 12, $6.20.

Patented screen in 100-ft. rolls, $3.50 per hundred sq. ft.; in 50-ft. rolls, $3.60 per 100 sq. ft.

WIRE, PLAIN—

Bale ties, 14 gauge, single loop $7.65 Winnipeg; $7.25 Ft. William

Brass snare wire, per lb., 80c.

WIRE, ANNEALED—

No. 9, $6.75; 10, $6.80; 12, $6.95; 14, $7.15; 15, $7.25; 16, $7.40 per 100 lbs.

WRENCHES (NUT)—

Agricultural—	Doz.
6 in.	$7 00
8 in.	8 40
10 in.	9 80
12 in.	12 60
15 in.	16 80

Perfect Handle—	
6 in.	15 00
8 in.	18 00
10 in.	21 00
12 in.	27 00
15 in.	36 00
18 in.	48 00

WRENCHES (PIPE)—

Stillson—	Each
6 in.	$1 00
8 in.	1 15
10 in.	1 25
14 in.	1 75
18 in.	2 50
24 in.	3 65
36 in.	6 75

Trimo—	
10 in.	$1 50
14 in.	2 10
18 in.	3 00
24 in.	4 35

Always Ready—	Dozen Black	Dozen N.P
No. 1	$4 20	$4 50
No. 2	5 75	6 00

WRINGERS—

Eze, $62.55 per doz. Reliance.



RADIATOR NEVERLEAK

Stops All Leaks

Radiator Neverleak is a guaranteed preparation for stopping leaks in Auto Radiators. It is a carefully and scientifically compounded liquid that will, positively, in from five to ten minutes, stop any ordinary leak in a radiator or cooling system. And the repair will be permanent.

It Contains No Acid, Meal, Cement or Sediment to Clog or Impair the Cooling System

It will not evaporate, consequently it remains in the radiator indefinitely, automatically sealing any new leaks that may occur. It also tends to prevent the formation of scale or rust in the cooling system.

As your profit on NEVERLEAK is extra good, it will pay you to investigate. You can sell on an absolute money-back guarantee.

GREAT WEST ELECTRIC CO., LIMITED

WINNIPEG

Distributors of Laco Tungsten and Nitro Lamps



When you see the above Trade Mark on anything pertaining to Fishing Tackle you need have no hesitation in recommending it to your customers.

There is no possibility (except in a few articles) of prices for Fishing Tackle being reduced before next season, so that during the period of transition you would be well advised to place orders well ahead of your every-day requirements.

Orders for future delivery are now being booked, but owing to the great pressure we have had with Government work it will be some time yet before we are able to attain our pre-war output.

Our new General Catalogue is now in preparation, and we are placing on a Register the names of Fishing Tackle Dealers who will obtain a copy on publication. Have you sent in your name? If not, do so now.

In the meantime we invite and welcome your enquiries and will be pleased to quote you for anything we can supply. We are Wholesale only, and all enquiries from consumers direct are referred to the nearest retailer. We don't cut into his business.

Morris Carswell & Co., Ltd.

118 Howard Street, Glasgow, Scotland



SELLING SPARK PLUGS INTELLIGENTLY

With every 100 lot assortment we give a display stand which shows the proper plug for every make of car. Your customer can pick out the plug he wants and order by name, which makes selling easier for you and more satisfactory for him. We handle the celebrated Rex Plug—absolutely guaranteed—as well as all the other ready sellers, including the Mica Tractor Plug in all sizes.

MEHASCO

ANOTHER MEHASCO MESSAGE **29**

EASYON TIRE CHAINS

The only chains an autoist can slip on the wheels when alone and stuck. Put up eight chains in a set, four, for each rear wheel. Handy little friends to motorists and real, active sellers.



Merchants Hardware Specialties Limited

CALGARY

THE BUYERS' GUIDE

If what you want is not here, write us, and we will tell you where to get it. Let us suggest that you consult also the advertisers' index facing the inside back cover, after having secured advertisers' names from this directory. The information you may desire may be found in the advertising pages. This department is maintained for the benefit and convenience of our readers. The insertion of advertisers' headings is gladly undertaken, but does not become part of any advertising contract.

Abrasives
The Carborundum Co., Niagara Falls, N.Y.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Plewes, Ltd., Winnipeg, Man.

Air Cocks
The Penberthy Injector Co., Ltd., Windsor, Ont.

Agricultural Products
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Alabastine
The Alabastine Co., Paris, Ont.

Aluminum
British Aluminium Co., Toronto.
Canada Metal Co., Toronto.
A. C. Leslie & Co., Montreal.
Louis McLain Co., Ltd., Winnipeg, Man

Aluminum Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.
Louis McLain Co., Ltd., Winnipeg, Man.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
The Ware Mfg. Co., Oakville, Ont.

Ammonia
The Engineers' Supply Co., Winnipeg, Man.
Stuart & Foster, Toronto.

Ammunition
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Caverhill, Learmont & Co., Montreal.
Dominion Cartridge Co., Montreal.
Lewis Bros., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.

Asbestos
Canadian Asbestos Co., Montreal, Que.
The Engineers' Supply Co., Winnipeg, Man

Asbestos Pipe Specialties
Canadian Asbestos Co., Montreal, Que.

Asbestos Pipe Coverings
Canadian Asbestos Co., Montreal, Que.

Ash Sifters
Furnival & Co., Toronto.
J. Samuels & Co., Toronto.

Ankle Supports
Owen Sound Steel Press Works, Owen Sound, Ont.

Auto Accessories, Equipment and Supplies (Jobbers)
Auto Accessories, Ltd., Winnipeg, Man.
J. E. Beauchamp & Co., Montreal, Que.
Canada Sales Co., Toronto.
Crown Cycle & Motor Co., Montreal.
Great West Electric Co., Ltd., Winnipeg, Man
Homer & Wilson, Hamilton, Ont.
Hyslop Bros., Toronto.
North American Hardware Co., Ltd., Montreal.
Prairie Motor Sales Co., Moose Jaw, Sask.
The Royal Canadian Specialties, Hamilton, Ont.
Samuel Trees & Co., Ltd., Toronto.
Walker Vallance, Ltd., Hamilton, Ont.

Auto Accessories, Equipment and Supplies (Manufacturers)
The All-Way Mfg. Co., Toronto, Ont.
Air-Tite Mfg. Co., St. Thomas, Ont.
W. H. Banfield & Sons, Ltd., Toronto.
Benjamin Electric Co., Toronto.
Boston Varnish Co., Everett Station, Boston, Mass.
Barcalo Mfg. Co., Buffalo, N.Y.
Canada Cycle & Motor Co., Ltd., Weston, Ont.
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Canadian Winckley Co., Ltd., Windsor, Ont.
Cannon Oiler Co., Keithsburg, Ill.
The Carborundum Co., Niagara Falls, N.Y.
Canada Dry Cells, Ltd., Winnipeg.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
The Durke-Atwood Co., Toronto, Ont.
Gutta Percha & Rubber, Ltd., Toronto.
Kinzinger, Bruce & Co., Niagara Falls, Ont.
Line, Kimball Co., Moose Jaw, Sask.
The Lockwood-Ash Motor Co., Jackson, Mich.
The Marquette Manufacturing Co., Inc., St. Paul, Minn.
M. H. Merchant Corporation, Syracuse, N.Y.
Metal Specialties Mfg. Co., Chicago, Ill.
The Locktite Mfg. Co., Windsor, Ont.
Frank Mossberg Co., Attleboro, Mass.
McKinnon Industries, Ltd., St. Catharines, Ont.
Northern Electric Co., Ltd., Montreal.
The Prismolite Sales Co., Westfield, N.Y.
Will B. Lane, Chicago, Ill.
Perfection Sanitary Brush Co., Toronto.
Rock Island Mfg. Co., Chicago, Ill.
C. A. Shaler Co., Waupun, Wis.
The Steel Trough & Machine Co., Ltd., Tweed, Ont.
The Sterns Tire & Tube Co. of Canada, Ltd., Toronto.
Thermoid Rubber Co., Trenton, N.J.
Thimont Mfg. Co., Roxbury, Mass.
Van Cleef Bros., Chicago, Ill.
The Van der Linde Rubber Co., Toronto.
Wilkinson & Kompass, Hamilton.
Williams & Co., J. H., Brooklyn, N.Y.
Wilson Auto Specialties, Ltd., Hamilton, Ont.

Automobiles
Canadian Pneumatic Tool Co., Ltd., Montreal.

Automobile Parts
Kinzinger, Bruce & Co., Ltd., Niagara Falls, N.Y.
McKinnon Industries, Ltd., St. Catharines, Ont.

Awnings
Finnie & Murray, Ltd., Winnipeg.
J. J. Turner & Co., Peterboro, Ont.

Axes
Canada Foundries & Forgings, Brockville, Ont.
Can. Warren Axe & Tool Co., St. Catharines.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.

Babbitt Metal
Thos. Birkett & Son Co., Ltd., Ottawa.
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal.
Hoyt Metal Co., Toronto.
Owl Metal Co., Winnipeg.
Lewis Bros., Ltd., Montreal.
Plewes, Ltd., Winnipeg, Man.
Tallman Brass & Metal Co., Hamilton.

Barb Wire
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Bars and Racks, Clothes
Stratford Mfg. Co., Ltd., Stratford, Ont.
Otterville Mfg. Co., Ltd., Otterville, Ont.

Barrel Covers
E. B. Eddy Co., Ltd., Hull, Que.

Barrel Liners
J. N. Warminton & Co., Montreal, Que.

Batteries, Dry
Canadian National Carbon Co., Ltd., Toronto.
Canada Dry Cells, Ltd., Winnipeg.
Great West Electric Co., Ltd., Winnipeg, Man.
Canadian General Electric Co., Toronto.
Dominion Battery Co., Ltd., Toronto, Ont.
North American Hardware Co., Ltd., Montreal.
Northern Electric Mfg. Co., Montreal.
Usona Mfg. Co., Windsor, Ont.

Batteries, Flashlight
Canadian National Carbon Co., Ltd., Toronto.
Dominion Battery Co., Ltd., Toronto, Ont.
Usona Mfg. Co., Windsor, Ont.

Baths, Enamelled and Copper
Canada Metal Co., Toronto.

Bath Room Fixtures
Kinzinger, Bruce & Co., Ltd., Niagara Falls.

Bends, Brass, Iron and Lead
Jas. Morrison Brass Mfg. Co., Toronto.

Bibbs, Basin and Bath Cocks, Compression
Jas. Morrison Brass Mfg. Co., Toronto.
The United Brassfounders, Ltd., Manchester, Eng.
Wentworth Mfg. Co., Hamilton, Ont.

Bibbs, Basin and Bath Cocks, Fuller
Jas. Morrison Brass Mfg. Co., Toronto.
The United Brassfounders, Ltd., Manchester, Eng.

Brake Lining
Thermoid Rubber Co., Trenton, N.J.
Haddow Brokerage Co., Montreal, Que.

Brass Goods
Haddow Brokerage Co., Montreal, Que.
The Penberthy Injector Co., Ltd., Windsor, Ont.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Stratford Brass Co., Ltd., Stratford, Ont.

Brass Castings and Goods
Canada Metal Co., Toronto.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Jas. Morrison Brass Mfg. Co., Toronto.
Tallman Brass & Metal Co., Hamilton.
The Penberthy Injector Co., Ltd., Windsor, Ont.
The United Brassfounders, Ltd., Manchester, Eng.
Williams Bros. & Piggott, Ltd., Birmingham.

Brass, Sheets and Rods
Canada Metal Co., Toronto.
A. C. Leslie & Co., Montreal.
Tallman Brass & Metal Co., Hamilton.

Beekeepers' Supplies
Canadian Bee Supply & Honey Co.

Bevels
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Belting, Transmission, Elevator and Conveyor
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man

Belting, Rubber
Can. Consolidated Rubber Co., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.
Plewes, Ltd., Winnipeg, Man.

Belting, Cotton
Dominion Belting Co., Hamilton, Can.
Plewes, Ltd., Winnipeg, Man.

Blacksmiths' Supplies
D. Ackland & Son, Winnipeg.

Blankets, Saddle
Burlington Windsor Blanket Co., Ltd., Toronto.
Galt Robe Co., Galt, Ont.
Samuel Trees & Co., Toronto, Ont.

Blankets, Horse
J. J. Turner & Co., Peterboro, Ont.

Bolts and Nuts
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.
Northern Bolt, Screw & Wire Co., Owen Sound.
London Bolt & Hinge Works, London, Ont.
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Wilkinson & Kompass, Hamilton.

Bolts, Eye
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Williams & Co., J. H., Brooklyn, N.Y.

Bolts, Panic
Wm. Newman & Sons, Birmingham, Eng.

Boring Bars
Williams & Co., J. H., Brooklyn, N.Y.

Boxes, Tin
A. R. Whittal Can. Co., Ltd., Montreal, Que.

Boots, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Boot Calks and Tools
Steel Co. of Canada, Ltd., Hamilton.

Boring Bars
Pratt & Whitney Co. of Canada, Ltd., Dundas.

Box Opening Tools
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Bale Ties
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.
Laidlaw Bale Tie Co., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

Bale Tie Buckles
J. N. Warminton & Co., Montreal, Que.

Barbed Wire
Banwell, Hoxie Wire Fence Co., Ltd., Hamilton.

Baskets
Walter Woods & Co., Hamilton.

Barn Door Hangers
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Steel Goods Co., Hamilton.
National Mfg. Co., Sterling, Ill.
Safety Door Hanger Co., Hamilton, Ont.
Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Guelph, Ont.

Barrel Stands
Wakyte Mfg. Co., Winnipeg.

Barrels, Steel
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

Balers, Steel
Climax Baler Co., Hamilton.
Spielmann Agencies, Montreal.

Bit, Braces
Caverhill, Learmont & Co., Montreal.
Russell Jennings Mfg. Co., Chester, Conn.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Black Sheets
The Steel Co. of Canada, Ltd., Hamilton, Ont.

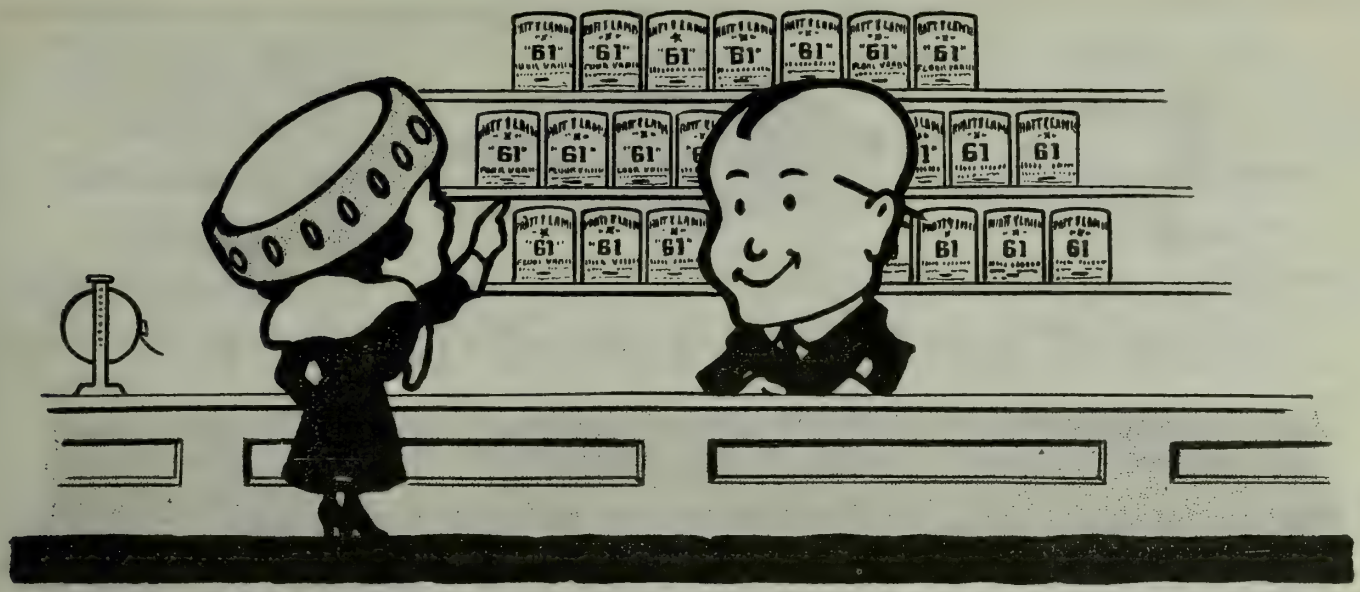
Brackets, Shelf
Canada Steel Goods Co., Hamilton.
The Stanley Works, New Britain, Conn.

Box Strapping
J. E. Beauchamp & Co., Montreal.
The Stanley Works, New Britain, Conn.
J. N. Warminton & Co., Montreal, Que.

Blasting Supplies
Dupont Powder Co., Wilmington, Del.

Building Papers
Alex. McArthur & Co., Montreal, Que.

Burlap
Dominion Oil Cloth Co., Ltd., Montreal, Que.



P&L Dealers Have Steady Call For "61" Floor Varnish

WHY? Because it is advertised in a really *big* way. "61" Floor Varnish is a product which proved its quality *years ago!*

And "61" has gone right on giving just a little longer wear than we ever claimed for it; giving just a little better satisfaction than we ever said it would give.

What is the result?

Today dealers in all parts of the Country are reaping the harvest and profiting because their stores are identified with this steady-selling quality product — "61" Floor Varnish in Colors.

Are you one of these dealers?

If you're not, just jot down your name and address on the margin of this advertisement and mail it to us — we'll send you full particulars of our Introductory Assortment.

PRATT & LAMBERT-INC.
VARNISH MAKERS 70 YEARS
24 COURTWRIGHT ST., BRIDGEBURG, ONT.
FACTORIES
BRIDGEBURG, ONTARIO

NEW YORK BUFFALO CHICAGO
LONDON PARIS SYDNEY

"61" FLOOR VARNISH

for Floors, Furniture and all Woodwork

Now made in Eight Colors

THE BUYERS' GUIDE

Butchers' Tools
Haddow Brokerage Co. Montreal, Que.

Butter Tubs (Covered)
E. B. Eddy Co., Ltd., Hull, Que.

Butter Molds
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Walter Woods & Co., Hamilton, Can.

Butter Workers
Beatty Bros., Ltd., Fergus, Ont.

Butts and Hinges
Canada Foundries & Forgings, Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Caverhill, Learmont & Co., Montreal.
Chicago Spring Butt Co., Chicago, Ill.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Burrs
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton.
Parmenter & Bulloch, Gananoque.

Bread and Cake Makers
Thos. Davidson Mfg. Co., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.

Breast Drills
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.

Brushes and Brooms
Boeckh Bros. Co., Ltd., Toronto.
Meakins & Sons, Ltd., Hamilton.
Perfection Sanitary Brush Co., Toronto.
The Rubberset Co., Limited, Toronto.
T. S. Simms & Co., Ltd., St. John.
Walter Woods & Co., Hamilton.

Bits, Auger
Caverhill, Learmont & Co., Montreal.
Russell Jennings Mfg. Co., Chester, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.
Wilkinson & Kompass, Hamilton.
Scythes, Ltd., Toronto.

Bits, Forstner
Progressive Mfg. Co., Torrington, Conn.

Bicycles
Canada Cycle & Motor Co., Toronto.
Crown Cycle & Motor Co., Montreal, Que.
Hyslop Bros., Ltd., Toronto.
Iver Johnson Arms & Cycle Works, Ltd., Fitchburg, Mass.

Birch Seats
Canadian Veneering Co., Montreal, Que.

Brake Lining
Crown Cycle & Motor Co., Montreal, Que.

Brooms
Stevens-Hepner Co., Ltd., Port Elgin, Ont.
Walter Woods & Co., Ltd., Hamilton, Ont.

Buckles, Harness and Trunks
McKinnon Industries, Ltd., St. Catharines, Ont.

Builders' Hardware
Allith Mfg. Co., Ltd., Hamilton, Ont.
Caverhill, Learmont & Co., Montreal.
Canada Steel Goods Co., Hamilton.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
R. Johnson, Clapham & Morris, Ltd., Manchester, Eng.
National Hardware Co., Orillia, Ont.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.
Stratford Brass Co., Ltd., Stratford, Ont.

Bumpers, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Cabinet Hardware
Stratford Brass Co., Ltd., Stratford, Ont.

Canoes and Boats
Canadian Canoe Co., Peterborough, Ont.
Peterborough Canoe Co., Peterborough, Ont.

Calks, Boot
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Calipers and Dividers
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Caliper Gauges
Williams & Co., J. H., Brooklyn, N.Y.

Camp Furniture and Goods
Currie & Murray, Ltd., Winnipeg.
J. J. Turner & Sons, Ltd., Peterboro, Ont.
Otterville Mfg. Co., Ltd., Otterville, Ont.

Cans, Milk
The A. R. Whittal Can Co., Ltd., Montreal.

Cans, Paint
The A. R. Whittal Can. Co., Ltd., Montreal.

Cans
The A. R. Whittal Can. Co., Ltd., Montreal.

Cans, Oil
Cannon Oiler Co., Kentsburg, Ill.

Caps for Hubs
McKinnon Industries, Ltd., St. Catharines, Ont.

Carriage Hardware
Stratford Brass Co., Ltd., Stratford, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Cartridges
Dominion Cartridge Co., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.

Castings, Brass, Bronze and Aluminum
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Cash Carriers
Gipe-Hazard Store Service Co., Toronto.

Cash Registers
The National Cash Register Co. of Canada, Ltd., Toronto.

Casters
Canada Foundries & Forgings, Ltd., Brockville.
The Faultless Caster Co., Evansville, Ind.

Castor Oil
B. & S. H. Thompson & Co., Ltd., Montreal, Que.

Carpenters' Tools
Haddow Brokerage Co., Montreal, Que.

Carpet Sweepers
Bissell Carpet Sweeper Co. of Canada, Ltd., Niagara Falls, Ont.
Caverhill, Learmont & Co., Montreal.
Walter Woods & Co., Hamilton.

Carriage Castings
McKinnon Industries, Ltd., St. Catharines, Ont.

Casseroles
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Chains, Coil, Boom, Hammock, Tether, Dog, Halter, Cow, Breast, Trace, Tire
McKinnon Chain Co., St. Catharines, Ont.

Cable Carriers
Gipe-Hazard Store Service Co., Toronto.

Cellar Drainers
The Penberthy Injector Co., Ltd., Windsor, Ont.

Cement, Asbestos
Canadian Asbestos Co., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Cement, Rubber
Van Cleef Bros., Chicago, Ill.

Cement, Roofing
Geo. W. Reed & Co., Ltd., Montreal, Que.

Chains, Cut-Link
The Niagara Falls Metal Stamp'g Works, Niagara Falls, N.Y.

Chains, Folding
J. E. Beauchamp & Co., Montreal, Que.

Chain Pipe Wrenches
J. H. Williams & Co., Brooklyn, N.Y.

Chair Seats
J. E. Beauchamp & Co., Montreal, Que.
Canadian Veneering Co., Acton Vale, Que.

Chairs for Automobile, Camp and Boat
McKinnon Industries, Ltd., St. Catharines, Ont.

Choppers, Ice
The Haddow Brokerage Co., Montreal, Que.
L. & I. J. White Co., Buffalo, N.Y.

Chisels, Cape, Cold, etc.
Brown-Boggs Co., Ltd., Hamilton.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Check Protectors
W. G. Patrick & Co., Ltd., Toronto.

Checking Floor Hinges
Chicago Spring Butt Co., Chicago, Ill.

Chemical Closets
Wakyte Mfg. Co., Winnipeg, Man.

Chemical Specialties
B. & S. H. Thompson & Co., Ltd., Montreal, Que.
Van Cleef Bros., Chicago, Ill.
Vol-Peck Mfg. Co., Montreal.

Choppers, Food
Landers, Frary & Clark, New Britain, Conn.

Chucks, Tap
Wells Bros. of Canada, Galt.

Churns, Hand and Power
Beatty Bros., Ltd., Fergus.
Caverhill, Learmont & Co., Montreal.
Dowswell, Lees Co., Hamilton.
Landers, Frary & Clark, New Britain, Conn.
Medalta Stoneware Co., Ltd., Medalta, Ont.
Merchants Hardware Specialties, Ltd., Calgary.
Walter Woods & Co., Hamilton.

Clamps "C"
J. H. Williams & Co., Brooklyn, N.Y.

Clothes Bars and Racks
Otterville Mfg. Co., Ltd., Otterville, Ont.

Clothes Racks
Walter Woods & Co., Hamilton.

Clamps
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Williams & Co., J. H., Brooklyn, N.Y.

Clippers
Chicago Flexible Shaft Co., Chicago, Ill.

Closets
Wakyte Mfg. Co., Ltd., Winnipeg, Man.

Closet Seats
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Clothes Dryers
The Coleman Fare Box Co., Ltd., Toronto.
Dowswell, Lees Co., Ltd., Hamilton, Can.

Clothes Lines
The Coleman Fare Box Co., Ltd., Toronto.

Clothes Line (Wire)
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Clothes Horses
Stratford Mfg. Co., Stratford, Ont.

Coal Chutes
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Coffee Percolators and Urns
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Landers, Frary & Clark, New Britain, Conn.

Corrugated Fasteners
J. E. Beauchamp & Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

Collar Balls
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Collar Pads
American Pad & Textile Co., Hhatham.
Burlington Windsor Blanket Co., Toronto, Ont.

Cotton Duck
Scythes & Co., Ltd., Toronto, Ont.

Cotton Gloves
American Pad & Textile Co., Chatham.

Coal Chutes
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Coal Hods
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

Cobblers' Sets
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Cookers, Steam
Louis McLain Co., Ltd., Winnipeg, Man.

Cookers, Fireless
Royal Fireless Cooker Co., Ottawa, Ont.

Conductor Pipe, Hooks, Heads, etc.
Thos. Davidson Mfg. Co., Ltd., Montreal,. Que.
Winnipeg Ceiling & Roofing Co., Winnipeg.
Wheeler & Bain, Toronto.

Connecting Rods
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Williams & Co., J. H., Brooklyn, N.Y.

Coopers' Tools
Haddow Brokerage Co., Montreal, Que.

Coping Saws
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Cordage
Brantford Cordage Co., Ltd., Brantford, Ont.
Consumers Cordage Co., Montreal.
Plymouth Cordage Co., North Plymouth, Mass.
Scythes & Co., Ltd., Toronto, Ont.

Corners, Chest
The Brainerd Mfg. Co., East Rochester, N.Y.

Crank Pulls (Wire)
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Crank Shafts
Williams & Co., J. H., Brooklyn, N.Y.

Crowbars
B. J. Coghlin & Co., Montreal.

Crocks, Butter
Medalta Stoneware Co., Ltd., Medicine Hat, Alta.

Crucibles
Canadian Asbestos Co., Montreal, Que.

Cultivators
J. E. Gilson Co., Port Washington, Wis.
C. S. Norcross & Sons, Bushnell, Ill.

Cutlery
Bridgeport Hdwe. Mfg. Co., Bridgeport, Conn.
The Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.
Geo. Butler & Co., Ltd., Sheffield, Eng.
The Canadian Wm. A. Rogers Co., Ltd., Toronto.
Caverhill, Learmont & Co., Montreal.
Geneva Cutlery Co., Geneva, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
James Hutton & Co., Montreal.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
Lewis Bros., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Oneida Community, Ltd., Oneida, N.Y.
Henry Rogers' Son & Co., Ltd., Sheffield, Eng.
Wm. Rogers Mfg. Co., Niagara Falls, Ont.

Cutters
Butterfield & Co., Inc., Rock Island, Que.
The Rapid Tool & Machine Co., Ltd., Montreal
Trimont Mfg. Co., Roxbury (Roston, Mass.).

Curry Combs
The Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.

Cuspidors
Thos. Davidson Mfg. Co., Ltd., Montreal.
E. B. Eddy Co., Ltd., Hull, Que.

Dairy Pails
Thos. Davidson Mfg. Co., Ltd., Montreal.
Soren Bros., Toronto, Ont.

Dampers, Stove Pipe
Canada Foundries & Forgings, Brockville, Ont.

Dashes, Buggy and Carriage
McKinnon Industries, Ltd., St. Catharines, Ont.

Desks, School
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Diaphragms, Rubber

Dies, Stocks, etc.
Butterfield & Co., Rock Island, Que.
Canadian Fairbanks-Morse Co., Montreal.
Pratt & Whitney Co. of Canada, Ltd., Dundas.
The Rapid Tool & Machine Co., Ltd., Montreal.
Wells Bros. Co. of Canada, Galt.

Disinfectants
J. E. Beauchamp & Co., Montreal, Que.

Display Racks and Stands
Cameron & Campbell, Toronto.
National Mfg. Co., Sterling, Ill.

Doors
Sanderson-Harold Co., Ltd., Paris, Ont.

Door Bolts
Canada Steel Goods Co., Hamilton, Can.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.

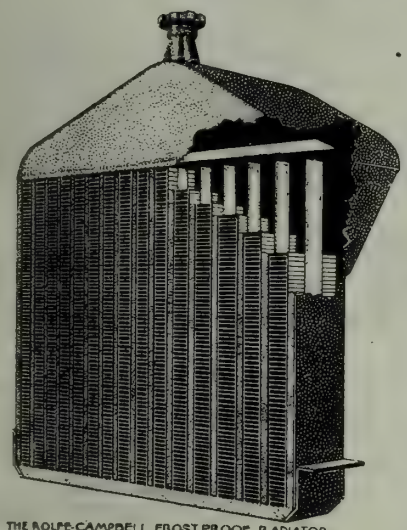
Door Knobs
Cartland & Son, Ltd., James, Birmingham, Eng.

The Trade Mark behind the "Hardware House of Quality."

DIAMOND A BRAND — ASHDOWN'S GUARANTEE

The Largest Wholesale Hardware Dealers in Canada

FROST-PROOF RADIATOR



THE ROLPH-CAMPBELL FROST PROOF RADIATOR.
PAT. No 166589

AN IDEAL "ALL-YEAR" RADIATOR

For Ford Motor Cars, Motor Trucks and Tractors

While the Frost-Proof Radiator is primarily designed to cope with severe winter weather, it has unusual features which give it remarkable cooling efficiency in the warmest of weather.

The water tubes are larger than in ordinary types of radiators and the tanks, both top and bottom, have a greater capacity.

The Cooling Surface is **greater** than in tubular type radiators.

The Water Channels are unusually **large** which is a big feature in Canada, where there is so much alkali water.

The Frost-Proof Radiator will **save its cost** ten times in one winter.

Frost-Proof Radiators will fit 1917-18-19 Fords.

Frost-Proof Cores for 1912-1916 Fords and larger cars can be installed on receipt of outer shell.

EQUALLY EFFICIENT IN ANY WEATHER

Write for further particulars.

SPLITDORF SPARK PLUGS

The Plug with the Green Jacket

LEAKPROOF NOW AND FOR EVER



Standard S.A.E.

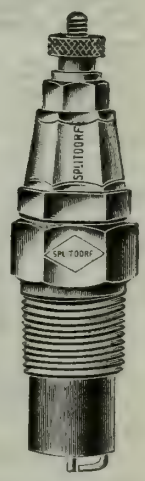
Why do ordinary plugs leak?

Why do SPLITDORF Plugs never leak?

Ordinary plugs have porcelain insulation. It cracks, it chips, it mars, it easily becomes loosened.

SPLITDORF Plugs, on the contrary, are immune from all of these faults because the insulation is made of ruby mica. Thin sheets of this fine mica are wound lengthwise around a cone-shaped electrode. The core thus formed is then forced into the plug casing in such a manner that every explosion tightens it and keeps it forever leakproof.

The conical mica core secures to SPLITDORF Plugs many other advantages over porcelain plugs; it cannot crack, it cannot chip and score cylinders, it can be cleaned and recleaned without injury, and it is almost indestructible.



Heavy Tractor

There is a type of Splitdorf Plug best suited for every engine.

THE J. H. ASHDOWN HARDWARE CO., LIMITED

CALGARY WINNIPEG SASKATOON

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Door Checks
Canadian Yale & Towne, St. Catharines.
Wm. Newman & Sons, Birmingham, Eng.

Door Hangers
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Steel Goods Co., Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.
National Mfg. Co., Sterling, Ill.

Door Springs
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Wm. Newman & Sons, Birmingham, Eng.

Door Pulls
Stratford Brass Co., Ltd., Stratford, Ont.

Doubletrees
McKinnon Industries, Ltd., St. Catharines, Ont.
West-Woods, Ltd., Winnipeg, Man.

Draining Tools
Canadian Shovel & Tool Co., Hamilton, Can.

Drills, Breast
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.

Drill Chucks
Goodell-Pratt Co., Greenfield, Mass.

Drills, Blacksmiths'
Canada Foundries & Forgings, Brockville.

Drills
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Butterfield & Co., Inc., Rock Island, Que.
Goodell-Pratt Co., Greenfield, Mass.
Jones & Shipman, Ltd., Leicester, Eng.
North Bros. Mfg. Co., Philadelphia, Pa.
Plewes, Ltd., Winnipeg, Man.
Stanley Rule & Level Co., New Britain, Conn.
Wilkinson & Kompass, Hamilton, Ont.
Pratt & Whitney Co. of Canada, Ltd., Dundas, Ont.
Wilt Twist Drill Co. of Canada, Ltd., Walkerville, Ont.

Drills, Twist
Wilt Twist Drill Co. of Canada, Ltd., Walkerville, Ont.

Drop Forgings
McKinnon Industries, Ltd., St. Catharines, Ont.
Williams & Co., J. H., Brooklyn, N.Y.
Spielmann Agencies, Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Dry Colors
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
Ottawa Paint Works, Ottawa.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.
Martin-Senour Co., Ltd., Montreal.
McArthur Irwin, Montreal,
Stewart & Wood, Toronto.

Dusters
Channell Chemical Co., Toronto.

Dynamite
Du Pont American Industries, Wilmington, Del.

Dry Cells
Canada Dry Cells, Ltd., Winnipeg.
Canadian National Carbon Co., Toronto.
Canadian H. W. Johns-Manville Co., Toronto.
Canadian General Electric Co., Ltd., Toronto.
Dominion Battery Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man
Spielmann Agencies, Ltd., Montreal, Que.

Eavetrough
Pedlar People, Limited, Oshawa.
Thos Davidson Mfg Co., Ltd., Montreal.
Metal Shingle & Siding Co., Ltd., Preston, Ont.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Egg Beaters
Louis McLain Co., Ltd., Winnipeg, Man.
Collette Mfg. Co., Collingwood.

Egg Cases
Miller Bros. Co., Ltd., Montreal, Que.
Walter Woods & Co., Hamilton.

Egg Case Fillers
Miller Bros. Co., Ltd., Montreal, Que.
Walter Woods & Co., Hamilton, Can.

Ejectors and Syphons
The Penberthy Injector Co., Ltd., Windsor, Ont.
Jas. Morrison Brass Mfg. Co., Toronto.

Elbows
Thos. Davidson Mfg. Co., Ltd., Montreal.
Pedlar People, Ltd., Oshawa, Ont.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Electric Bells
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man

Electric Fans
Canadian General Electric Co., Ltd., Toronto
Great West Electric Co., Ltd., Winnipeg, Man
The A. C. Gilbert-Menzies Co., Toronto.
Northern Electric Co., Ltd., Montreal.

Electric Fixtures
W. H. Banfield & Sons, Ltd., Toronto.
Canadian General Electric Co., Ltd., Toronto
Great West Electric Co., Ltd., Winnipeg, Man
Northern Electric Co., Ltd., Montreal.
Tallman Brass & Metal Co., Hamilton.

Electric Grates
Great West Electric Co., Ltd., Winnipeg, Man

Electric Plates
Louis McLain Co., Ltd., Winnipeg, Man.

Electric Specialties
Benjamin Electric Co., Toronto.
Canadian General Electric Co., Ltd., Toronto
Canadian National Carbon Co., Toronto.
The Clemens Electrical Corporation, Hamilton.
Dominion Battery Co., Ltd., Toronto, Ont.
Great West Electric Co., Ltd., Winnipeg, Man
The Hessco Electric Mfg. Co., Toronto, Ont.
Landers, Frary & Clark, New Britain, Conn
National Electric Heating Co., Toronto.
North American Hardware Co., Ltd., Montreal, Que.
Northern Electric Co., Ltd., Montreal.
Spielmann Agencies, Ltd., Montreal, Que.
Usona Mfg. Co., Windsor, Ont.

Electric Supplies
W. H. Banfield & Sons, Ltd., Toronto.
The Can. General Electric Co., Ltd., Toronto.
The Hessco Electric Mfg. Co., Toronto, Ont.

Emery
Dominion Glue & Emery Co., Montreal, Que.

Enamels
Boston Varnish Co., Everett Station, Boston, Mass
British America Paint Co., Ltd., Victoria, B.C.
Wm. Harland & Sons, Toronto.
Sturgeons, Ltd., Toronto.

Enamelled Ware
Thos Davidson Mfg. Co., Ltd., Montreal.
E. T. Wright & Co., Hamilton, Ont.
Sheet Metal Products Co. of Canada Ltd., Toronto

Emery Glass and Papers
John Oakey & Sons, London, Eng

Emery (Grain and Sheets)
DesRochers, Ltd., Montreal, P.Q.

Eveners for 2, 3, 4, 6 and 8 Horses
Gregg Mfg. Co., Ltd., Winnipeg, Man.
D. Ackland & Son, Ltd., Winnipeg, Man.
McKinnon Industries, Ltd., St. Catharines, Ont.
West-Woods, Ltd., Winnipeg, Man.

Evaporators
Steel Trough & Machine Co., Ltd., Tweed, Ont.

Excelsior
Rankin & Co., Ltd., Toronto.

Explosives
Du Pont Powder Co., Wilmington, Del.
Hercules Powder Co., Wilmington, Del.

Escutcheon Pins
Parmenter & Bulloch Co., Ltd., Garanoque, Ont
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Exterminator, Rat and Roach
The Commen Sense Mfg. Co., Toronto.

Extinguishers, Fire
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man
H. W. Johns-Manville Co., New York.
Northern Electric Co., Montreal.
Pyrene Mfg. Co., Ltd., Montreal, Que.

Fanlight Openers
Jas. Cartland & Son, Ltd., Birmingham, Eng

Fasteners, Storm, Sash and Screen
National Mfg. Co., Sterling, Ill.
Stratford Brass Co., Ltd., Stratford, Ont.
The Stanley Works, New Britain, Conn.

Farm Lighting Outfits
Canadian General Electric Co., Ltd., Toronto.
Northern Electric Co., Montreal.

Faucets, Petroleum
Can. Foundries & Forgings, Ltd., Brockville, Ont

Feed Boxes
Canada Foundries & Forgings, Brockville.

Feed Cookers
Wheeler & Bain, Toronto.

Felts (Tarred and Carpet)
Alex. McArthur & Co., Montreal, Que.
J. H. McComb, Ltd., Montreal, Que.

Fencing and Gates
Banwell-Hoxie Wire Fence Co., Hamilton.
McGregor-Banwell Fence Co., Ltd., Walkerville
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
B. Greening Wire Co., Hamilton, Ont.
Standard Tube & Fence Co., Woodstock.
Steel Co. of Canada, Ltd., Hamilton

Fences, Woven Wire, Farm and Ornamental
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

Fenders for Buggy and Carriage
McKinnon Industries, Ltd., St. Catharines, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Fire Appliances and Liquids
Pyrene Mfg. Co., Ltd., Montreal, Que.

Fire Arms
Colts Patent Fire Arms Mfg. Co., Hartford Conn.
Harrington & Richardson Arms Co., Worcester, Mass.
Johnson Iver Arms & Cycle Works, Fitchburg Mass.

Files
E. C. Atkins Co., Hamilton, Can.
G. & H. Barnett Co., Philadelphia.
Delta File Works, Philadelphia.
Henry Disston & Sons, Ltd., Philadelphia, Pa
The Ingersoll File Co., Ingersoll, Ont.
Nicholson File Co., Port Hope, Ont.
Plewes, Ltd., Winnipeg.
Simonds Canada Saw Co., Montreal
Wilkinson & Kompass, Hamilton.
DesRochers, Ltd., Montreal, P.Q.

Fillers
Boston Varnish Co., Everett Station, Boston, Mass

Fire Door Fittings
Allith Mfg. Co., Ltd., Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.

Fire Extinguishers
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Pyrene Mfg. Co., Ltd., Montreal, Que.

Fire Department Supplies
Canadian Consolidated Rubber Co., Montreal
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
Northern Electric Co., Montreal.

Fire Escapes
The Dennis Wire & Iron Works Co., Ltd., London

Fire Pails
E. B. Eddy Co., Ltd., Hull, Que.

Fireplace Fixtures
Stover Mfg. & Engine Co., Freeport, Ill.

Fireplace Screens
Canada Wire & Iron Goods Co., Hamilton, Ont.

Fishing Tackle and Accessories
Marble Arms & Mfg. Co., Gladstone, Mich.

Flags
J. J. Turner & Sons, Ltd., Peterboro, Ont.
Scythes & Co., Ltd., Toronto, Ont.
Finnie & Murray, Ltd., Winnipeg, Man.

Flashlights, Electric
Canadian General Electric Co., Ltd., Toronto
Canadian National Carbon Co., Toronto.
Canada Dry Cells, Ltd., Winnipeg.
Crown Cycle & Motor Co., Montreal.
Dominion Battery Co., Ltd., Toronto, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
Metal Specialties Mfg. Co., Chicago
Northern Electric Co., Montreal.
Usona Mfg. Co., Windsor, Ont.
Ward & Gladstone, Manchester, Eng.

Flatware
Canadian Wm. A. Rogers, Toronto.
Oneida Community, Ltd., Oneida, N.Y.

Flower Pots
E. B. Eddy Co., Ltd., Hull, Que.

Fly Swatters
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Food Choppers
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Merchants Hardware Specialties, Ltd., Calgary.

Force Cups
Canadian Consolidated Rubber Co., Toronto.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Ford Car Parts
Crown Cycle & Motor Co., Montreal.

Ford Car Specialties
Benjamin Electric Co., Toronto.
Royal Canadian Specialties, Hamilton, Ont.

Forgings
McKinnon Industries, Ltd., St. Catharines, Ont.

Forgings, Drop
McKinnon Industries, Ltd., St. Catharines, Ont.

Funnels
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Furnaces
The Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.
Canada Foundries & Forgings, Brockville.
Enterprise Mfg. Co., Sackville, N.B.
The Empire Stove and Furnace Co., Ltd., Owen Sound.
The Hall-Zyrd Foundry Co., Ltd., Hespeler, Ont.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.
Merchants Hardware Specialties, Ltd., Calgary.
Record Fdry. & Machine Co., Ltd., Moncton, N.B

Fruit Jars
Walter Woods & Co., Hamilton.

Furniture Polish
Buffalo Specialty Co., Buffalo, N.Y.
Canada Paint Co., Montreal.
Channell Chemical Co., Toronto.
Imperial Oil Co., Ltd., Toronto.
Saunders & Co., Montreal, Que.
Sherwin-Williams Co., Montreal.
The Vlit Mfg. Co., Montreal, Que.

Fuses, Electric
The Hessco Electric Mfg. Co., Toronto.

Fuses, Electric, Refillable
The Clemens Electrical Corporation, Hamilton.

Fuse Wire
Canada Metal Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Floor Stands
Jenkins Bros., Ltd., Montreal.

Floor Checks, Single or Double
Chicago Spring Butt Co., Chicago, Ill.

Flanges for Wheels
McKinnon Industries, Ltd., St. Catharines, Ont

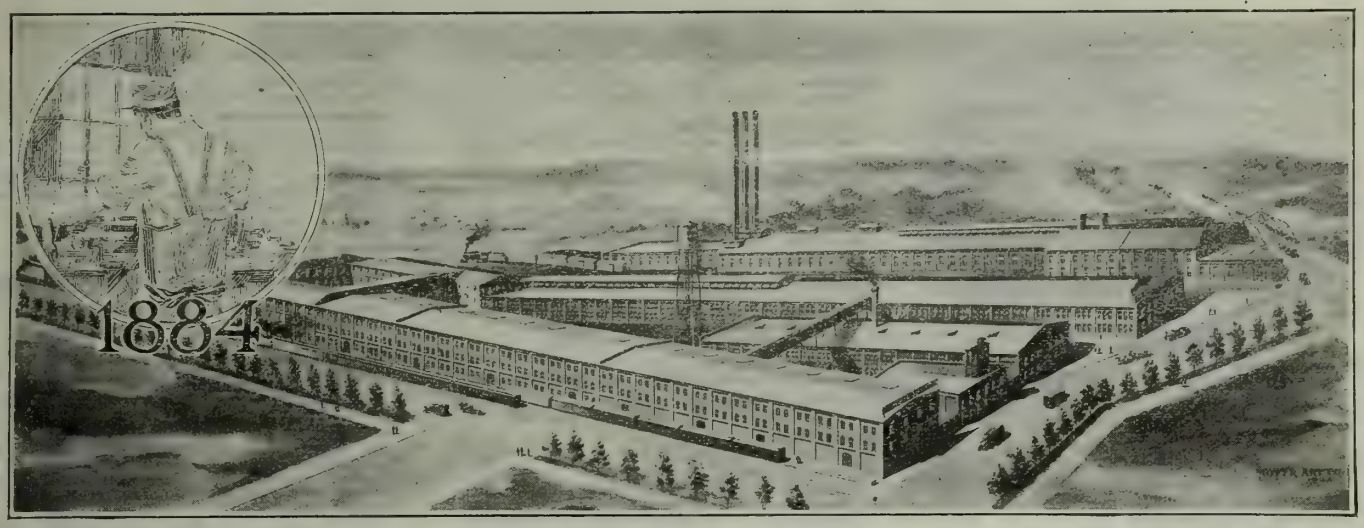
Flag Holders
J. E. Beauchamp & Co., Montreal.

Flint Cloths
John Oakey & Sons, London, Eng.

Floor Dressing
Imperial Oil Co., Ltd., Toronto, Ont.

Galvanizers
McKinnon Industries, Ltd., St. Catharines, Ont.

Galvanized Steel Sheets
Dominion Sheet Metal Co., Ltd., Hamilton.
A. C. Leslie & Co, Montreal
Pedlar People Ltd., Oshawa, Ont.
B. & S. H. Thompson & Co., Ltd., Montreal, Que.
Winnipeg Ceiling & Roofing Co., Winnipeg.



SHARPLES

PIONEER IN 1884
LEADER IN 1919

The above is more than the picture of the oldest and largest separator works in North America. It is convincing evidence, expressed in bricks, machines and men, of the support given Sharples by the dairymen of the world.

Back in 1884, P. M. Sharples, a machinist at West Chester, Pa., began studying the problems of dairymen. Quickly realizing, through actual experience, that foreign separators were inefficient, he invented the first American separator. Not only is Sharples the pioneer North American separator, but every notable improvement in separator construction has been a Sharples achievement. The Sharples Suction-feed Separator is to-day the only separator that skims clean at any speed —and has no discs in the bowl.

Sharples Milker—the only milker with a positive squeeze—is another Sharples pioneer achievement.

Now, Here's What The Above Means To You

Through a Sharples Dealer Contract, you can take advantage of the Sharples 35 years of goodwill; the Sharples pioneering; the Sharples 100% Americanism; the Sharples mechanical supremacy. But the Sharples Contract is not being "hawked" around—we only want dealers who measure up to the Sharples standard. For such dealers there are opportunities now that may not be available in six months—as the Sharples Contract is naturally being eagerly sought after.

Correspondence invited from progressive dealers

Sharples Separator Company

TORONTO, ONT. ∴ **REGINA, SASK.**

The Lounsbury Co., Newcastle, N.B. **J. Clark & Son, Fredericton, N.B.**

Distributors through all their Branches

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Garden Cultivators and Weeders
C. S. Norcross & Sons, Bushnell, Ill.
Eureka Planter Co., Woodstock.

Garden Seeders and Hoes
The Bateman-Wilkinson Co., Ltd., Toronto.

Garden Seats
J. E. Beauchamp & Co., Montreal.

Garden Tools
Bateman-Wilkinson Co., Ltd., Toronto.

Garage Hardware
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Steel Goods Co., Hamilton, Can.
The Louden Machinery Co. of Can., Ltd., Guelph
National Mfg. Co., Sterling, Ill.
Richards-Wilcox Canadian Co., London, Ont.
The Stanley Works, New Britain, Conn.

Garages
Metal Shingle & Siding Co., Ltd., Preston, Ont.
Pedlar People, Ltd., Oshawa, Ont.

Garbage Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.
J. Samuels, Toronto.
Soren Bros., Toronto.

Galvanized Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.

Galvanizing
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Galvanized Iron Cornices
Pedlar People Ltd., Oshawa, Ont.

Galvanized Pipe
Canada Metal Co., Ltd., Toronto.

Galvanized Steel Sheets
Metal Shingle & Siding Co., Ltd., Preston, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

General Rubber Specialties
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Generators
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man

Gas Water Heaters
Jas. Morrison Brass Mfg. Co., Toronto.

Gaskets, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Gasoline
Imperial Oil Co., Toronto.
Prairie City Oil Co., Winnipeg.

Gauges
L. S. Starrett Co., Athol, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Wells Bros. Co. of Canada, Galt.
Canadian Fairbanks-Morse Co., Ltd., Montreal.
J. H. Williams & Co., Brooklyn, N.Y.

Gates, Galvanized
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

Gauge Cocks, Standard and Extra Heavy
The Penberthy Injector Co., Ltd., Windsor, Ont.

Gauge Glasses, High Pressure
The Strong Machinery & Supply Co., New York, N.Y.

Gauges, Water (Standard Extra Heavy Automatic
The Penberthy Injector Co., Ltd., Windsor, Ont.

Glass, Window, Plate, Ornamental
A. M. Bell & Co., Ltd., Halifax, N.S.
Hobbs Mfg. Co., Montreal, Que.
The Johnston Brokerage Co., Pittsburgh, Pa.
Leeks & Potts, Ltd., Hamilton, Ont.
A. Ramsay, Son & Co., Montreal.
Sanderson-Pearcy Co., Toronto.
Stewart & Wood, Toronto.
R. & S. H. Thompson & Co., Ltd., Montreal, Que.
Toronto Plate Glass Importing Co., Toronto.
G. F. Stephens Co., Winnipeg.

Glue, Flake
W. Harris & Co., Toronto.

Glue, White
W. Harris & Co., Toronto.

Glue Pots, Electric
Superior Electrics, Ltd., Pembroke, Ont.

Glue, Sheet and Ground
Canada Glue Co., Brantford, Ont.
DesRochers Ltd., Montreal, Que.
Dominion Glue & Emery Co., Montreal, Que.
W. Harris & Co., Toronto.
R. C. Jamieson & Co., Montreal.
A. Ramsay & Son Co., Montreal.

Glass Cutters
Goodell-Pratt Co., Greenfield, Mass.

Glass Cutting Boards
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Glass, Buyers of Scrap Window
The Cloisonne and Art Glass, Ltd., Kitchener.

Glass Benders
Toronto Plate Glass Importing Co., Toronto.

Glaziers' Diamonds
Cushman Motor Works, Ltd., Winnipeg.
A. Ramsay, Son & Co., Montreal, Que.
Garratt & Newth, London, Eng.
A. Shaw & Son, London, Eng.

Gloves and Mitts
American Pad & Textile Co., Ltd., Chatham, Ont.
A. R. Clarke & Co., Ltd., Toronto.

Golf Balls
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Gopher Poison
Ill-em-Quick Co., Regina, Sask.
Prairie Chemical Co. of Canada, Ltd., Winnipeg.

Granaries, Portable, Metallic
Winnipeg Ceiling & Roofing Co., Winnipeg.

Graphites
Canadian Asbestos Co., Montreal, Que.

Grease and Oil Cups
The Penberthy Injector Co., Ltd., Windsor, Ont.

Greases
Prairie City Oil Co., Ltd., Winnipeg, Man.

Grinders, Hand and Power
The Carborundum Co., Niagara Falls, N.Y.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
Plewes Ltd., Winnipeg, Man.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Grindstones
The Carborundum Co., Niagara Falls, N.Y.
Cleveland Stone Co., Cleveland, Ohio.

Grindstone Fixtures
Can. Foundries & Forgings, Ltd., Brockville, Ont

Grinding Wheels
The Carborundum Co., Niagara Falls, N.Y.

Ground Wood
E. B. Eddy Co., Hull, Que.

Guns
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.
Harrington & Richardson Arms Co., Worcester Mass.
Iver Johnson's Arms & Cycle Works, Fitchburg Mass.

Gunsights
Marble Arms & Mfg. Co., Gladstone, Mich.

Hack Saws
Diamond Saw & Stamping Works, Buffalo, N.Y
Fry's (London), Limited, London, Eng.
Goodell-Pratt Co., Greenfield, Mass.
Miller Falls Co., Miller Falls, Mass.
Plewes Ltd., Winnipeg, Man.
L. S. Starrett Co., Athol, Mass.
Victor Saw Works, Ltd., Hamilton, Ont.

Hack Saw Blades
Diamond Saw & Stamping Wks., Buffalo, N.Y.
Fry's (London), Limited, London, Eng.
Goodell-Pratt Co., Greenfield, Mass.
Henry Disston & Sons, Ltd., Toronto.
Victor Saw Works, Ltd., Hamilton, Ont.

Hack Saw Frames
Canadian Fairbanks-Morse Co., Ltd., Montreal
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn
Henry Disston & Sons, Ltd., Toronto.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Hack Saw Machines
Diamond Saw & Stamping Wks., Buffalo, N.Y
Goodell-Pratt Co., Greenfield, Mass
Victor Saw Works, Hamilton.

Halters
The Johnson Halter Co., Sarnia, Ont.
R. R. Kinread, Winnipeg, Man.

Hames, Steel and Iron
McKinnon Industries, Ltd., St. Catharines, Ont

Hame Chains
The Niagara Falls Metal Stamp'g Works, Niagara Falls, N.Y.

Hammocks
Galt Robe Co., Galt, Ont.

Hammers
Canada Foundries & Forgings, Brockville.
Stanley Rule & Level Co., New Britain, Conn.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Hand Drills
Goodell-Pratt Co., Greenfield, Mass.

Handles, Canthooks and Peevies
West-Woods, Ltd., Winnipeg, Man.

Handles, Chest and Drawer
The Brainerd Mfg. Co., East Rochester, N.Y

Handles
J. H. Still Mfg. Co., St. Thomas, Ont.

Hand Pulls
North Bros. Mfg. Co., Philadelphia, Pa.

Hangers, Door
Allith Mfg. Co., Ltd., Hamilton, Ont.
Beatty Bros., Ltd., Fergus.
Can. Foundries & Forgings, Ltd., Brockville, Ont
Canada Steel Goods Co., Hamilton, Can.
Cushman Motor Works, Ltd., Winnipeg.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
National Mfg. Co., Sterling Ill
F. E. Myers & Bro., Ashland, Ohio.
Safety Door Hanger Co., Hamilton, Ont.
The Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Guelph, Ont.

Hangers, Barn Door
Allith Mfg. Co., Ltd., Hamilton, Ont
The Louden Machinery Co. of Can., Ltd., Guelph

Hangers, Door and Track
Cushman Motor Works, Ltd., Winnipeg.
Allith Mfg. Co., Hamilton, Can
Beatty Bros., Fergus, Ont.
Canada Steel Goods Co., Hamilton
The Louden Machinery Co. of Can., Ltd., Guelph
National Mfg. Co., Sterling Ill.

Hooks, Hat and Coat
Can. Foundries & Forgings, Ltd., Brockville, Ont
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Hangers, Storm, Sash and Screen
National Mfg. Co., Sterling Ill
The Stanley Works, New Britain, Conn

Hand Taps
Wells Bros. Co. of Canada, Galt.

Harness
Samuel Trees & Co., Toronto.

Hardware, Door
The Hamilton Stove & Heater Co., Hamilton, Ont.

Hardware Specialties
Allith Mfg. Co., Ltd., Hamilton, Ont.
Belleville Hardware Mfg. Co., Belleville, Ont.
The Brainerd Mfg. Co., East Rochester, N.Y.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Coleman Fare Box Co., Toronto.
Lyons & Marks, Toronto.
Louis McLain Co., Ltd., Winnipeg, Man.
Metal Specialties Mfg. Co., Chicago, Ill.
National Mfg. Co., Sterling Ill.
North American Hardware Co., Ltd., Montreal, Que.
Stratford Brass Co., Ltd., Stratford, Ont.
Taylor-Forbes Co., Guelph, Ont.

Hardware Store Fittings
Stratford Brass Co., Ltd., Stratford, Ont.

Harness Hardware
McKinnon Industries, Ltd., St. Catharines, Ont.
Trees Spriggs Co., Ltd., Winnipeg, Man.

Hatchets
Canada Foundries & Forgings, Ltd., Brockville.
Haddow Brokerage Co., Montreal, Que.
Marble Arms & Mfg. Co., Gladstone, Mich.
Stover Mfg. & Engine Co., Freeport, Ill.

Hasps
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Brainerd Mfg. Co., East Rochester, N.Y.
Canada Steel Goods Co., Hamilton.
National Mfg. Co., Sterling Ill.

Headlights, Auto
Canadian Lamp & Stamping Co., Ford, Ont.
North American Hardware Co., Ltd., Montreal.

Heaters
Anthes Foundry, Ltd., Winnipeg, Man.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Jas. Morrison Brass Mfg. Co., Ltd., Toronto.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.

Heaters, Electric
Chicago Flexible Shaft Co., Chicago, Ill.

Heels and Soles, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Hinges, Box and Refrigerator
The Brainerd Mfg. Co., East Rochester, N.Y.

Hinges, Ornamental
The Stanley Works, New Britain, Conn.

Hinges, Spring
Stover Mfg. & Engine Co., Freeport, Ill.
Wm. Newman & Sons, Ltd., Birmingham, Eng.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Hinges, Strap and Tee
Canada Steel Goods Co., Hamilton, Can.
Can. Foundries & Forgings, Ltd., Brockville, Ont
National Mfg. Co., Sterling, Ill.

Hockey Sticks
J. H. Still Mfg. Co., St. Thomas.
St. Mary's Wood Specialty Co., Ltd., St. Marys, Ont.

Hoes
Ward & Payne, Sheffield, Eng.

Hoists
Manitoba Bridge & Iron Works, Ltd., Winnipeg
Plewes Ltd., Winnipeg, Man.

Horse Singers
Collins Mfg. Co., Toronto.

Hones, Razor
The Carborundum Co., Niagara Falls, N.Y.

Hooks, Coat and Hat
The Brainerd Mfg. Co., East Rochester, N.Y.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Hooks for Logging Chains
McKinnon Industries, Ltd., St. Catharines, Ont

Horse Covers, Rubber
Canadian Consolidated Rubber Co., Montreal
J. J. Turner & Sons, Ltd., Peterboro, Ont.

Horse Shoes
D. Ackland & Son, Winnipeg.
Steel Co. of Canada, Ltd., Hamilton.
Wilkinson & Kompass, Hamilton.

Horse Shoe Pads
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Hose, Fittings and Supplies
Canadian Consolidated Rubber Co., Montreal.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
K. & S. Tire & Rubber Co., Ltd., Toronto, Ont.
Lewis Bros., Ltd., Montreal.
Jas. Morrison Brass Mfg. Co., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Hollow Ware
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Hoist Hooks
Williams & Co., J. H., Brooklyn, N.Y.

Household Pails
E. B. Eddy Co., Hull, Que.

Hubs for Ford Cars
McKinnon Industries, Ltd., St. Catharines, Ont.

Hub Caps
McKinnon Industries, Ltd., St. Catharines, Ont.

Ice Cream Freezers
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.

TRADE MARK
PURE WHITE LEAD

A READY SELLER



—*Brings Steady Profits*

Elephant Genuine White Lead moves off your shelves quickly and insures a regular turnover. It is the standard white lead of Canada — known to every painter for its uniform high quality and absolute purity. Spells success for all painting jobs. *Don't* run out of stock. Your customers want it. It is the famous brand, formerly made by Alexander, Fergusson & Co., of Glasgow.

Elephant *Genuine* White Lead

will be in great demand this spring. If you have not carried it heretofore, write for prices.

The Canada Paint agency proposition would be a paying one for you. From the free decorative service for your customers to the window and advertising posters, which we furnish free to our agents, nothing has been overlooked that will help you sell goods.

C. P. goods are already sold to many of your customers through our coast-to-coast national advertising which is always backing up their sterling and well-known merits.

ATTEND TO THIS *NOW*---
for your own profit

The
Canada Paint Co.
Limited

Makers of the famous Elephant Brand Genuine White Lead

572 William St. - - MONTREAL
112 Sutherland Ave. - WINNIPEG



RELIABLE
TRADE MARK

Canadian Products

SELL ON SIGHT

Reliable Batteries and Flashlights sell on sight. Customers who see them on display in your store are reminded of their needs.

They sell well because they are good products of best Canadian manufacture thoroughly "Reliable" in every way and because there is a big demand for good flashlights and batteries. Reliable Batteries are fresh and alive with lasting power.

"Reliable" metal Flashlight cases handsomely enamelled in four different colors are without a doubt the finest on the Canadian market. Advertising now appearing regularly in the Canadian magazines, farm papers, newspapers and motor papers, is spreading their name and fame to your customers. The margin of profit is better than on most competing lines. Reliable products will pay you well for your best support.

The following jobbers will supply your requirements—Ask them about our selling helps.

JOBBERS IN PROVINCE OF ONTARIO:

The Hamilton Whip Co., Limited, Hamilton; B nson-Wilcox Electric Company, London; The Masco Co., Limited, Toronto; The H. S. Howland Bros. & Company, Toronto; The Aikenhead Hardware Company, Toronto; Thos. Birkett & Sons, Ottawa; Keyes Auto Supply, Limited, Ottawa; Marchand & Donnelly, Ottawa; and many others throughout Canada.

DOMINION BATTERY COMPANY LIMITED

Toronto, Canada



CANADIAN ASBESTOS COMPANY

MONTREAL **TORONTO**

We carry the most complete stock of Asbestos Goods and Mill Supplies in Canada

Asbestos Paper and Millboard
Asbestos Cements
Asbestos Pipe Covering
Blackote Rubber Roofing
Cotton Waste and Oakum

Sole Canadian Agents:

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EXPRESS WAGONS

stand the wear and tear that any child can give them. You will find our complete line of **steel and wood body express wagons** very profitable lines to sell.

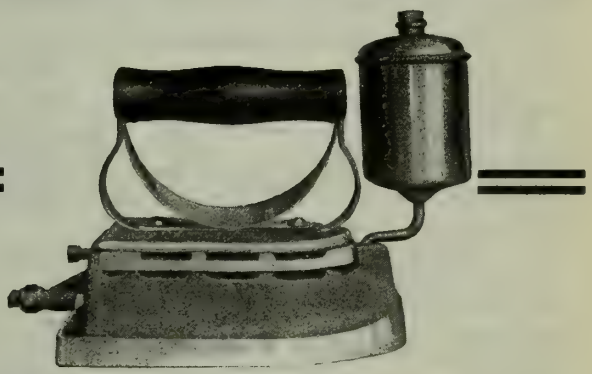


They present a pleasing appearance, are extra strong and durable and rapid sellers.

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Write for prices and information.

Gendron Manufacturing Company, Ltd.
Duchess and Ontario Streets, Toronto, Ont.



THE Royal Self Heating Iron

WILL MAKE YOU MONEY

BECAUSE

—it does an average ironing for less than two cents.
—it has a valve that regulates the heat instantly.
—it is the right weight—right size—right shape.
—it is highly polished and nickel-plated throughout.
—it has an always cool handle—protected by a heat shield and asbestos lid.
—it can be used any time—at any place. No hose or cord to dangle in the way.
—it is used and praised by over 850,000 housewives.

Write us now for details, also name and address of nearest Canadian Distributor.

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Western Canadian Representatives.

Royal Self-Heating Iron Co.
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Special Cylinder Oil for Steam Engines
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Tractorlene Oil (for oil burning engines).

Ideal Thresher's Machines Oil (for general use).

Automobile Oil and Transmission Greases.



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THE BUYERS' GUIDE

Implement Repairs
D. Ackland & Son, Ltd., Winnipeg.

Incubators
Collins Mfg. Co., Toronto.

Indicators, Speed
H. Disston & Son, Ltd., Toronto.
L. S. Starrett Co., Athol, Mass.

Indurated Ware
E. B. Eddy Co., Ltd., Hull, Que.

Ingersoll Watches
R. H. Ingersoll & Bro., Montreal, Que.

Injectors, Automatic
Jas. Morrison Brass Mfg. Co., Toronto.
Th Penberthy Injector Co., Ltd., Windsor, Ont.

Injectors, Auto-Positive
The Penberthy Injector Co., Ltd., Windsor, Ont.

Insecticides
The McDougall Bros., Ltd., Manchester, Eng.

Instruments of Precision
L. S. Starrett Co., Athol, Mass.

Ironing Boards and Tables
J. E. Beauchamp & Co., Montreal.
Otterville Mfg. Co., Ltd., Otterville, Ont.

Iron, Corrugated
Canada Metal Co., Toronto.

Iron Handles
Can. Foundries & Forgings, Ltd., Brockville, Ont

Iron and Steel Bars
Caverhill, Learmont & Co., Montreal.
Dominion Iron & Steel Co., Sydney, N.S.
A. C. Leslie & Co., Ltd., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
Lewis Bros., Ltd., Montreal.
London Rolling Mills, London, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Nova Scotia Steel Co., New Glasgow, N.S

Irons
Can. Foundries & Forgings, Ltd., Brockville, Ont
Taylor-Forbes Co., Ltd., Guelph, Ont.

Irons, Gas and Gasoline
Merchants Hardware Specialties, Ltd., Calgary.
National Stamping & Electric Works, Chicago.
The Royal Self-Heating Iron Co., Big Prairie, O.

Jack Planes
Stanley Rule & Level Co., New Britain, Conn.

Jack Screws
Canada Foundries & Forgings, Brockville, Ont

Jardinieres
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Japans
Boston Varnish Co., Everett Station, Boston, Mass.

Jugs
Medalta Stoneware Co., Ltd., Medicine Hat, Alta

Kalsomine
British America Paint Co., Ltd., Victoria, B.C.

Kettles
Can. Foundries & Forgings, Ltd., Brockville, Ont
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Keyhole Saws
Bridgeport Hardware Co., Bridgeport, Conn.

Kitchen Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.

Knife Sharpeners
J. E. Beauchamp & Co., Montreal.

Knives, Pocket and Table
Geo. Butler & Co., Ltd., Sheffield, Eng.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
James Hutton & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Merchants Hardware Specialties, Ltd., Calgary.

Knives, Sportsmen's
Marble Arms & Mfg. Co., Gladstone, Mich.

Knives, Putty
Bridgeport Hardware Co., Bridgeport, Conn.

Knobs, Drawer
The Brainerd Mfg. Co., East Rochester, N.Y.

Ladders, Step, Extension, Store, etc.
Allith Mfg. Co., Ltd., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
John Calander Mfg. Co., St. Paul, Minn.
Otterville Mfg. Co., Ltd., Otterville, Ont.
Stratford Mfg. Co., Stratford, Ont.

Lamps, Nitrogen and Tungsten
The Canadian Laco-Philips Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
North American Hardware Co., Ltd., Montreal.

Lamp Black
L. Martin Co., New York, N.Y.
A. Ramsay & Son Co., Montreal.
Wilkes-Martin-Wilckes Co., New York.

Lamp Burners
Schultz Mfg. Co., Ltd., Hamilton, Ont.

Lamp Chimneys
Walter Woods & Co., Hamilton.

Lamp Coloring and Frosting
Great West Electric Co., Ltd., Winnipeg, Man.
Spielmann Agencies, Ltd., Montreal.

Lamps, Bicycle and Automobile
Dominion Battery Co., Ltd., Toronto, Ont.
North American Hardware Co., Ltd., Montreal.

Lamps and Lanterns, Gasoline
National Stamping & Electric Works, Chicago, Ill.

Lamps, Lanterns, Electric, Hand
Canadian General Electric Co., Toronto.
Canadian National Carbon Co., Toronto.
Dominion Battery Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
National Stamping & Electric Works, Chicago, Ill
Spielmann Agencies, Montreal.
Van Cleef Bros., Chicago, Ill.

Lamps, Tungsten
Canadian Laco-Philips Co., Toronto.
Canadian Tungsten Lamp Co., Hamilton, Ont.
North American Hardware Co., Ltd., Montreal

Lamps, Nitrogen
Canadian Laco-Philips Co., Toronto.
Canadian Tungsten Lamp Co., Ltd., Hamilton
Toronto, Montreal, Winnipeg.
North American Hardware Co., Ltd., Montreal, Q

Lamps and Lanterns, Gasoline and Kerosene
National Stamping & Electric Works, Chicago
North American Hardware Co., Ltd., Montreal.
Powerlight Co., Winnipeg, Man.

Lanterns, Electric Hand
Usona Mfg. Co., Windsor, Ont.

Lanterns, Oil
Thos. Davidson Mfg. Co., Montreal.
Ontario Lantern & Lamp Co., Hamilton, Ont
Schultz Mfg. Co., Hamilton, Can.
E. T. Wright Co., Hamilton, Ont.

Latches
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Gendron Mfg. Co., Ltd., Toronto.
Stover Mfg. & Engine Co., Freeport, Ill.

Lathe Dogs, Drop-forged
Williams & Co., J. H., Brooklyn, N.Y.

Lathe Dogs
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Lawn Swings
J. E. Beauchamp & Co., Montreal.

Lawn Mowers
Canada Foundries & Forgings, Ltd., Brockville.
Clipper Lawn Mower Co., Dixon, Ill.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Lawn Sprinklers
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Lead, Black
John Oakey & Sons, London, Eng.

Lead, Sheets and Pipe
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

Lead Traps and Bends
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
Plewes Ltd., Winnipeg, Man.

Leather Belting and Soles
Plewes Ltd., Winnipeg, Man.

Lead Irons
The A. R. Whittal Can. Co., Ltd., Montreal.

Lead Washers
Canada Metal Co., Ltd., Toronto.

Leather Dashes and Fenders
McKinnon Industries, Ltd., St. Catharines, Ont.

Letters and Figures, Embossed
The Niagara Falls Metal Stamp'g Works, Niagara Falls, N.Y.

Levels
H. Disston & Sons, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn
L. S. Starrett Co., Athol, Mass.

Level Glasses
Stanley Rule & Level Co., New Britain, Conn

Lighting Systems, Store
Benjamin Electric Co., Toronto.

Lighting Fixtures, Store
Benjamin Electric Co., Toronto.

Lines, Wire, Clothes
Walter Woods & Co., Hamilton.
Western Wire & Nail Co., London.

Linoleum Finishes
Boston Varnish Co., Everett Station, Boston, Mass

Linseed Oil
Brandram-Henderson, Montreal.
Canada Linseed Oil Co., Ltd., Montreal and Toronto.
Dominion Linseed Oil Co., Baden and Toronto
R. C. Jamieson & Co., Ltd., Montreal.
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont.
Prairie City Oil Co., Winnipeg, Man.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Ltd., Montreal
Stewart & Wood, Toronto.

Locks
Can. Yale & Towne, Ltd., St. Catharines, Ont
The Hamilton Stove & Heater Co., Hamilton, Ont.
National Hardware Co., Ltd., Orillia, Ont.

Lockers
Dennis Wire and Iron Works Co., Ltd., London

Logging Chain Hooks
McKinnon Industries, Ltd., St. Catharines, Ont.

Loose Leaf Systems
Lowe Martin Co., Ltd., Ottawa, Ont.

Lugs for Silos
McKinnon Industries, Ltd., St. Catharines, Ont.

Lubricants
Canadian Asbestos Co., Montreal, Que.

Lubricators (Sight-feed and Plain Engine)
The Penberthy Injector Co., Ltd., Windsor, Ont.

Locomotive Tools
Williams & Co., J. H., Brooklyn, N.Y.

Lumber Tools
Canadian Warren Axe & Tool Co., St. Catharines, Ont.
Thos. Pink & Co., Pembroke, Ont.
T. F. Shurly Co., Ltd., St. Catharines, Ont.

Machinists' Tools
J. H. Williams & Co., Brooklyn, N.Y.

Manufacturers' Agents
Cadman & Co., Winnipeg, Man.
A. H. Fraser, Vancouver, B.C.
Marricott & Tynan, Ltd., Winnipeg, Man.
G. T. Mumford, Winnipeg, Man.

Mantles, Gas
R. M. Moore & Co., Ltd., Vancouver, B.C.
Hamilton Gas Mantle Co., Hamilton, Can.

Malleable Iron Castings
McKinnon Industries, Ltd., St. Catharines, Ont.

Malleable for Carriages
McKinnon Industries, Ltd., St. Catharines, Ont.

Marine Hardware
Scythes & Co., Ltd., Toronto, Ont.

Marine Supplies
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont.

Matches
E. B. Eddy Co., Hull, Que.

Mats, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Mauls
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Measures, Copper Plated
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Meat Choppers
Landers, Frary & Clark, New Britain, Conn.

Mechanical Rubber Products
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Metal Boxes and Drawers
Cameron & Campbell, Toronto.

Metals, Heavy and Shelf
Henry Rogers, Sons & Co., Ltd., Wolverhampton, Eng.

Metal Stamping
The Niagara Fa... Metal Stamp'g Works, Niagara Falls, N.Y.

Metals, Expanded, Ingot, Sheet, Tubes, etc.
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
Tallman Brass & Metal Co., Hamilton, Can.
A. C. Leslie & Co., Montreal.

Metallic, Ceilings, Walls, Roofing, Skylights, Siding, Cornices, Ventilators, Valley Windows, Doors, etc.
Pedlar People, Oshawa, Ont.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Metal Specialties
Hamilton Stamp & Stencil Works, Hamilton, Ont.

Mica
Mica Co. of Canada, Ltd., Hull, Que.

Menders, Utensils
Collette Mfg. Co., Collingwood.
H. Nagle Co., Montreal.

Meters
Canadian General Electric Co., Toronto.

Menders, Graniteware, Pot and Pan
North American Hardware Co., Ltd., Montreal.
Vol-Peek Mfg. Co., Montreal.

Micrometers
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.
Canadian Fairbanks-Morse Co., Ltd., Montreal.

Milling Cutters
Pratt & Whitney Co. of Canada, Ltd., Dundas.

Millboard
E. B. Eddy Co., Ltd., Hull, Que.

Milk Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.

Milk Pails
E. B. Eddy Co., Ltd., Hull, Que.

Mirrors
Toronto Plate Glass Importing Co., Toronto.

Mitre Boxes
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Mitre Box Saws
H. Disston & Sons, Ltd., Toronto.

Moisteners
The Dominion Radiator Co., Ltd., Toronto.

Molasses Gates
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Mops
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Towe & Towe, London, Ont.

Mop Sticks
Stover Mfg. & Engine Co., Freeport, Ill.

Motors
Canadian General Electric Co., Ltd., Toronto.

Motor Cycles
The Enfield Cycle Co., Ltd., Redditch, Eng.
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.
North American Hardware Co., Ltd., Montreal, Q.

Motor Generators
Canadian General Electric Co., Ltd., Toronto
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal.

Mullboard, Asbestos
Canadian Asbestos Co., Montreal, Que.

Nails, Wire
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
The Canada Metal Co., Ltd., Toronto.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
The Graham Nail Works, Toronto.
H. S. Howland, Sons & Co., Toronto.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Lewis Bros., Ltd., Montreal.

Alex. McArthur & Co., Ltd.

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"SPECIALS" OUR SPECIALTY

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COPPERED, TIN, BRIGHT
ANNEALED, OILED & ANNEALED
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KILLS RATS

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Jobbers, write us for terms.

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" Stick-Fast "

Made instantly with cold water.

For **all purposes** where Paste is used.

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"CYCLONE" Vegetable Peeler

MADE IN CANADA

By Canadians for Canadians

It Peels Potatoes, Carrots, Turnips, Parsnips, Apples, Pears, Etc.

Made in 2 Power and 2 Hand Sizes

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Henry Rogers, Sons & Co., Ltd.

Estab'd. 113 Years

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Parmenter & Bulloch, Gananoque, Ont.
Western Wire & Nail Co., London.

Nail Pullers
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Nails, Horse Shoe
Steel Co. of Canada, Ltd., Hamilton, Ont.

Neatsfoot Oil
W. Harris & Co., Toronto.

Neckyokes
McKinnon Industries, Ltd., St. Catharines, Ont.
Gregg Mfg. Co., Ltd., Winnipeg, Man.

Nipples
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Nipples for Radiators
McKinnon Industries, Ltd., St. Catharines, Ont.

Newsprint Paper
E. B. Eddy Co., Ltd., Hull, Que.

Oakum
Canadian Asbestos Co., Toronto, Ont.
Scythes & Co., Ltd., Toronto, Ont.

Oil Burners, Kerosene
The Canada Oil Burner Co., Toronto, Ont.

Oil Cans
Cannon Oiler Co., Keithsburg, Ill.

Oil Cake and Meal
Canada Linseed Oil Co.
Dominion Linseed Oil Co., Toronto.

Oarlocks
McKinnon Industries, Ltd., St. Catharines, Ont.

Oil, Coal
Imperial Oil Co., Toronto.

Oils, Cylinder
Imperial Oil Co., Ltd., Toronto.
Prairie City Oil Co., Winnipeg, Man.

Oil Hole Covers
Canadian Winkley Co., Windsor.

Oil, Motor, Road, Harness, Neatsfoot, Separator and gas Engine
The Continental Oil Co., Ltd., Winnipeg, Man.
Imperial Oil Co., Ltd., Toronto.
Prairie City Oil Co., Ltd., Winnipeg, Man.

Oil, Neatsfoot
W. Harris & Co., Toronto.

Oil Stoves
Thos. Davidson Mfg. Co., Ltd., Montreal.

Oil Tanks and Pumps
S. F. Bowser & Co., Inc., Toronto, Can.
Thos. Davidson Mfg. Co., Ltd., Montreal
The Gilbert & Barker Mfg. Co., Springfield, Mass.

Oiled Clothing
Scythes & Co., Ltd., Toronto, Ont.

Oil Stains
British America Paint Co., Ltd., Victoria, B.C.

Oil Storage and Distributing Systems
The S. F. Bowser Co. of Canada, Ltd., Inc., Toronto, Ont.

Oilers
The All-Way Mfg. Co., Toronto.
Cannon Oiler Co., Keithsburg, Ill.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sheet Metal Products Co. of Canada, Ltd., Toronto

Orange Derinders
J. E. Beauchamp & Co., Montreal.

Ornamental Fence
Banwell Hoxie Wire Fence Co., Ltd., Hamilton
McGregor, Banwell Fence Co., Ltd., Walkerville

Ornamental Gates
McGregor, Banwell Fence Co., Ltd., Walkerville

Ornamental Iron and Wire Work
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works, London, Ont.

Packings
Consumers Cordage Co., Montreal.
Canadian Asbestos Co., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Jenkins Bros., Ltd., Montreal.
Scythes, Ltd., Toronto.

Paint, Ready Mixed, House, Barn, Roof, Flat Wall, Concrete, Floor, Cement, Aluminum, Marine and Deck
Brandram-Henderson, Ltd., Montreal.
Canada Paint Co., Montreal.
R. C. Jamieson & Co., Montreal.
Imperial Varnish & Color Co., Toronto.
Lowe Bros, Ltd., Toronto.
Martin-Senour Co., Montreal.
MacArthur-Irwin, Ltd.
The Ottawa Paint Works, Ottawa.
A. Ramsay & Son Co., Montreal.
Sanderson, Pearcy Co., Ltd., Toronto.
Standard Paint & Varnish Co., Ltd., Windsor Ont.
Stewart & Wood, Toronto.
Sherwin-Williams Co., Montreal.
G. F. Stephens Co., Winnipeg.
Benjamin Moore & Co., Toronto.
British America Paint Co., Ltd., Victoria, B.C.

Paint Brushes
Boeckh Bros., Toronto.
Meakins & Sons, Hamilton.
The Rubberset Co., Limited, Toronto.
W. S. Simms & Co., St. John, N.B.

Paint, Copper
British America Paint Co., Ltd., Victoria, B.C.

Paint and Varnish Remover
Brandram-Henderson, Ltd., Montreal, Que.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Martin-Senour Co., Ltd., Montreal.
Sherwin-Williams Co., Montreal.
A. Ramsay & Son Co., Montreal.

Paper Balers
Climax Baler Co., Hamilton.
Spielmann Agencies, Montreal.

Paint Oil Storage and Handling Systems
The S. F. Bowser Co. of Canada, Ltd., Inc., Toronto, Ont.

Parcel Carriers
Gips-Hazard Store Service Co., Montreal.

Paris Green
Canada Paint Co., Montreal.
MacArthur Irwin, Montreal.
Sherwin-Williams Co., Montreal.

Paper Bags
E. B. Eddy Co., Ltd., Hull, Que.
Walter Woods & Co., Hamilton.

Paper Napkins
E. B. Eddy Co., Ltd., Hull, Que.

Paper, Wrapping
Walter Woods & Co., Hamilton.

Packing Rubber
Canadian Consolidated Rubber Co., Montreal
Dunlop Tire & Rubber Co., Toronto.
Gutta Percha & Rubber Co., Ltd., Toronto.

Pads
D. Ackland & Sons, Winnipeg.
E. B. Eddy Co., Ltd., Hull, Que.

Pads for Horses
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto.

Patches
W. C. Wood Co., Minneapolis, Minn.

Pails
Thos. Davidson Mfg. Co., Ltd., Montreal.
Soren. Bros., Toronto.

Pails, Wooden
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Pastes
Stuart & Foster, Toronto.

Paste, Dry
Stuart & Foster, Toronto.

Perforated Sheet Metals
B. Greening Wire Co., Ltd., Hamilton.
Canada Wire & Iron Goods Co., Hamilton, Ont.

Percolators, Coffee
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man
Landers, Frary & Clark, New Britain, Conn.
Northern Electric Co., Ltd., Montreal.

Pickling Machines
Cushman Motor Works, Ltd., Winnipeg.

Pick Handles
J. H. Gill Mfg. Co., St. Thomas, Ont.

Pidgeon Nests
E. B. Eddy Co., Ltd., Hull, Que.

Piston Rings
The Brown Engineering Co., Toronto, Ont.
The Ever Tight Piston Ring Co., St. Louis, Mo.

Piston Rod Packing
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Piston and Valve Packings
Canadian Asbestos Co., Montreal, Que.

Pitch
Scythes & Co., Ltd., Toronto, Ont.

Pistols
Ivel Johnson's Arms & Cycle Works, Fitchburg Mass.

Phosphor Tin and Copper
Canada Metal Co., Ltd., Toronto.

Phonographs
Canadian Phonograph & Sapphire Disc Co., Winnipeg, Man.
Dominion Sewing Machine-Phonograph Co., Winnipeg

Pig Iron
A. C. Leslie & Co., Ltd., Montreal
Nova Scotia Steel Co., New Glasgow, N.S.
Steel Co. of Canada, Ltd., Hamilton

Pins, Escutcheon
Parmenter & Bulloch, Gananoque

Pipe Cutters (Stand)
Trimont Mfg. Co., Roxbury (Boston), Mass.

Pipe Stocks and Dies
Wells Bros. Co., of Canada, Ltd., Galt

Pipe, Black and Galvanized
American Rolling Mills, Middletown, Ohio.
Canada Metal Co., Toronto
Canadian Tube & Iron Co., Ltd., Montreal
Cavehill, Learmont & Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton
Thos. Davidson Mfg. Co., Ltd., Montreal.
Lewis Bros., Ltd., Montreal

Pipe, Galvanized, Conductor
Pedlar People, Ltd., Oshawa
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg

Pipe, Lead
Canada Metal Co., Toronto
Hoyt Metal Co., Toronto
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Pipe, Stove
Collins Mfg. Co., Toronto
Soren Bros., Toronto

Pipe, Rain Water Conductor
Canada Metal Co., Toronto

Planters, Corn
Otterville Mfg. Co., Otterville, Ont.

Pliers, Cutting
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Pliers, Combination
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Barcalo Mfg. Co., Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.

Plowshares
D. Ackland & Son, Winnipeg

Plugs, Rubber
Canadian Consolidated Rubber Co., Montreal

Plumbers' Supplies
John Stevens Co., Ltd., Winnipeg, Man.

Plumbers' Supplies, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber Ltd., Toronto.

Plumbers' Tools
Barcalo Mfg. Co., Buffalo, N.Y.
J. H. Williams & Co., Brooklyn, N.Y.

Planes
Cavehill, Learmont & Co., Montreal
Stanley Rule & Level Co., New Britain, Conn.
Stewart Spiers, Ayr, Scotland.

Polishes
Stuart & Foster, Toronto.
Vlit Mfg. Co., Montreal, Que.

Polishes, Auto and Furniture
D. Ackland & Son, Ltd., Winnipeg, Man.
Buffalo Specialty Co., Buffalo, N.Y.
Channell Chemical Co., Ltd., Toronto.
Imperial Oil Co., Ltd., Toronto.
Stuart & Foster, Toronto.
Saunders & Co., Montreal, Que.
Vlit Mfg. Co., Montreal, Que.

Polishes, Brass
Stuart & Foster, Toronto.

Polishing Heads
Goodell-Pratt Co., Greenfield, Mass.

Polish, Silver
Stuart & Foster, Toronto.

Polishes, Knife
Ino. Oakey & Sons, London, Eng.
Stuart & Foster, Toronto.

Polish, Cream, Metal
Stuart & Foster, Toronto.

Poles, Electric Light
Northern Electric Co., Montreal

Pole Line Material
Canadian General Electric Co., Ltd., Toronto
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal
Pedlar People Ltd., Oshawa
The Steel Co. of Canada, Ltd., Hamilton, Ont.

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J. E. Beauchamp & Co., Montreal, Que.

Post Hole Diggers
Otterville Mfg. Co., Otterville, Ont.

Poultry Netting
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
A. C. Leslie & Co., Ltd., Montreal
B. Greening Wire Co., Ltd., Hamilton.

Powder, Gun
Hercules Powder Co., Delaware.

Poultry Leg Bands
Rideau Specialty Co., Smith's Falls, Ont.

Pulls
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Stover Mfg. & Engine Co., Freeport, Ill.

Pumps
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Can. Foundries & Forgings, Ltd., Brockville, Ont
R. McDougall Co., Ltd., Galt.
F. E. Myers & Bro., Ashland Ohio.
Steel Trough & Machine Co., Ltd., Tweed, Ont.

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Pumps, Curb, for Oil and Gasoline
The S. F. Bowser Co. of Canada, Ltd., Inc., Toronto, Ont.

Pumps (Electric)
Hurley Machine Co., Ltd., Toronto.

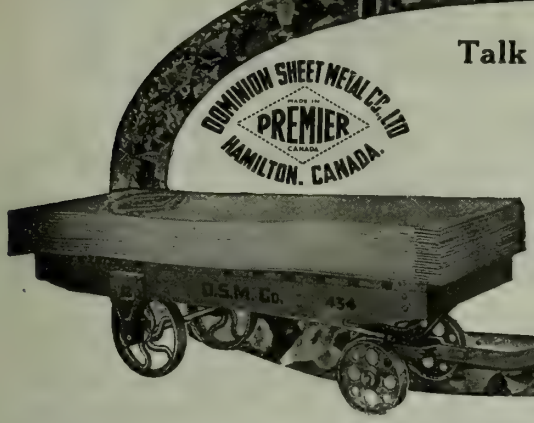
Pump Oilers
Cannon Oiler Co., Keithsburg, Ill.

Punches, Centre Drive, etc.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn

Punches, Ticket
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn

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Brandram-Henderson, Montreal.
R. C. Jamieson & Co., Ltd., Montreal
Canada Paint Co., Montreal
Benjamin Moore & Co., Ltd., Toronto
A. Ramsay & Son Co., Montreal
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G. F. Stephens & Co., Winnipeg
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Sherwin-Williams Co., Montreal

TINKER TOM'S TALKS.



Talk No. One Hundred and Ninty-three

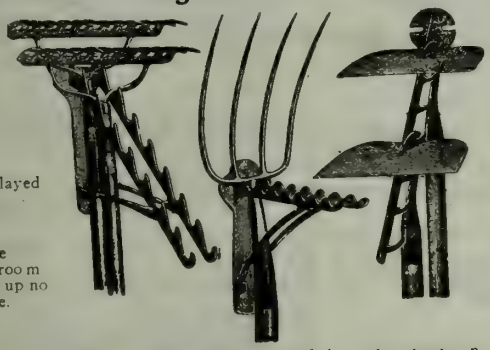
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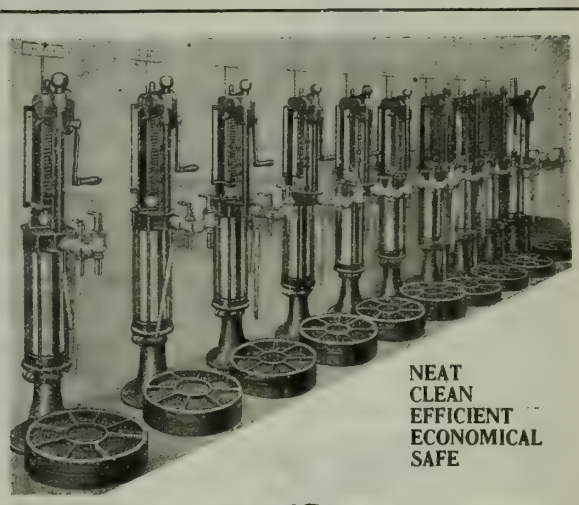
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Can. Foundries & Forgings, Ltd., Brockville, Ont

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Geneva Cutlery Co., Geneva, N.Y.
James Hutton & Co., Montreal
Gillette Safety Razor Co., Ltd., Montreal
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Wilkinson Sword Co., Sheffield, Eng.

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Butterfield & Co., Rock Island, Que.

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Goodell-Pratt Co., Greenfield, Mass.

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Enterprise Mfg. Co., Sackville, N.B.
Jas. Stewart Mfg. Co., Woodstock, Ont.

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Parmenter Bulloch Co., Gananoque, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

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The Graham Nail Works, Toronto.

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The Alpine Chemical Co., Ltd., Toronto.

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Bird & Son, Hamilton, Can.
Barrett Co., Ltd., Toronto, Ont.
Bishopric Wall Board Co., Ltd., Ottawa, Ont.
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Canadian Roofing Co., Ltd., Windsor, Ont.
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Alex. McArthur & Co., Montreal, Que.

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Plymouth Cordage Co., North Plymouth, Mass
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Independent Cordage Co., Toronto, Ont.
Brantford Cordage Co., Brantford, Ont.

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Fred Smith, Toronto, Ont.

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Gutta Percha & Rubber, Ltd., Toronto.

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Jas. Chesterman & Co., She..eld, Eng.
L. S. Starrett Co., Athol, Mass.

Rules, Steel, Straight and Folding Rules, Folding Boxwood
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Rules, Spring Joint
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Rules, Board and Log
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

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United States Sand Paper Co., Williamsport, Pa.

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Seats, Fibre
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A. C. Leslie & Co., Montreal, Que.
Dominion Sheet Metal Co., Hamilton.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
B. & S. H. Thompson, Montreal, Que.

Ships' Bottom Composition
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Coleman Fare Box Co., Toronto.

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British America Paint Co., Ltd., Victoria, B.C.
Sturgeons, Ltd., Toronto.

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Furnival & Co., Toronto.
J. Samuels & Co., Toronto.

Signs, Street
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Geo. W. Reed, Montreal
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Solderall
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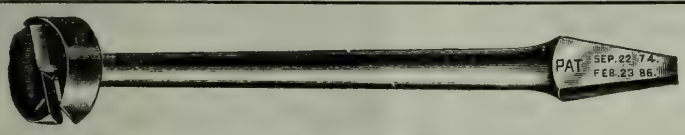
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Royal Fireless Cooker Co., Ottawa, Ont.

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National Stamping & Electric Works, Chicago

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Thos. Davidson Mfg. Co., Ltd., Montreal.

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Canadian Tube & Iron Co., Ltd., Montreal
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Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

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Dominion Sheet Metal Co., Ltd., Hamilton

Steel Lockers and Shelving
Dennis Wire & Iron Works, London, Ont.

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Canadian Tube & Iron Co., Ltd., Montreal
London Rolling Mill Co., London, Ont
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man
Steel Co. of Canada, Hamilton

Steel Wagon Hardware
McKinnon Industries, Ltd., St. [illegible] Ont

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Great West Electric Co., Ltd., Winnipeg, Man
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Can. Foundries & Forgings, Ltd., Brockville, Ont
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Wells Bros. of Canada, Galt

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Jas. Chesterman & Co., Ltd., Sheffield, Eng.
L. S. Starrett Co., Athol, Mass.

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B. & S. H. Thompson & Co., Ltd., Montreal, Que

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Kinzinger Bruce & Co., Niagara Falls, Ont.
North American Hardware Co., Ltd., Montreal, Q

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Crown Cycle & Motor Co., Montreal.
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North American Hardware Co., Ltd., Montreal
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The Sterns Tire & Tube Co. of Canada, Ltd. Toronto, Ont.
The United Tire and Rubber Co., Toronto.
The Van Der Linde Rubber Co., Toronto.

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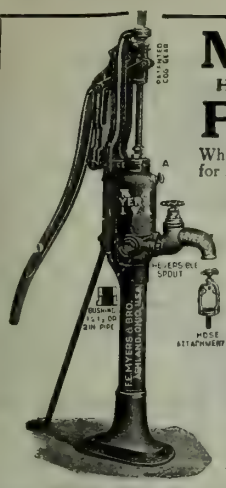
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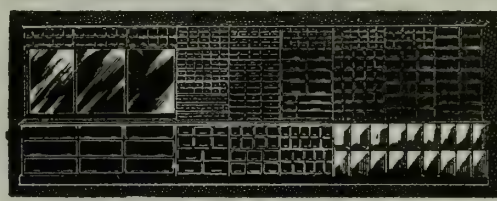
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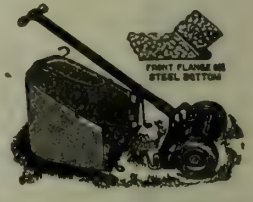
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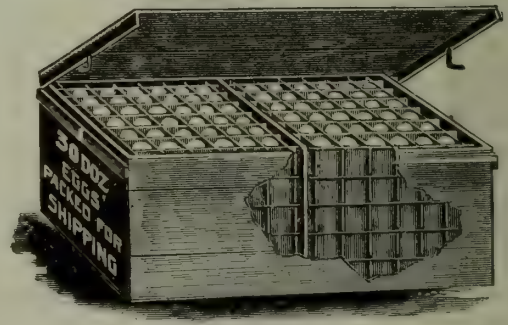


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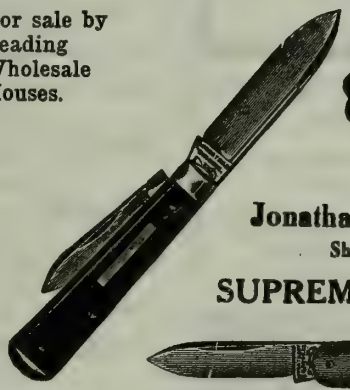
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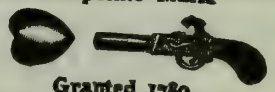
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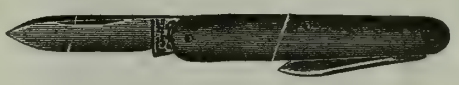


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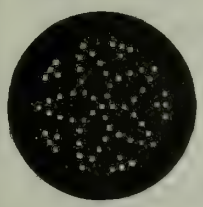


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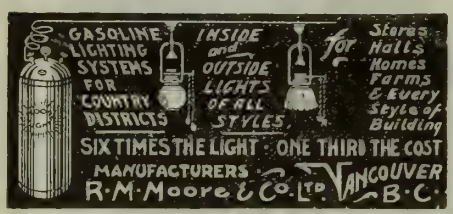
Hack Saw Blades and Machines
Manufactured by
Diamond Saw & Stamping Works
BUFFALO, N.Y.

THE ORIGINAL RUBBER PUTTY

Vulcanizes without heat. Repairs tires, tubes, hot water bottles. Put up in three sizes: 25, 50, 150. Dealers wanted.

"TITE WAD"
"STICKS LIKE A BULL-DOG"

E Schofield, 620 Dominion Bank Bldg., Toronto



DOON TWINES, LIMITED

KITCHENER, ONT.

Manufacturers of all kinds of Twines and Cordage, Plow Lines, Clothes Lines, Ropes, etc. Write for samples and prices.

MILLS AT DOON, and KITCHENER, ONT.





Cutting Soldering Time

at it since '93

Robert W. Hunt & Co., Testing Engineers, Chicago, carried out exhaustive tests with the four Allen Fluxes, and six other leading commercial fluxes. Their report contained the following paragraph:

"In making up the test pieces it was noted that the time required for the soldering operation varied considerably for the different fluxes and that greater speed and cleaner joints were made with the use of Allen's paste and liquid fluxes." For free samples and literature address Bissett & Webb, Ltd., 126 Lombard Street, Winnipeg, Man.

Handle Specialists

Our handles are made out of the best grade Second Growth air-seasoned timber for Pick, Axe, Sledge and Hammer. Quality, Shape and Finish unexcelled. They Look Well, Sell Well and Last Well.

St. Marys Wood Specialty Co., Ltd.
St. Marys, Ont., Canada



TENTS, AWNINGS

FLAGS ALL SIZES, ALL KINDS

Lumbermen's, Sportsmen's, Hunters' and Campers' Complete Outfits. Clothing, Footwear, Supplies and Accessories.

Send Postcard for Catalogue

GRANT, HOLDEN, GRAHAM LTD.
OTTAWA, CANADA



GLUE

For all purposes, none better made, all qualities. Send for list prices and samples.

268 Centre St., Montreal.

DOMINION GLUE & EMERY CO.,



PETERBOROUGH CANOES

We make Canvas Covered and All Wood Canoes Skiffs, Motor Boats and Toboggans

The Peterborough Canoe Co., Limited
Peterborough, Canada

The PARMENTER BULLOCH CO., Ltd.

GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

Wanted

HELP WANTED

WANTED — COMMISSION SALESMAN TO sell a line of sand paper, emery cloth and grinding discs in British Columbia. Box 249, Hardware and Metal.

WANTED — HARDWARE CLERK WITH thre or four years' experience. Kindly tell of experience, age, nationality, married or single and salary expected. Box 254, Hardware and Metal.

WANTED IMMEDIATELY — EXPERIENCED hardware clerk. State wages and experience to Gibb, Brown & Odell, Ltd., Hanna, Alta.

EXPERIENCED HARDWARE MAN WHO IS thoroughly acquainted with Canadian hardware trade. Salary to start $2,000 year with splendid opportunity for advancement. This position is with a large Ontario company. Apply Box 246, Hardware and Metal.

WANTED—A MAN WHO COULD TAKE FULL charge of hardware department, wholesale business. Must speak both languages, French and English, and know perfectly the hardware line, mill supplies and plumbers' line. State experience and salary. Box 240, Hardware and Metal.

WANTED — YOUNG MAN, ENGLISH, MUST know some French, have some capital, knowledge and experience in modern (general) retailing and advertising to join limited company, small growing city, Province of Quebec; senior member retiring; excellent opportunity. Splendid future for right man. Reply Box 582, Hardware and Metal.

FOR SALE

FOR SALE—HARDWARE BUSINESS RIGHT on the main street. Stock about $25,000.00. Building 25 x 120, two-storey. Can be leased for a term of years. Owner retiring. Robert Horne, P.O. Box 275, Sudbury, Ont.

FOR SALE—A BATTERY OF SIX BOWSER pumps and tanks, together or separately. Also set Cameron & Campbell's drawers, nail bins and tool cabinet. Box 201, Hardware and Metal.

HARDWARE, OILS, HARNESS AND SHOE business for sale. Good opportunity for a returned soldier. Turnover $15,000 at good profits. Owner ex-soldier with 21 years' service. Established six years. Easily handled by owner. Stock about $5,000. Buildings $2,000. Substantial cash payment will secure. Apply owner, C. Evans, Macrorie, Sask.

FOR SALE — HARDWARE BUSINESS, WITH buildings and land, in good district New Ontario, doing cash business. Good reason for selling. Apply Box 253, Hardware and Metal.

POWER LAWN MOWER GRINDER, $10.00. Phone Gerrard 5728.

FOR SALE—IN THE TOWN OF DRYDEN, Ont., hardware store. Eight years established. Good chance for returned soldier. About $7,000 stock. Will take 10 per cent. less than wholesale price. Size of building, 24 x 56, without buildings. Reason for selling, too much to look after. Large pulp and paper mill in town as well as good farming country. Apply John Rhodes, Dryden, Ont.

1 BLOWHORN STAKE; 1 LARGE BEAKHORN stake; 1 candle mould stake; 1 setting down machine; 2 raising hammers; 1 bench vice. In good condition. $30.00 takes the lot. G. M. Howell, 417 Colborne St., Brantford.

FOR SALE

QUICK SALE, UP-TO-DATE HARDWARE stock. New. Best town in Western Ontario. Box 251, Hardware and Metal.

WANTED

WANTED—HEAVY BRAKE FOR 10 G. STEEL. Write to The Hall-Zyrd Foundry Co., Ltd., Hespeler, Ont.

TRANSLATIONS

ENGLISH INTO FRENCH. COMMERCIAL, Financial and Technical Literature. Advertising booklets, catalogues, circulars, posters. Private correspondence. Manufacturers and Manufacturers' Agents desiring English to French translations will secure expert service at a moderate rate by addressing Leon A. Archambault, P.O. Box 135, Station B, Montreal.

MISCELLANEOUS

GOOD STENOGRAPHERS ARE WHAT EVERY employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

STOVE REPAIRS FOR ADMIRALS, CLIMAX, Pen Esthers, Acmes, Crown Hurons, Garlands, Colonials, Marvels, Silver Kings, Souvenirs, Imperial Oxfords, Jewels, Peninsulars, Sterlings, Oak Laurels, Sunlights, Pandoras. Write for full list of stoves and prices. Grundy Bros., Strathroy, Ont.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Ltd. Supplied by the trade throughout Canada. (tf)

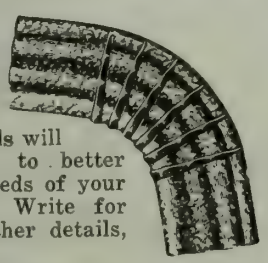
ADDING TYPEWRITER, WRITE, ADD OR subtract in one operation. Elliott Fisher, Limited, Room 314 Stair Building, Toronto.

DOUBLE YOUR FLOOR SPACE — BY INstalling an Otis-Fensome hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor Costs only $70. Write for catalogue "B," Otis Fensome Elevator Co., Toronto.

Wanted

A hardware salesman in every town in Canada to sell a patented article, good money-maker. Apply to R. A. Gillies McKay P.O., Vancouver, B.C.

Our catalogue of **Galvanized Iron Building Materials** will enable you to better meet the needs of your customers. Write for it, and further details, to-day.



WHEELER & BAIN
TORONTO

This page is the logical place for anyone in the Canadian hardware trade to place his "condensed" advertisements if he wants anything that can be supplied by any other Canadian hardwareman.

Do you want a clerk or store manager?

Do you want a position as clerk or travelling salesman?

Do you want a traveller?

Do you want to sell or exchange your business?

Do you want to buy a hardware business?

Do you want to buy or sell any store equipment?

If so, sit down now, and draft an advertisement for Hardware and Metal's "Wanted" page, setting forth just what you want, and stating your needs or qualifications.

Such an advertisement will automatically seek out for you, the only people you want to reach—those who are arctively engaged in selling hardware, in Canada.

The cost?

Trifling! Two cents per word for first insertion and one cent per word for each subsequent insertion of the same advertisement. Each figure is counted as a word, and a charge of 5 cents extra per insertion is made when Box Number is required. In this way the advertiser's name is kept confidential.

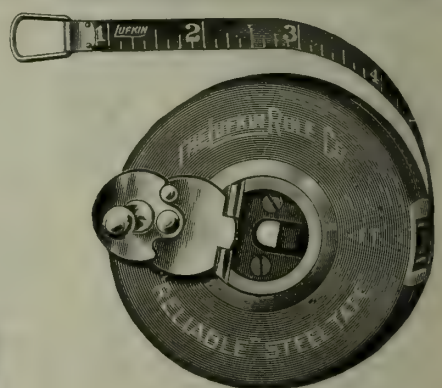
Copy for Condensed Advertisements should reach the Toronto office of Hardware and Metal not later than Thursday morning to catch the current week's issue. In order to save unnecessary correspondence and bookkeping, please remit with copy, preferably by money order.

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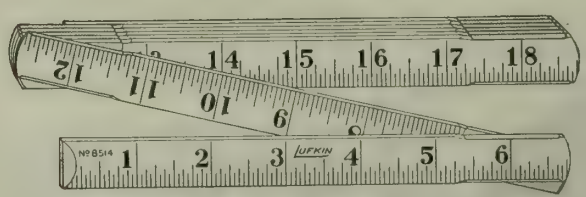
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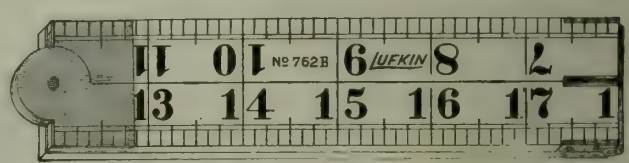
LUFKIN



Tapes and Rules







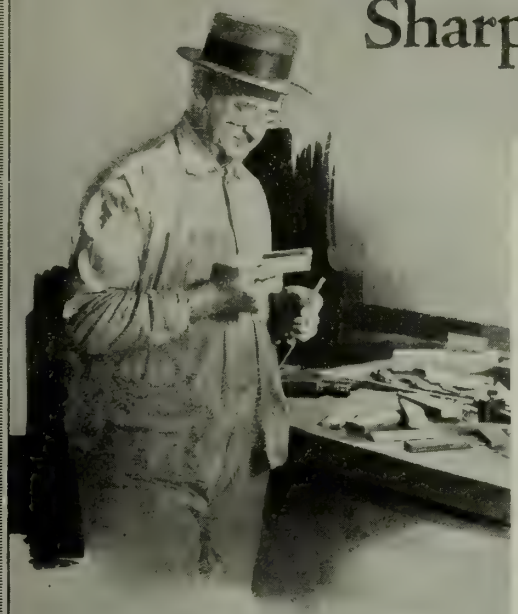
Familiarly and Favourably Known

Embody Many Improved, New and Exclusive Features.

Accurate THE LUFKIN RULE CO. OF CANADA, LTD. *Reliable*

WINDSOR, ONT.

Have You Sold This Man Carborundum Sharpening Stones?



HE is the carpenter—and he is a man who knows and appreciates the value of a good "oil stone." Right soon now he will be getting busy on spring building.

See that he has a Carborundum Sharpening Stone in His Tool Kit

You have dozens of such customers coming into your store every day. Make them Carborundum customers. It will help to hold them.

Just as a suggestion—show them the No. 109 Combination or the No. 107 Round Combination or the No. 174 Slip Stone for gouges and carving tools.

Incidentally we thought you might be interested in this Display Case No. 7. It's a great trade help—so are our window displays, circulars, etc.

Want to know about them?



The Carborundum Company
Niagara Falls, N. Y.

Fine Silverplate Made in Canada



The Lincoln

Its sincerity and unadorned beauty make the name unusually appropriate.

THE name of *Wm. Rogers & Son* stands for *"The Best at the Price."*

Thrifty housewives, who know true values, prefer a product of known reliability, with a wide reputation, because of the name and standing of the company that produces it.

Hardware merchants find a display of the silverplate of *William Rogers and his Son* an especially lucrative sideline. Their women customers are readily attracted by a good display of silverplate. For help with your window or showcase displays write us for information.

The Silverplate of

William Rogers and his Son

is

"The Best at the Price"

MADE IN CANADA

WM. ROGERS MFG. CO., Limited, Niagara Falls, Ontario

HARDWARE AND METAL

Vol. XXXI
No. 16

PUBLISHED EVERY SATURDAY SINCE 1888

THE MACLEAN PUBLISHING COMPANY, LIMITED
PUBLICATION OFFICE: TORONTO, CANADA

April 19
1919



Remington UMC

Deliveries Are Now Good On Remington UMC Fire Arms and Metallics

You can go after the shooting business hard this year. We're right behind you with good service and deliveries. You'll find hundreds of men eager to handle a Remington UMC Rifle again—or our famous "Pump" Shot Gun—all they want to know is where to get 'em.





5-Shot Autoloader

6-Shot Repeater

Remington UMC "Metallics" are standard for quality and uniformity. Over 450 kinds —a cartridge for every known make of fire arm.

Make a display of Remington UMC .22 Rifles and Metallics. It's a big Spring business bringer. Advertising material on request.

Remington UMC of Canada, Limited
Windsor, Ontario

REMINGTON UMC



O-CEDAR Polish is a quality product strongly backed by merit, service and satisfaction.

We know we have in O-Cedar Polish Mop and O-Cedar Polish two products the women of Canada want. We do not depend entirely on the merits being advertised by word of mouth or personal recommendation. We bring newspaper, magazine and street car advertising into play as well—strong and persistent advertising that keeps the line continually in the public mind. When you feature this class of product—you will be repaid for the effort you put into it.

EVERY day some of the women in your district are hearing about O-Cedar Products — how they lessen the work of housekeeping. They are reading our advertisements in newspapers circulating all over the Dominion, and they are hearing about O-Cedar from their neighbors.

You should let them know, in the most forceful way possible, that they can buy O-Cedar Products in your store. There may be dozens of people who would buy O-Cedar from you if they were simply reminded of it by an attractive window or store display of O-Cedar Mops and O-Cedar Polish.

O-Cedar Polish

will do wonders for you—if you will give it a fair chance. It is by linking your business to a well-known, well-liked product such as O-Cedar Polish and O-Cedar Polish Mop that you can "register" your store as "a store of satisfaction" and get the confidence and trade of the best class of people.

Channell Chemical Company, Limited
TORONTO

HARDWARE AND METAL, April 19th, 1919. Volume XXXI. Published every Saturday. Yearly subscription price, $3.00. Entered as second-class matter July 1st, 1912, at the Post Office at Buffalo, under the Act of March 3rd, 1879. Entered as second-class matter at the Post Office Department, Ottawa.

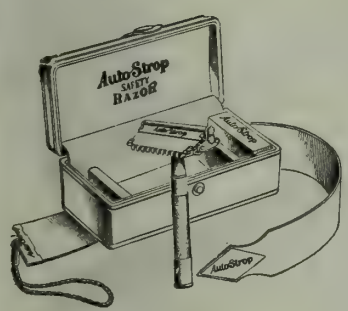
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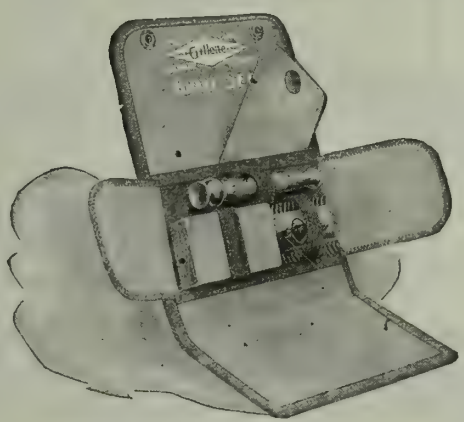














Razors of all kinds—*safety, regular*

Many a man has developed the "shave-every-day" habit as a result of his military training, and at the same time has been sold on the "safety" idea in razors. With the return of our soldier boys will develop an unprecedented demand for the safety razor. Why not cater to this business?

We carry a good stock of the leading styles in the several makes of safety razors, as well as recognized brands of the regular type of razor, and can make quick delivery. Prepare for the razor trade of your vicinity by arranging a window display and by devoting a show case to the display of your stock.

Order from the "Rice Lewis" representative or direct.

We carry a range of the old style razors at prices to meet all requirements

Rice Lewis & Son, Limited

VICTORIA ST., - TORONTO

UNIVERSAL
Kitchen Knives and Cook Knives

Dealers who stock their store with UNIVERSAL Cook and Kitchen Knives are sure of their trade obtaining maximum service from every piece of cutlery bearing the UNIVERSAL Trade-Mark.

The tempering and grinding are done under a process which insures the proper hardness and a fine cutting edge that will remain sharp under the most severe use. The handles are fitted in such a manner that they do not come loose, and in every process of the work a most rigid inspection is maintained.

UNIVERSAL Cutlery is made in but one quality—the best sold at prices that are profitable to the jobber and dealer and give satisfactory service to the user.

"MASTER CUTLERS FOR OVER HALF A CENTURY"

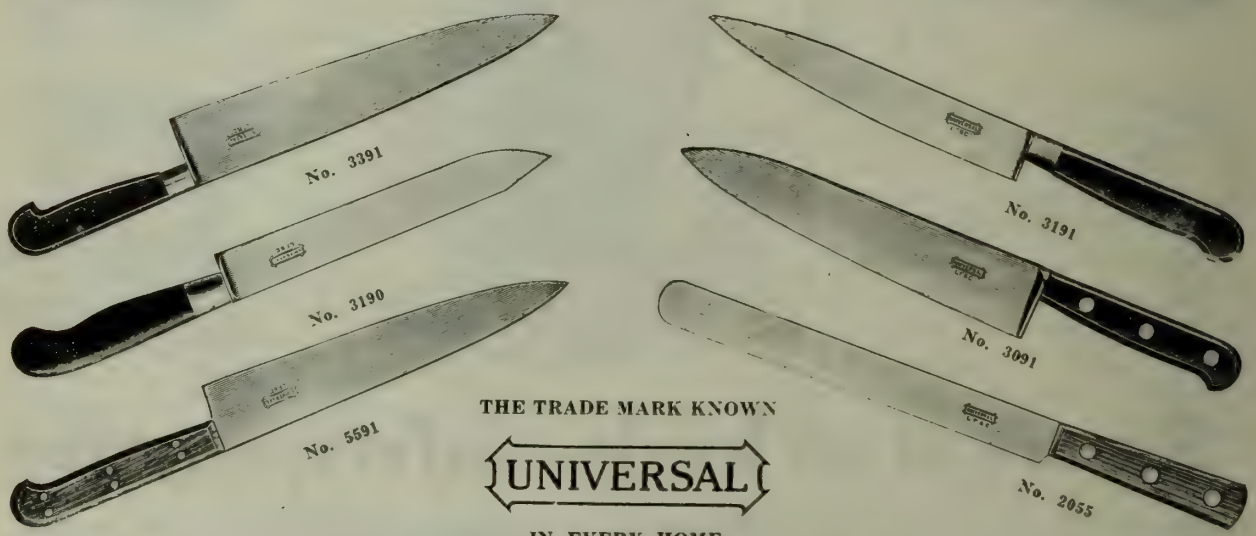
LANDERS, FRARY & CLARK

NEW BRITAIN CONN.

CANADIAN REPRESENTATIVES:

A. MACFARLANE & CO., LTD.

MONTREAL QUEBEC



THE TRADE MARK KNOWN

UNIVERSAL

IN EVERY HOME



No. 2150



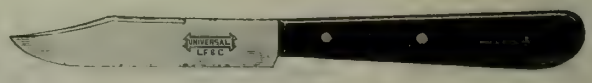
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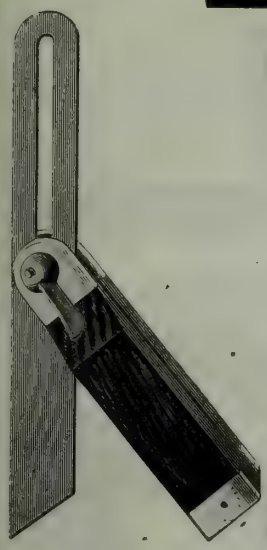


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DISSTON TOOLS





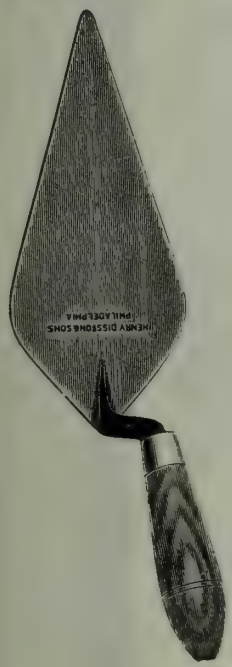


Price is not
a determining factor
unless *quality* is considered

Quality can be determined only by practical **use.**

Satisfactory **use** over a long period of time causes an ever-increasing **demand.**

Continued **demand** conclusively demonstrates real **worth** and reliability.





DISSTON BRAND TOOLS

Well-made Service-giving

That Last for GENERATIONS

LEWIS BROS, LIMITED, MONTREAL

EVERYTHING IN HARDWARE
RAILWAY CONTRACTORS' and PLUMBERS' SUPPLIES
SPORTING GOODS, CUTLERY, PREPARED ROOFING, PAINTS and GLASS

Wait for our **AUTOMOBILE SUPPLIES** *new catalogue*

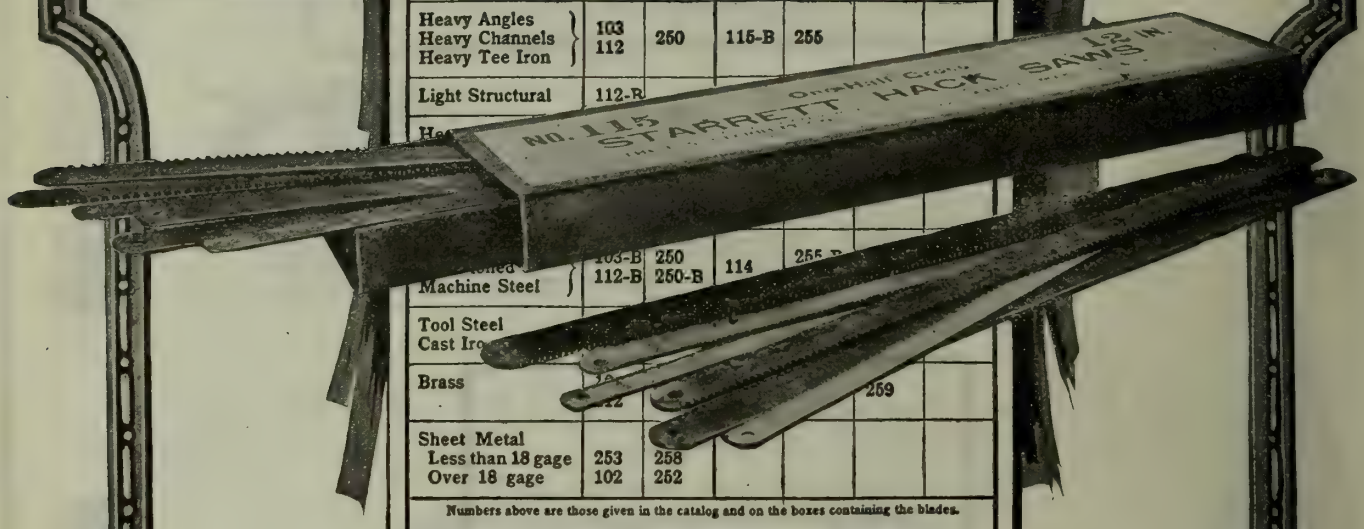
Starrett Hack Saw Chart

MATERIAL TO BE CUT	NO. OF BLADE FOR HAND FRAME		NO. OF BLADE FOR POWER MACHINE			
	All Hard	Flexible or Soft Back	Light Machine	Medium Machine	Heavy Machine	Extra Heavy Machine
Light Angles Light Channels Light Tee Iron Light Ornamental	102	252	115	262		
Heavy Angles Heavy Channels Heavy Tee Iron	103 112	250	115-B	255		
Light Structural	112-B					
Machine Steel	103-B 112-B	250 250-B	114	255-B		
Tool Steel Cast Iron						
Brass					259	
Sheet Metal Less than 18 gage Over 18 gage	253 102	258 252				

Numbers above are those given in the catalog and on the boxes containing the blades.

THE L. S. STARRETT CO., ATHOL, MASS., U. S. A.

THE WORLD'S GREATEST TOOL AND HACK SAW MAKERS



A Service that Helps Sell *More*

Starrett Hack Saws

Your customers will appreciate the time and money saving service this chart offers. It enables them to use the *proper* saw blades for every metal cutting requirement.

The Starrett Chart MA was produced after careful tests to determine the *proper* Starrett Saws to use for various cutting requirements. Give your customer a chart key when you sell him Starrett Saws.

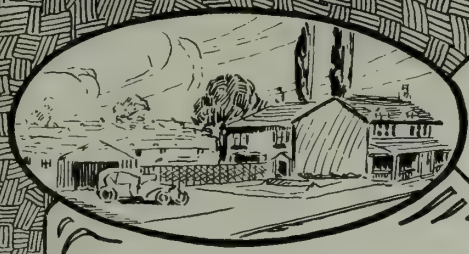
THE L. S. STARRETT COMPANY

The World's Greatest Toolmakers.
Manufacturers of Hack Saws Unexcelled.

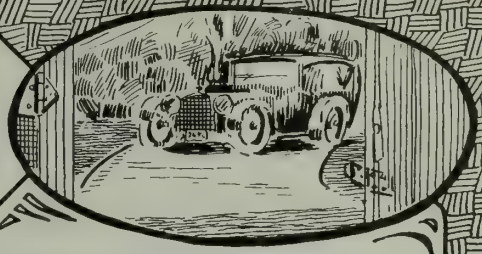
Athol, Mass.

New York London Chicago

42-916



NMC



The "Unusual National Way"



The above illustration shows our method of packing Strap and "T" Hinges and Hinge Hasps. The **"Unusual National Way"** is distinctive. It aids both customer and dealer alike. Each package is sealed to prevent breakages and save time in selling and invoicing. The customer appreciates the completeness of a **National Package** and you will, too.

Here's a service you can't afford to ignore. Write for our big catalogue of Builders' Supplies.

National Manufacturing Company

Sterling — Illinois

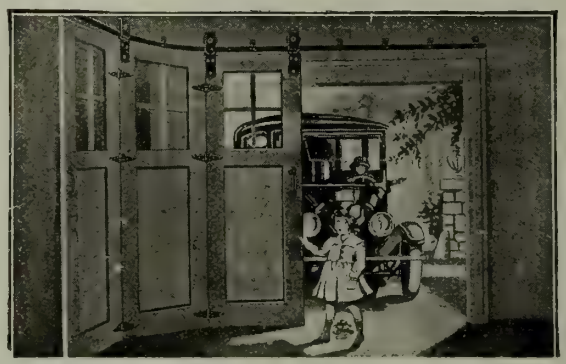
ALL GARAGE DOORS SHOULD BE HUNG ON ROLLERS

No equipment ever produced offers the many attractive features or gives such universal satisfaction to the user as does the

HATCH GARAGE DOOR OUTFIT

Outfit includes:

3 Special Swivel Door Rollers
22 Feet of Track
3 Pairs Special Garage Door Hinges
3 Stay Rollers
2 Extra Heavy Door Handles
1 Safety Hasp
1 Hook and Eye



Makes doors weather-tight, sag-proof; prevents slamming, and does not get out of order.

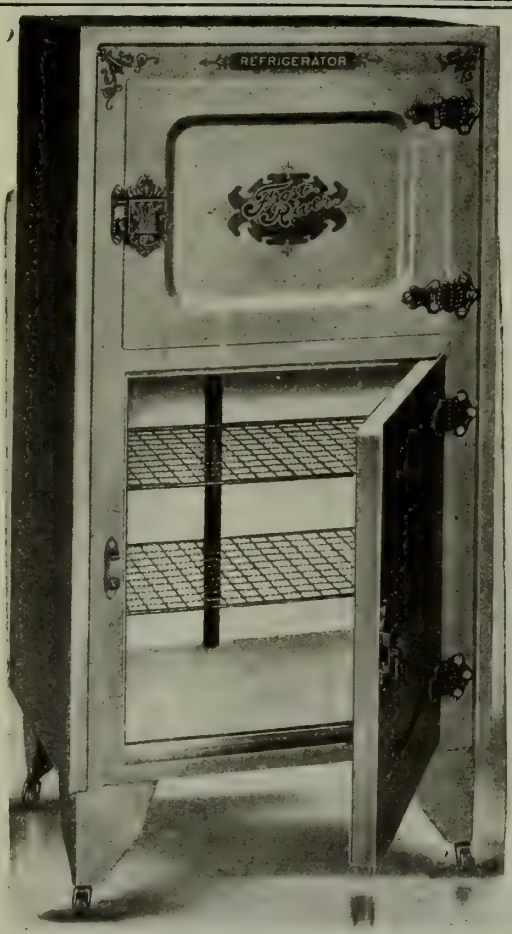
The hinged door allows entrance without opening the other two.

Complete directions packed with every set.

The roller bearing swivel hangers hold the doors in place, take the bind off the hinges and roll the doors around the corner, on the inside of building to the side wall.

SWING IN NOW---WRITE OUR HANGER DEPT. TO-DAY.

CANADA STEEL GOODS COMPANY, LIMITED, Hamilton, Canada



DAVIDSON'S

"FROST RIVER" REFRIGERATOR

The "Frost River" is the Housewife's ideal of a perfect refrigerator. Made entirely of sheet galvanized, finished outside with beautiful French grey enamel and inside with snow white enamel. Fitted with removable tinned wire shelves that will not rust. Easily cleaned, absolutely sanitary and uses much less ice than a wooden refrigerator. Place a Davidson "Frost River" Refrigerator upon your floor. It readily sells itself.

Write to-day for full particulars and prices

The Thos. Davidson Mfg. Co.
LIMITED

Toronto Montreal Winnipeg



SAMSON GARDEN TOOLS

Men who are careful about their pocket-books as well as their tools like the Samson line.

There is a clean-cut shape and balance about them that wins approval, and there's the economy of quality about them, too.

They're tools that offer serviceability at a moderate price, and their wearing quality gives lasting value to their appearance.

GUARANTEED

H. S. HOWLAND, SONS & CO. LIMITED

WHOLESALE HARDWARE

TORONTO

GOODELL-PRATT

1500 GOOD TOOLS



No. 470

NAIL SETS PUNCHES and CHISELS

Sell Them in Sets

By selling them in sets it is more convenient and profitable for both yourself and your trade.

The tools are handy to get at when wanted and always in the same place. They are also protected in their round wooden cases with cover.

Goodell-Pratt Nail Sets, Punches, and Chisels are made in a number of different sizes and styles, both forged and machined. Their quality is unquestioned. They are sold either in sets or in bulk.



No. 950



No. 975

Ask for Tool Book No. 13

Goodell-Pratt Company

Toolsmiths

Greenfield, Mass., U.S.A.



Quality

Service

USE GOOD JUDGMENT

And contribute your share to the prosperity of the Country in which you live. Spend your money where you earn it.

PURCHASE THE PRODUCTS OF CANADIAN MILLS

A Canadian Dollar
is Worth One Hundred Cents
in Canada

THE

STEEL COMPANY

OF

CANADA

LIMITED

HAMILTON ▪ ▪ MONTREAL

NUMBER THREE



IN the year 1853, Cyrus W. Field believed that by means of a cable people could talk across an ocean three thousand miles wide. For thirteen years he concentrated on perfecting his means of communication. He made fifty voyages across the Atlantic. Many of his cables broke in mid-ocean. In August, 1866, the first message was successfully transmitted from New York to England. This grand achievement was the result of a man with an idea concentrating on one thing. The story is one of the noblest records of American enterprise.

The secret of Cyrus W. Field's success was

CONCENTRATION

No man ever achieved a worth while victory by accident. Fine achievments are always the result of exhaustive experiments, hard work and concentration. One of the greatest men who ever lived, whose influence has lasted for centuries, took this for his motto: "This one thing I do."

Victor Hack Saws have achieved their position of dominance because we make nothing but hack saws. For many years we have concentrated all our energies and resources on perfecting this one tool. As a result, the Victor Hack Saw Blade is recognized by good mechanics and foremost technicians in all parts of the world as the most efficient hack saw for every metal-cutting purpose.

VICTOR SAW WORKS, Ltd.
HAMILTON, CANADA

VICTOR HACK SAWS Get a Box and Try It

WILT

HIGH SPEED AND CARBON TWIST DRILLS, REAMERS AND MILLING CUTTERS





Quality Tools Sell Better!

Where there's a WILT--There's the Way.

It will pay you to stock up with modern tools of the best quality. Competition of the present and future demands it. It's the vital necessity of the day to manufacturers.

For drilling, reaming and milling cutter operations, sell **WILT High Speed and Carbon Twist Drills, Reamers and Milling Cutters.** As compared with ordinary tools, they cut faster, more accurately, require less power and regrinding, give longer service, and cost no more than ordinary tools.

Wilt Twist Drill Company
OF CANADA, LIMITED

Walkerville **Ontario**

London Office: Wilt Twist Drill Agency, Moorgate Hall, Finsbury Pavement, London, E.C. 2, England



This Saw Will Advertise You

Star Hack Saws will help advertise your store if you connect up with our big national advertising campaign. Almost all your customers have seen the page and double-page advertising of Star Saws in the Saturday Evening Post and other publications.

Put Star Saws in your display case and in your window, with a Saturday Evening Post opened to the last Star ad to remind your customers of the national advertising on Star Saws that they have been seeing right along.

Star Hack Saw advertising has shown dealers everywhere that there are far more hack saw users than they ever thought possible. Get after the business that is rightfully yours.

Star Saws, the largest advertised of all tools—will help boost your whole tool department if you will let it work for you.

Our Handbook, "How to Sell Tools," helps you cash in on our national advertising in your tool department. It is full of money-making ideas and selling suggestions that you can use. Write for your copy to-day.

MILLERS FALLS CO.

"Toolmaker to the Master Mechanic"

100 RIVER STREET

MILLERS FALLS MASS.,

"BARCALO"



"S" Wrench



STRENGTH

A wrench is as strong as its weakest part.

The Barcalo "S" Wrench is a **Unit of strength** made up of few parts. It has a drop-forged, movable jaw — strong enough to stand the hardest strain. The adjustable pin, screw and knurl are made of high-grade materials and properly placed. Every bit of material, every operation necessary to turn out a Barcalo Wrench, passes through the most exacting inspection.

Where other wrenches will not work — in those tricky places so hard to get at—

A Barcalo Does the Trick.

Made in 6, 8, 10, 12 and 14" sizes.

We are so sure of our wrenches measuring up to all we claim for them that we back them to the limit.

Dealers are selling Barcalo Wrenches at a good margin of profit and building up a fine line of business on Barcalo sales.

It's for your advantage to link up with the Barcalo organization. May we tell you why?

Get in touch with us to-day.

Every Wrench is guaranteed.

BARCALO MANUFACTURING COMPANY
BUFFALO, N. Y.

TORONTO—GEORGE H. SMITH,
Room 118, Stair Bldg.

WINNIPEG—D. PHILIP,
138 Portage Ave. East.

MONTREAL—GEORGE L. COHOON,
11 St. Sacrament St.



Better Hurry, if you Want to Cash-in on Stewart Ball Bearing Horse-and-Sheep-Clipping Machines Before the Season Closes!

An unusually early season has speeded up the annual spring demand for these two quick-selling machines.

Stewart No. 9 Ball Bearing Sheep-Shearing Machine

will break all sales records this year, owing to the greatly-increased activity in sheep raising throughout Canada and the United States.

Sheep raisers, everywhere, are pretty well posted on the fact that the use of this machine recovers **15% more wool** at each clip, because it makes such a close, clean job of it. And 15% increase in yield **means something** at the present high prices of wool.

Machine retails at $19.00
and your discount is 25 %

Stewart No. 1 Ball Bearing Horse and Cow Clipping Machine

A million owners of horses and mules are converts to the importance of giving these animals a "Stewart Clip" just before their hard spring work begins.

A man doesn't try to do manual labor on a warm spring day with his winter overcoat on. Why should he expect his horse to feel any different than he would?

This Machine retails for $13.00
and your discount is 25 %

And after the rush spring season is over you will find it easy to sell any machines left in stock, to farmers and dairymen for clipping cows round udders and flanks to keep dust out of the milk pail.

Order a liberal supply of both machines, direct or through your jobber. Better telegraph.

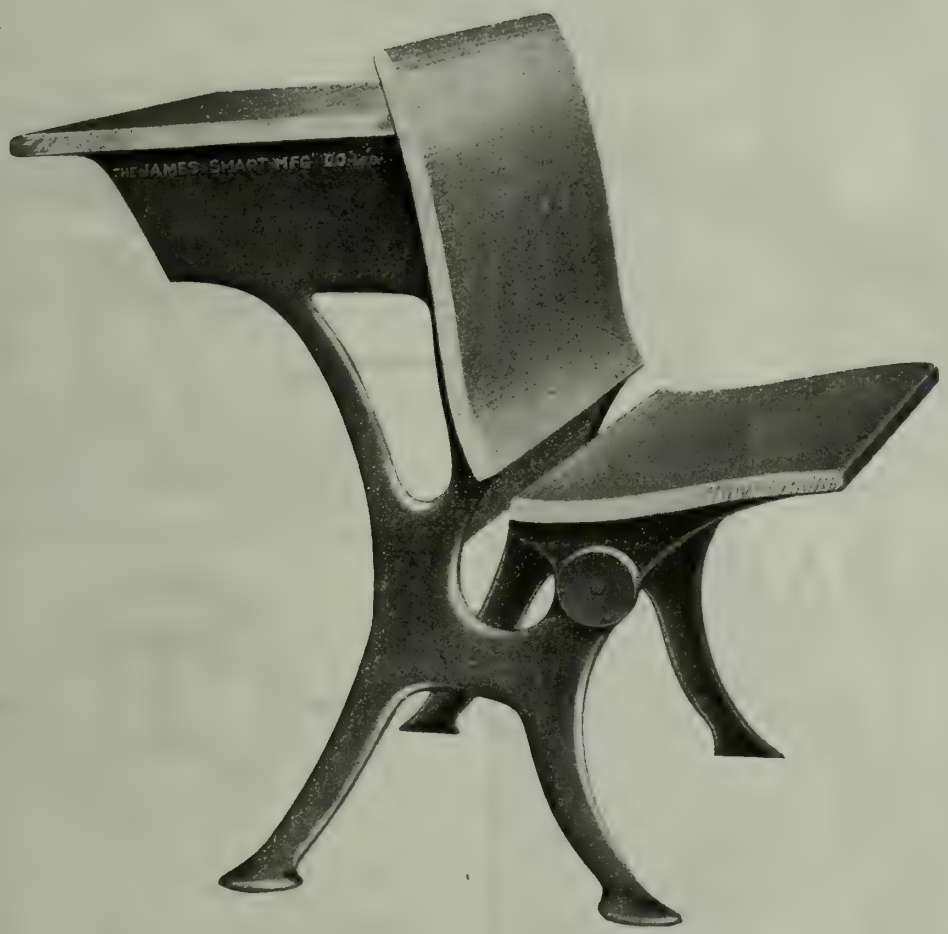


Chicago Flexible Shaft Co.

12th and Central Avenue
Chicago, Illinois

CANADA
FOUNDRIES & FORGINGS
LIMITED

The Silent Sanitary School Desk



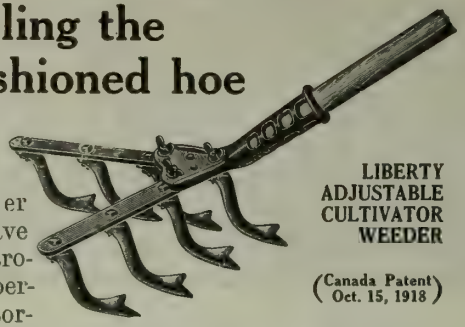
FEATURES OF SUPERIORITY

Many schools are being erected or remodelled this year. Now is your time to secure the school desk business in your district. Write for our special dealer's proposition. Prompt shipment of all orders received.

Sanitary—no dust—no germs. Beauty of design—simple, graceful proportions. Strength, Construction, Foot Rest and Protection Board. Book Shelf. Noiseless Automatic Seat Hinges.

James Smart Plant
Brockville, Canada

Outselling the old-fashioned hoe



LIBERTY ADJUSTABLE CULTIVATOR WEEDER

(Canada Patent Oct. 15, 1918)

Wherever they have been introduced Liberty Cultivator-Weeders and Gilson Weeders are rapidly ousting the hoe from popular favor. Anyone who has ever used a hoe can see at a glance that these new Gilson tools are more effective and will save time and labor. It won't take Gilson Tools long to "catch on" in your locality. Order from any of these jobbers:

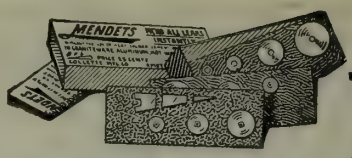
THE GILSON WEEDER



(Canada Patent May 22, 1917)

F. R. Murray Co., Ltd., Vancouver, B.C.; Brown, Fraser & Co., Ltd., Vancouver, B.C.; The Rogers Hdwe. Co., Charlottetown, P.E.I.; T. McAvity & Sons, Ltd., St. John, N.B.; J. H. Ashdown Hdwe. Co., Ltd., Winnipeg; Wood, Vallance, Ltd., Winnipeg.

Manufactured by **J. E. GILSON CO.**
Port Washington, Wisconsin, U.S.A.



Makes Old Things New, That's---

MENDETS
A PATENT PATCH

—the greatest little seller you can place upon your counter. All housewives know its worth.

Your jobber has them.

Collette Mfg. Company
Collingwood
Ontario

Mends Pots, Pans Boilers, Kettles Hot Water Bags, Etc.



SAND PAPER



Emery Paper and Cloth, Garnet Paper and Cloth, Flint Paper and Cloth, Discs and Circles.

Our full guarantee of highest quality and workmanship goes with every shipment we make. Our products render the very best service and dealers can sell at a splendid profit.

Send for catalogue and prices.

Canadian Sales Representatives:

Messrs. Moncrieff & Endress, Galt Bldg., Winnipeg, Man. 'Phone Garry 3389.

Mr. Alexander Gibb, 3 St. Nicholas St., Montreal, Can. 'Phone Main 2343.

United States Sand Paper Co.

Williamsport, Pennsylvania

METALS - CHEMICALS - GLASS

B&S·H
Established 1790

We are now prepared to quote on

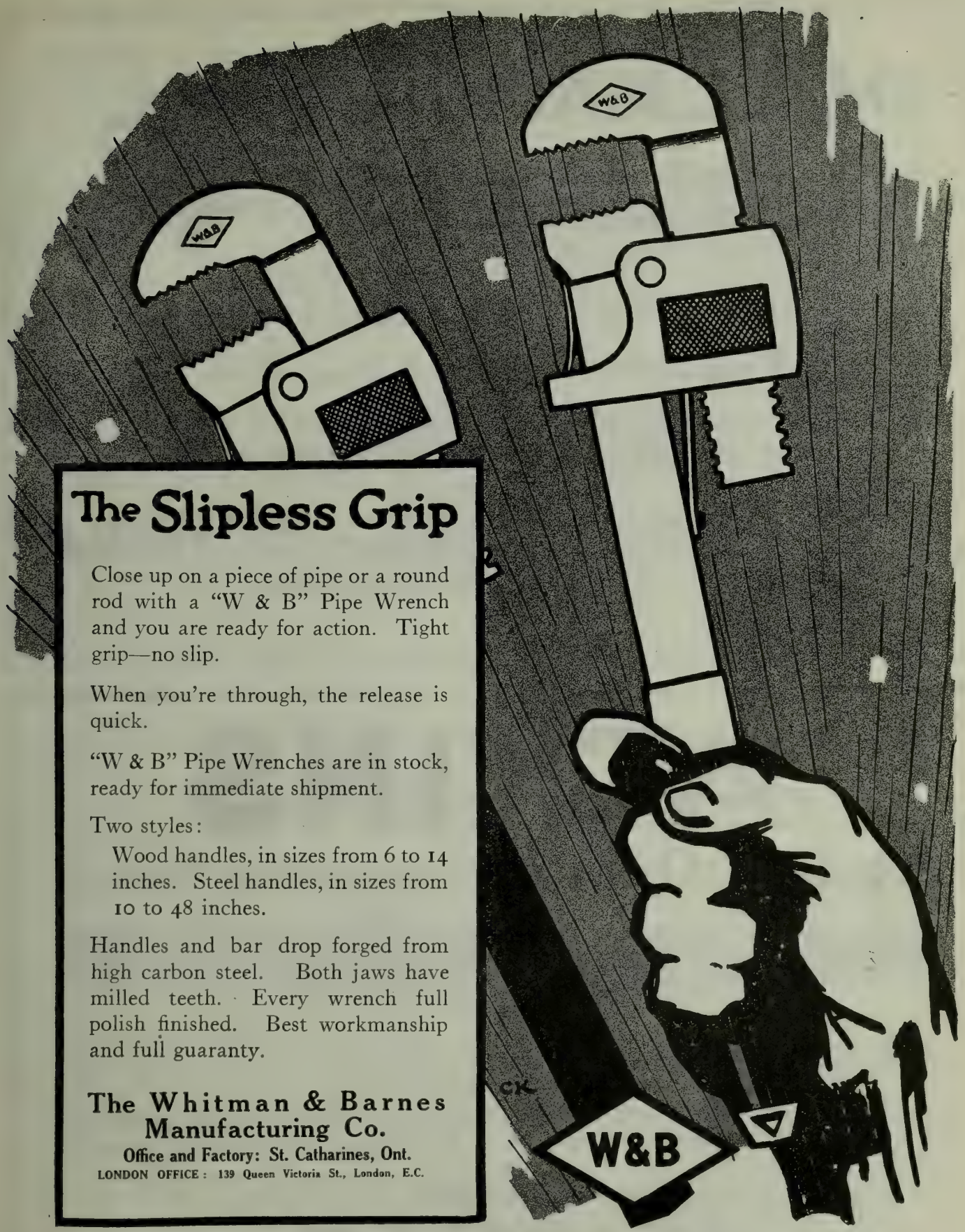
English Castor Oil

in all grades for prompt import.
Send us your enquiries for Spring.

B.&S.H.THOMPSON & COMPANY LIMITED
MONTREAL

Branches: Toronto, Winnipeg, Vancouver, New Glasgow, N.S.

Selling Agents for Eastern Canada for United States Steel Products Co.
Exporters of the Products of the American Sheet & Tin Plate Co.



The Slipless Grip

Close up on a piece of pipe or a round rod with a "W & B" Pipe Wrench and you are ready for action. Tight grip—no slip.

When you're through, the release is quick.

"W & B" Pipe Wrenches are in stock, ready for immediate shipment.

Two styles:

Wood handles, in sizes from 6 to 14 inches. Steel handles, in sizes from 10 to 48 inches.

Handles and bar drop forged from high carbon steel. Both jaws have milled teeth. Every wrench full polish finished. Best workmanship and full guaranty.

The Whitman & Barnes Manufacturing Co.

Office and Factory: St. Catharines, Ont.

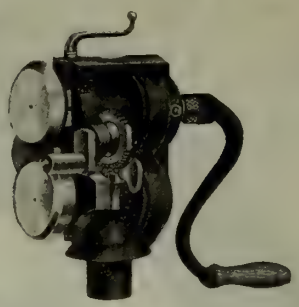
LONDON OFFICE: 139 Queen Victoria St., London, E.C.

Established 65 Years

Whitman & Barnes

TWIST DRILLS — REAMERS — WRENCHES — HAMMERS

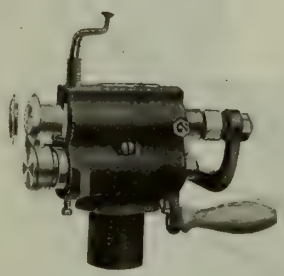
SMALL MACHINES



Are Made for Service. They Combine Durability, Speed and Accuracy

No Tinshop can afford to be without a set of these machines

We manufacture a full line of Tinners' Tools



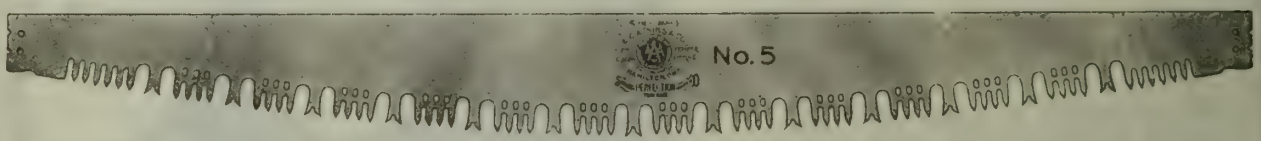
Drop us a line for full particulars and prices

The Brown-Boggs Co., Limited

Hamilton, Canada

ATKINS

Sterling Quality Cross-Cut Saws



The Saw that brings a *higher price*—a *bigger* profit. Their Service makes them worth it.

Sterling quality steel backed by sixty years' experience has produced these popular Saws. Get quotations and resale prices immediately. *Ask for catalog "H.M."*

Made in Canada.

E. C. ATKINS & CO.

Makers of Sterling Saws

Factory—Hamilton, Ont. **Vancouver Branch—109 Powell St.**

THE ENTERPRISE PERFECT

is a Double High Oven Range

With Two Large Full Size Cooking Ovens, both Equally Good

Not merely one oven and a warming closet but *two ovens for baking and roasting* and a large warming closet as well.



Design registered in Canada, 1916

Made in two sizes—8-20 and 9-20

Both ovens can be used at the same time and with the usual amount, or even less fuel than the average single oven range requires. Each oven is fitted with drop door and thermometer.

THE FLUE CONSTRUCTION which makes these two ovens possible, is thoroughly sound, being based on the principle of the old elevated oven stove — the oldest and soundest principle of stove construction.

The HOT CLOSET is roomy and convenient. Has drop door. The BACK is WHITE PORCELAIN ENAMEL — so easy to keep clean.

The RESERVOIR IS DETACHABLE—simply hooks on. Can be put on or taken off in an instant.

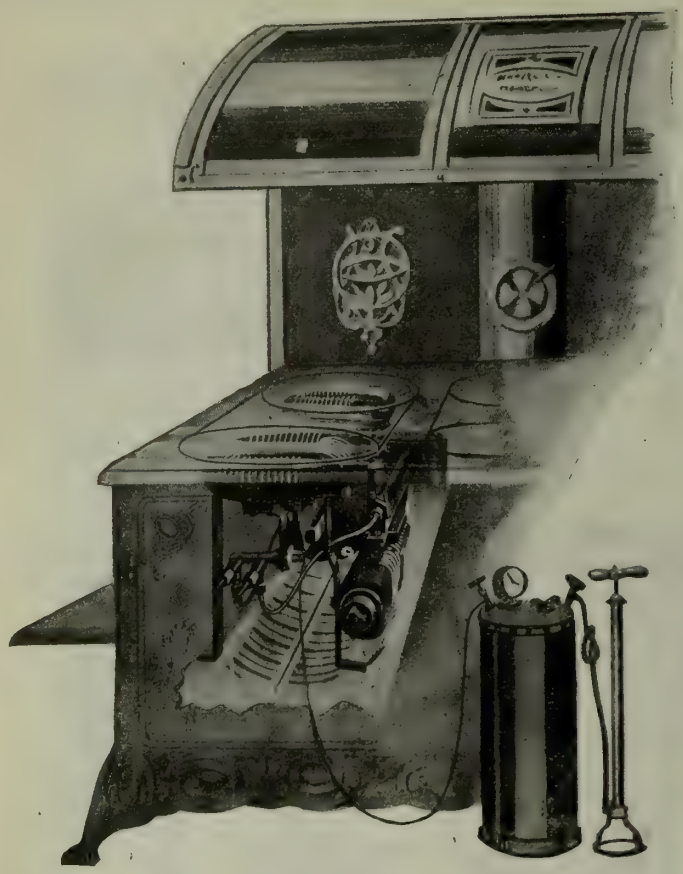
THIS RANGE ON YOUR FLOOR INSTANTLY COMMANDS ATTENTION AND CREATES A DESIRE TO BUY—SALES SOON RESULT.

If it is not being sold in your town, write to-day for further information and ask for our agency proposition.

THE ENTERPRISE FOUNDRY CO.

Head Office and Factory: SACKVILLE, N.B.

Enterprise Produets are distributed from the principal points in the east and on the prairies, and in British Columbia by W. T. McArthur & Co., Ltd., Vancouver.



More Heat At Less Cost

Fuel of all kinds is scarce and costly. Your customers will appreciate the money-saving qualities of

The Canada Oil Burner

The cheapest and most efficient oil burner on the market. Burns 90% air and 10 % kerosene. No odor, no dirt, no work. Splendid profits in this line for the dealer.

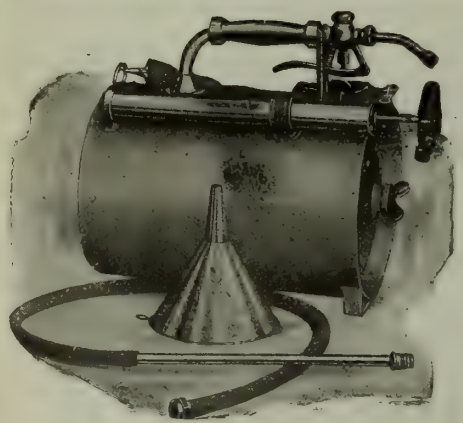
May we quote you prices?

The Canada Oil Burner Co.
Toronto, Ontario

HERE'S HOW YOU CAN INCREASE SALES

---Do it With the---

Eureka Fountain Compressed Air Sprayer



Fountain Compressed Air Sprayer

No complex, intricate parts, positive and automatic in action, easly operated, easly controlled—a time-saver, labor-saver and solution-saver.

Think of the great number of customers coming into your store who have need of a first-class handy sprayer like the Eureka. A sprayer that is small, neat and exceptionally useful in a great many ways. Every customer who has spraying to do will be quick to recognize its advantages.

Demonstrate one in your store and watch the interest and sales increase.

Dealers are making splendid profits selling the **Eureka Fountain Compressed Air Sprayer**, and you can, too.

May we tell you how? Write for information now.

Eureka Planter Co., Limited
Woodstock, - Ontario

Cleaner Oil, Economically Handled
No Waste, More Profits.

This sums up the advantages of the dust and dirt-proof, leak and waste-proof battery of

GILBERT & BARKER
T-230-L Lubricating Oil Outfit

It replaces the fire risk, mess and waste of barrel storage, with safety, convenience and economy. The oil is kept absolutely clean and cannot evaporate. The modern hardware dealer is making additional profits catering to the automobile trade.

This outfit can be put in the rear of the store, quickly available to serve the auto trade with oil. A barrel track and chain hoist enables any man to drain a barrel with ease and despatch. It's such a good investment, making for such positive economy and additional profits from the handling of oils, that it soon pays for itself. At least this has been the experience of thousands of users.

Why not send for Bulletin 52 to-day.
To-day is a better day than to-morrow.
Write.

Imperial Oil Limited

Canadian Distributors for Gilbert & Barker Oil and Gasoline Outfits

Branches All Cities



American Felt Large Head Roofing Nails

"DOMSTEEL SPECIAL"

Are Made in Canada by

DOMINION IRON & STEEL CO., LIMITED

Style and Quality Perfect

When ordering from your Jobber insist on getting

LARGE HEAD ROOFING NAILS "MADE IN CANADA"

HEAD OFFICE AND WORKS:
SYDNEY, NOVA SCOTIA

GENERAL SALES OFFICE:
112 ST. JAMES STREET
MONTREAL, QUE.



Experience Counts

Our many years' experience in the Alloy Metal business enables us to-day to give the trade an unusual service. Our plant and equipment is modern and up-to-date. Our products enjoy an unusual quality reputation.

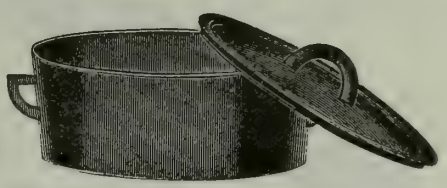
We manufacture everything in Babbitt, Bar and Wire Solder, Sheet Lead, Cam Lead and Specialties, etc.

Write us for particulars and prices on **Hoyt Quality Products.**

HOYT METAL CO., TORONTO

New York, N.Y. London, Eng. St. Louis, Mo.

CAST IRON
Cooking Utensils



Sizes 8" to 18"

Stock up with these very practical and perfect cooking utensils. We have a full range of roasters and preserving kettles. They are splendidly finished and made of high-grade material — particularly suited for camping and lumber kitchens. Also similar varieties in pure porcelain white enamel lined.

"Ask for Quotations"

CANADA STOVE & FOUNDRY COMPANY, LTD.

ST. LAURENT — MONTREAL

Montreal Warehouse:
104 Delorimier Ave.



Now For Reconstruction

HENRY DISSTON & SONS, INC.

Keystone Saw, Tool, Steel and File Works

PHILADELPHIA, U.S.A.

Finest Quality

Highest Standard



TRADE MARK

W P

WARD & PAYNE'S
CELEBRATED LIGHT EDGE TOOLS

THE ANVIL BRAND

Light-Edge Tools

—possess unusual selling qualities.

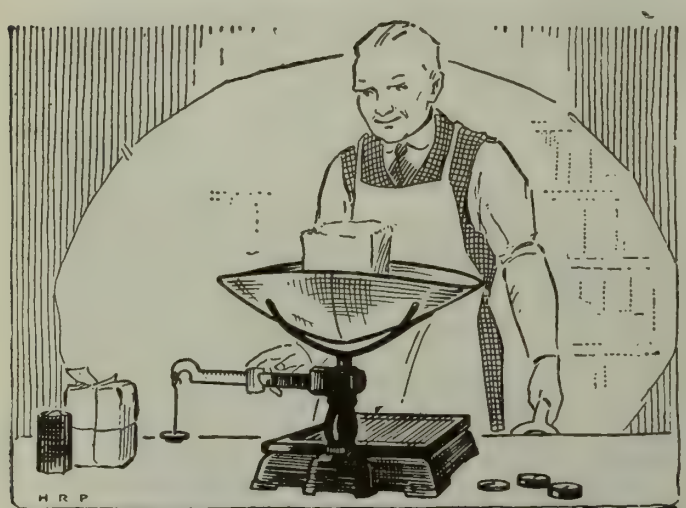
The history of the manufacturing of these tools in England covers a period of one hundred years. The reputation enjoyed by **"W. & P." Light Edge Tools** to-day is conclusive proof of what painstaking efforts must have been put into the making of these high quality tools. As the **Anvil Brand Trade-Mark** is the **"stamp of Quality"** to every tradesman, so it will reflect its reputation upon your store in more business and greater profits that are really worth while. We can now fill all orders with the same prompt, attentive service that has made **"W. & P."** products famous throughout the world. If your jobber cannot supply you, write our nearest representative.

WARD & PAYNE, SHEFFIELD

CABLES: WARD, SHEFFIELD

Canadian Agents

ALEXANDER GIBB, 3 St. Nicholas St., Montreal
SHERMAN F. AINSLIE, Spadina Avenue, Toronto
ANTHONY FERGUSON, LTD., 1150 Hamilton St., Vancouver, B.C.



Fairbanks Scales

For over 90 years Fairbanks Scales have been the World's Standard for accurate weighing.

The Canadian Fairbanks-Morse Co., Limited

"Canada's Departmental House for Mechanical Goods"

St. John, Quebec, Montreal, Ottawa, Toronto, Hamilton, Windsor, Winnipeg, Saskatoon, Calgary, Vancouver, Victoria.

VOL-PEEK 15¢

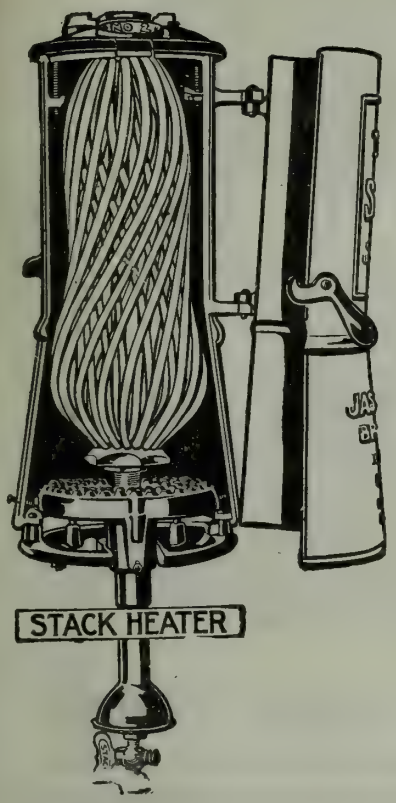


Vol-Peek stops leaks in all kinds of kitchen utensils, such as Pots, Pans, Tinware, Graniteware, Copper, Aluminum, etc. Note the absence of tools. Can be applied by the finger. A feature that induces the housewife to purchase. Vol-Peek is being advertised all over Canada. Every home needs it. Our attractive display stands suggest sales on sight. Write for it to-day. Contains 24 packages, $2.25, 60% profit.

At your jobbers or direct.

H. NAGLE & CO., Box 2024, MONTREAL

(Owning and operating Vol-Peek Mfg. Co.)



It's Economy to use the STACK HEATER

Think of it—hot water can be obtained in one minute. What a volume of selling arguments in that.

It's easy to sell the *Stack Heater*. Its large heating surface and the manner in which it utilizes all available heat units make an instant appeal to the customer. The efficient and productive life of a *Stack Heater* is longer than most other heaters. Those in several years' service have proven as effective as new ones.

It will pay you to sell it.

The James Morrison Brass Mfg. Co., Limited
93-97 Adelaide Street West - TORONTO

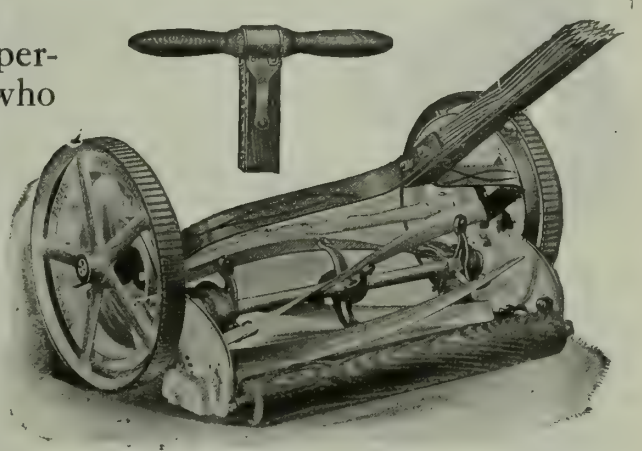
WE ARE FILLING LAWN MOWER ORDERS

You had better place yours and thus be sure of a complete stock when spring selling starts in earnest.

Keep your Mowers moving. A little persuasion sells a new mower to those who pride themselves in their lawns.

Talk "Taylor-Forbes Guarantee." It's comprehensive and positive.

The Taylor-Forbes Lawn Mowers are guaranteed for one year from date of purchase, against defective material, and if for any reason the purchaser is dissatisfied with the machine we will be pleased to replace it free of charge, if delivered at our works accompanied by the tag attached to each Mower.



The Largest Manufacturers of Hardware in Canada

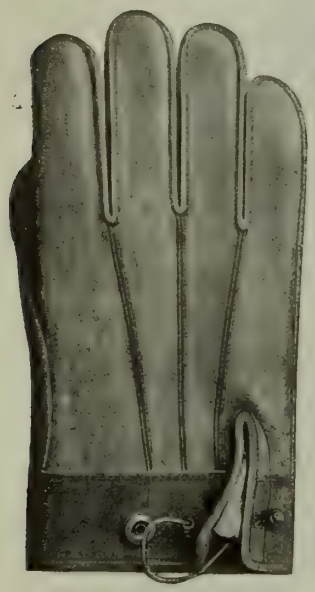
Taylor-Forbes Company, Limited

Taylor-Forbes Co., 246 Craig St. W., Montreal.
H. G. Rogers, Ltd., 147 Prince William Street, St. John, N.B.

Head Office and Works:
Guelph, Ont.

Taylor-Forbes Co., Ltd., 1070 Homer Street, Vancouver.
H. F. Moulden & Son, 314 Confederation Life Bldg., Winnipeg.

A·R·C BRAND



The Brand Behind The Product

When it's a question of workmen's mitts and gloves—it pays to sell the best. You can't afford to lose time and money experimenting with unknown brands.

The High Quality of "A.R.C." Brand Mitts and Gloves is well known. The Workman recognizes the "A.R.C." Trade-Mark as the stamp of good money-value.

Dealers make better profits selling this brand, for we share the middleman's profits with you.

May we send you particulars? Write us.

A. R. Clarke & Co., Limited, Toronto

Manufacturers—Gloves, Mitts, Moccasins, Shirts, Sheep Lined and Mackinaw Clothing



No. 80 Adze

Coopers' Tools

We are the largest manufacturers of Coopers' tools in the world. If you haven't our catalogue, send for it to-day. Lots of Coopers' repair tools used in Canada—why not get your share?

THE L. & I. J. WHITE CO.

55 COLUMBIA ST., BUFFALO, N.Y.

Canadian Agents :

HARDWARE AGENCIES, MONTREAL

TRADE MARK Red Devil Tools



Are You Selling the Genuine Giant?

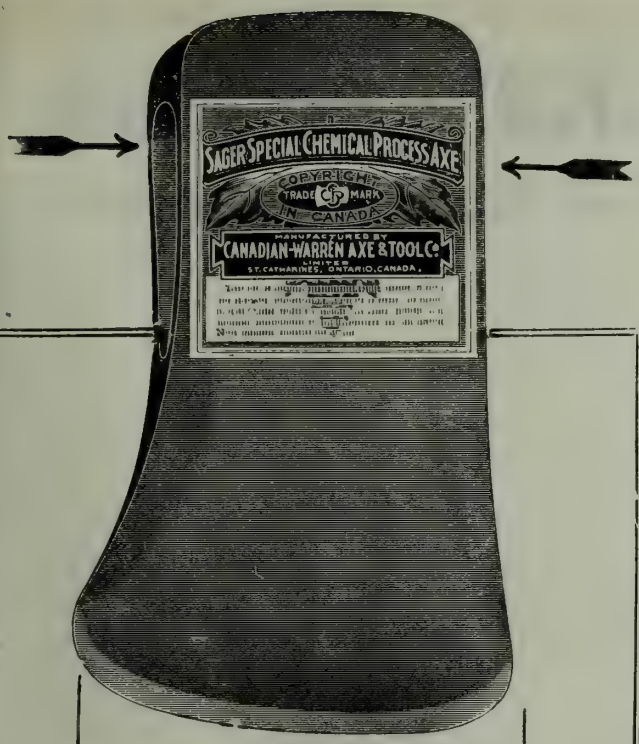
THE "Red Devil" "Giant" Nail Puller has been widely imitated—but it still holds its place as the favorite of men who know. There are no springs to get out of order, no pinching, no rolling.

"Red Devil" "Giants" are made in several sizes at prices that are right. Write for catalogue showing all models and other "Red Devil" Tools.

SMITH & HEMENWAY CO., INC.

89 Coit Street **Irvington, N. J.**

"Red Devil" is the Expert Mechanic's guide to Known Quality in Pliers, Electricians' Tools, Hack Saw Frames and Blades, Auger Bits, Chain Drills, and other Hand Tools, all of a class with "Red Devil" Glass Cutters, the biggest sellers in the World.



WHY NOT BE GUIDED BY THE JUDGMENT OF HUNDREDS OF WELL KNOWN LUMBERMEN, WHO ACKNOWLEDGE THE SUPERIORITY OF

"SAGER AXES"

AND

"SOO LINE" LOGGING TOOLS?

GET THE HABIT.

(AND THE PROFIT)

Canadian Warren Axe & Tool Co.,

LIMITED

ST. CATHARINES, ONT.



Soo Line Logging Tools

Sell Your Share

Men know it pays better to buy a new sharp file than to waste labour working with a dull one.

Pounding away at this truth in our advertising has borne fruit.

Consequently the demand for **"Famous Five"** Files is increasing steadily.

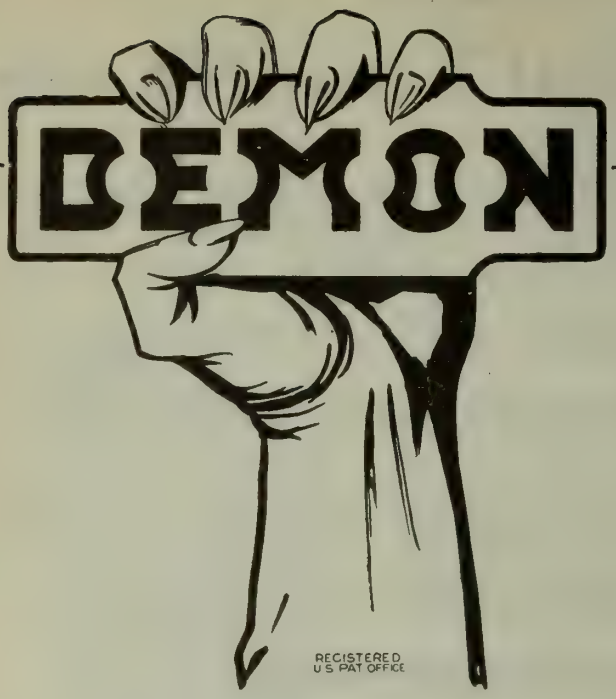
Carry a moderate stock, and share in this trade. But be sure to specify **"Famous Five"** Files when ordering.

They are:

KEARNEY & FOOT
GREAT WESTERN
AMERICAN
ARCADE
GLOBE

Made in Canada by





Steel Pump Rod Coupling

DEMON GRIP Steel Pump Rod Couplings are harder to break than a bad habit. They are three times as strong as malleable couplings; how much more we do not know.

A **DEMON GRIP** is the only safe coupling to use in joining pump rods whose threads are oversize or of unequal size. These it will take without twisting off the rod or wrecking itself. The crack is what does it. See the cut.

The best coupling should be sold the best way—in boxes for the retailer's shelf. The **DEMON GRIP** Steel Coupling has always been furnished in boxes. These boxes are showy—red and black—and each one carries the packer's record.

To give in a few words the reasons for the success of the **DEMON GRIP—greater strength, adaptability to oversize threads, convenient packing.**

MADE ONLY BY

Edward E. Johnson, Inc.

ST. PAUL, MINN., U.S.A.



Kill-Em Quick

Gopher Poison



There's Money In It For You

Because There's Money In It for the Farmer

It will increase crops from one to five bushels per acre by killing the gophers.

Canadian farmers have depended upon Kill-Em-Quick for a dozen years.

It is easy to sell, pays a fine profit and a quick turn-over. Get Kill-Em-Quick. Show it. Sell it.

Kill-Em-Quick Co., Ltd.

Regina, Canada

Get an Electro like this ➙ and a copy of our ad. suggestions



Most dealers carry ads. in the local newspapers; why not make use of our free advertising helps?

We have a beautiful colored "movie" slide made up with your name free for a post card.

Hundreds of hardware dealers are "cashing in" on "Kasement" doors. Every "Kasement" sale means a profit to the dealer, a satisfied customer and satisfaction all around.

"Kasement" Screen Doors sold from coast to coast. *The easiest fitting—strongest and cheapest in the long run.*

KASEMENT SKRENE DORE CO.

183 Church Street, Toronto

Factory: Burlington, Ont.

KEYSTONE



HOUSEHOLD BRUSHES

There is a "Keystone" Household Brush for every conceivable use. The purpose of the brushes vary, but the quality is the same—"Keystone" quality that insures long and satisfactory service.

When you sell "Keystone" Brushes repeat orders are a certainty.

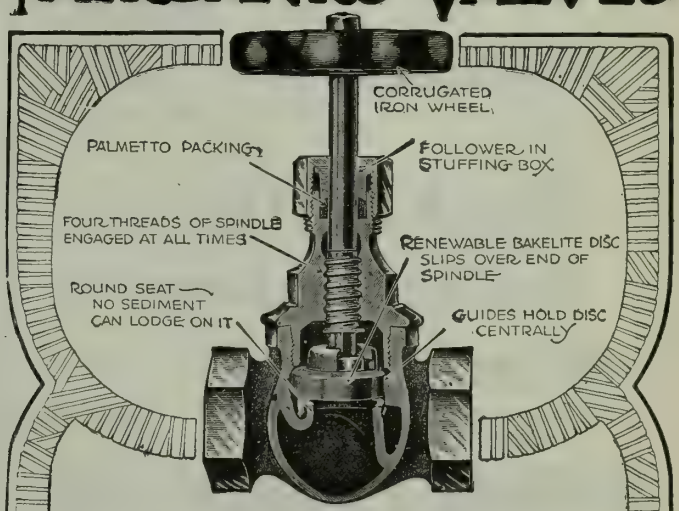
For prices, etc., write

Stevens-Hepner Co.
Limited
Port Elgin, Ont.

Get prices and information about the "Nugget" Broom and the rest of the famous Keystone Brand Brooms and Brushes.

STEVENS-HEPNER CO., *Limited*
– PORT ELGIN, ONTARIO –

FAIRBANKS VALVES



Renewable Disc Valves

The only tool required is a wrench to remove the bonnet. The vise, hammer and cold chisel are all eliminated. Once sold always demanded by your trade.

The Canadian Fairbanks-Morse Co., Limited

"Canada's Departmental House for Mechanical Goods"

St. John, Quebec, Montreal, Ottawa, Toronto: Hamilton, Windsor, Winnipeg, Saskatoon, Calgary Vancouver, Victoria.



Again in Demand

The wooden tub is back—the high cost of the metal is largely responsible, but a wooden tub has other advantages.

There is no galvanizing or plating to fall off. No rust to spoil clothes, and hot water retains its heat longer.

Cane's wash tubs will be favored. They last a lifetime and are built with the workmanship that has made Cane's Woodenware popular for over thirty-five years.

Order a supply of Cane's Tubs from your dealer for a Source of Good Revenue

The Wm. Cane & Sons Company, Ltd
Manufacturers NEWMARKET, ONTARIO

Safe Gauge Glasses



Strong's Ironclad

When ordering Gauge Glasses stop and consider what poorly made, unsafe Gauge Glasses may **cost** the concern.

An eye put out—a man badly cut—a workman laid up for weeks—the company put to great expense under the New Liability Laws.

The ten thousand concerns who use Strong's Ironclad have carefully considered these facts and stick to Strong's Ironclad because **safe** and **reliable** when under High Pressures.

All sizes in le..gths of 1 in. to 72 in. in any fraction of an inch, with fused ends. Sell **safe** glasses and **hold** customers. Write for prices.

The Strong Machinery and Supply Co.
21 Walker St., New York, N.Y.

MADE IN CANADA

Blacksmiths' Boiler Makers' Machinists' AND Pipe Fitters' Tools

Write for Catalogue

A. B. Jardine & Co.
LIMITED
HESPELER, ONT.

Manufacturers
OF

WIRE

HEADQUARTERS FOR
WIRE BALE TIES

Largest Capacity and Stock in Canada

PROMPT SHIPMENT

LAIDLAW BALE TIE COMPANY, Limited

HAMILTON, CANADA

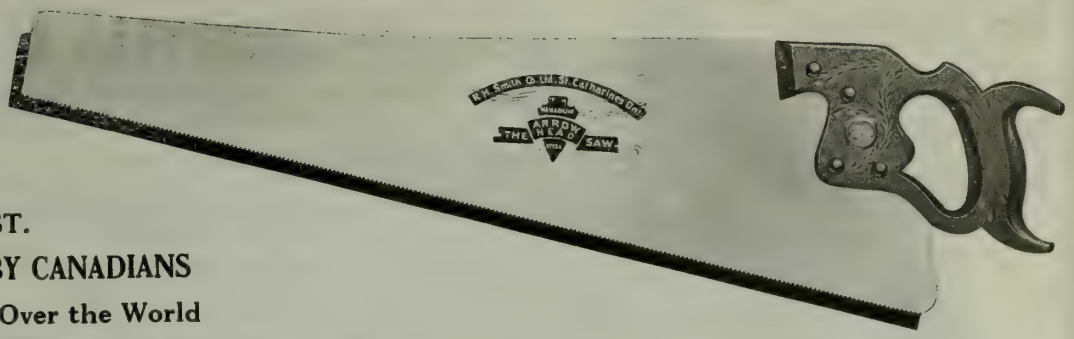
Winnipeg Toronto Montreal
London, England

Build Up Your Business

by handling the BEST.

MADE IN CANANA BY CANADIANS

Sold All Over the World



ARROW HEAD SAWS

Write for Catalogue
T. F. SHURLY CO., LTD
St. Catharines, Ont.

Butler's FAMOUS SHEFFIELD CUTLERY

"CAVENDISH" CUTLERY & PLATE

"KEEN" RAZORS

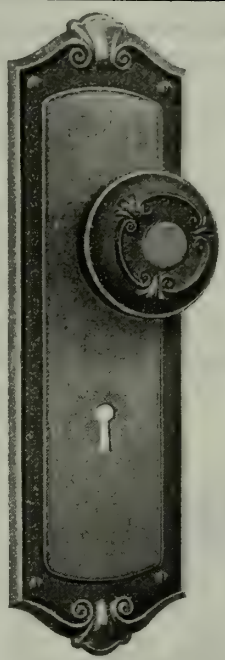


Gold Medals Grand Prix

JAMES BUTLER, Head of the Butler Firm 100 years ago.

Regd A.D 1681 | "BUTLER" 1768 | ART 1861

GEO. BUTLER & CO., LTD., Sheffield, England
London Showroom, 62 Holborn Viaduct, E.C.
Address correspondence to TRINITYWORKS, SHEFFIELD



"Belleville" Hardware

A "Made-in-Canada" Product Equal to the Best in the World

We are all apt to look up to imported goods as superior to home-made lines. Pause before you concede anything to foreign products over "BELLEVILLE" HARDWARE. Here is a Canadian-made product that is as good as the best.

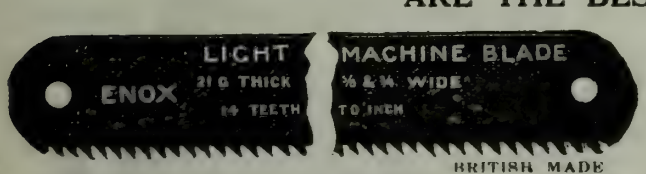
"Belleville" hardware is meeting the demand of the most particular architects and builders, and is recording wonderful success throughout Canada. It is a worthy Canadian product, worthy of the best Canadian patronage. All hardware looks very much alike to builders and architects until they have had experience with "Belleville."

Best line for dealers to handle. Has greatest demand. Get our proposition.

Belleville Hardware & Lock Mfg. Company
Belleville - Ontario

ENOX HACKSAW BLADES

ARE THE BEST

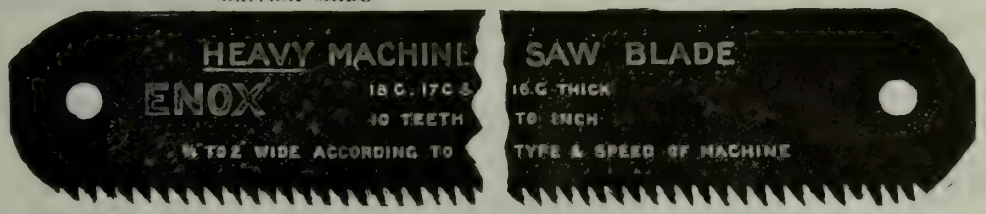


BRITISH MADE



AGENTS IN CANADIAN TOWNS WANTED

AN ENTIRELY BRITISH COMPANY



Liberal terms offered to firms willing to carry stocks and act as sole agents for the district.

SOLE MAKERS FRY'S (LONDON) LIMITED, 46 Upper Thames St., London, E.C. 4, England. Works: Greenwich, S.E. 10

The Standard Machinery & Supplies, Limited, 261 Notre Dame St., West, Montreal.
Agents for British Columbia—The A. R. Williams Machinery Co., 495 Railway St., Vancouver, B.C.

NO ROCKING
NO SHAKING
NO WORK
NO DIRT



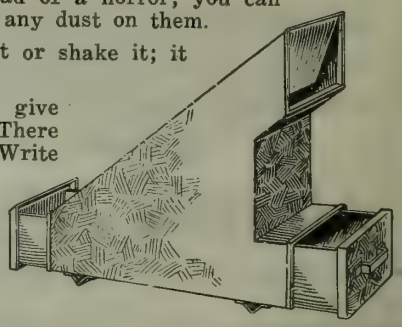
ASH-SIFTERS THAT MAKE SALES

Made of Galvanized Iron with Black Iron Drawers, Self-Closing Doors, Removable Screens

This makes ash-sifting a pleasure instead of a horror; you can wear your best clothes and yet not get any dust on them.

It is dustless; you don't have to rock it or shake it; it is self-operating, a child can work it.

We guarantee that this ash sifter will give satisfaction or your money refunded. There are good profits in it for the dealer. Write us to-day for prices and information.



FURNIVAL & CO.

631 Dupont St. - Toronto, Ont.

More-Profit Pumps ---Real Profit

No use to sell a pump that makes trouble for a dealer with his customer.

The trouble is remembered. The cost of repairs is dead loss of time and temper. The dealer suffers.



"Aremacdee" hand and motor metal pumps for force or lift use, every kind, are shown in the big catalogue.

Dealers, ask for prices and terms. Get real profits on your metal pump sales.

WRITE

The R. McDougall Co.

LIMITED

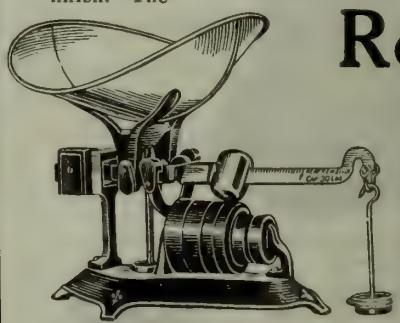
GALT, CANADA

Show Her the Way

FOR goodness' sake, cries the average housewife, show us how to save money out of the deluge of sky-high prices for meats, sugar, flour—everything. And seldom a thought has she of what a tidy sum can be saved every little while by checking up the honest mistakes of grocer, butcher, etc. Show her.

Just a bit of enterprise, pushing the Renfrew Scale to the front—displaying it—and showing her how it soon pays for itself will stir up a tidy lot of sales worth while. Right now is the "psychological moment."

Clinch your sales by showing the Government Inspector's Certificate of correct weights accompanying every Renfrew. Scales supplied in black or all nickel-plated finish. The



Renfrew

HOUSEHOLD SCALE

Capacity ½ oz. to 30 lbs. Government Inspector's certificate accompanies every scale.

Write to-day for literature and attractive selling proposition to

The Renfrew Scale Co.

Head Office and Works, Renfrew, Ont.

Western Representatives: P. A. C. McIntyre & Co., 810 Confederation Life Bldg., Winnipeg, Man.

Our Other Lines: "Renfrew" 2,000-lb. Farmers' Truck Scale.

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87

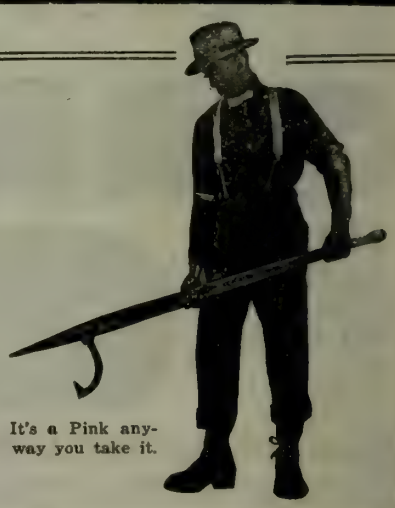
Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THE THOS. PINK COMPANY, LIMITED

Manufacturers of Lumber Tools

PEMBROKE - - - - - ONTARIO

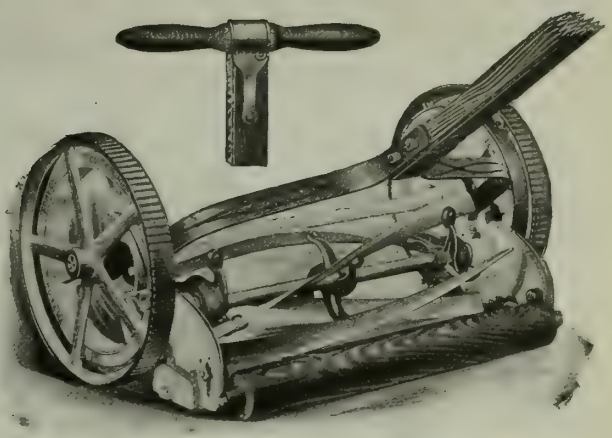


It's a Pink anyway you take it.

Reliable Lawn Mowers

For satisfaction in Lawn Mowers--buy ours

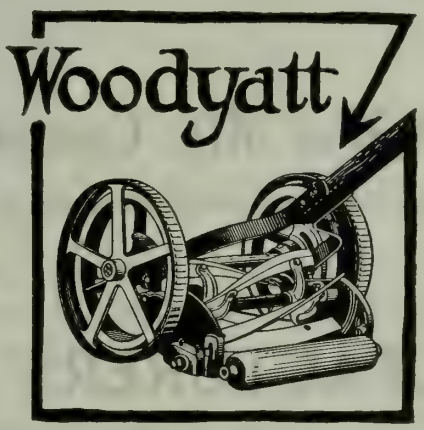
They have been the standard in Canada for years. Repair parts easily procured.



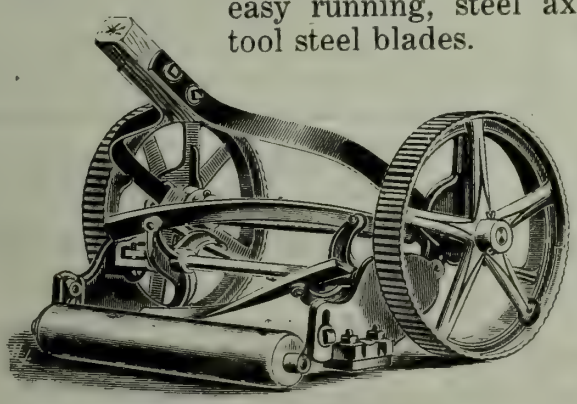
THE EMPRESS

The Empress is a high grade mower made in Canada for particular people. Easy running, enduring quality, clean cutting.

The Woodyatt is the same as the Empress, but not fitted with ball bearings. Everybody knows the Woodyatt and they know it favorably as Canada's leader and favorite. In other lands the mower that has helped make Canada famous.



The Star — Medium height, medium price, easy running, steel axle, tool steel blades.

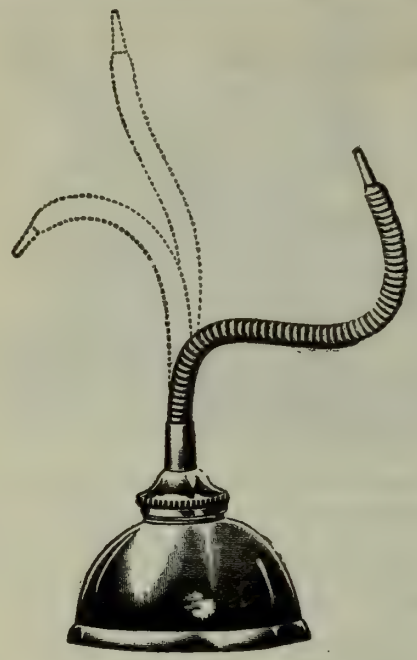




Great American Ball-Bearing, for parks and large estates. Sizes 15″, 17″, 19″ and 21″ cut.

Caverhill, Learmont & Co.

MONTREAL



General Purpose Oiler

Made with steel spring bottom in three sizes—No. 1, 1/3 pint; No. 2, ½ pint and No. 3, 1 pint. A 7" spout to each.

ALL-WAY OILERS

Save the waste of oil occurring when an ordinary oiler is used. Reduces oil bills 50 per cent. Have a special cleaning device at end of spout which renders them always ready for use.

Strongly made of copper-plated steel in different sizes. Fitted with Flexible spouts that bend to any angle. There is an All-Way Oiler for every use. Always in demand. Once used always used. Hardware Dealers are making good profits selling them.

Canadian Fairbanks-Morse Co., Ltd.	Montreal
Wood, Alexander and James	Hamilton
Caverhill, Learmont Co.	Montreal
Auto Supply Company	London
Great West Electric Co.	Winnipeg
Wood, Vallance & Leggatt	Vancouver
Walker Vallance. Ltd.	Hamilton
Wm. Stairs Son and Morrow, Ltd.	Halifax
Summer Bros.,	Moncton, N.B.
Canadian Specialty Co.	Moose Jaw

If your jobber cannot supply you, write us

The All-Way Mfg. Company, 77 York St., Toronto, Ont.

MANUFACTURERS' AGENTS and BROKERS

THE ENGINEERS' SUPPLY CO. REGISTERED TRADE ESCO MARK WINNIPEG, MAN. CANADA

Importers Jobbers Manufacturers' Agents

Engine Packings, Belting, Asbestos Products, Power House Supplies and Specialties

Consignments Solicited

Open to negotiate for new lines for Western Canada

THE ENGINEERS' SUPPLY CO.

173 McDermot Ave. E Winnipeg, Man.

CADMAN & COMPANY

322 McIntyre Block - Winnipeg, Man.

Hardware Manufacturers' Agent Covering Western Canada

Engl ish Cutlery Lines Desired.

Winnipeg Regina Calgary Vancouver

Narracott & Tynan, Ltd.

MANUFACTURERS' AGENTS

Head Office: Princess St., Winnipeg, Canada

A. H. FRASER Representing Manufacturers of

Hardware and Auto Accessories in Western Canada

1150 Homer St. VANCOUVER, B.C.

If you have a business to dispose of, or are in need of efficient help, try a Want Ad. in Hardware and Metal, and let it assist you in filling your needs.

G. T. MUMFORD

Manufacturers' Agents

GALT BUILDING

WINNIPEG CANADA

Bank and Commercial References

CANADIAN ASBESTOS COMPANY

MONTREAL **TORONTO**

We carry the most complete stock of Asbestos Goods and Mill Supplies in Canada

Asbestos Paper and Millboard
Asbestos Cements
Asbestos Pipe Covering
Blackote Rubber Roofing
Cotton Waste and Oakum

Sole Canadian Agents:

PEERLESS RUBBER MFG. CO.—Rainbow Packing, Etc.
EHRET MAGNESIA MFG. CO—85% Magnesia Products.
JOSEPH DIXON CRUCIBLE CO.—Crucibles, Graphite-Paint and Plumbago, Etc.
ASBESTOS PROTECTED METAL CO.—Corrugated Siding and Roofing.

Pyrene
KILLS FIRE SAVES LIFE



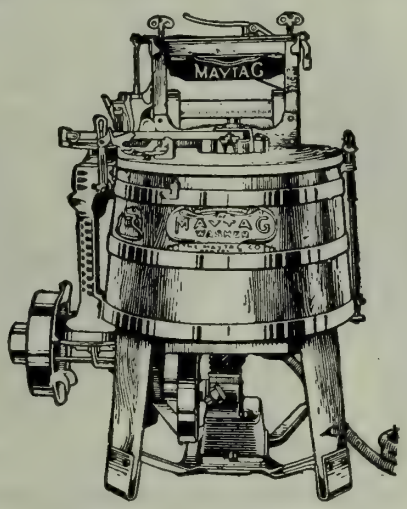
Saves 15% on Auto and Truck Insurance

Our Advertising Creates A Demand

Write for price list or ask your jobber.

Pyrene Mfg. Co. of Canada, Limited
3 St. Nicholas St., Montreal

Say You Saw it in HARDWARE AND METAL



MEHASCO

ANOTHER MEHASCO MESSAGE **30**

MAYTAG WASHERS

With every Maytag Washer goes an absolute, unlimited guarantee against defective material or workmanship.

The dealer is as well protected as his customer.

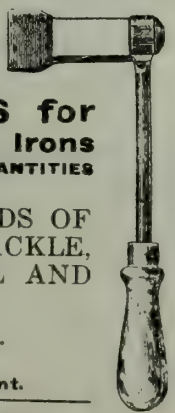
We carry at all times a full line of the Maytag Washers, also all repairs. We can furnish the Multi-Motor, the Electric in either 110-volt alternating current for city use, or 32-volt direct current to use with the lighting plants in the country. The Maytag Power, with wringer, and the Combination Hand and Power Machine.

Merchants' Hardware Specialties, Limited
CALGARY



SOLDERING IRONS

OF ANY SIZE OR SHAPE, also
COPPER FORGINGS for any kinds of Gas Heated Irons
SPECIAL QUOTATIONS FOR LARGE QUANTITIES

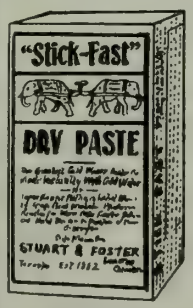


WE CAN SUPPLY ALL KINDS OF CHAINS, SHIPPING TACKLE, FORGINGS IN IRON, STEEL AND COPPER.

Buy direct from makers.

Contractors to H.M. Government.

J. S. ROCK & SONS, Beecher Works
CRADLEY, ENG. Telegrams: "Rock, Beecher, Cradley"



"Stick-Fast"

Made instantly with cold water.

For **all purposes** where Paste is used.

A Great Seller.

Order some to-day—phone your Wholesaler.

Manufactured only by

STUART & FOSTER Ltd.
TORONTO, CANADA



SANITARY BRUSHES

in TWISTED WIRE of all kinds

MANUFACTURED BY

The Perfection Sanitary Brush Co.

1118 Queen St., W.
TORONTO

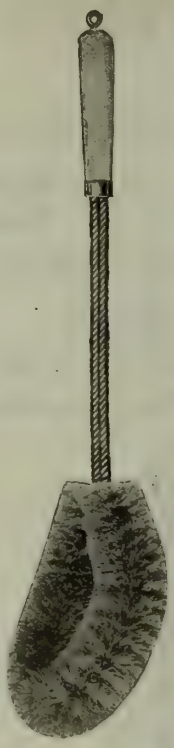
Original Makers in Canada

HIGHEST QUALITY AND WORKMANSHIP

Manufacturers to the trade only

Send for Catalogue and Prices

Phone:
Parkdale 250



Place Your Order To-Day



More food, more manufactured products are being called for from all sides. More tools, more industry, more grindstones will be needed. For handling any grinding work speedily, efficiently and economically, sell your customers

CLEVELAND GRINDSTONES

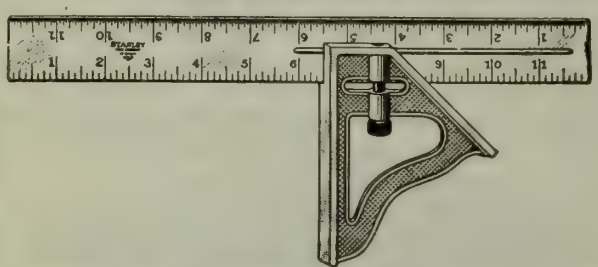
They are made in all sizes — adapted to all requirements, with different grits ranging from the very finest to the coarsest.

CLEVELAND TRADE MARK GRINDSTONES

THE CLEVELAND STONE CO.
Union Bldg. CLEVELAND, Ohio

BISSETT & WEBB, Limited
WINNIPEG, MAN.
Western Distributors

Stanley Tools



STANLEY ADJUSTABLE TRY *and* MITRE SQUARE NO. 21

The Blade is adjustable, and as it can be reversed, provides any size of try or mitre square within the capacity of the tool. In reversing, it is not necessary to remove the blade from the handle, consequently the tool is always assembled and ready for use. The Edges of the Blade are machined, graduated in 8ths, 16ths and 32nds of inches and the tool is square inside and out. Both Handle and Blade are nickel-plated. Made in three sizes—6, 9, 12-inch blades.

Send for special circular

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.

Canadian Representatives--A. MacFarlane & Co., Ltd.
Montreal, Canada

QUALITY FIRST IN

Still's Handles

We are specialists in the manufacture of wood handles.

Quality First has always been our policy in all our products.

STILL'S HANDLES enjoy a reputation throughout the Dominion that has put them in the front rank of rapid sellers for the retailer.

Wherever the best is in demand there **STILL'S** are sold.

More sold in Canada than any other make. **STILL'S HANDLES** are made with exacting care from high quality Canadian woods, durable and lasting to an unusual degree. Axe, Pick, Sledge and Hammer Handles, Cant, Hook and Peavie Handles. There are good profits for the dealer and an abundance of customers' satisfaction in all **STILL'S HANDLES.**

J. H. STILL MFG. COMPANY
ST. THOMAS - - ONTARIO



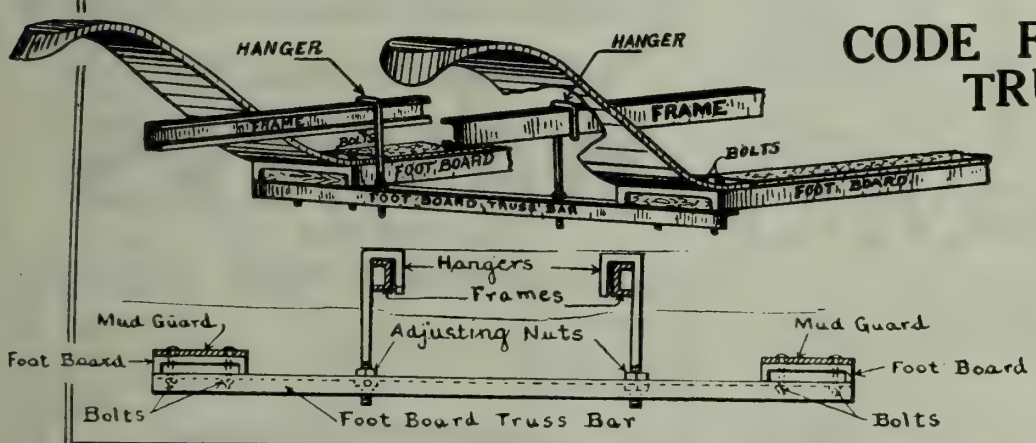
Williams' "Vulcan" Drop-Forged Dogs

Bent Tail—Single Screw.
Bent Tail—Double Screw.
Straight Tail—Single Screw.
Straight Tail—Double Screw.
Flat Tail—Milling Machine.
Clamp Lathe Dog

J. H. Williams & Co.

"The Drop-Forging People"
30 Richards Street, Brooklyn, New York
The A. G. Low Co., Ltd., 30 Pacific Ave., Saskatoon, Sask
Agents for Manitoba, Saskatchewan, Alberta and British Columbia.





CODE FOOT BOARD TRUSS BAR

for Ford Cars

Increases the life of the car. Can be attached by any one in a few minutes. Costs a trifle. Meets a popular demand. A quick seller with good profits.

At your Jobber's

The J. H. Hanson Co., Limited
MONTREAL, QUE.
The Western Specialty Co.,
WINNIPEG, MAN.

E. Roy,
65½ St. Andre St., Montreal, Que.

A. S. Butchart
26 Adelaide St. W., Toronto

C. C. Cartwright,
Union Trust Bldg., Winnipeg



4 Good Reasons ---READ 'EM!

Why you should sell Rolled Thread Bolts and Screws:

BETTER QUALITY—Rolled Thread Bolts can only be made from first quality Basic Open-Hearth Stock.

STRONGER—Actual tests show 15 per cent. greater strength than Cut Thread Bolts.

NO USELESS WEIGHT—Shanks are smaller than threads. No useless weight to pay freight on.

BIG FIRMS ADOPTING THEM—Some of the largest users on the continent will accept nothing else—and they always investigate before acting.

THE NORTHERN BOLT, SCREW AND WIRE COMPANY, LIMITED - OWEN SOUND, ONT.



During the war did you hear of any soldiers' boots being made or repaired with any other soles than solid leather? We did not. **MAPLE LEAF BRAND** TAPSOLES and TOPLIFTS were supplied to the Department of Militia and Defense to repair soldiers' boots in hundreds of thousands of pairs, and we had not one complaint. We can supply these, or lower grades at lower prices. Your customers will be pleased with the following:

	Per doz. pairs
Grade "X"—No. 120 Men's Heavy Tap Sole	$4.20
Grade "X"—No. 121 Men's Heavy Medium Tap Sole	4.00
Grade "X"—No. 122 Men's Medium Tap Sole	3.80
Grade "X"—No. 123 Men's Light Tap Sole	3.60
or	
Grade "C"—No. 124 Men's Heavy Tap Sole	2.85
Grade "C"—No. 125 Men's Heavy Medium Tap Sole	2.65
Grade "C"—No. 126 Men's Medium Tap Sole	1.45
Grade "C"—No. 127 Men's Light Tap Sole	2.30

ANGLO-CANADIAN LEATHER COMPANY, LIMITED

665 KING ST. WEST, TORONTO, CANADA

Head Office, Montreal. Branch Office, Quebec. Tanneries, Huntsville and Bracebridge.

THE LARGEST SOLE LEATHER TANNERS IN THE BRITISH EMPIRE

UNIMECO WROUGHT WASHERS

We manufacture a wide range of **wrought washers** of every description. Round and square in plain and galvanized.

"Unimeco" washers possess superior quality and unusual finish.

We can also supply you with **Annealed Rivet Burrs** of the same high quality. The "Unimeco" line is a profitable one for you to handle. Write us for information and prices. We ship promptly.

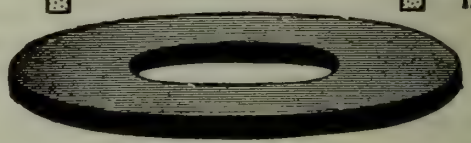
THE UNION IRON & METAL CO.
LIMITED
1951 DUNDAS ST. W.
TORONTO ∴ CANADA

Wrought and Steel Plate WASHERS

OF ALL DESCRIPTIONS

ROUND AND SQUARE

PLAIN OR GALVANIZED



Annealed Rivet Burrs; Felloe Plates; Sheared and Punched Plates; Malleable Washers and Cast Iron Washers.

PROMPT SHIPMENTS

We Guarantee Quality and Service.

Wrought Washer Mfg. Co.
MILWAUKEE, WIS.

Guaranteed to cut 10% more Timber

SIMONDS

"THE SAW MAKERS"



The only successful Crescent Ground one-man Cross-Cut Saw on the market. Accurately tapered from cutting edge to back, it cuts easily and saws fast. Crescent Grinding prevents binding in the kerf.

Write for Booklet and Discounts covering Simonds Cross-Cut and Hand Saws.

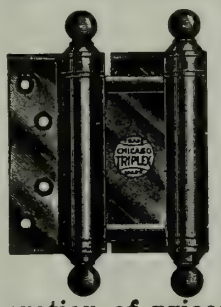
Simonds Canada Saw Co., Limited
St. Remi St. and Acorn Ave.
MONTREAL, QUE.
Vancouver, B.C. St. John, N.B.

TRADE CHICAGO MARK

SPRING HINGES

A SUGGESTION

Have you a stock of Spring Hinges that have distinctive selling features which your salesman can offer and which would make the prospective purchaser buy them and no other?



Chicago "Triplex" Spring Butts

offer this advantage to you. The appearance, durability and finish of this article are unsurpassed, and in consideration of prices that are conservative in respect to value, the up-to-date dealer cannot afford to neglect this profitable business.

Send for Catalogue M. 32. It fully illustrates and describes the most complete line of Spring Hinges manufactured.

Chicago Spring Butt Company.

CHICAGO NEW YORK

We Have

Safe Pack Waterproof Paper

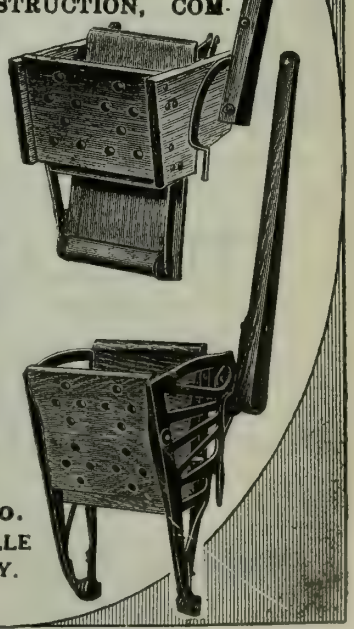
Shippers Should Know About it

Walter Woods & Co.
Hamilton and Winnipeg

"White"

MOP WRINGERS

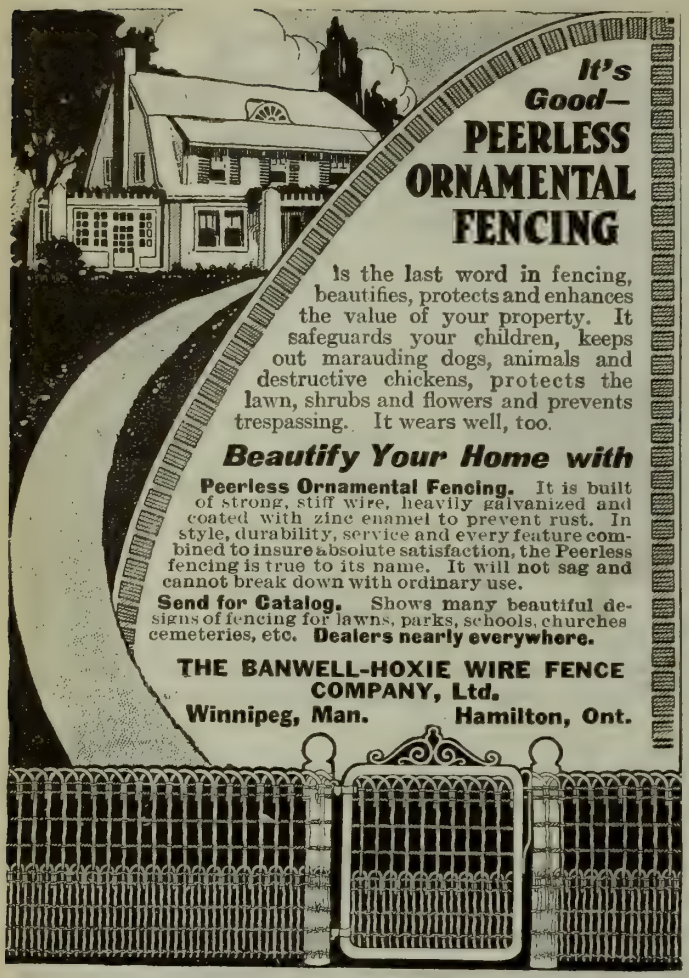
EASE OF OPERATION, THEIR GREAT UTILITY AND THEIR SUBSTANTIAL CONSTRUCTION, COMBINED WITH THEIR PRICE, MAKES THE WHITE MOP WRINGER A RAPID SELLER.



Made of malleable iron and the best of hard woods — Maple or Birch. Fits any kind of pail and wrings the mop thoroughly.

It has more than one use—often used for fruit and vegetable presses and works perfectly. The advent of the White Mop Wringer proved a boon to the housewife—it sells itself and is a good profit-maker.

White Mop Wringer Co.
FULTONVILLE
N.Y.



It's Good—

PEERLESS ORNAMENTAL FENCING

Is the last word in fencing, beautifies, protects and enhances the value of your property. It safeguards your children, keeps out marauding dogs, animals and destructive chickens, protects the lawn, shrubs and flowers and prevents trespassing. It wears well, too.

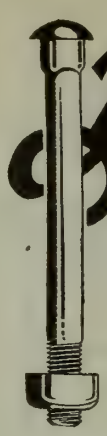
Beautify Your Home with

Peerless Ornamental Fencing. It is built of strong, stiff wire, heavily galvanized and coated with zinc enamel to prevent rust. In style, durability, service and every feature combined to insure absolute satisfaction, the Peerless fencing is true to its name. It will not sag and cannot break down with ordinary use.

Send for Catalog. Shows many beautiful designs of fencing for lawns, parks, schools, churches cemeteries, etc. **Dealers nearly everywhere.**

THE BANWELL-HOXIE WIRE FENCE COMPANY, Ltd.

Winnipeg, Man. Hamilton, Ont.



Bolts

We have a large stock of **Carriage and Machine Bolts** and **Coach Screws, Rivets, Nuts and Washers,** from which we can fill all orders immediately.
Prompt Shipments. Reasonable Prices.

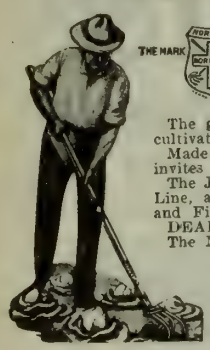
London Bolt & Hinge Works
LONDON, CANADA

BRASS VALVES

National Brass, Limited

LONDON - CANADA

"NORCROSS" Cultivators





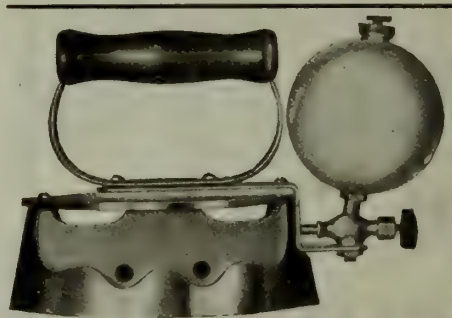
THE MARK OF QUALITY

The greatest of all time and labor-saving implements for cultivating and weeding.
Made in (3) sizes—not expensive—even the smallest garden invites a sale.
The Jobber and Dealer who link up with the NORCROSS Line, are assured of the very best in Quality, Construction and Finish.
DEALERS—Insist upon the Genuine—NORCROSS.
The Name is a Guarantee of Satisfaction.

Factory Representatives:
Western Canada: A. H. Fraser, Vancouver.
Eastern Canada: Richardson & Bureau, Montreal.

G. S. Norcross & Sons, Bushnell, Illinois, S.A.

Big Spring and Summer Seller



Every housekeeper — city or country—a likely purchaser of the

"Comfort" Iron

Makes its own gas, two-pointed, self-heating, self-cleaning. Operates easily at low cost. Looks good and makes good, guaranteed. Sells fast.
Ask your jobber for particulars or write direct.

Dept. 16.

National Stamping and Electric Works
410-424 S. Clinton St. - - Chicago, Ill.

STEP LADDERS

Two Styles. All Lengths

Curtain Stretchers Tub Stands Ironing Boards Clothes Bars Quilting Frames, etc. Hand Corn Planters Drive Well Points Post Hole Diggers, Etc.

Ask for Catalogue

Otterville Manufacturing Co.
OTTERVILLE

STEP LADDERS



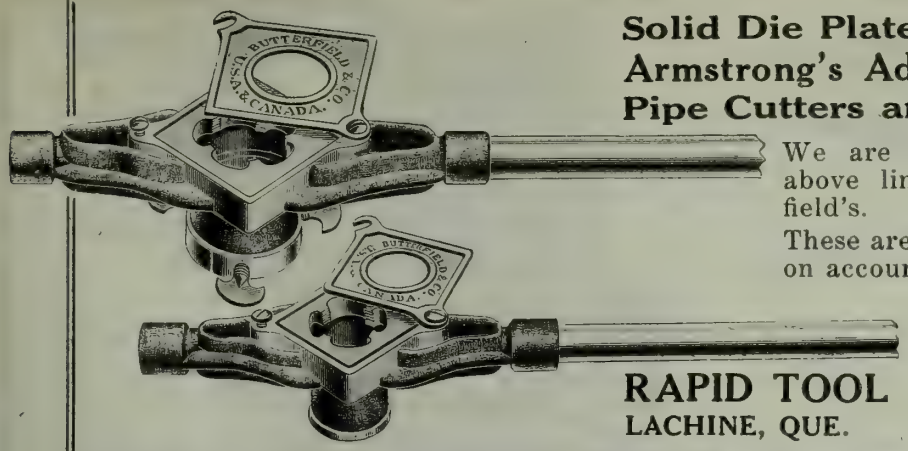
It will pay you to investigate our line of step ladders. They are made of selected Hardwood, carefully put together. You are assured of customers' satisfaction in selling them.

We also manufacture:

Extension Ladders, Step Ladder Stools, Tub Stands, Curtain Stretchers, Extension Safety Gates, etc.

Write for our catalogue D of wood products.

The Stratford Mfg. Co., Ltd.
Stratford, Ontario



Solid Die Plates
Armstrong's Adjustable Stock and Dies
Pipe Cutters and Vises

We are the sole manufacturers of the above lines previously made by Butterfield's.

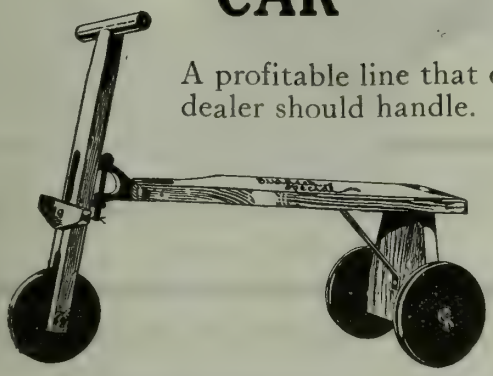
These are profitable lines for you to handle on account of low prices and high quality.

Write for our complete catalogue and price list.

RAPID TOOL & MACHINE CO., LTD.
LACHINE, QUE. Branch: IBERVILLE, QUE.

BUDDIE'S SPECIAL CAR

A profitable line that every dealer should handle.



Buddie's Special Car is so strong and durably made that it gives an unusual length of service to the purchaser. It has Steel Bearings, one-piece solid steel axles front and rear, bolts, nuts and washers are used in the making.

Finished in natural and red. Its attractive, well set up appearance makes it a general favorite. Shipped completely assembled, 6 or 12 to a crate.

Write us for prices and particulars

THE CROWN MFG. CO.
144 York St., Hamilton, Ont.

William Penn MOTOR OIL

WILLIAM PENN MOTOR OIL

A body for every make and type of motor car and tractor—

Extra Heavy, Heavy, Medium, Light, Cold Test

made of Pennsylvania stocks—admittedly the best in the world—to specifications determined by years of experience catering to Western Canadian needs.

Write our nearest office for chart showing which one of these oils you should use.

4

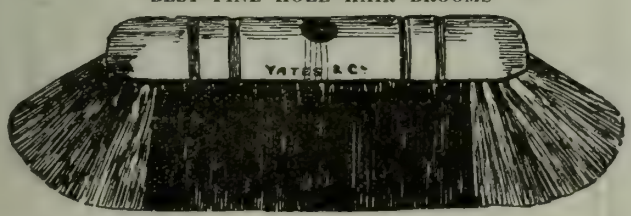
Continental Oil Company LIMITED

WINNIPEG, BRANDON, ST. BONIFACE — REGINA, SASKATOON, SWIFT CURRENT — CALGARY, CAMROSE, LETHBRIDGE

YATES & CO. ESTABLISHED 1857

Brush Manufacturers, HALIFAX, ENGLAND

BEST FINE HOLE HAIR BROOMS



Detailed Price List of the various qualities of these Brooms will be gladly sent on application.

SCRUBBING, LAUNDRY AND DANDY BRUSHES



Detailed Price List of the various qualities, sizes and shapes of these Brushes will be gladly sent on application.

TORONTO Gendron CANADA

EXPRESS WAGONS

stand the wear and tear that any child can give them. You will find our complete line of **steel and wood body express wagons** very profitable lines to sell.



They present a pleasing appearance, are extra strong and durable and rapid sellers.

We manufacture Velocipedes, Children's Autos, Toy Carts, Bathroom Fittings, etc.

Write for prices and information.

Gendron Manufacturing Company, Ltd.
Duchess and Ontario Streets, Toronto, Ont.



HORSE COLLAR PADS

Wearing qualities are the primary essentials of Horse Collar Pads. Appearance forms a factor, but service really counts. The **Service reputation** back of **"TAPATCO" PADS** makes them a profitable line for the dealer. The selected high grade materials used and the care and attention given to their manufacturing have placed them in the front rank of **Quality Products.**

"TAPATCO" PADS are soft, springy and absorbent to an unusual extent. They have an exclusive Patented Hook Attachment which holds them firmly under the collar. The profits to the dealer are worth while.

Order through your jobber.

The American Pad & Textile Co.
CHATHAM, ONTARIO

LAWN SPRINKLERS

ORDER NOW FOR SPRING DELIVERY

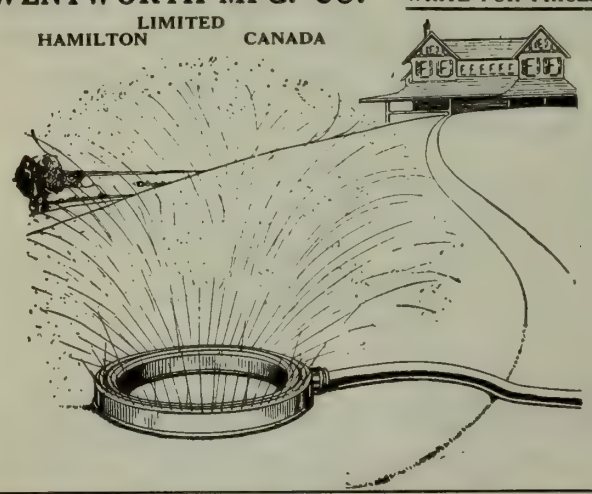
Do you know about our improved sprinkler?

Operates full capacity on one half pressure required by ordinary sprinkler.

A great selling argument, especially where the pressure is low.

WENTWORTH MFG. CO. LIMITED
HAMILTON CANADA

WRITE FOR PRICES



DISPLAY CADILLAC ELECTRIC VACUUM CLEANERS

Does your show window attract and create a desire to buy? When properly utilized—clean, bright and with a message to tell, it is an advertising medium that creates sales and pays you well in dollars.

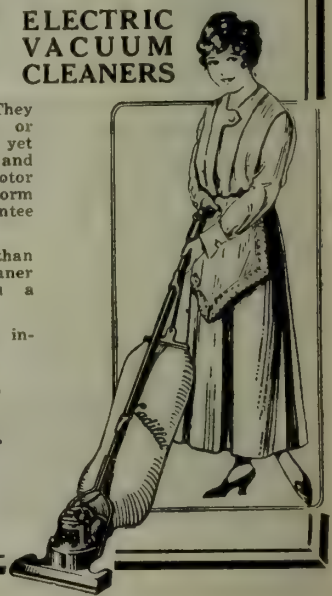
Display Cadillac Electric Vacuum Cleaners with your spring house-cleaning materials. The housewife of to-day is looking for labor-saving devices and is prepared to buy.

CADILLAC ELECTRIC VACUUM CLEANERS

are sold at a moderate price. They clean—eat up dirt without fuss or dust. Are light and easy to work, yet strong and durable—real time and labor savers. The universal motor adapts them for use with any form of current and a written guarantee accompanies every cleaner.

Cadillacs sell for less money than any other Electric Vacuum Cleaner sold in Canada—and net you a handsome profit.

Become a Cadillac booster and increase your business.



Write for full particulars to

CLEMENTS MFG. CO.
78 Duchess Street
TORONTO



THIS CUT SHOWS THE PREMAX HAME CHAIN

WE MAKE DUDSON, ZENITH LOOP-LEVER HAME CHAINS

QUALITY HARNESS GOODS



IDEAL CURRY COMB

Four of our many representative lines of Harness Goods, our own make, are shown here. Saddlers and Hardware Dealers supplied with exceptionally fine and saleable lines. Materials, design and workmanship of the best. QUALITY, SERVICE, SATISFACTION. Prompt shipment. Profitable lines to handle. They make and hold trade. Prices right. Ask for catalog No. 20F-14.

NIAGARA FALLS METAL STAMPING WORKS

NIAGARA FALLS, N. Y.

Makers of Hardware Specialties

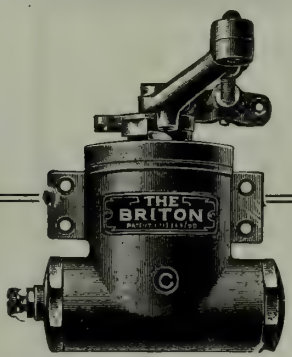
Premax Jockey, Stallion, Spreader and Coil Chains, Sports' Goods, Key Chains, Traps, Sheet Metal Letters and Figures, Seven Sizes, Seven Finishes. Builders' Supplies, Signs, Checks, Badges, Medals, Dog Tags, License Plates, Name Plates, Miscellaneous Goods.



NIAGARA STEEL DOUBLE SWIVELS



NIAGARA WROUGHT STEEL HARNESS SNAP



The "BRITON" Door Check and Spring

It is the superior quality that continually brings new buyers, and holds the trade of old customers if you stock

NEWMAN'S LINES

of SPRING HINGES, FLOOR HINGES, DOOR CHECKS and SPRINGS OF ALL KINDS, PANIC BOLTS, FANLIGHT GEARINGS, etc.

Be sure to get lists and full particulars now.

Wm. Newman & Sons, Limited

BIRMINGHAM, ENGLAND

Enquiries to

FREDRIC SARA & COMPANY

CALGARY, ALTA.

Those Hard-To-Get-At Nuts



In every garage, machine shop, blacksmith shop and factory in your locality there's a lot of unnecessary cussing that you can turn to profit.

Those nuts that are so hard to get at with an ordinary wrench are easy prey to the Original "Westcott" adjustable "S" Wrench. The "Westcott," besides being the most convenient and useful wrench for ordinary use, can be used in places inaccessible to the Monkey-Wrench. It stops the cussing and adjusts the nut quickly and effectively.

"Westcott" Wrenches are fully guaranteed to do their duty. We empower you to refund the purchase price of any "Westcott" that fails.

The "Westcott" is easily adjusted by the hand that holds it. Its handle is made of first-class refined malleable iron and the jaws of forged steel scientifically heat treated.

If your jobber cannot supply the "Westcott," write us and we will tell you who can.

The Keystone Manufacturing Co.

Buffalo, N.Y.

POSTAL STATION B

WROUGHT PIPE

BLACK and GALVANIZED
SIZES, 1 8 IN. TO 4 IN.

All our pipe thoroughly inspected, tested to 600 lbs. hydraulic pressure and branded.

All Sizes of NIPPLES (Black and Galvanized)

Ask your jobber for CT *Brand of Wrought Pipe*

CANADIAN TUBE & IRON CO., LIMITED,

MONTREAL
Works: Lachine, Can.

RELIABLE
TRADE MARK
Canadian Products



Reliable Flashlight Batteries Now Better Values Than Ever

DEALERS will be glad to know that on March 19th prices of "Reliable" Flashlight Batteries were substantially reduced.

We have been able to reduce manufacturing costs of this line and are very glad to give all who buy "Reliable" Flashlight Batteries the advantage of lessened prices.

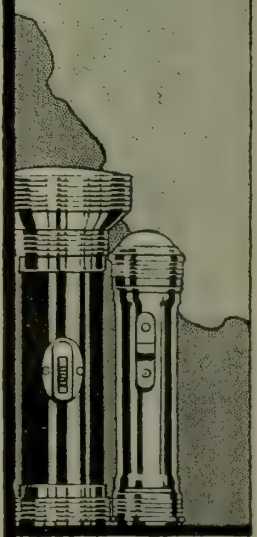
"Reliable" Flashlights and "Reliable" Batteries have no superiors. They are made as well as it is possible to make them. Only the best of materials and the best of workmanship go into "Reliable" products.

"Reliable" products are made by Canadian workmen in a Canadian factory, financed by Canadian money. No manufactured parts are imported, and the only duty we pay is on a small portion of our raw materials, on which the duty is very low.

It will pay you to stock the complete line. Many Canadian dealers are building up a big battery business by pushing "Reliable" products.

Dealers who have not received the new price list are invited to communicate with any of the jobbers listed below, or to write direct to us.

JOBBERS IN PROVINCE OF ONTARIO:
The Hamilton Whip Co., Limited, Hamilton; Benson-Wilcox Electric Company, London; The Masco Co., Limited, Toronto; The H. S. Howland Bros. & Company, Toronto; The Aikenhead Hardware Company, Toronto; Thos. Birkett & Sons, Ottawa; Keyes Auto Supply, Limited, Ottawa; Marchand & Donnelly, Ottawa; and many others throughout Canada.



THE DOMINION BATTERY COMPANY
LIMITED

Toronto - Ontario

How Much Is It Worth To Have No Complaints?



If the wringer or washer you sell does not give satisfaction, you get the complaints. You are blamed, although it is not your fault. You lose a customer, perhaps more than one, because women compare notes on such things.

Sell **ARROW BRAND** Wringers and our dependable line of Hand and Power **WASHING MACHINES.** You can consistently recommend them, and we will stand back of you to the limit.

DOWSWELL, LEES & CO., LIMITED

HAMILTON, CANADA

Makers of every type of hand or power washing machine of merit. Also ARROW BRAND Clothes Wringers.

Western Representative:
HARRY F. MOULDEN & SON
WINNIPEG, MAN.

Eastern Representatives
JOHN R. ANDERSON
MONTREAL, QUE.



Start a Gun Club in Your Town

It's the biggest business-building asset there is in the ammunition line. Capitalize it — make it pay you profits through your sales of ammunition.

Trap shooting is popular. Gun clubs are being organized everywhere. Get yours started and boost your arms and ammunition business. It's an all-year-round sport that means all-year-round sales of ammunition. There is no closed season on clay pigeons.

Write us for booklets on how to organize a gun club in your town—for prices on traps, targets, trap loads, etc.

A Dominion Hand Trap

makes trap shooting possible anywhere at any time. Write to-day for prices on this popular sporting accessory.

Dominion Cartridge Co., Limited
120 St. James Street
Montreal

"Member Audit Bureau Circulation."

HARDWARE AND METAL

CANADA'S NATIONAL HARDWARE WEEKLY

Vol. XXX. TORONTO, APRIL 19, 1919 No. 16

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PLEASE your customer—and he will come back and bring his friends with him. Car owners *always* are pleased when you sell them the Stanley Garage Door Holder because they find it absolutely prevents garage doors from slamming against their cars.

Stanley Garage Hardware

Designed and built especially for garages. That's why particular garage owners like it. They like its suitability, beauty, easy operation and strength. And progressive dealers like it because it builds business and is easy to sell and handle. Everybody says this is going to be a big year in garage construction. *Be ready for it.* Look over your Stanley line and send us an order to-day. Complete catalog free.

THE STANLEY WORKS

NEW BRITAIN, TRADE S.W. MARK CONN. U.S.A.

Canadian Representatives:
A. Macfarlane & Co., Coristine Building, Montreal

Canada's National Hardware Weekly

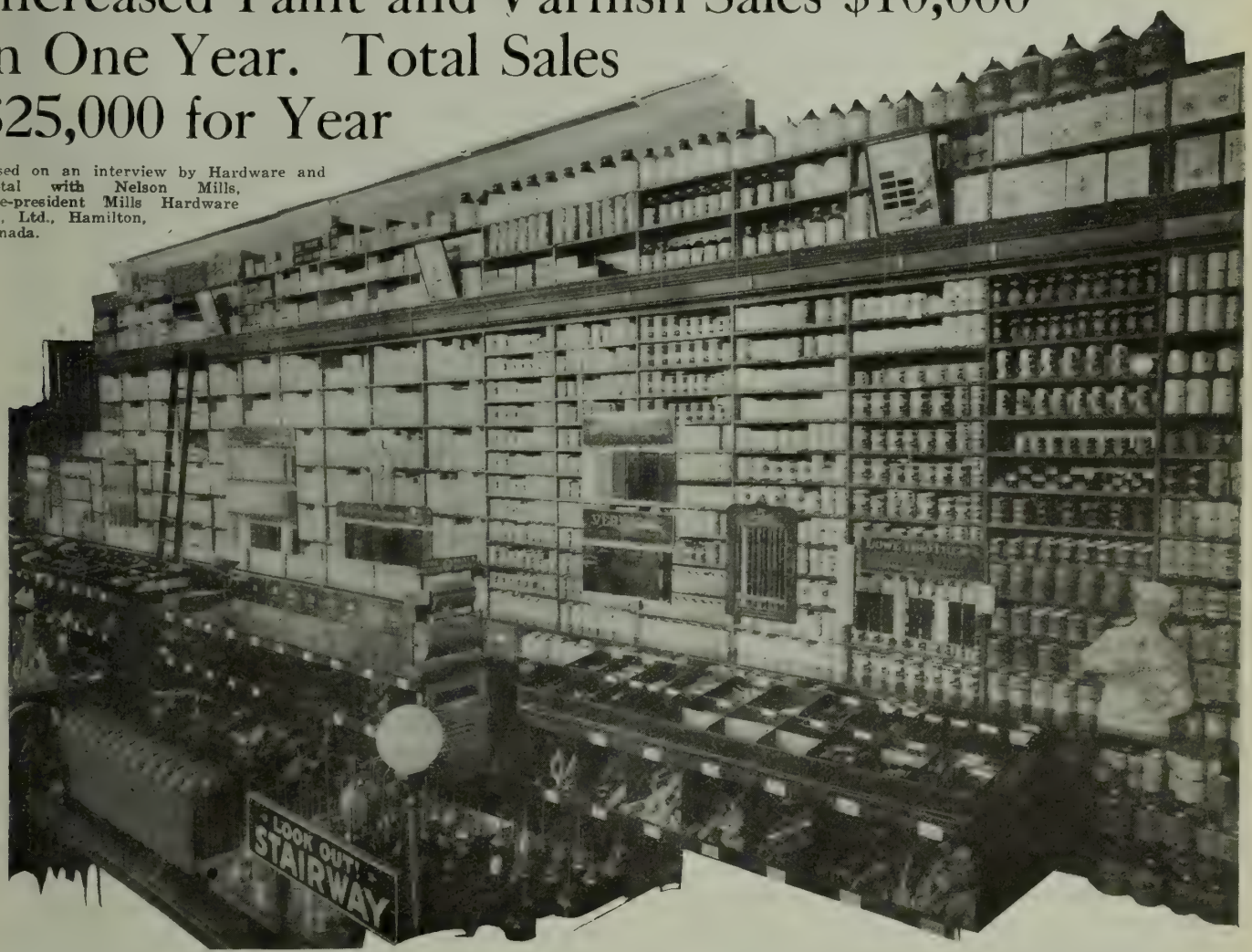
HARDWARE AND METAL

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Increased Paint and Varnish Sales $10,000 in One Year. Total Sales $25,000 for Year

Based on an interview by Hardware and Metal with Nelson Mills, vice-president Mills Hardware Co., Ltd., Hamilton, Canada.



View of section of the paint and varnish department Mills Hardware Co., King street store, Hamilton, Ontario. Note counters for displaying brushes.

THE Mills Hardware Company, Hamilton, Ont., with stores on King and Barton streets, did a paint business of $25,000 last year, showing an increase of $10,000 over 1917 when paint sales amounted to $15,000. This phenomenal increase in business was not due to accident or luck, but to carefully laid plans, followed out consistently and with enthusiasm on the part of every salesman in the store. Interviewed by HARDWARE AND METAL, Nelson Mills, vice-president and general manager of the company, attributed the success of the paint department largely to confidence in the products carried in stock, enthusiasm over the paint department, knowledge of the goods, neat and practical interior and window displays, advertising, staff conferences, personal talks, and a realization of the great opportunity which exist in every locality for the sale of paint. Every man on the Mills staff agrees with the manufacturer's representative who told them at one of the conferences that *"the possibilities for paint and varnish sales are so great that they can only be realized by trying to take your eyes off paint."* This factory representative stated on one occasion when he made the foregoing remark, he was taken down to the coal bin of a big hotel, and after the electric light was turned on his ques-

tioner said: "Now show us some paint and varnish." Drawing a lead pencil from his pocket, the paint man said: "There is some varnish," and pointing down to the questioner's shoes said, "You will find some more on the eyelets of your shoes." A firm belief in the unlimited field for the sale of paints and varnishes has spurred the Mills staff on to greater efforts, resulting in the splendid showing made last year and with an exceptionally bright outlook for the present year, with good prospects for far exceeding last year's sales totals.

VALUE OF GOOD DISPLAY

Two accompanying displays show views in the paint department of the Mills store on King St. Views of other departments of the Mills store have appeared in previous issues of HARDWARE AND METAL. A glance at the photo is sufficient to indicate to the reader the neat and attractive appearance, and the extent of the paint department. This alone creates a splendid impression upon customers. Stock is carefully kept up and it is the aim of the company to at all times have a full line on hand, and thus be prepared to meet the immediate requirements of all customers.

A neat and extensive department alone will not sell paint. It will influence sales, but behind the product and the display you must have the men, those who come in contact with the public and who in order to be successful retail paint salesmen, must have the necessary knowledge of paints, varnishes and their uses to make practical suggestions, and give intelligent instructions to customers.

STAFF CONFERENCES

This important phase of the business has not been overlooked. For some years past staff conferences have been held regularly with resultant good to the salesmen, the company, and customers of the store. At these conferences which cover a wide range of subjects, the paint department and its possibilities have received a goodly share of time and attention. From time to time manufacturers' representatives take part in the conferences and through actual demonstrations show exactly how the goods should be used, and how various effects are secured. At these conferences the store salesmen have secured a wealth of information, which proves useful every day in answering the questions of, or making suggestions to customers. At times the conferences are attended only by members of the staff, and outside representatives are not present. Tests are made and a general discussion takes place. Salesmen present any problems which confront them, and suggestions are made for improving the department and the efficiency of the company's selling methods.

Through the actual demonstrations in the store in which salesmen have taken part, they have become familiar with the uses of paints, varnishes and fillers. New members added to the staff from time to time are coached, and every effort is made to supply each store salesman with information which will assist him to be a better salesman, make satisfied customers for the Mills paint department, and make customers feel that they can rely on the advice which they receive through the paint department in the Mills store. It will be noted in the accompanying views that brushes are attractively displayed on special counters in the paint department. This method of display has greatly increased brush sales. At the staff conferences when paint and varnish demonstrations are given, the importance of using the proper kind of brushes is always emphasized.

EFFECTIVE USE OF WINDOWS AND NEWSPAPERS

The show windows are used most effectively for paint and varnish displays. Readers of HARDWARE AND METAL will, no doubt, recall some of the splendid paint window displays which have been featured from time to time in this paper.

Paint receives prominence the year round. It is not a one or two-season seller in the Mills business. The paint department in the middle of winter is just as prominent and attractive as in the spring and fall. Sundry lines, such as enamels, stains, etc., receive special prominence, and, in fact, occupy one of the most prominent positions in the department. Sample boards, slats, cards, etc., are always handy for customers. There is no hunting around for color slats, cards, etc. Everything is arranged with a view to giving quick and satisfactory service.

Newspaper advertising has been used regularly to draw trade to the Mills stores. The Mills advertisements are always well illustrated and contain the information that interests the public. The ads. are written from the public's standpoint. "What does the public want to know?" is the attitude of the ad. writer. Mills Hardware Co. ads show the results of careful study and planning. They are not hurriedly thrown together for the purpose of filling space. Each advertisement has a mission to perform, and is prepared with that end in view. And the Mills Company has secured handsome results from local advertising backed up by efficient service in the store.

VALUE OF ENTHUSIASM

Last, but not least, is the enthusiasm of the Mills staff. Every man, from the head of the company down to the delivery men, is a booster for the paint department. Why? Because they all believe in it, talk about it at every opportunity, and realize that it is as profitable a line to push as any other line in the store. The men have all seen actual demonstrations of the goods. They know the results



Another view of a section of store near the paint department, showing how tables extend out to centre of floor. The entire Mills store is departmentized, and wall shelving here shown is a portion of the paint and varnish department only.

which may be secured. They know how to talk intelligently to customers about painting and varnishing. They know of the beautifying, sanitary and preservative qualities of paints and varnishes. They know that the value of paints and varnishes cannot be measured in dollars and cents alone. They know that every time they sell a can of good paint they are assisting in "conservation" (much needed in Canada now), and they know that each satisfied customer is not only a prospect for more paint and varnish, but is also a good advertisement. The foregoing outlines a number of the reasons why the Mills Hardware Company, through their King and Barton street stores, were able last year to increase sales in the paint department alone upwards of $10,000, making a total of sales in the paint department alone upwards of $25,000.

An Explanation

AN article which appeared on Page 61 of the April 5 issue of HARDWARE AND METAL has, owing to an unfortunate typographical error, in which an apostrophe was inserted in the word "firms," been misconstrued in some quarters. The article was intended to help along the "Save the Surface" Campaign which was inaugurated and is being carried on under the auspices of the Canadian Paint, Oil, and Varnish Association. It was intended to outline officially the plans of the Association as far as they had matured up to that time. With this object in view an interview was obtained by a HARDWARE AND METAL representative with Mr. George Henderson, president of the Association and a member of the committee in whose hands was left the matter of making arrangements for the campaign. The heading of the article as it went to the composing room contained no apostrophe in the word "firms." The insertion of the apostrophe has been construed by some persons into meaning that the campaign was being carried on by the firm of which Mr. Henderson is president and general manager. It was not intended in any way to convey this impression. The campaign was inaugurated and is being carried on by the Canadian Paint, Oil and Varnish Association, composed of members located in various parts of Canada. Through an unfortunate co-incidence, the underline accompanying a cut of Mr. Henderson, referred to him only as president and general manager of Brandram-Henderson Ltd., whereas it should have stated, that Mr. Henderson is president of the Canadian Paint, Oil and Varnish Association.

While it was quite obvious to those who read the article that it referred only to the campaign which is being put on by the Association, and not to a campaign of any individual firm, we understand that an erroneous impression has been created in some quarters. We desire to correct any such impression, and to make it clear that the responsibility for the

Continued on page 53

The "Save the Surface" Campaign

To Make Campaign a Success the Co-operation of All Branches of the Trade is Required—Retailer and His Salesmen Can Make or Mar the Success of the Campaign

THE recent decision of the Canadian Paint, Oil and Varnish Association to promote and carry out a co-operative advertising campaign for the encouragement of the greater use of paints and varnishes is, without doubt, a most progressive and important move, and one that should produce good results if all branches of the trade will work in co-operation.

The success or failure of the campaign, however, depends upon the retailer and the retail salesmen—the men who come in direct touch with the buying public. Through his local newspaper advertising, through his show windows, through attractive interior displays, and particularly through personal solicitation in and out of the store, the retailer and his sales staff can do more than any other force in Canada to increase the sale and the use of paints.

Aside from the effort to promote a larger volume of business in paints and varnishes, this campaign has an economic significance that is worthy of the impersonal support of all interested in the conservation of the country's resources. It is not unlikely that it will also receive the support of those who are interested in community welfare, the promotion of better living conditions, and in the present day problem of reconstruction and rehabilitation.

HARDWARE AND METAL has for some time been pointing out the extent to which the use of paints and varnishes has been neglected in Canada, and drawing attention to the subsequent losses through lack of protection and preservation, as well as loss of business.

These losses have been both local and national. Their real significance is most clearly shown by a consideration of effects upon:—

First:—Natural resources, by the deterioration and loss in building material.

Second:—To a certain extent commercial credit, through the run-down condition and appearance of property.

Third:—Industrial progress in the unnecessary replacement of property that might otherwise have been preserved with paint for continued use.

Fourth:—The unnecessary high cost of doing without paint; when it is remembered that our actual losses by fire are less than loss through deterioration by reason of unprotected and unpreserved surfaces.

Materials, labor and time, the basic elements of our real created values, have been absolutely and irrevocably lost in the deterioration of property through lack of paint, improper painting or insufficient painting.

Let us hope that this campaign will in some measure bring home to the public the needlessness of such loss and waste, and that Canada will be able to retrieve some of the values that have been thoughtlessly neglected.

This waste and neglect, which few have realized, have drawn the attention of the paint and varnish trade to the necessity of more aggressive methods, both in selling and advertising paints and varnishes. Like many other industries, they have come to realize that greater co-operation of all interested factors was necessary in order to increase the use of their products. While this movement is primarily prompted by the commercial benefits to be derived by the trade, it is to no small extent permeated with an altruistic desire to help in our conservation efforts by reason of the protective and preservative value of paints and varnishes. There is also a realization that better living and sanitary conditions can be maintained through well-painted and decorated homes, public buildings, and places of work.

There is also another significance that lends further importance to this decision at the present time. Men in every industry have been striving to promote larger business in order to maintain and advance the welfare of the country. This co-operative effort on the part of the paint and varnish trade will, in a very large measure, stimulate the trade as probably nothing else could do. They are formulating and applying their own stimulant, which betokens a healthy sign of aggressiveness in their own interests.

This movement is a positive effort that if properly carried out is bound to assure definite and larger results. It shows a willingness on the part of the trade to do something concrete on their own behalf in place of pleading merely in words for others to help them out. The cry has also been for greater confidences. With such a co-operative campaign in action, it will display in definite form, the confidence that the paint and varnish trade have in Canada for greater opportunities in their line.

Time will probably show that had the property owner not been possessed with an idea of false economy regarding the use of paints and varnishes, some portion of our reconstruction problem would have been lessened, both from the preservative and decorative standpoints.

It is not at all improbable that this campaign will reveal that this has been mistaken economy, and that there will be a revival of painting and the selling of paints and varnishes

Dealers who have been doubtful as to the outcome of coming season and who have been holding back in their preparations for the season's business should see more than a ray of light through this effort and prepare for this revival, not alone in the replenishing of their stocks, but in extending their own advertising and selling efforts, to take advantage to the full of this increased business.

Looking at it from all angles, the launching of this campaign is most opportune just at the present time, and is fraught with many opportunities which have been anticipated by those behind the movement. It is also very likely that many unanticipated opportunities will be revealed as the campaign progresses.

Amongst these is the development of greater all-year-round business. The extension of the fall painting idea, and the encouragement of indoor painting during the late fall and winter months, is quite within the scope of this "Save the Surface" with paint and varnish movement. If these can be brought into greater prominence the all-year-round paint department is in process of realization.

The co-operation of the trade in the United States will also be a big factor in contributing to the success of this effort in Canada. Advertising of a similar character will appear in the larger American periodicals which have circulation in Canada. These efforts on both sides of the line will supplement each other to a marked degree. It is claimed that the arrangement of the campaign will be such that very few people in Canada will not have their attention drawn to it in some way or other. The campaign is replete with comprehensive possibilities, which any paint dealer who reads the writing on the wall, will realize are full of direct and indirect benefits to himself.

In the face of this undertaking on the part of the

larger factors in the trade, and with its possible benefits to all, directly or indirectly interested, it must be remembered that the individual retailer's success primarily depends on his individual co-operation with the larger effort. This campaign of necessity is national in its scope, and as such, will create a marked effect on the trade. But, to a large extent its purely local effects will be dependent on the amount of co-operative effort extended by the local dealer in his own behalf.

Business cannot be handed to each one on a silver salver; nor will it come about through a spirit of "letting George do it." It will be very largely to his own loss and the loss of those behind the campaign if the local dealer does not put forth some effort to supplement this campaign in his own locality. The man who realizes that this is a national, as well as an individaul opportunity, will be getting up on his toes and working in harmony with this campaign.

To the paint dealers of Canada we have this to say very positively—that never before have you had such opportunities for advancing the interests of your own paint department, as lie at your very doors this very moment.

The one arises out of the neglect shown in the use of paints and varnishes during the past four years, and which cries out for their greater use this year. The other is the co-operation being extended to you through this educational co-operative campaign, which seeks to extend the interests of the trade as a whole.

Most of you know whom Providence helps the most, and the man who fails to get his share through lack of co-operation will only have himself to blame.

Which reminds us of a sentence read sometime back and which is quoted here—"The incubator of indifference hatches out nothing. It simply 'lays' things on the desk, and the blame on the Government, or high prices or some other equally irresponsible scapegoat."

AN EXPLANATION

Continued from page 51

appearance of the article rests entirely with HARDWARE AND METAL, and was due to the accidental insertion of an apostrophe, and the omission of a portion of an underline. A brief explanation was to have appeared in last week's issue, but just before going to press we were informed that considerable annoyance and apprehension had been created in paint circles, and we, therefore, decided to hold the matter over and run a more extended explanation in this week's issue. If, as inferred in one quarter, there is an impression that the influence of any one individual was responsible for the appearance of the heading and underline in the form in which they appeared, HARDWARE AND METAL desires to go on record here and now to the effect that the inference is ridiculous and untrue, and not in accordance with the facts.

FORTUNES IN SCRAP

FOUR hundred millionaires have been developed from rag-picking, is the estimate compiled from Government reports on waste reclamation in the United States.

Rag picking and collection of tin cans, scrap iron, old paper, wire, rubber and all discarded metals represent an annual turnover of more than $2,000,000,000, according to incomplete estimates.

The Waste Reclamation Service of the Commerce Department has discovered one Harvard man who gave up a $10,000-a-year "rag-picking" job to enter war work, and now he's going back to his original work again.

Current Events in Photograph



MAIN CAISSON OF HUGE DRY DOCKS

The banks of the St. Lawrence River, near the ancient town of Levis, are once more resounding as in days gone by, to the ring of axe, adze and caulking hammer, also to the more modern clatter made by pneumatic riveters and the snap of plate punches. The reason for all this is the great shipbuilding activity going on at Lauzon, a village just below Levis. One of the new dry docks, of which the main caisson is shown in the photo, is claimed to be the largest in the world.

Accessories Field Steadily Growing

Rapidly Increasing Demand For Cars and Trucks Offers a Big Opportunity to the Hardwareman—Chance to Render Real Service to Prosperous Section of the Buying Public is Worth Going After

WITHOUT in any way relaxing their efforts to expand business in the usual channels automobile manufacturers are making very particular efforts this year to break all sales records in the country districts. While few firms are in a position to offer anything in the way of even reasonably early deliveries of cars they are devoting a great deal more than usual attention to rounding up business among the farmers. There are some very good reasons for all this activity in the rural districts and they all centre around the fact that no one class of people in the Dominion to-day have so much ready money or such prospects for continued prosperity as the farmers. The farmers also have realized in the past few years as never before the real value in dollars and cents that an automobile is to them in their everyday life, not only in their work but in their pleasure time as well.

Quick to See It

The automobile manufacturers have been quick to see the unlimited field of opportunity open to them. The money that has been pouring into the farmers' pockets for many months now for everything they can raise has only served to increase a business that from the automobile dealer's standpoint was already one of the most promising and profitable fields. Accordingly the word has been passed to every branch and to every salesman to miss no chances of selling to the farmer.

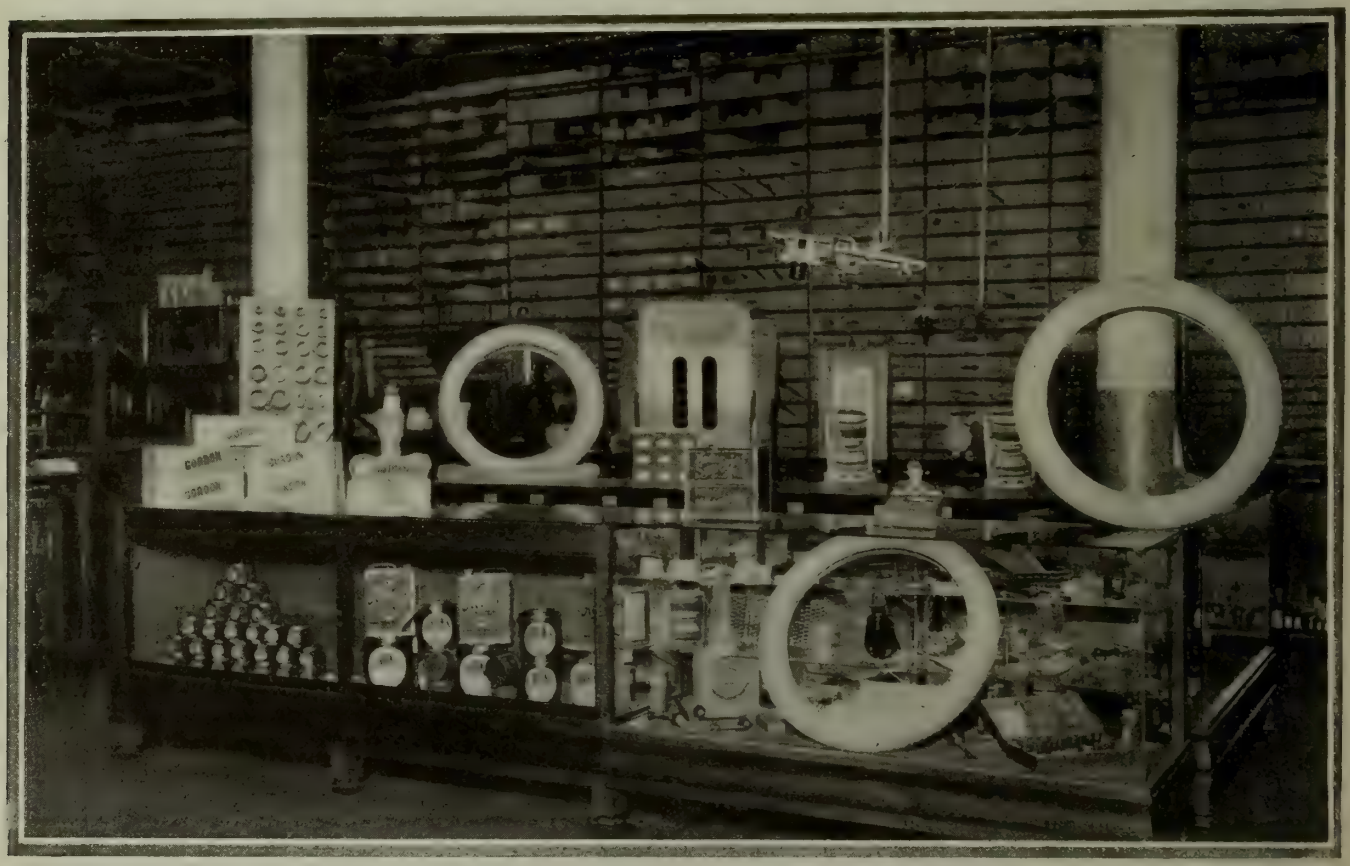
It is an ill wind that blows nobody any good and in this particular instance the automobile manufacturers are not only benefiting themselves but the dealers in automobile accessories. Every car that has been sold and every car that is sold means just that much more business for the dealer who handles accessories and supplies.

Doing Big Share

The hardware dealers of the Dominion have been cashing in on this business to such an extent that they have aroused the ire of many of the garage men and supply dealers. Some of the latter have not many kind things to say about the hardware dealers, but the hardware dealers are not losing any sleep over the situation. Some of the orders they are placing for accessories and supplies show that they are prepared to handle all business that offers, which is more than can be said very often of the garage man. This readiness to put himself in a position to take care of all the needs of the car owners in his district is one of the reasons why the hardwareman is dominating the situation. There is nothing mysterious about his success. Certain people in the community have automobiles. They need certain supplies and from time to time need accessories and repairs. The hardwareman man and the garage man have exactly equal chances for this trade. It simmers down to the fact that the hardware dealer is prepared to give service while the garage man is not always ready to carry the stock the people need. Result, the business is going to the hardware dealers.

Is Not Lessening

The automobile business and the auto accessory business will steadily increase. There is absolutely no reason to doubt that. A glance at any of the statistics showing how the number of cars in use



A well arranged store or window display of accessories always makes a fine showing and will have the effect of directly increasing sales. Seasonable goods should always be kept to the front.

in Canada is jumping from year to year will satisfy anyone that the auto is here to stay. It is growing more popular every day. The demand for the auto is growing because cars fill a very real place in the everyday life of millions of people. They facilitate business and they save time and money, while at the same time adding materially to the owner's pleasure. Hardware dealers and others who appreciate the possibilities of the growth of the auto and auto accessory business are laying the foundation for one of the most prosperous branches in their whole store by going after it. It is a line that carries a good profit and that lends itself readily to display either in the store or in the show windows.

Brings Good Trade

In addition to all this it brings to the store a class of customer whose trade is decidedly worth cultivating. The very large percentage of car owners are men of substance. They are in a position to not only buy what they need but will not stick at a dollar or two as long as they get what they want. Dealers all over the country have discovered to their profit that sales made to car owners through the accessory department have brought these same people and friends back when they wanted hardware lines. Incidentally much good business has developed and a steadily increasing trade in accessories as well. Business of this kind means an ever widening circle and the hardware dealers have not been slow to see and take advantage of the chances.

Another Big Chance

There is another factor in the business also. Steadily increasing freight rates, express charges and transportation costs generally are resulting in a tremendous demand for auto trucks. Just as in the case of autos so with trucks as far as the accessory dealer is concerned. The truck was never made that will not need painting, or repairing, sooner or later. It will need supplies



The original of the above reproduction was 6¾ inches wide by 6 inches deep. The arrangement and wording is good, but the ad. would have been improved by quoting prices and by the use of one or two more illustrations.

continually and accessories from time to time. Here is another opportunity for the hardware dealer. Someone has got to supply the things required and no one is in a better position to do it than the hardwareman. And to give him his due he is doing it, and every year he is getting a firmer and firmer hold on this business.

Business Methods

He is doing this by the methods that he carries out in his store daily. Service to the public is the secret. This includes selecting a stock of quality goods, goods that he can stand behind to the limit, and letting the people know that he has them. Newspaper advertising and window display are two of the principal methods used in telling the public where they can get goods, although many hardware firms have developed such an extensive business that they now send out their own special lists of auto supplies and accessories. There is a big field here and it is not going to grow any less.

The Importance of Store Arrangement

Display Tables Should Be Changed Often—Keep Seasonable Lines Where Customers Can See Them Quickly—Always Keep Store and Stock Clean and in Order

THE arrangement of the store means more than merchants often realize. Your customer, as soon as he or she enters, gets an impression. Let it be a favorable one. If your store is untidy and the stock dusty or dirty, there is a certain class of people who will never deal with you. Cleanliness is one of the essential things.

Seasonable goods should always be displayed in such a way that your customer can see them at a glance. The use of display tables is one of the best ways of doing this. These should be changed often, and always kept in first-class condition. A table displayed with small articles, such as toasters, mixing spoons, small strainers, egg beaters, can openers, etc., will draw more sales than if these lines are hidden away and shown only when asked for. Other tables should be used for showing goods which are particularly in demand for the time of the year, and let everything have the selling price plainly shown so that there will be no hesitation in quoting prices.

In some cases it would be very unwise to display certain classes of goods on tables, where the dust and dirt can gather on them. In this instance the glass show case is the only thing. These, too, can be arranged very nicely, and have the same advantage as the display tables, keeping the goods in view.

Always keep your store clean and in perfect order. Keep your shelves well stocked so that no one will get the idea that your stock is low. In small stores where the stock carried is not heavy, a good plan is to use the empty cartons to make your stock look complete. And as soon as one season passes and another brings with it the demand for other goods, let the people know you have their requirements and are ready to supply them.

WILL HELP SALES OF SPORTING GOODS

Increased business for hardware dealers of British Columbia in the sale of traps, guns, and ammunition was outlined by Dr. A. R. Baker, chairman of the Game Conservation Board, at a meeting of the Vancouver Angling and Game Association. British Columbia, he said, expects to obtain an annual revenue of approximately $100,000 from the fur trade in the future.

The fur industry is the only natural resource in British Columbia which is not on a revenue-producing basis, declared Dr. Baker. During the season of 1918 the fur trade of British Columbia amounted to $2,000,000, and for next season it is anticipated it will be double this amount.

Dr. Baker had been instructed to seek the control of sporting fish from the Government. He reported that while nothing definite had been done he had been given the assurance that the matter would come before the executive before the close of the present session. He had every expectation, he said, that the request to the Dominion to place the regulation of sporting fish under the Provincial Game Commission would be granted. In his further remarks he said that there were approximately 28,000 hunters in the province, that number of licenses having been issued last season.

It was announced by Dr. Baker that an international crow shoot had been arranged between ten men from Vancouver and ten men from Bellingham. The contestants will shoot twice in the vicinity of Vancouver and Bellingham, the honors going to the team killing the most crows.

IMPORTED SHEETS MAY NOW BE SECURED

In speaking with A. C. Leslie and Co., Ltd., Montreal, HARDWARE AND METAL was informed that the English galvanized sheets sold through the Canadian trade for many years, but which have been temporarily off the market owing to the exigencies of the war, may now be secured. It is expected that there will be a gradual improvement in the quantities that can be delivered, although at this time supplies are not very large. Importation can be made by those desiring supplies.

Three-Cent Postage Likely to Remain

War Tax on Letters Means About Six Million Dollars a Year and Looks Good to the Minister of Finance—Two Cent P stage to Become Effective Again in United States July 1

By T. M. FRASER, Ottawa Representative of the MacLean Publications.

OTTAWA.—In the House the other day a member asked the Government if it was aware that the two cent letter postage rate and the one cent drop letter postage rate are to be restored to the United States on July 1? If so, was it the intention of the Government to adopt similar letter rates for Canada this year? Hon. Mr. Rowell replied that the knowledge had come to the Government's ears; and what they proposed to do would be made known when the budget speech was made. That is about all the satisfaction one ever gets when making inquiries as to what is to be done in the future on any matter of Government policy, particularly if involving revenue; so you have to turn to and dig up reasons which would make it probable that the Government might take a certain course.

Works Out Well

The fact that the United States is about to return to the pre-war rate of postage need not necessarily affect us much, except as an example. They put the low rate in effect on Nov. 2nd, 1917, and it seems to have been a good thing for them; because the U.S. post office had a surplus of nineteen million dollars last year, about double the largest previous surplus on rcord; and surpluses over there are not the rule.

The additional cent postage imposed in Canada was not imposed by the post office department; it was a war tax, for which the Minister of Finance was responsible. It produces an extra revenue of about six million dollars per year; and six million dollars looks good to a Finance Minister who has over one hundred millions of a visible deficit between revenues and proposed expenditure. It seems extremely doubtful if that particular war tax will be dropped this year. No one has made very much complaint about it, and it does not bear very hard on anyone.

Helped Materially

While the Post Office Department showed a surplus of nearly three million ddllars last year, when we recall that about six million dollars of its revenue comes from this war tax, it can be seen that it would have had a deficit of about three millions if the tax had not been on. The conditions during the war were very unfavorable for the department. Not only were there a large number of stamp consumers out of the country, at the war, but the immense business carried on with them through the post office was all done free; and in addition there was the fact that there was a double burden of expenditure on the department from the fact that employees overseas were on full pay, and their places had to be provided for here as well.

Has Been Resumed

Another vital factor in reducing the revenues of the department was the fact that the parcel post revenue was cut off. It was suspended during the war for various reasons; as, for example, the fact that it was found that Russia, Japan and some other countries were using it largely as a cheaper form of freight service than they could get on steamships. It has now been resumed to practically every place except Russia and some unsettled parts of the Balkans.

The expenses of the department have advanced very heavily, in the face of the decrease in revenue. Out of the total increase in expenditure of about a million and three-quarters for the year ending March, 1918, over two thirds was for salary increases.

Great Britain did not put on a postal war tax, as we did; she increased the rate to three cents straight. The rate in France was five cents, and by the rules of the International Postal arrangement could not be increased for foreign postage. Great Britain has shown no indication of returning to the old rate at present.

While nothing definite will be known until the budget appears, it is not considered probable that the war tax will be removed on stamps.

New Controlling Factors in Paint

Influence Has Been Largely That of Oil and Lead—Paint Man Says Labor and Package Costs Bigger Factor Now—Changed Conditions Becoming Realized

THAT labor, package, and other raw material costs will enter more particularly and to a greater extent than ever before into the future cost of paint and kindred products, is the opinion of A. T. Black, general manager of the Martin Senour Co., Ltd., Montreal. "These items will be a greater price influence than ever," said Mr. Black to HARDWARE AND METAL, "and in many ways they will be a greater influence than prices for lead and linseed oil have been in the past."

Says Costs Higher

Mr. Black thinks that pre-war levels will never be reached in considering the products turned out by the paint manufacturer. He said: "Even if pre-war prices for white lead and for oil were in effect, pre-war prices for the manufactured article would not prevail. Selling prices will have to continue higher, and the makers' costs to-day are even higher than they have been, even warranting increases at this time."

Mr. Black did not deny that the present basis for linseed oil was one of the big factors in increasing the manufacturers' cost, but the other factors above-mentioned are so great as to be considered among the controlling ones of the future.

Deferred Buying Awkward

In the matter of placing orders, Mr. Black pointed out that merchants had used extreme caution in placing business. In some cases this had been exercised to such a great extent that he believed there would be a great rush of business given the paint maker at the eleventh hour.

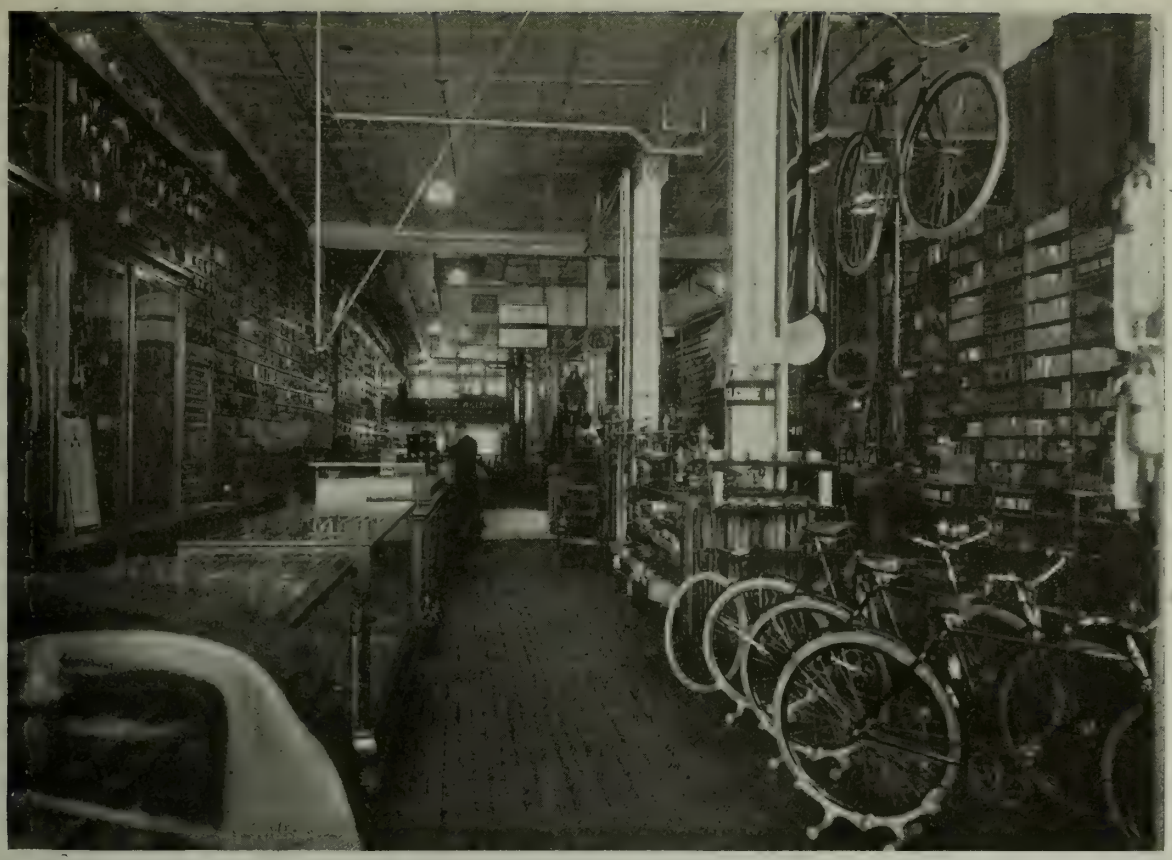
"The dealer who lets his stock run down to a low point will very likely be the most inconsiderate when he wants new stock for the coming season," said Mr. Black. "He will, in other words, send in his mail order and expect it to be filled over night. Add this to the regular business placed with the manufacturer, and to the sorting business of a regular nature that comes in, and the paint man will have to maintain a service more extensive than ever. Were orders placed in the regular way, this would not be necessary, and to have an organization to take care of this hurry-up business would be a great tax upon the manufacturer. It would really make a big service burden."

It was thought that, without overstocking, the merchant could still buy his reasonable needs promptly. "For," continued Mr. Black, "even if paint were to decline 50c per gallon now, the average dealer would still have profitable paint stock on his shelves. On the average he would perhaps find that his stock would have increased in value from 50c to 75c per gallon, taking present values into account."

Prices Compared

"The Canadian paint manufacturer has ever been slow to advance prices," said Mr. Black. "He has put this off, very often, until his own costs for raw ma-

Continued on page 74



The illustration shows how bicycles are kept on display at the front of the store throughout the bicycle season. The James Walker Hardware Co., Ltd., has found this an effective way to increase sales. Window displays are also used frequently.

To Develop Bicycle Sales Display Early

James Walker Hardware Co., Ltd., Montreal, Push Line Forward Before Snow Goes—April to June Best Selling Months—Window Displays Effective—Carry Few Dependable Models Rather Than Many Cheap Ones

"THE latter part of April and the month of May are the best time to sell bicycles, and within this period the largest part of our annual sales are made," said Mr. Rolland, manager of the sporting goods department of the James Walker Hardware Co.. Ltd., St. James St., Montreal, to HARDWARE AND METAL. "The men think about bicycles early," said Mr. Rolland, "and that is the time to press the sale. And when one or two buy new machines it is sure to make others think about them and sales are usually developed from this time on. The man with a new wheel will attract the attention of his friends. They will want to look the machine over, probably will want to have a ride on it, and they will ask where it was bought and if the rider is well satisfied, and if the quality is good. It is a big thing to get these ideas into the probable buyer's mind at the first opportunity."

Advertising is Used

Advertising space in a metropolitan daily is costly. The Walker Hardware Co. use space freely, however, and at this season of the year call particular attention to the special lines they sell. Thus, even before the snow has gone, they advertise bicycles and accessories. In this way the prospective buyer of a bicycle is made to think the matter over. He will want to look at the assortments in any case, before the season opens, and herein is an opportunity to the live dealer to chase this business for all there is in it.

In addition to the use of the newspaper space, small catalogs are used. These are devoted to cuts of the three or four models carried, to descriptive information and to showing other odd accessory lines. The catalogs are either mailed to a selected list of probable buyers, or are given out from behind the counter. In this way, interest is furthered, and Mr. Rolland stated that some had written in, in answer to the firm's advertising. It is a good idea, he thinks, to get people interested in this way.

Display Windows

The modern safety bicycle is a thing of beauty, especially to the man who has any intention of owning one. That is to say he will be attracted by the fine finish of the bicycle in the first place, and for the reason that a bicycle or two graces the floor of any hardware store, the dealer has the advantage of improving the attractiveness of his store.

In the Walker store bicycles are displayed on the main floor. These are carried well along toward the front and this is a good plan, for they are thus sure to catch the eye of any and all who may wish to buy or investigate. It is a big step in the selling process and prominence plays an important part.

Suitable stands are used to hold the bicycles in the correct display position, and sometimes one is suspended from the ceiling.

Used Frequently

The windows are used frequently, especially in the early season. This is part of the selling plan and with suitable bunting, and a free use of lithographs and cards, the display is made attractive. Generally while a bicycle is used towards the back of the window, accessories are neatly shown on the floor of the window and price cards are made use of also.

Within the store, the accessories are well displayed and these are made in closed cases for the most part. The ar-

Continued on page 76

EDITORIAL COMMENT

F. W. WOOLWORTH was able to take in so many nickles and dimes that he became a millionaire. He had only $50 to start with. What young man will say that opportunity is for the rich only?

* * *

MERCHANTS never make any profit out of "shelf clingers." It is goods that keep turning over steadily that keep the cash register playing tunes.

* * *

THE only kind of advertising that does not pay is that which is improperly done. Good advertising is an investment that never fails to return a profit. It is never an expense.

* * *

THE "Clean Up—Paint Up" idea is spreading from coast to coast. Are you behind it and cashing in on the opportunities it offers in your district?

GETTING AN EARLY START

NOT in many years have conditions generally been so favorable for the farmers all over the Dominion getting an early start at their work. There is every indication that now that help is more plentiful and with prices soaring for all food commodities production records in Canada will be broken. Prosperity has been coming to the farmers in such large measures that it is making them one of the greatest buying forces in the country. The annual purchases made in the rural districts run into millions and have been increasing at a rate that shows that the farmers are spending at least a large percentage of their greater revenues. Statistics that are available indicate that two of the greatest increases in buying are for automobiles and for labor-saving equipment. Not only the farmer, but his wife, figures in the latter class. There are some splendid possibilities in this situation for the hardware dealers, especially for those who have the ability and the foresight to lead the farmers' taste for better things. The dealer who lays in the stock and suggests to the farmer the things that will make his home better, his everyday life easier and conditions generally better, is going to reap some rich rewards in the shape of profits. There are many ways of doing this. The average farm home presents opportunities for suggestions for improvements of all kinds, both inside and out. Most of them need a lot of painting. Practically without exception there are openings for labor-saving equipment that may be operated either by electricity or gasoline power. Many of them need water systems and various conveniences. In some districts now the farmer who has not an auto is rare. Some of them have two or three. A very large percentage of the farmers who have not autos are prospects of the best kind, especially if they are the younger men. Many hardware men are now not only selling auto accessories but automobiles and are building up a good business. In the building field there are also big openings for business. With more money coming in farmers all over the country are either planning to build new structures or to enlarge and improve their present ones and instal new and improved machinery and implements. The hardware dealer who can anticipate the rural developments in his territory and arouse and cultivate the buying desires of the people will get the business. But he must be prepared to give service. The steadily increasing sales of automobiles to the farmers are making service more imperative all the time. The coming of the auto has meant as far as the farmer is concerned the bringing of the stores within a radius of fifty miles to his door. It is nothing now for a farmer and his family to go on a twenty-five or fifty-mile buying trip in their car. If the home merchant has not got the goods they want or if he tries to sell them lines that are not up to the minute, they simply pass him by and go to the store that will give them service in the way of a complete stock and new suggestions.

USING VACANT LOTS

HARDWARE dealers have a splendid chance to render a real service to their community and round up a lot of good business for themselves at the same time by getting behind all moves to turn unsightly and unproductive vacant lots into gardens. Many thousands of people in the last two years realized as never before the pleasure and profit to be gained from having a garden of their own. The impetus given to gardening, especially by the splendid results that were obtained last year, indicate that during the present season there will be more gardens planted than ever before. Scores of civic gardening and horticultural associations are encouraging this good work and hardware dealers may help the movement along very materially by taking an active interest in it. As a result of what has already been

done, many hundreds of useless lots which were anything but ornamental have been turned into gardens. The products of these gardens not only helped the Empire last year by conserving food supplies in the most critical hour the country has known, but it helped the gardeners to fight the high cost of living most effectively. To many of the factory workers it brought much needed outdoor exercise that they found so pleasant that they will never again be without a garden plot. In many places there are still vacant lots that can be utilized and hardware men can do an excellent work by helping get this land under cultivation. If there are no adults available an effort might be made to get the school children to take up the work.

FUTURE TRADE WARFARE

THE League of Nations may tend to abolish war, but trade warfare, keener than ever on account of the state of national budgets, the opening of new markets, and changes of the world map, will still be waged. What about preferential regulations in trading and preferential tariffs? Secret treaties as between one nation and another may be no longer possible, but the possibility still exists, and opportunity may be abundant, for secret and sinister ways of affecting the trade relations of different countries.

The British Government is alive to the situation, and it is reported proposes to spend £1.000,000 annually for consuls, and £250,000 for commercial attaches. A world-wide system of trade commissioners will co-operate with the reformed British Consular Service, representing trade associations composed of firms whose aggregate capital is said to be £4,000,000.

A NEED FOR CO-OPERATION

THERE are some merchants who work themselves up into a state of resentment because perhaps the local newspaper accepts advertising from the mail-order houses. They feel that the home paper should not accept this business. That is all very well from the standpoint of the merchant, but from the standpoint of the newspaper that lives on its advertising revenue, it is a very different matter. In many instances the local merchant does not think of advertising, and, perforce, the newspaper must find its revenue elsewhere.

Most newspapers would be glad to refuse mail-order advertising if the home advertising justified such a course. There's where the merchant comes in. He should help the local paper, and in so doing help himself. For no advertisement, if properly prepared, can fail to bring business.

WHAT OTHER EDITORS SAY

TO "the man in the street" or the observer not entirely intimate with steel trade conditions and steel trade parlance, it must be very confusing that there should be such divergencies of statement with respect to production costs. The United States Steel Corporation's properties are generally admitted to be worth about $1,600,000,000, which is about the amount of the property account on the balance sheet. Even at 6% this means $96,000.000 a year. On 16,000,000 tons output, approximately the corporation's capacity, that would be $6 per ton, merely for interest on plant investment. At 8,000,000 tons output the charge would be $12, or $6 a ton more. Apart from this item are depreciation, cost of superintendence, general expenses and a long list of expensive items. A cost account can be made up so conservatively that the company will have what are ordinarily considered profits if it sells at the cost shown.—*The American Metal Market.*

FARMERS everywhere are finding out the value of newspaper publicity. A few years ago it was the custom to have sale bills printed only. To-day, conditions have changed. The farmer has rural mail and telephone. He doesn't spend so much time at the hotels and blacksmith shops. The way to reach him now is through the local papers.—*Free Press*, Forest, Ontario.

CUTTING down the hours of labor beyond the point of increased efficiency, as has been proposed by some, will not solve the problem of unemployment. It is the consumer that gives employment, and as labor is itself the chief consumer, it necessarily is the greatest employer. To limit its power of consumption would be to decrease rather than increase employment. But if, instead of decreasing hours beyond the point of greater production, wages were to be raised without raising prices, labor could consume more, and consuming more would give more employment.—*The Public.*

SOCIALISM is a dream. Bolshevism is a nightmare. To have hell on earth put the two together and stir well. —Toledo *Blade.*

THE duty of the Government at this critical period when the whole future of these countries is practically trembling in the balance is so obvious that one wonders why they cannot undertake it without pressure from outside. The manner in which they have dealt with the question of imports and exports which lies at the root of the present problem is not calculated to foster a spirit of confidence in the men who have been placed at the head of the nation's affairs. If the balance of trade against these countries is to be reduced, and our fate depends upon its immediate reduction, the Government must see to it that unnecessary imports are restricted and that the exports should be encouraged to the utmost possible extent.

There is a vast amount of anxiety with regard to this matter in business circles. Those who are engaged in great industrial and commercial enterprises know full well what is at stake, and anyone who has been following the trend of events can understand their anxiety.—*The Irish Ironmonger.*

IT needs only a walk through the city to demonstrate the necessity of more attention to outward appearance. A general campaign with garden rakes and paint brushes, not to say bonfires, is a clamant need of the times, and should be inaugurated at once. Edmonton should now be putting on its better clothes and looking to its laurels as a city of neat if not pretenti ous homes. It is possible that other efforts and expenditures have overshadowed this estimable habit of keeping homes, yards and streets orderly and presentable, but whatever the cause of the recent neglect may be, it is now high time to sound the call to clean up.—*The Journal*, Edmonton, Alta.

EVENTS IN THE TRADE

Business Changes

Leader, Sask.—Bernthal & Love, hardware, have dissolved partnership.

Kintore, Ont.—A. Kinniburgh has purchased the hardware business of William Crellin.

Windsor, Ont.—Gordon Wall, Dresden, Ont., has purchased the Wyandotte St. store of the Ripley Peck Hardware Co.

New Firms

Frank C. Goodwin is commencing business at 2383 Queen Street East, Toronto.

Personal

Richard Lalonge, of the staff of Ryan & Co., hardware, Amherstburg, is ill.

W. W. Scholes, of the firm of Stuart & Wood, paints and oils, Toronto, is taking a week's vacation.

S. W. Smith, manager Toronto branch Brandram-Henderson, Ltd., spent Tuesday of this week in New York.

Ed. Wanless hardware merchant, Chatham, Ont., was elected president of the Retail Merchants' Association of that city.

Wm. Ross, jr., has resumed the position he held before going overseas, as clerk in Lawrie's hardware store, at Forest, Ont.

J. M. Taylor, president and general manager of the Taylor Forbes Co., Ltd., Guelph, Ont., was elected president of the newly formed Chamber of Commerce.

John McCord, who in pre-war days was in charge of Wood-Vallance, Ltd. costing department, has just returned to Winnipeg after four years' service overseas. He went over as a private and secured his commission on the field last year.

H. G. Griffes is taking over the management of the hardware store of Whyte & Orr at Hardisty, Alta., owing to the illness of W. G. Whyte, who has never recovered from the effects of an attack of influenza. Mr. Griffes has been manager of the company's store at Eisler, Alta.

T. B. Williamson, buyer for H. S. Howland, Sons & Co., sailed last Thursday from the Old Country, where he has been for some weeks, and expects to dock at St. John, N.B., on Good Friday. He will probably be at his desk in Toronto Monday or Tuesday of next week.

Trade Notes

Erection of a $75,000 plant on the Windsor municipal industrial site, is contemplated by the Champion Spark Plug Company.

W. T. Woodall, manufacturers of tacks, has been registered at Montreal.

H. Bragg is opening a tinsmithing shop at Dodsland, Sask.

Gosselin & Belanger, hardware, have been registered at Quebec.

H. G. Solomon, tinsmith, Rosemont, Ont., has removed to Grand Valley, Ont.

La Compagnie Maquin, auto accessories, has been registered at Montreal.

The Porteous Hardware Co., Ltd., has been incorporated at Grande Prairie, Alta.

The Barton Electric Company is a new industry which has located at Hamilton, Ontario.

The Acme Waste Manufacturing Co., Limited, of Toronto, is opening a branch warehouse in Montreal.

The Crown Manufacturing Company, of Hamilton, Ont., makers of steel dies, stamps, etc., has moved to Waterdown, Ont.

A meeting of the creditors of the Three Rivers Pail and Box Mfg. Co., Ltd., was held at Three Rivers, Quebec, on Thursday.

A winding-up order has been applied for in connection with the Alloy Steel Works, Limited, Toronto, manufacturers of castings.

The Globe Engineering Company, Limited, 125 Mary Street, Hamilton, Ont., has taken over the manufacturing and selling rights for the lines of builders' hardware made by the Hamilton Stamping, Plating and Manufacturing Co.

The hardware firm of A. Fulton & Co., Enderby, B.C., is making plans to utilize the entire space available in the Fulton block and will add an automobile supplies and accessories department. Arrangements are also being made to handle farm implements, rakes and mowers.

A. B. Dobbyn, of the D. H. Howden Company, London, Ont., who recently purchased the Wyandotte Street store of the Ripley Peck Hardware Company, at Windsor, Ont., has disposed of the business to Gordon Wall, of Dresden. The business will be known as the Wyandotte Hardware Company.

Montreal News

F. O. Barber, representing P. & F. Corbin Lock Co., was in Montreal this week.

O. A. DeGraw of Toronto, representative of the Western Clock Co., La Salle, Ills., visited Montreal.

J. W. Andrews, in the interests of his firm, Remington, U-M-C., Ilion, N. Y., was in Montreal this week.

A. Taylor, of Taylor Bros., Razor Manufacturers, Hamilton, was a Montreal visitor.

Mr. Houghton, with the Peterborough Lock Mfg. Co., Peterborough, was in Montreal this week.

R. F. Daly, general superintendent of the Martin-Senour Co., Ltd., Montreal, was in Toronto this week.

Frank E. Howland, representative of the Brewer-Titchener Corporation, Cortland, New York, visited Montreal recently.

A. T. Black, General Manager of the Martin-Senour Co., Limited, Montreal, returned this week from a trip to Winnipeg.

Mr. Adams, respresenting the LeBarrow Manufacturing Co. of Sherbrooke, Quebec, makers of clothes line pulleys, was in Montreal this week.

Archie Macfarlane of A. Macfarlane and Co., Montreal, who has returned from an extended Western trip, reports the West as being in satisfactory shape from a business standpoint.

Winnipeg News

A. F. Collins, of the International Distributing Co., distributors for Ever-ready safety razors, blades, and brushes, has been in Winnipeg recently, assisting C. C. Craig in a big push on Ever-Ready razors.

C. C. Craig returned last week from a business trip to Brandon, Saskatoon and Edmonton. He will shortly be leaving for a trip to the coast.

Incorporations

Canadian Corkboard Company, Limited, capital $100,000, head office Toronto, plans to manufacture and deal in products of this kind.

H. H. Symes & Company, Limited, capital $25,000, head office, Montreal, plan to carry on a general contracting business and manufacture and deal in roofing.

Scottish Rubber Company, Limited, head office Montreal, capital $100,000; plans to manufacture and deal in rubber products.

Premier Retread Company, Limited, head office Toronto, capital, $25,000, plans to manufacture and deal in autos, bicycles and motorcycles and all kinds of tires.

Industrial Export Company of Canada, Limited, capital $50,000, head office Montreal, plans to deal in hardware, tools, glassware, building material, paints, oils and varnishes.

Montreal Armature Works Limited, capital $50,000, head office Montreal, plans to manufacture and deal in electrical appliances and automobile supplies.

Canadian Durkee Atwood Company, Limited, head office, Toronto, capital $20,000, plans to manufacture and deal in rubber and chemical products.

The Fenwick Battery Company of Canada Limited, capital $18,000, head office St. John, N.B., plans to manufacture and deal in electrical batteries and equipment.

Crowes Iron Works Limited, head office Guelph, Ont., capital $200,000, plans to manufacture and deal in iron and steel products.

Canadian Odorless Disinfectant Company, Limited, plans to increase its capital stock from $50,000 to $250,000.

Canadian Hauck Burner Company Limited, head office Toronto, capital $10,000, plans to manufacture and deal in oil burners.

S. F. Bowser Company Limited, capital $750,000, head office Toronto, plans to manufacture equipment for the storage and sale of liquids.

Asking For Repeal of Early Closing By-law

Thomas Henry, who conducts the "One-Day-Bargain Store" at St. Thomas, Ont., is circulating a petition among local businessmen calling for repeal of the early closing by-law which was passed by the city council in 1917. The by-law at that time was opposed by a number of merchants, but owing to the fact that the majority were in favor of early closing, it was passed by a two-thirds vote of the council. It is illegal under the by-law to keep any store in the city open after 7 o'clock at night. It is said by some of the businessmen of the city, however, that 7 o'clock is too early for the average workingman, and a large number will demand the change.

Mr. Henry was fined $5 and costs the other day for keeping his store open after the hour prescribed, but he claims that he was working on standard time. The Government had, he said, never changed the law governing clocks, and consequently from a legal standpoint he was not violating the law, for while it was 7.30 on the new time, his time was only 6.30. He claims also that the by-law was passed by the city council and not on the voice of the men concerned. The matter promises to prove interesting, owing to the fact that there are a large number of businessmen who are opposed to any change, especially during the summer.

EXPLANATION

In the advertisement of the T. F. Shurly Company, Limited, of St. Catharines, Ont., on page 343 of the March 22 issue (Annual Spring Number) of HARDWARE AND METAL the name was spelled in error with an "e" as follows "Shurley." This of course should have appeared as "Shurly." The name was spelled correctly in the advertiser's index, but through the insertion of an "e" the name appeared incorrectly in the advertisement.

HAD COMMAND OF FIRST PATROL BOAT ON THE RHINE

Lieut. C. C. Carter, R.N., a son of W. J. Carter, Picton, Ont., had the proud distinction of commanding the first vessel to fly the white ensign of the British navy on the Rhine. The vessel which Lieut. Carter commanded was the M. L. 542 of the British motor launch flotilla, a picture of which appeared in last week's issue of HARDWARE AND METAL on page 49 under the heading of Current Events in Photograph—The Watch on the Rhine. Lieut. Carter won the distinction through his ingenuity in equipping his vessel with ice-breaking devices.



LIEUT. C. C. CARTER, R.N.

A son of Mr. W. J. Carter, hardware merchant, of Picton, Ont., who had the proud distinction of commanding the first vessel to fly the white ensign of the British Navy on the Rhine. This vessel is the M.L. 542, of the British motor launch flotilla, a picture of which was shown in HARDWARE AND METAL *on page 49, last week.*

W. J. Carter, Picton, Ont., father of Lieut. Carter, is a well-known figure in the retail hardware trade of Ontario, being a former president of the Ontario Retail Hardware Merchants' Association. Lieut. Carter at the time of his enlistment, some years ago, was associated with his father in the hardware business. Another son, Capt. E. F. Carter, served with the infantry in France, returning to Canada recently and is now convalescing at his father's home in Picton.

MAY LEAVE RUBBER COMPANY

T. H. Rieder, president and general manager of the Canadian Consolidated Rubber Co., Montreal, will, it is understood, join the forces of Ames, Holden, McCready, Ltd., and become vice-president and managing director of the latter company.

This announcement was made a few days ago as being strongly probable, and while HARDWARE AND METAL was unable to confirm this from Mr. Rieder, owing to his absence from the city, it is stated on good authority that the announcement is correct.

Veteran Hardware Man Sees Fine Season Ahead

QUEBEC.—In discussing conditions with Wm. Shaw, president of the Chinic Hardware Co., of Quebec, the Montreal representative of HARDWARE AND METAL was impressed with the Statement made by Mr. Shaw regarding business in the province. "The past three years," said Mr. Shaw, "have been very excellent, and the best yet."

Mr. Shaw made it clear that the increase in business was not wholly due to the increased prices obtaining for goods. Business had really been better and the movement of goods was very large. In addition to this, merchants were very prosperous. The banks are not being called upon for the same accommodations that have been desired in the past. In fact, Mr. Shaw believed that many merchants could use the banks to a greater extent at certain periods of the year. It was wisdom, Mr. Shaw said, to make use of banking facilities at certain seasons of the year when considerable capital was required, for it was not the best policy to be overcapitalized, or to have too much money involved in a business undertaking.

Mr. Shaw looks forward to an encouraging season. He is still an enthusiastic supporter of the retailer and spoke most interestingly of the retail hardware department which they conduct. Although 63 years in the 'game' Mr. Shaw says that he does not know all there is to know concerning hardware. With such a long experience, and with the best of health, Mr. Shaw has real pleasure in attending daily to the duties devolving upon him.

NEW COMPANY SELLS PHILIP CAREY PRODUCTS IN WEST

Building Products & Coal Co., Ltd., of Winnipeg, Man., has been newly formed to succeed the business known as Thompson, McDougall & Co., Ltd., builders' supplies, Winnipeg. The new firm is under the same management as formerly and will handle, in addition to the regular lines of builders' supplies, the Philip Carey products, including building paper, roofing, etc. These will be sold by this firm throughout the Western hardware trade.

BUILDING BOOM AT GALT

GALT.—With prospects for an exceptionally busy building year, Galt hardware merchants are looking for good business this year. The city has entered the Ontario Housing Scheme, with an application for a loan of $250,000, which will mean the erection of a large number of houses and a demand for fixtures and building supplies. Outside of this many houses will be erected by individuals, and permits to date show an increase of over $45,000 for the first three months of the year, compared with the same period of 1918.

Hardware Dealers Lose Out in Efforts to Secure Saturday Half Holiday

A CONTROVERSY in which the issue was whether retail stores of Fort William and Port Arthur, Ont., should close Wednesday or Saturday afternoons during the summer months has just been ended by a victory for those favoring Wednesday afternoon. Not in the history of the cities has there been such keen interest taken in the matter.

The question first came up at the March meeting of the Retail Merchants' Association, at which they went on record as favoring a weekly half holiday, but not setting any day.

Last year there was a small agitation for Saturday afternoon closing by the hardware merchants in preference to Wednesday, which was favored by the dry-goods men, clothiers and grocers. The management of the local paper, the Times-Journal, was aware of this, and as all wholesalers, railways, shops, realty men, lawyers, contractors, etc., close on Saturday afternoon they, no doubt, thought it would be a splendid thing to have everybody take a holiday at the same time. As the merchants, according to their news item given out, had not decided on any day, the local paper, published on their front page an editorial urging Saturday afternoon as a general half holiday.

Started Something

This started the agitation which has been a subject of controversy for three weeks and at times threatened to become serious. Scores of letters, both pro and con, were printed.

Looked Serious

The two largest dry-goods stores(one in each city) endorsed the Saturday afternoon closing, while about eighty per cent. of the butchers, grocers, and all the hardware merchants did likewise. On the other hand the men's stores and the other dry goods stores fought hard against the proposal, as did also the druggists and jewelers.

Feeling ran high among the merchants and things looked serious, for the trades unions began to take a hand in the fight. The Brotherhood of Locomotive Firemen and Engineers passed a strong resolution favoring the Saturday half holiday. A committee representing the Scottish Football Club urged strongly that Saturday be chosen, as it would allow all the merchants and clerks to participate in outdoor sports.

Held Big Meeting

The Retail Merchants' Association saw that something had to be done right away and a general meeting was called. There never were so many merchants in one hall in these two cities at one time before, the city auditorium, where the meeting was held, being almost packed to the doors.

"That a mid-week half holiday for Fort William storekeepers and their employers be endorsed for the months of June, July, August and September," was the pith of the resolution which finally carried on a standing vote, after three hours of animated discussion and a half bushel measure of motions, amendments, amendments to the amendments and amendments to the amendments to the amendments had held the floor in turn to the tune of heated debate and barbed repartee and finally gravitated to the limbo of discards.

Every hardware man attending favored Saturday afternoon closing.The reason advanced for this was that on Wednesday all contractors and other works about the city with which they did the bulk of their trade, were running full blast, while on Saturday all these works were closed down.

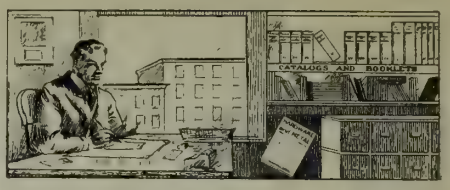
During the big meeting a trades delegation entered the hall and asked the chairman to let their leader, the president of the Trades and Labor Council, speak. This was granted. He said in part, "You retail men claim that to close on a Saturday afternoon would be impossible, but do you know that the Peace Conference is now discussing the question of an international five day week? What are you going to do in that case? Surely you would not treat as a scrap of paper a treaty of the League of Nations! I say you will not lose a dollar by closing and you will give yourselves and your clerks a chance to mingle with the working people (your customers) and thereby we will all become better acquainted. Close your stores on Saturday afternoon and the labor unions will stand behind you. Close your stores Saturday and set an example to all Canada, the people of which would point to these two great inland ports as the most progressive cities in the whole of the Dominion of Canada."

PUDDLERS' WAGES DECREASE

Wage rates of puddlers of the Bethlehem Steel Co., at its Lebanon plant, have been readjusted on the basis of the new bar iron price of $2.35 per hundred pounds. No change was made in the wage schedule when the bar iron price was cut from $3.40 to $2.90. The last reduction in the price of iron, however, made an aggregate so large that a scaling down of wage rates, based on sale prices, was necessary, says a representative of the company. Several hundred puddlers and helpers are affected.

ANOTHER REDUCTION MADE

Some American manufacturers of steam and hot water boilers and radiators have reduced prices 10 and 15 per cent. respectively, making a total reduction of 40 per cent. on radiators and 35 per cent. on boilers since the first of the year. The action was taken as an effort to stimulate business.



CANADIAN YALE AND TOWNE, LTD.

Catalogue No. 1 of the Canadian Yale & Towne, Limited, St. Catharines, Ont., lists the complete line of Yale products manufactured by the firm. This includes builders' locks and hardware aimed to meet every requirement of ordinary practice. The lines of padlocks, night latches, and door closers made by the firm are also shown. The catalogue contains one hundred and seventy-four pages and is attractively and profusely illustrated. Readers of HARDWARE AND METAL may obtain a copy of the list upon request.

MERRICK ANDERSON CO. LIMITED

Merrick Anderson Co. Limited, Winnipeg, have just issued their first catalogue of auto accessories. In its ninety-five large pages are listed and described a complete list of the latest goods for which there is a steady demand. All novelties and non-essentials have been eliminated. The catalogue is most attractively illustrated, many of the illustrations being in colors. A feature of the arrangements is the classification of the lines into Ford and small car section, large car and general section. The goods listed under the first head are printed on sepia paper so that the whole section can be quickly found, while those listed for the large cars are printed on white. Copies of the catalogue may be obtained upon request by readers of HARDWARE AND METAL.

EXAMPLE TO OTHERS

Under the heading of "The Ashdown Precedent," the Phoenix, Saskatoon, says in part: "J. H. Ashdown has shown his faith in Saskatoon not only by rebuilding the branch destroyed by fire but by making it of more than twice the capacity of the first structure. He is carrying nearly one million dollars' worth of high-grade merchandise here in what is said to be the most modern wholesale hardware warehouse in Canada. And this building was erected while the war was on, when the cost of materials and labor was high. Other wholesalers who have withheld from building during the war will be impressed by the facts of the Ashdown case. They will know that his course has been controlled by one of the keenest business minds in the Dominion."

The Republic Motor Truck Co. of Cleveland, Ohio, will locate its Canadian branch plant to cost $500,000 at London, Ont.

SECONDS MUST BE SOLD

A bulletin from the National Vigilance Committee of the Associated Advertising Clubs of the World describes a forward step which has been taken by the city council of Los Angeles for the protection of the public against the sale of "seconds" in various lines of merchandise, unless the dealer describes the goods for what they are. The ordinance also covers the advertising of second-hand articles.

The measure was passed as the result of the efforts of the vigilance committee of the Los Angeles Advertising Club, which had found that inferior goods were often advertised without mention of their inferiority.

The ordinance follows:

Section 1. It shall be unlawful for any person, firm or corporation, in any newspaper, magazine, circular, form letter or any open publication, published, distributed or circulated in the City of Los Angeles, or on any billboard, card, label or other advertising medium, or by means of any other advertising device, to advertise, call attention to, or give publicity to the sale of any merchandise, or which merchandise is secondhand or used merchandise, or which merchandise is defective in any manner, or which merchandise consists of articles or units or parts known as "seconds," or blemished merchandise, or which merchandise has been rejected by the manufacturer thereof as not first-class, unless there be conspicuously displayed directly in connection with the name and description of such merchandise and each specified article, unit, or part thereof, a direct and unequivocal statement, phrase, or word which will clearly indicate that such merchandise or each article, unit or part thereof so advertised is secondhand, used, defective, or consists of "seconds" or is blemished merchandise, or has been rejected by manufacturer thereof, as the fact shall be.

Section 2. That any person, firm or corporation violating any of the provisions of this ordinance shall be deemed guilty of a misdemeanor and upon conviction thereof shall be punishable by a fine of not more than $500.00 or by imprisonment in the City Jail for a period of not more than six (6) months, or both such fine and imprisonment.

MONTREAL TO HAVE BICYCLE WEEK

Montreal.—Bicycle Week as recognized by the bicycle trade of Canada and the United States' will take place during the week of May 3 to 10. Various events are planned throughout both countries, Montreal in particular intends to be well in the lead.

Several parades are scheduled to take place, the largest of which will be the Second Annual Carnival Parade to be held on Saturday afternoon, May 10.

Last year the results were far in advance of all expectation and it is confidentally expected that 1919 will far surpass all previous records.

Letters to the Editor

HARDWARE AND METAL,
Toronto, Ont.

Dear Editor:—

Would like to draw your attention to the inconvenience and annoyance of having certain lines of American made merchandise with the American selling price marked on the article.

This is very misleading to Canadian purchasers, and a great deal of unnecessary explaining has to be indulged in, by the retailer, and often customers will not see the point and hold the trade up as exorbitant in price. This is very unfair to the trade.

The amount of duty, and special war tax and long freight haul, particularly to the West, added to the American price, looks very unreasonable to the majority of consumers.

This can be remedied if importers of American goods will insist on a marked Canadian selling price or no marked price at all, the latter perferable as it is only reasonable that the cost is more the further West the goods are shipped, consequently the selling price is in proportion.

Western Dealer,
A. G. Box.

MADE AT FERGUS

Editor—HARDWARE AND METAL,
Toronto.

Dear Sir:—

In your issue of the 5th inst., you ask for name of manufacturer of the "Valmar, Volmar or Vulmar" washing machine.

Beatty Bros., of Fergus, manufacture a machine called the "Vollmar" and I think this is possibly the machine your correspondent is looking for.

Trusting this information may be of service to our Western brother, and with the writer's kind personal regards to the Editor, I remain,

Yours very truly,
W. J. Bell

CLOSE AT NOON HOUR

In connection with the recent agitation for, and the securing of Daylight Saving in Quebec City, the Mechanics' Supply Company, Ltd., made a unique announcement. Heading their usual advertising space with the words "Daylight Saving," they continued: "Commencing with the first of the month—April—our establishment will open and close with daylight saving time, and do so until further notice."

One of the real innovations that this firm has hit upon is that of closing up tight during the noon hour. This is done, they state, to give their employees ample time for lunch. "During the noon hour," they continue, "our stores are closed from 11.45 a.m. to 1.15 p.m. Also on Saturday afternoon from 1 o'clock, p.m.

TRADE INQUIRIES

The Department of Trade and Commerce has received the following inquiries relating to Canadian trade. Addresses may be secured from the Department, or from the Editor, Hardware and Metal, Toronto, Canada. Please quote reference number when requesting addresses.

769. An important British house that has been importing large quantities of goods from the United States wishes to transfer its business to Canada if similar goods can be obtained in the Dominion. The following is a list of the articles required:—

Aluminum cooking utensils; builders' shelf hardware, including locks, clockwork, door bells, door springs, etc.; blue flame pattern oil cooking stoves; carpet sweepers, other than "Bissell"; clothes wringers (rubber roller); food choppers; ice cream freezers; lawn mowers; Perfection pattern oil heaters; refrigerators; steel butt hinges; tee hinges; toilet fixtures; auger bits; bench and man drills; drills; engineers' and pipe thread; expansive and auger bits; fly balloons; garden tools, rakes, hoes, etc.; glass cutters; sand and breast drills, braces; hand and cross-cut saws; hay forks, hay rakes; iron planes; nail hammers; pipe stocks and dies and vices; rakes; screw drivers; spanners and pliers; Stillson wrenches; stocks and dies and taps; trimo tools; twist drills and reamers; vulcan wrenches, vices, cramps and spinners; wire cutters and pliers; wood bench screws; ash and hickory tool handles (axe, broom, fork, hammer, hay, pick, sledge); ash fork handles; blind rollers; clothes pegs; coat hangers; gum broom handles and mop handles; hammer handles; hickory pick shafts; pastry boards; rolling pins; spring clothes pegs; washboards; wood chair seats; wood wheelbarrows; oil stones; wallpapers; dover egg whisks; fly bats; mouse traps.

Further particulars regarding these articles can be obtained by application to the Commercial Intelligence Branch, Department of Trade and Commerce, Ottawa.

774. **Clinical thermometers.** — A London firm would like to get into touch with Canadian firms able to manufacture clinical thermometers or parts thereof.

775. **Ready-made doors.**—A Sheffield firm asks for names of Canadian exporters of ready-made wooden doors.

776. **Manufactured goods.**—A London correspondent is open to take up agencies for the sale of Canadian manufactured goods, particularly paper hardware, metals, wire and other nails, or specialties.

778. **Dowels.**—A London firm desires to be placed in communication with reliable manufacturers of dowels in Canada.

782. **Glassware.**—A London firm desires the addresses of Canadian manufacturers of table and lamp glassware, in all of which they are interested.

783. **Bent wooden trunk hoops.**—A London company is open to purchase supplies of bent wooden trunk hoops, according to specification and other details on file in the Commercial Intelligence Branch, Department of Trade and Commerce, Ottawa.

788. **Sulphite board.** — A London firm would be glad to hear from Canadian manufacturers who can supply sulphite board for containers and boxes, in large quantities.

789. **Automobile accessories.** — A London company is open to purchase automobile accessories of every description, including lamps, horns, tires, and fittings, and invites offers from Canadian manufacturers of same.

791. **Grain, oilseed cake and oilseeds.**—A firm in Denmark wishes to negotiate direct with Canadian exporters of grain, oilseed cake and oilseeds. Bank references given in the United Kingdom, United States, and Denmark.

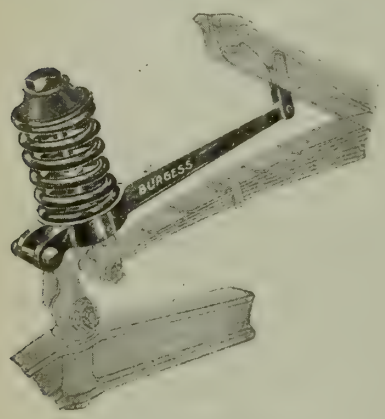
Continued on page 76

NEW HARDWARE GOODS

OFFERED TO CANADIAN HARDWAREMEN

SHOCK ABSORBER

The Burgess Rebound Check and Shock Absorber, manufactured by the Zinke Company, 1323 Michigan avenue, Chi-

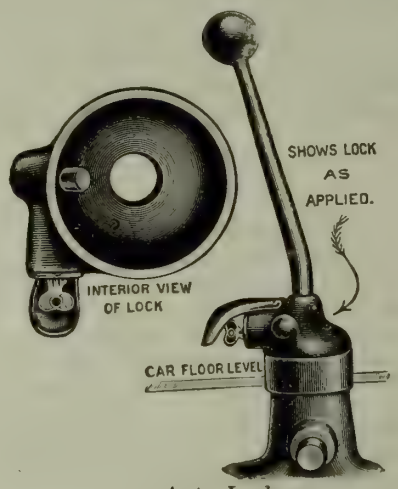


Shock Absorber

cago, will, it is claimed, absorb thirty periodic vibrations per second. It is stated that the arms on which these springs are mounted are arranged to control the recoil of the leaf spring, by shifting the load at the moment of recoil from the tip of the spring to the centre. This, it is claimed, positively eliminates all rebound. This device is made for Ford cars and the manner of attaching the arms does not, it is stated, bind the leaves of the springs or interfere with the working of any part of the car. These shock absorbers, it is claimed, are adjustable to any load. The spring tension, it is stated, can be easily increased to make cars with heavy bodies easy riding. In addition to making cars easy running, it is claimed for the device that it will lengthen the life of any car to which it is attached by safeguarding it from preventable vibration. The springs, it is stated, will smother all jolts before they can reach the vital parts of the motor and body.

AUTO LOCK

The McCoy Auto Lock, manufactured by Canadian Toys Limited, 36 John St. North, Hamilton, Ont., is made, it is stated, to fit only cars with centre ball control. It is claimed the lock is one of the most practical, efficient and reliable locking devices yet made for cars having this style of control. It is securely fastened, it is stated, to the shift gear lever by means of a screw or tapered pin at the top of the transmission case cover, and it is said that it also acts as a case cover in addition to lock. It prevents the operation of the shift gear lever, it is stated, by locking in neutral. It is stated that the lock is made of solid brass and hardened steel and finished in black rubber which requires no attention or polishing. The car owner, it is stated, may start the engine, but until the key is replaced in the lock and the gears released it is impossible to operate the gear shift lever. The key, it is claimed, annot be removed from the lock without automatically locking the car. The key remains in the lock all the time the car is in operation, but does not, it is stated, in any way interfere

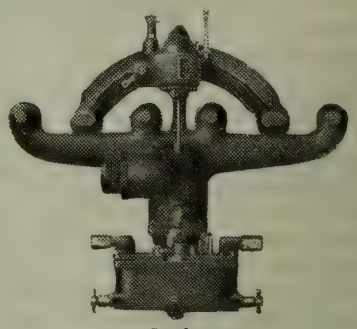


Auto Lock

with its proper working or cause undue wear on the transmission, and it cannot fall out.

CARBURETOR

The Holley all fuel carburetor manufactured by the Holley Carburetor Company, 145 Willis Avenue, East, Detroit, consists, it is stated, of special exhaust and inlet manifolds, replacing the standard Ford manifolds, a mixing chamber, a double float chamber, a small gasoline tank in which to carry fuel for starting purposes and all necessary connections ready for complete installation. The fuel, it is stated, is drawn by the suction of the motor from the float chamber, into the heater tube where it is vaporized. The vapor passes out of the tube into the mixing chamber, where inrushing air, it is stated, forms it into a perfect mixture. The heater tube is coiled in the heater chamber. To facilitate starting the equipment, it is stated, includes a choker as well as primer for flooding float chamber. To further facilitate start-

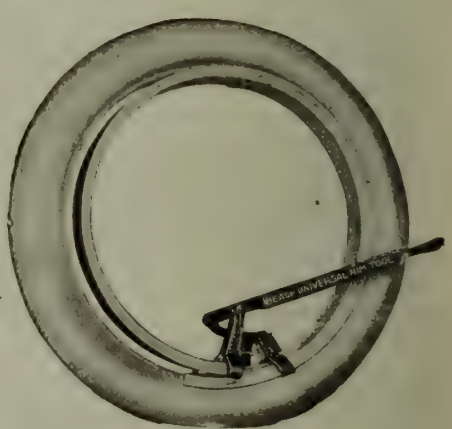


Carburetor

ing in extremely cold weather a priming cup is furnished, being attached to the top of the intake manifold. It is rarely necessary, it is stated, to use the priming cup. The makers claim that the saving made by using the Holley carburetor will pay for the outfit in a very short time besides giving a smoother running motor and doing away with annoying delays in starting. The Holley, it is stated, will handle gasoline, kerosene, benzol, alcohol or California distillate.

RIM TOOL

The Beach rim tool, manufactured by the Greb Company, 223 State St., Boston, Mass., will, it is claimed, fit all type and sizes of cross split rims. It is stated that with this tool a car owner can quickly expand or contract any make of cross split demountable rim, doing away with all the trouble that follows hammering a rim to force it in or out of place.



Rim Tool

WEEKLY HARDWARE MARKET REPORTS

STATEMENTS FROM BUYING CENTRES

THE MARKETS AT A GLANCE

JOBBERS have put into effect new prices in line with increased costs on one line of English cutlery. The advance, which affects pocket cutlery, table cutlery, butcher knives, skinning knives and kindred lines, amounts to between 10 and 12½ per cent.

Following on the heels of the reduction in wrought pipe, couplings and nipples, a general revision downward has been made in malleable and cast iron pipe fittings, including plugs, bushings and unions, as well as pound goods.

Boiler tubes have come in for further revision, the new scale of quotations being worked out in direct relation to cost, and providing in some instances for slight advances, and in others for slight declines. The present basis will, it is believed, hold for some time to come—at least, any further changes will be worked out from present schedule.

Another move upward in the price of linseed oil is recorded in some quarters this week. The advance amounts to 3c per gallon and is a direct reflection of the strong tendencies which have consistently been shown in the flax seed markets. Reports from the United States indicate that the early arrivals of a considerable amount of Argentine seed is probable, but owing to the increasing demand it is not thought this will have much of a bearish influence on the present situation. Crushers both in Canada and the United States report that they are actually very busy, increased business coming to hand the last week or ten days.

Turpentine is tending still higher and some factors show a slight advance this week. This has resulted in a narrowing of the range of quotations to the trade. Reports from the South all reveal bullish sentiments, stocks being reduced under the influence of an active demand and arrivals from the new crop still being practically nil.

Steam boilers and radiation have been revised downward again this week, the present scale of discounts being a reflection of the competitive figures established in United States markets and is, it is indicated, not attributable to market conditions. Round hot water boilers have not undergone any change from recent decline.

Brass escutcheon pins, brass steam goods, horse rasps, files, sash weights and cotton wrapping twine are all lines that have registered declines this week. Ingot metals, including copper, tin, lead, and spelter, are slightly easier, while antimony has advanced ½c per pound.

A distinct improvement in business is reported from virtually all sides and the feeling exists that in another two or three weeks things should be humming quite briskly.

MONTREAL MARKETS

MONTREAL, April 17.—Changes are of material importance this week, there being a number of staple articles affected. Reductions have been made on pipe and fittings, copper rivets, nails and tacks. Escutcheon pins, in brass, are lower, but the steel kind are not affected. Fry pans are reduced in price, this applying to the steel grades. Files and rasps have come in for lower prices, and oilcloth binding, cotter pins and babbitt metal are all revised downward. It is possible that solder may be reduced, following an easier trend on lead and a lower price for tin. Copper, in the ingot, is reduced in price, and lower prices also prevail for pig tin and spelter. Antimony, on the other hand, has advanced half a cent per pound.

Business is better, and will improve much with navigation opened. Boats are expected to be leaving this port by the week-end. The outlook is excellent, and with a splendid run of sap in some parts of the province worth millions of ready cash, prosperity should be evident in this section of the country for the farmers.

Copper Rivets Less; Escutcheon Pins; Tacks

Montreal

RIVETS, PINS, NAILS. — Declines have been registered in the price of copper rivets and burrs. These, for mixed rivets and burrs are on a 15 per cent. discount basis, this being a material change. Burrs only are plus 20 per cent. on list.

Copper nails are down to $2 per pound, list, and copper tacks to $2.25 per pound list. Brass escutcheon pins are now quoted at 5 per cent. from list, while there is no change in the steel pins, these holding at 50 per cent. from list.

Glaziers' points are reduced from 25c to 20c per pound, this being for the galvanized grade.

Pipe and Fittings Marked Down

Montreal.

PIPE AND FITTINGS.—As pointed out last week, new reduced prices would be forthcoming on wrought pipe. These are now out and the same are as follows:

¼ and ⅜	$ 4 32-$ 4 53	$ 6 45-$ 6 66
½	5 70- 5 99	7 27- 7 57
¾	7 13- 7 53	9 26- 9 66
1	10 54- 11 14	13 68- 14 28
1¼	14 26- 15 07	18 51- 19 32
1½	17 05- 18 01	22 13- 24 10
2	22 94- 24 24	29 78- 31 08
2½	- 38 90	- 49 73
3	- 50 87	- 65 03
3½	- 64 86	- 81 88
4	- 76 85	- 97 01

These prices apply to the Standard Steel Buttweld grade. Prices on fittings are: Cast and mall. bushings, 30 to 32½ per cent.; flanges, 32½ per cent.; plugs, 25 to 27½ per cent.; flange unions, 15 per cent.; mall. unions, 45 per

cent.; malleable fittings, Class A, black, per pound, 55c; galvanized, 65c; Class B, per pound, black, 22c, and galvanized, 30½c; Class C, black, 14¾c, and galvanized, 22c.

On pipe, where 5,000 feet or over is taken by one customer in one lot and to one delivery point, 5 per cent. discount from quoted prices is allowed.

Fry Pans Lower; Files; Chain, Too

Montreal

PANS, FILES, CHAINS. — Lower prices are in effect for fry pans. No. 2-0 are quoted at $1.35 per dozen; No. 1-0 at $1.65; No. 1, $2; No. 2, $2.30; No. 3, $2.55; No. 4, $2.85; No. 5, $3.25; No. 6, $3.80, and No. 7, $6.

Heller's horse rasps are now on a 62½ per cent. basis, and this line of horse tooth rasps and floats at 55 per cent. discount. Black Diamond files are quoted at 35 per cent. off, while one jobber is quoting all kinds rasps at 62½ per cent. off.

Canadian coil chain is down, the discount being 37½ per cent. from the list, a reduction of about 20 per cent. Reductions are probable in other grades of chain also.

Binding, Cotter Pins; Babbitt Metal Down

Montreal

VARIOUS LINES.—Oilcloth binding has been reduced on the zinc grade. This is selling now as follows: 4 x 4, per dozen, $2.25; 4 x 6, $3.60, and 4 x 8, $4.75.

Babbitt metal is reduced, too. No. 1 is quoted at 15c per pound; No. 2 at 14c, and No. 3 at 13c.

Cotter pins are now quoted on a discount basis of 85 and 10 per cent.

Some Stove Sales; Wares Going

Montreal

STOVES AND WARES.—There is some movement in stoves, but the selling is still light on ranges and cook stoves, activity being more general in gas and electric ranges. It seems possible that some change may be made in stoves, following the lower prices effected in the United States on steel and other products. Wares are in good demand and there is little likelihood but what an active season will ensue.

Coal Oil Prices; Gasoline Unchanged

Montreal

COAL OIL, GASOLINE.—A steady and fairly large business is being done in gasoline, and this will increase with better roads. Price basis is unchanged at 34c per gallon for motor grade. Coal oil is fairly active, and the quoted basis here runs from 20c to 23c per gallon.

Some Good Orders For Nails; Wire

Montreal.

NAILS AND WIRE.—Some fairly good orders for nails have been received from outlying towns, and the future is expected to show an even better condition locally. The price basis holds unchanged with standard wire nails selling at $4.75 per keg, and cut nails the same.

Smooth steel wire is still selling at $5 per 100 pounds base.

Steady Selling and Prices on Rope

Montreal

ROPE AND CORDAGE.—There is a steadiness to the rope market and no changes have been made. Orders from the country are sifting in every day, but there is a chance for improvement, nevertheless. Dealers prefer, apparently, to buy as they require stock. Boat business will be looked for in the weeks immediately ahead.

Pure manila basis is held at 34c; British manila at 30c, and sisal at 27½c per pound.

Steady Sales of Iron and Steel

Montreal

IRON AND STEEL.—The movement is steady and constant of both steel and iron. But, as with so many other lines, the orders are small, buyers not stocking up beyond requirements to any extent. It is expected that there will be a better movement to points served by water routes in the immediate future.

Common bar iron, per 100 lbs.	3 75
Refined iron, per 100 lbs.	4 75
Mild steel	3 75
Iron finish machinery steel	3 80
Norway iron	12 00
Single reeled machinery steel	5 50
Spring steel	5 50
Sleigh shoe steel	3 75
Tire steel	3 95
Toe calk steel, per 100 lbs.	4 65
Band steel	3 75
Harrow tooth steel	3 90
Mining tool steel, per lb.	0 17½-0 19
Black Diamond tool steel, per lb.	0 18 -0 19
Black Diamond cast steel, lb.	0 22

Sheets Are Held; Movement Fair

Montreal

SHEETS AND PLATES.—At the prevailing prices sheets are selling fairly well, and there is an unchanged price basis. What business offers is sought by many sellers, and there is a probability of lower levels still being reached, or the present range of prices narrowed.

BLACK SHEETS—	Per 100 lbs.	
10 gauge	$5 40	$6 25
12 gauge	5 45	6 30
14 gauge	5 50	6 35
16 gauge	5 60	6 50
18-20 gauge	6 15	6 35
22-24 gauge	6 20	6 40
26 gauge	6 25	6 50
28 gauge	6 60	7 00
GALVANIZED SHEETS—		
10¾ oz.	....	$9 25
28 gauge	....	8 75
26 gauge	....	8 50
22 and 24 gauge	....	8 35
20 gauge	....	8 35
18 gauge	....	8 35
16 gauge	....	8 00

NOTE—These prices are for full bundles, an extra charge of 25c to 35c per 100 lbs. is made for broken lots.

Lower Solder May Be Had Soon

Montreal

LEAD PRODUCTS.—In view of the fact that lead has been somewhat reduced the past few days, it is possible that solder will lower in price. The freer delivery of tin and the reduction of price also will tend to make prices less. There is little movement as yet for pipe and sheets, though contracts are seemingly looming up, and if these materialize there will be some impetus to business.

Lead pipe, lb.	....	$0 11½
Lead pipe (cut lengths)	....	0 12½
Lead waste pipe, lb.	0 13	....

BRIEFS FROM THE WEEK'S MARKETS

Solid sash weights dropped $1.00 per 100 pounds this week and sectional 75c.

Pocket and table cutlery, butcher knives and kindred lines manufactured by Joseph Rodgers & Sons are up from 10 to 12½ per cent.

Heller horse rasps have declined. The new discount to the trade is 62½ per cent.

Malleable and cast iron pipe fittings have come in for a further revision downward.

Brass escutcheon pins are quoted at 5 per cent. from list. This represents a decline. Steel escutcheon pins are unchanged at 50 per cent.

Winchester shot guns and rifles are higher and American ammunition is also advanced, although some interests have not changed prices pending possible tariff changes.

Cotton wrapping twine is slightly easier in some quarters this week.

Turpentine prices have narrowed, an advance of 2c per gallon being recorded by some interests, this cutting down the range between quotations to that extent. Primary markets are firm and may go even higher.

Linseed oil is higher, some factors advancing prices 3c per gallon. The market is considered very strong.

Steam boilers show a decline along with standard wall radiation. Competition is main contributing factor, it being stated the change is not due to market conditions.

Boiler tubes have been revised again, the change this week being a readjustment in line with to-day's cost. Some sizes are higher, some lower. It is thought present scale of quotations will hold for some little time.

Lead traps and bends	Net list.
Lead traps and bends	15%
Lead wool, lb.	0 14
Lead sheets, 3 to 3½ lbs., sq. ft., lb.....	0 12
Lead sheets, 4 to 8 lbs., s. ft.	0 11
Cut sheets, ¾c lb. extra, and cut sheets to size. 1c. lb. extra.	
Solder, guaranteed, lb.	0 38
Solder, strictly, lb.	0 35
Solder, commercial, lb.	0 33
Solder, wiping, lb. 0 31	0 35
Solder wire (8 gauge)—	
40-60	0 36¾
45-55	0 39¾
50-50	0 42½
Zinc sheets, casks	0 17
Do., broken lots	0 18

No Changes Made In Old Material

Montreal

OLD MATERIAL.—Since last report there has not been much change in the situation. As far as iron and steel scrap go, there has been a natural waiting attitude, in view of the controversial nature of price fixing in the States on steel. There have been no changes of any account and prices are held as below.

Dealers' Buying Prices—		
Pipe scrap, ton	8 50	9 00
Stove plate, ton	....	15 00
No. 2 busheling	....	5 00
Old rubbers, boots and shoes ...	0 06	0 06½
Overshoes, lumbermen's rubber boots	....	0 03½
Bicycle tires	....	0 03
Automobile tires	0 04	....
Yellow brass	....	0 08½
Red brass	0 12	0 12½
Light brass	0 06	0 07
Scrap zinc	....	0 04¾
Heavy copper	0 13	0 13½
Wrought iron, No. 1, per gr. ton	....	11 00
No. 1 machinery cast	....	18 00
Heavy melting steel	....	10 00

Copper is Down; Lead; Tin; Spelter

Montreal.

INGOT METALS.—Reductions have been made this week on copper, tin, lead, and spelter. This is prompted, in part, by the very quiet state of trade. Antimony is firmer.

COPPER.—Price basis on this has been reduced to 18c per pound. This has not prompted much actual business yet, and the demand is light.

TIN.—Prices have been reduced in this market and the basis is now 56c per pound. Supplies are fully equal to all demand, and demand is not considered active.

LEAD.—Large smelters in the States have lowered prices again to a limited extent and the early lead was soon followed by others. Prices here have weakened somewhat, the quotation being 6¾c to 7c per pound.

ANTIMONY.—Some strength developed in antimony during the week and sales are made here on the basis of 8½c per pound, which is half a cent up.

SPELTER.—A lower price is being quoted this week, 8½c per pound being the basis. This is a reduction of half a cent.

ALUMINUM.—Trading is confined to small proportions and there is little new feature. Prices remain unchanged at 40c per pound.

PIG IRON.—All interested await developments on the U. S. side. In the meantime, prices here hold at $45.00 per ton.

TORONTO MARKETS

TORONTO, April 17.—Changes are again quite numerous this week and important. Sash weights have undergone revision downward, along with horse rasps. One line of English cutlery has been received and prices just issued to the trade show quite a substantial advance; the lines affected include pocket and table cutlery; butcher knives, etc. Pipe fittings have declined and the same is true of many lines of brass goods. Boilers and radiators are lower and closet seats and tanks have declined $1.50 each.

Jobbers report business better and in some lines trade is showing up very well. Report from retail centres indicate that quite a nice turnover is being handled in the majority of instances.

English Cutlery Registers Advance

Toronto.

CUTLERY—Jobbers' prices on Joseph Rodgers & Sons' cutlery have been revised this week in accordance with manufacturers' latest invoices, and the present scale provides for a substantial advance all along the line. The lines affected include pocket cutlery, table cutlery, butcher knives, skinning knives, and kindred goods. The new quotations range from 10 to 12½ per cent. above former levels.

Decline Named On Horse Rasps

Toronto.

HORSE RASPS.—Revision of the discount applying on Heller's horse rasps has been made and on the new basis a decline has been provided for. The present discount to the trade is 6½ per cent. from standard lists.

Sash Weights Record Decline

Toronto.

SASH WEIGHTS.—A substantial decline has been recorded this week in sash weights, prices on the solid dropping $1.00 per 100 pounds to $3.25 and the sectional being reduced from $5.50 to $4.75 per 100 pounds.

Wash Boards Revised Downward

Toronto.

WASH BOARDS—A new list on wash boards adopted last fall by the jobbers has been replaced by list in effect immediately preceding that date and this has resulted in a revision of prices downward. The present scale of quotations is as follows: Pony, $2.35 per dozen; Improved Globe, $5.15; Neptune, $5.15; Standard Globe, $5.15; Original Globe, $5.65; Jubilee, $5 80; Newmarket King, $5.80; Western King (enamel), $8.00; Beaver (brass), $7.35; Diamond King (glass), $6.30.

Lower Prices on Pipe Fittings

Toronto.

PIPE FITTINGS.—Pipe fittings are again under revision downward, the new discounts named this week providing for a substantial decline. The discounts which are now in effect are given as follows: Cast iron fittings, 20 per cent.; plugs, 35 per cent.; bushings, 35 per cent.; standard unions, 50 per cent.; malleable fittings, Class A, black, 50c per pound; galvanized, 60c; Class B, black, 21c per pound; galvanized, 30c; Class C, black, 14c per pound; galvanized, 21c.

Dart unions are also lower, ¼ to 2 inch being quoted at a discount of 25 per cent., and 2½ inch and larger, 15 per cent.

Brass Goods Record Decline

Toronto.

BRASS GOODS.—A general revision downward in brass goods amounting to about 5 per cent. has been recorded this week. Practically the entire list is affected, the new discounts now ruling being given as follows: Compression work, standard, discount off list, 50 per cent.; high grade, 49 per cent.; fuller work, standard, 45 per cent.; high grade, 38 per cent.; basin cocks, No. 0 standard, 40 per cent.; Nos. 1 and 2, 40 per cent.; bath cocks, compression, 50 per cent.; bath cocks, fuller, 45 per cent.; flatway stop and waste cock, standard, 50 per cent.; high grade, 47 per cent.; Roundmay stop and waste cocks, standard, 50 per cent.; high grade, 47 per cent.; basin cocks, No. 0 and 1, fuller pattern, 45 per cent.

Change Discount of Escutcheon Pins

Toronto.

ESCUTCHEON PINS.—A decline is provided for in the new discount named on brass escutcheon pins this week of 5 per cent. from standard lists. There is no change made in the steel escutcheon pins, which remain at the discount of 50 per cent.

Closet Tanks and Seats Down $1.50

Toronto.

CLOSET SEATS, TANKS. — Lower prices have been named on closet seats and tanks; the decline amounting to $1.50 each. Those with oak tank and seat are now being quoted at $25.50, and enamel

iron or white vitro tank are being quoted at $27.50.

Boilers, Radiators Go Still Lower

Toronto.

BOILERS, RADIATORS.—Still lower levels have been reached in the prices applying on boilers and radiators. This follows on the heels of quite a substantial decline a few weeks ago. Manufacturers here indicate that this change is not representative of a market condition, but is the result of competition originating in the United States. It is indicated that some interests, evidently in an effort to stimulate business, began cutting prices, and this resulted in big factors reducing their quotations materially. Prices here have been revised to offset outside competition, steam boilers going down 3 points, standard radiation 6 points, and wall radiation 8 points. No change has been made in the round hot water boilers.

Nails Unchanged; Wire Prices Hold

Toronto.

NAILS, WIRE.—There has been no change in the situation on nails shown this week. There is a fair amount of business being done, but no desire to buy beyond immediate requirements is noticeable. Wire nails are being quoted at $4.70 per 100 pounds base, and cut nails at $4.75 per 100 pounds base.

Prices recently named on wire are holding without change, the smooth steel wire base of $5.00 per 100 pounds prevailing. There is comparatively little business passing.

Rope Prices Holding Steadily

Toronto.

CORDAGE.—Locally there have been no new developments in the situation on rope. Prices are held without change and business is waiting for consuming demand to absorb supplies taken into stock around April 1. From primary points the news is that little buying interest is showing itself. Buyers are hoping that the market will be easier and consequently restricting purchasers to absolute needs. Quotations in effect here are: Pure manila, 34c per pound, base; British manila, 30c; New Zealand hemp, 30c; sisal, 27½c; sisal lath yarn, 27½c.

Activity in Coal Oil; Gasoline, Too

Toronto.

OILS, GASOLINE.—Activity marks the sales of coal oil and gasoline with the approach of warmer weather. Dealers report the volume of business good and movement to consuming channels increasing. Prices are unchanged for the week, coal oil ranging from 19½c to 22½c per gallon, according to grade and gasoline being quoted at 33c per gallon.

Stoves Still Hold; Wares Moving

Toronto.

STOVES, WARES.—There has been no revision made as yet in the price of stoves, and opinions seem divided as to just what may develop in this regard. Some announcement seems likely in the next few days. Outside of the summer lines there is little doing, but gas, electric, coal oil and gasoline stoves are selling fairly well.

There is a very good volume of business being handled in all lines of wares at the new scale of quotations recently adopted.

STOVE PRICES MAY ADVANCE

The various interests connected with the stove manufacturing industry met on Wednesday of this week to discuss conditions relating to their lines. There was a strong feeling among the foundrymen that in view of the labor advances which have had to be met, that prices on stoves and ranges might be forced upward before fall.

It is true there have been some reductions in steel and iron, but labor plays such a large factor in the cost of stoves that to-day it must be considered the determining element in final price worked out. There is no certainty that present schedule of labor will be maintained, and it is quite safe to say there will be no cheaper men available—the tendency rather is the other way and a further advance in wages would surely work out in an advanced price on the finished stove. Steel and iron would have to decline enormously to offset this, and it is not thought prices on the raw material will recede sufficiently to overcome advancing labor costs.

United States manufacturers are, it is indicated, faced with the same problem of increased labor costs and may be compelled to adopt a higher schedule of prices on the manufactured lines before very long.

Better Trade in Iron and Steel

Toronto.

IRON AND STEEL.—Jobbers report business better. It is not large, but the orders are coming in a little oftener and the trade feel much more cheerful over volume of sales than they have for some time past. Prices show no change, the following being prevailing figures:

Common bar steel	4 25	4 50
Common bar iron	$4 25	$4 50
Refined iron	4 65	4 90
Angle base	4 50	4 75
Horseshoe iron	4 50	4 75
Tire steel	4 45	4 70
Mild steel	4 25	4 50
Norway iron	11 50	15 00
Toe caulk steel	5 15	5 45
Sleigh shoe steel	4 25	4 50
Band steel, No. 10	4 50	4 75
Do., No. 12	4 75	5 00
Spring steel	9 50	11 50
Mining drill steel	21 00	30 00
Sheet cast steel	0 42	0 45
Tool steel	0 22	0 80

Slight Readjustment Made in Black Sheets

Toronto.

SHEETS, PLATES.—A slight readjustment has been made in some quarters on black sheets and basis now prevailing seems fairly well established. Whether price fixing will govern or open market rule is still the question with the trade, and some feel that the open market will win out. If it does, the opinion is held that quite a further substantial drop may be made to get down to absolutely rock-bottom figures, and get business moving along in large volume again.

The trade which is coming to hand now is considered splendid, however. It isn't coming in big chunks, but it is coming often, and this indicates a good healthy condition in the trade. Jobbers are well satisfied with volume of sales. Galvanized sheets hold without change.

BLACK SHEETS—	Per 100 lbs.	
10 gauge	$5 00	$5 45
12 gauge	5 05	5 50
14 gauge	5 10	5 15
16 gauge	5 20	5 25
18-20 gauge	5 80	....
22-24 gauge	5 85	....
26 gauge	5 90	....
28 gauge	6 00	....
3-16 inch plate	4 90	6 25
¼-inch boiler plate	4 50	5 80

Prices shown are for full cases. An extra charge of from 25c per 100 lbs. is made for less than case lots.

GALVANIZED SHEETS—		
10¾ oz.	$8 25	$8 50
U.S. 28	7 95	8 20
U.S. 26	7 65	7 90
22 and 24	7 50	7 75
18 and 20	7 35	7 60
16	7 20	7 45
12 and 14	7 10	....

Prices shown are for full cases. An extra charge of 25c per 100 lbs. is made for less than case lots.

Eavetrough Holds; Corrugated Sheets, Too

Toronto.

CORRUGATED SHEETS, EAVETROUGH.—The decline recorded last week of 10 per cent. in eavetrough, conductor pipe and kindred lines is now generally in effect. This brings prices in the East in line with Western figures, which were recently altered. Manufacturers report quite an active demand for these lines and sales increasing.

Corrugated sheets are moving out in fair quantities to the trade, but no change in price is reported, the quotations shown herewith still standing.

Corrugated Sheets—	Per 100 sq. ft Gal'zed	Painted
No. 28 gauge	$8 25	$7 00
No. 26 gauge	9 00	8 00
No. 24 gauge	13 50	10 00
No. 22 gauge	16 00	12 50
No. 20 gauge	19 00	16 00
No. 18 gauge	24 00	19 50

Discount, 7½ per cent.

On shipments of 300 lbs. and over, freight is allowed south and east of and including North Bay; also several western counties in Quebec Province. Places north and west of North Bay, the freight is equalized on North Bay. For Quebec and Maritime Provinces, freight is equalized on Montreal.

Wrought Pipe Steady at New Figures

Toronto.

WROUGHT PIPE.—The situation as it affects wrought pipe is unchanged this week, the revisions named and re-

ported in last week's issue being steadily maintained. Manufacturers report some business offering and are in good shape to handle same. Prices appear in current market quotations.

Further Readjustments Made in Boiler Tubes

Toronto.

BOILER TUBES.—Prices issued last week on boiler tubes have been readjusted again, some sizes showing a slight downward move and others a slight upward move. Jobbers have worked out the present schedule carefully and anticipate present basis will now stand until the next general revision, which they indicate may be some months away. Prices to-day follow:

BOILER TUBES—	Per 100 feet Seamless	Lapweld
1¼ inch	27 00	.....
1½ inch	28 00	.....
1¾ inch	30 00	26 00
2 inch	30 00	26 00
2¼ inch	33 00	28 00
2½ inch	40 00	32 00
3 inch	46 00	38 00
3¼ inch	.....	45 00
3½ inch	56 00	42 00
4 inch	70 00	54 00

Traps and Bends Active; Prices Hold

Toronto.

LEAD AND ZINC PRODUCTS. — Manufacturers report a distinct improvement in the sale of lead traps and bends in the last week or two, better than for some months in fact. The reduction in price has perhaps influenced the placing of some orders, but manufacturers see in the movement an increased need for the material which all hope will continue. Other lines are without special feature and are a little quiet the past couple of weeks. Prices seem fairly steady and no great variety from present levels is looked for in the immediate future at least.

Lead pipe, lb.	....	$0 11½
Lead waste pipe, lb.	....	0 12½
Lead traps and bends	....	15%
Lead wool, lb.	....	0 14
Lead sheets, 4 to 6 lbs., sq. ft., in rolls, lb.	0 11	0 12½
Cut sheets ½ to ¾c lb. extra and cut sheets to size, 1c lb. extra.		
Solder, guaranteed, lb.	0 35	0 37
Solder, strictly, lb.	0 33	0 37
Solder, commercial, lb.	0 30	0 36
Solder, wiping, lb.	0 29½	0 32½
Solder, wire, lb.	0 40	0 45½
Zinc sheets, per lb.	....	0 17

Market Still Rather Dull

Toronto.

OLD MATERIALS.—Little interest is yet markedly apparent in the situation on old materials. Dealers are not buying and there is no demand, the situation apparently hingeing on the outcome of the Peace Conference and the terms which may be made there. The steel situation in the United States is still in an unsettled state too and this is not tending to improve the general situation any.

Dealers' Buying Prices—		
Tea lead	....	0 03
Heavy lead pipe	....	0 04
Pipe scrap	....	8 00
Stove plate, per ton	....	10 00
No. 2 busheling	....	8 00
Yellow brass	....	0 06
Red brass	....	0 08½
Light brass	....	0 05
Scrap zinc	....	0 05
Heavy copper	....	0 15
Wrought iron, No. 1, per gr. ton	....	15 00
No. 1 machinery cast	....	14 00
Heavy melting steel	....	9 00
Old rubbers, boots and shoes	0 06	0 06¼
Overshoes, lumbermen's rubber boots	....	0 04½
Bicycle tires	....	0 04½
Automobile tires	0 03½	0 04

Ingot Metals Seem Steadier

Toronto.

INGOT METALS.—A steadier basis of quotations seems to have been arrived at in ingot metals and little variation from present figures is looked for in the immediate future. There is a fair amount of trading being done but this is not overly large.

COPPER.—Primary markets show some interests shading prices slightly in an effort to stimulate business, but this has not been reflected locally where quotations range from 18c to 20c per pound. There is a fair amount of the red metal moving.

TIN.—New developments are not shown in operations affecting tin. Stocks are small, some orders being handled and the price maintained at around 60c per pound.

SPELTER.—The actual volume of business is not large but there is more interest in this metal. The price holds at 8¼c to 8½c per pound. Ample supplies are reported.

LEAD.—The market seems to have reached the bottom for the present at least. A better feeling prevails as sales are somewhat improved and stocks being reduced to a very good margin. Prices range about 7¼c per lb.

ALUMINUM.—This metal is without change and quotations nominally held at about 50c per pound. Buyers could probably shade the price 10c if they wanted supplies.

ANTIMONY.—No interest is being taken in antimony from all accounts. The price is still 8c per pound.

LONDON MARKETS

LONDON, Ont., April 17.—An important change is that noted this week in pocket and table cutlery, which along with butcher knives and kindred lines, shows an advance of from 10 to 12½%. A change has been recorded also in some American guns, rifles, and ammunition, the latest prices issued providing for an advance. Declines have occurred here in wrought pipe, nipples and couplings. Cotton twine, horse rasps and shellac have followed the downward trend, whereas at least one pattern of lawn rakes has gone higher.

Business here continues good as applied to both the city and country trade. Spring lines are moving forward in very good quantities, and the trade as a whole is well satisfied with business being handled.

Pipe, Couplings, Nipples Are Lower

London, Ont.

PIPE FITTINGS.—The new price list just recently established on wrought pipe is in effect here. The figures shown in the current market quotations are the ones prevailing on this market. Wrought nipples have declined, 4 inch and smaller now being quoted at 60 per cent. discount from list; 4½ inch and larger, 50 per cent.; 4 inch and under, running thread, 30 per cent. Wrought couplings are also changed, 4 inch and under now being quoted at 40 per cent. discount and 4½ inch and larger 20 per cent.

Decline Named on Clout Nails, Tacks

London, Ont.

CLOUT NAILS.—Copper clout nails have come in for revision downwards this week, now being listed at $2.00 per pound and subject to a discount of 60 and 15 per cent. Copper tacks are also lower and are now being quoted at $2.25 per pound with a discount of 60 and 15 per cent.

There is a fair sale of wire nails at an unchanged base of $4.70 per 100 pounds; cut nails are also unchanged at $4.75 per 100 pounds

Pocket, Table Cutlery Higher

London, Ont.

POCKET, TABLE CUTLERY.—New prices have just come to hand on Joseph Rodgers, pocket and table cutlery, which show a substantial advance over figures formerly in effect. The new scale of quotations are about 10 to 12½ per cent. higher than those formerly in effect. Pocket knives are being quoted as follows: No. 32,341, 1 blade, 3 inch, $8.25 per dozen; 3¼ inch, $8.75; 3½ inch, $9.70; No. 32,345, 2 blade, 2¾ inch, $10.65 per dozen; 3 inch, $11.65; 3¼ inch, $13.10; 3½ inch, $14.55; 3¾ inch, $16.00; No. 32,352, boy's, one blade, $6.55 per dozen; pen knife, No. 17,749, two blade, ivory or buff, $14.05 per dozen.

Table knives, No. 3,744, are quoted at $14.80 per dozen.; No. 3,749, $13.90; Dessert knives, No. 3,744, $11.60 per dozen and No. 3,749, $10.75.

Butcher, Skinning Knives Also Up

London, Ont.

BUTCHER KNIVES.—The change on Rodgers' cutlery extends also to butcher knives and skinning knives. The advance

on these lines amounts to from 10 to 12½ per cent. The Rodgers butcher knife, No. 1,707 by 6 inch is now being quoted at $7.40 per dozen; 6½ inch, $8.00; 7 inch, $9.25; 8 inch, $11.10; 10 inch, $18.85; 12 inch $25.25; and 14 inch, $38.50; Skinning knife No. 1,707 by 5½ inch is now quoted at $7.40 per dozen and 6 inch, $7.70.

Wrapping Twine Revised Downward

London, Ont.

TWINE.—Prices locally have been revised on cotton wrapping twine, the 3-ply now being quoted at 66c per pound, and the 4-ply at 70c per pound, these figures representing a decline from former levels.

Horse Rasps Down; Rope Unchanged

London, Ont.

HORSE RASPS, ROPE.—There has been a decline this week in the price of the Heller horse rasps. The decline amounts to about 12½, the new discount to the trade being 62½ per cent. off list.

There has been no change made in the basis on rope. There is a fair sale in progress, but this is not heavy by any means. Quotations which are being named are for the pure manila, 34c per pound, base; British manila, 30c; New Zealand hemp, 30c; sisal, 27½c.

Lawn Rakes Up; Garden Tools Move

London, Ont.

LAWN RAKES, HARVEST TOOLS. —There has been an advance this week in the price of Dunn's pattern lawn rake. This new price which is now being quoted to the trade is $6.50 per dozen.

Jobbers report that there is a very good demand for garden and harvest tools, the price remaining at the unchanged discount of 17½ per cent. from list.

Guns, Rifles, Ammunition Higher

London, Ont.

GUNS, RIFLES, AMMUNITION.— A change has been made in the price of the Winchester shot guns and rifles. On the new basis quotations will show an advance over former figures. The new price is determined by adding 10 per cent. to standard list.

A change has also become effective on American ammunition which advances about 9 per cent. New prices are determined by adding 22½ per cent. to list.

Winchester shell primers have also recorded an advance and are now being quoted at 22½ per cent. advance on list.

Sporting Goods Enjoy Activity

London, Ont.

SPORTING GOODS.—Practically all lines of sporting goods are now starting to move and a good season is looked for on these lines. Prices generally on baseball goods are higher for the present season, a 15c baseball being about the lowest retail price available; the price on this line is $1.20 to the trade. The American League Ball, which used to retail at $1.50 each, will now have to sell for $2.00; the price to the trade being $16.80 per dozen. Indications are that gloves and mitts and kindred lines are higher in proportion.

Activity in Oil Stoves and Ovens

London, Ont.

OIL STOVES, OVENS.—More activity is noted in regard to the sales of oil stoves and ovens. Sales at the present time are considered quite satisfactory and prices remain at unchanged figures. Perfection oil stoves, 2 burner, are now quoted at $14.06 each; the 3 burner, $18.19; and the 4 burner at $23.06. Perfection oil stove ovens, No. 21 G, are quoted $4.31 each; No. 22 G at $5.44; No. 41 G, $4.31; No. 42 G, $5.44. McClary's glass front oven No. 70 is quoted at $4.25 each.

Shellac Lower; Down 50c Gallon

London, Ont.

Shellac. — The larger packages of shellac have declined this week 50c per gallon, with the small sizes being reduced proportionately. The new scale of prices which is provided by this decline is for the white, 1 gallon, $4.25 per gallon; ½ gallons, $4.40; ¼ gallons, $4.55; pints, $7.35 per dozen; ½ pints, $4.05; ¼ pints, $2.35; and ⅛ pints, $1.25. The orange shellac is quoted in 1 gallons at $3.75 per gallon; ½ gallons, $3.90; ¼ gallons, $4.05; pints, $6.60 per dozen; ½ pints, $3.70; ¼ pints, $2.15; and ⅛ pints $1.20.

Putty, Glass, White Lead in Oil Steady

London, Ont.

PUTTY, GLASS, WHITE LEAD.— The situation in respect to putty is without change. There is a very small demand and prices are well maintained, the standard in 100 pound drums being quoted at $6.75 per 100 pounds; and in 25 pound drums at $7.00. Pure putty is quoted at an advance of $2.00 per 100 pounds over these figures.

The situation in regard to window glass is without change. There is very little moving to the trade, and discounts are maintained at unchanged figures. Single and double diamond glass is quoted at 25 per cent. discount from list, with cut lights quoted at 10 per cent.

A somewhat better sale is noticeable for white lead in oil. This has not yet assumed very large proportion, but gives an indication of how trade is improving. The pure white lead in oil in ton lots is quoted at $16.30 per 100 pounds, and in less than tons $16.65.

Linseed Oil Firm; Turpentine Strong

London, Ont.

LINSEED OIL, TURPENTINE.—The market on linseed oil remains very strong and there is no indication of any break in present prices on seed. A much better movement of oil to the trade is reported and outlook is considered encouraging. Prices to-day are shown below.

Reports from primary points reveal a strong situation there. Receipts from the new crop are practically nil yet and sales represent a pretty heavy total. The outlook seems to be for high prices for some time to come. Quotations follow:

Linseed Oil	Raw	Boiled
1 to 2 berrels, gal.	$1 72	$1 75
3 to 5 barrels, gal.	1 71	1 74
6 to 9 barrels, gal.	1 69	1 72
Less barrels, add 10 cents gallon.		
Turpentine—		
1 barrel lots, gal.		$1 10
2 to 4 barrel lots, gal.		1 09
5 gal. lots, gal.		1 20

WINNIPEG MARKETS

WINNIPEG, April 17—Price changes during the week show many changes of importance to the hardware trade and affect quite a number of the staple lines. Those undergoing revision are wrought iron pipe, cap screws, set screws, wrought iron washers, stove bolts, copper and iron rivets and soldering coppers, all of which lines register declines from former quotations.

Business in general is reported better and in many instances, wholesalers are reported to be very busy rushing out spring goods.

Cap and Set Screws Decline

Winnipeg.

CAP AND SET SCREWS.—Cap and set screws show a reduction in price during this week of 10%, the former now being quoted at 15 and 10%, while the discount on the latter is 20 and 10%.

Wrought Washers Decline About $2.00

Winnipeg.

WROUGHT WASHERS. — Wrought washer prices, which have remained unchanged for the past eight months, have undergone a revision and new prices show a reduction of approximately $2 per 100 lbs. To-day's selling prices are as follows:

WROUGHT IRON WASHERS

Size of Bolt	Per 100 lbs. Full Cases	Less
3-16 inch	$16.40	$16 90
¼ inch	14 40	14 90
5-16 inch	13 55	14 05
⅜ inch	12 55	13 05
7-16 inch	11 80	12 30
½ inch	11 35	11 85
9-16 inch	11 25	11 75
⅝ inch	11 10	11 60
¾ inch	11 00	11 50

⅞ inch	10 90	11 40
1 inch	10 90	11 40
1⅛ inch	10 90	11 40
1¼ inch	11 10	11 60
1½ inch	11 10	11 60
2 inch	11 45	11 95

Twenty Per Cent. Drop in Stove Bolts

Winnipeg.

STOVE BOLTS. — New prices just to hand on stove bolts show a reduction of 20% below former quotations, the new discount to-day being 60% off the list.

Copper Rivets and Burrs Down 10 to 15%

Winnipeg.

COPPER RIVETS AND BURRS.—Due to the heavy drop in the copper market new prices have been announced by manufacturers of copper rivets and burrs, showing reductions of from 10 to 15% below former quotations. To-day's net prices are as follows:

Copper rivets and burrs, assorted, No. 8, 52c; No. 10, 55c per lb.

Copper rivets only, No. 8, 46c; No. 10, 50c; No. 12, 54c per lb.

Copper burrs only, No. 8, 46c; No. 10, 50c; No. 12, 54c.

Ten Per Cent. Drop in Iron Rivets and Burrs

Winnipeg.

IRON RIVETS AND BURRS.—Prices on all lines of iron rivets have also been reduced approximately 10%, based on new steel prices, and are effective immediately. To-day's selling discount is 30 and 10% off the standard list. Net prices are now as follows:

Coppered Iron Rivets and Burrs—No. 8, 28c; No. 10, 30c per lb.

Coppered Iron Rivets only—No. 8, 17c; No. 10, 18c per lb.

Coppered Iron Burrs only—No. 8, 30c; No. 10, 32c per lb.

Tinned Rivets only—No. 8, 22½c; No. 10, 23½c per lb.

Tinned Burrs only—No. 8, 36c; No. 10, 38c per lb.

Carriage Rivets—No. 6, ⅜ inch, 16c; ½ to ⅝ inch, 14c; ¾ to ⅞ inch, 13½c; 1 inch and longer, 13c per pound.

Carriage Rivets—No. 0, ½ to ⅝ inch, 13c; ¾ to ⅞ inch, 13c; 1 inch and longer, 12½c per pound. No. 1, ½ to ⅝ inch, 13c; ¾ to ⅞ inch, 13c; 1 inch and longer, 12½c per pound. No. 3, ½ to ⅝ inch, 13c; ¾ to ⅞ inch, 13c; 1 inch and longer, 12½c per pound.

Hame Rivets, No. 7—¾ inch, 14½c; ⅞ inch, 14c; 1 inch, 13½c lb.

Section Rivets, No. 6—⅜ and 7-16 inch, 16½c; ½ and ⅝ inch, 14½c; ¾ and ⅞ inch, 14c; 1 inch and longer, 13½c per pound.

Tinners' Rivets, Black—8 oz., 14c; 10 oz., 15c; 12 oz., 16½c; 14 oz., 17½c; 1 lb., 18c; 1¼ lb., 20c; 1½ lb., 23½c; 1¾ lb., 26c; 2 lb., 28c; 2½ lb., 36c; 3 lb., 39c; 3½ lb., 45c; 4 lb., 50c; 5 lb., 63c; 6 lb., 70c; 7 lb., 83c; 8 lb., 95c per M. Tinned, 8 oz., 20c; 10 oz., 23c; 12 oz., 24c; 14 oz., 27c; 1 lb., 30c; 1¼ lb., 34c; 1½ lb., 40c; 1¾ lb., 45c; 2 lb., 50c; 2½ lb., 63c; 3 lb., 72c; 3½ lb., 85c; 4 lb., 95c; 5 lb., $1.18; 6 lb., $1.35; 7 lb., $1.62; 8 lb., $1.83 per M.

Soldering Coppers Down 4c Pound

Winnipeg.

SOLDERING COPPERS.—Following the drop in other articles of copper manufacture, new prices have been announced on soldering coppers, showing a further reduction of 4c lb., base, making to-day's selling prices as follows:

3-4 lb., per pair, 49c; 1 lb. per pair, 48c; 1-2 lb. per pair, 45c; 2 lb. per pair, 44c; 2 1-2 lb. per pair, 43c; 3 lb. per pair and over, 42c per lb.

Wrought Pipe Somewhat Easier

Winnipeg.

WROUGHT PIPE. — Prices on wrought iron pipe show a slight reduction during the week, based on new prices just to hand from the manufacturers, and new net prices now effective are quoted herewith:

WROUGHT IRON PIPE

Inch	Per 100 feet. Black	Galvd.
⅛	$5 40	$7 65
¼	4 91	7 20
⅜	5 00	7 34
½	6 66	8 37
¾	8 33	10 71
1	12 33	15 75
1¼	16 65	21 29
1½	19 94	25 43
2	26 82	34 25
2½	43 07	54 77
3	56 40	71 70
3½	73 68	92 70
4	87 25	109 80
4½	100 26	127 80
5	116 82	148 50
6	151 52	193 50
7	223 20	.....
8L	234 90	.....
9	324 00	.....
10L	301 50	.....

Linseed Oil Holding Firm

Winnipeg.

LINSEED OIL.—Linseed oil prices show no change during the week, holding firm at former quotations, with stocks adequate for the demand, which is reported normal. Prices are confirmed as follows: Raw linseed oil, $1.80 per gallon; boiled linseed oil, $1.83 per gallon; in single barrel lots.

Turpentine Steady at Firm Levels

Winnipeg.

TURPENTINE. — Turpentine prices still hold firm on the local market, and no immediate change is anticipated. Stocks are reported in good shape to take care of the spring trade, which is expected to be fairly good. To-day's prices are as follows: Barrel lots, $1.25 gallon; half barrel, $1.28 gallon; 5 gallon lots, $1.30 gallon; 1 gallon lots, $1.30 gallon, plus the usual extras for containers.

PITTSBURGH MARKETS

PITTSBURGH, Pa., April 17.—The finished steel market is absolutely stagnant. The flow of orders after the price reductions that became effective March 21, soon subsided, showing that not a great deal of business had previously been held back in anticipation of the price reductions. The average of buying since March 1 to date has been much less than the average during January and February. Why the market should not become more active instead of less active is very difficulty to understand. Of course the matter of price enters, but still there is always a considerable volume of business that is placed, irrespective of price. Equally difficult to understand is the high rate of operation that the mills maintain. In point of percentage of capacity the production may not seem heavy, but the case is different when one reflects that present capacity is 40 per cent. greater than capacity in 1914, being now fully 49,000,000 tons of steel ingots a year, against 35,000,000 tons in 1914. Actual production in the two best years before the war, 1912 and 1913, was only between 30,000,000 and 31,000,000 tons. Yet below are given annual rates of production in the past three months, computed from the monthly reports of the Institute, covering the output of 30 companies reporting monthly, which made 84.03 per cent. of the total steel in 1918 together with the percentage of production to capacity, taking the latter at 49,000,000 tons:

	Tonnage rate	Percentage
January	42,000,000	86 9
February	41,700,000	85 1
March	37,900,000	77.3

The present rate is about 70 per cent., or 34,000,000 tons, but that is a rate 10 per cent. greater than the best output in a year before the war. Practically complete statistics of steel ingot production in 1918 are now available, making the following comparison:

1905	19,463,180
1910	25,154,087
1915	31,284,212
1916	41,401,917
1917	43,619,200
1918	43,027,000

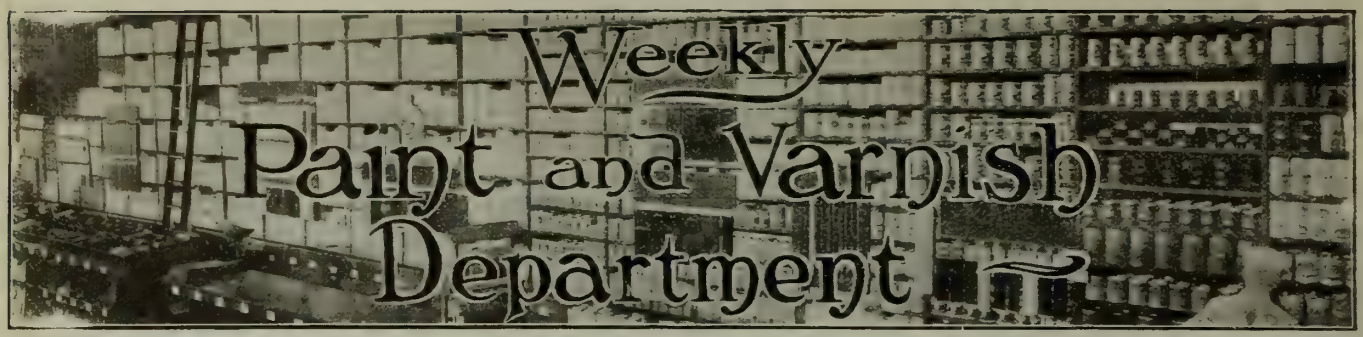
Price Uncertainties

Steel producers naturally take the position that the present abstention of the public from buying is due to the controversy in Washington over prices, between the Industrial Board and the Railroad Administration, but the public had an opportunity to buy at the price reductions of March 21, before it became known that the director-general would not pay them, and the public did not do so to any great extent.

There is no possibility of the director-general "accepting" the new steel prices. He has made it clear that he regards them as altogether too high, and he has also expressed disapproval of the idea that it is in the best interest of country for the public to be encouraged, by announcement that prices will not be reduced for the remainder of the year, to buy at these prices if they are too high.

That the prices are very high is obvious. The Government prices were not especially high, in the circumstances of the war, but now conditions are different. There were heavy taxes, and when the war ended large sums had to be written off for various adjustments. By the time the Steel Corporation was through with its adjustments it had only $199,000,000 to report as regular earnings for 1918, this being about one-

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Impress Value and Service of Paint

How Dealer is Selling Greater Gallonage Under High-Price Conditions Than He Did in Normal Times—Builds Up Trade By Convincing Customers of Value They Are Receiving

HOW in the name of Sam Hill can a fellow conduct his paint department on a service basis, when he's got to be everlastingly bucking against paint prices?" asked a retail paint and varnish dealer after reading our little lay sermon on service extension recently.

Did you ever watch a good game of rugby football, Mr. Painter?

Did you notice that the big fellow, head down, bucking the centre line, time after time, seldom got very far?

And did you notice that the lightweight, fleet-footed flying wing with his head up usually gets farther down the field with the ball?

Rugby fans call that an end run.

There's a young hardware clerk up country that's got the end run on the high price situation down pat.

He and his boss don't think of his methods in football terms—but just the same they have given up useless bucking the line on the price situation, and they're making end runs with their paint sales.

Here's the Idea

Here is how this young chap got the idea—just as he told it to the boss:—

"Do you remember that old Martin house up on the hill, before Dad sold it to Bill Watson?"

The boss remembered.

"And you remember that he had a 'For Sale' sign on it for two years, without anyone showing any worry about buying it?

The boss's memory was still good.

"You also recollect selling Dad $20.00 worth of paint for that house and not long after Billy Watson took it off his hands?"

The boss's recollection was perfect.

"Alright then," said the clerk, "let me give you a little inside history on that deal."

"I'm listening," said the boss.

Decides to Paint Up

"Dad needed the money for that house, and needed it quick. Heaven knows he tried hard enough to sell it, too."

"One day he said to me, 'Son, I'm going to get a grey hair or two if that house don't sell pretty soon."

"'Want to sell it that bad?' I asked."

"'I sure do,' he replied."

"'Well, why not buy a little paint and I'll paint it up for you,' I offered."

"'You're on' came back at me quick and so I went to work."

"The upshot was that within two weeks Billy Watson came along and offered him $200 more than he had formerly asked for it."

"Well," remarked the boss with an air of 'What's the big idea?'"

"Afterwards you took me on in the store here, my first real interest was in watching you sell paint, dickering over prices, and fussing yourself up generally over your customer's protests."

"Thinking back over that paint deal on the Martin house I asked myself if Dad ever kicked about the high price of paint—not when he thought of the $180 extra clear profit that he made on it."

Show the Customer

"Then it occurred to me that there ought to be some other way of selling paint besides yours—it came in a flash;—if I can make the customer see what he is getting out of his purchase and keep him from thinking what we are getting out of it, paint sales will be both easier and bigger."

And that young man to-day is selling a greater gallonage of paint under high price conditions than his boss ever did in normal times.

He is making highly profitable end runs around and past high price difficulties by impressing his customers with the service and value they can obtain from paints and varnishes.

Avoid Comparison

By purposely steering clear of any comparison of present prices with former prices he saves himself and his customer a lot of useless worry. He does, however, contrast the comparatively low price of paint with the high cost of doing without it.

Price never scares this chap. He is unlike a good many dealers who scare themselves stiff over high prices, then proceed to scare their trade by eternally drawing their attention to what is and what used to be.

When necessary he lets a property owner know about his father's $200 return on a $20 paint investment.

Knowing the price of lumber for replacement on property that is deteriorating, it don't take him long to convince his customer that the price of paint is a compara-

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In City or Country
Moore's Paints

There is little in common between the huge skyscraper of the crowded city and the small pioneer's cottage of the open prairies. In one essential only have they a common interest, and that is **Paint.** It spreads its colour and adds a touch of beauty to both of them.

Moore's Paints have proven their worth and staying qualities against the dust, smoke and grime of city conditions, as well as standing the test of raging elements in unprotected places. You take no risks by lining up with a **Moore Agency.** Moore's Paint is so 100% efficient under all conditions that it sells on its merits.

Write us to-day for our interesting agency proposition.



Benjamin Moore & Co., Limited

West Toronto
Ontario

tively small item with the service it renders in protection.

With women customers, he compares the service, and if necessary the price, of a quart of floor paint with the cost of a new carpet or a new rug.

Compares Service

He compares the service of a half-pint of household enamel or varnish stain on an old piece of serviceable furniture against the cost of a new piece.

Now mark you, his comparisons boost his paint department—they don't knock it—likewise they can be measured in terms of service rendered to his customers.

This young man carries on sales in his paint department on the basis of service—and in spite of high prices.

And his efforts don't rest behind the counter.

What advertising he is able to do talks service in the same manner as he conducts his sales. He even went to the extent of getting the advertising department of his supply house to write a letter to his trade along this line.

The moral is:—Don't try to buck something you can't help—make an end run around your difficulties. In this instance trade was kept and build up on the policy of convincing the customer that he was getting value and service out of all proportion to the price asked.

Conservation Boosts Sales—Possibilities For Wood Preservatives

Have Been Little Understood By Average Buyer Until Recently, Because Materials Were Cheap and Plentiful — Value Recognized Now By Farmers, Contractors, Architects and Others

PRESERVATIVES for wood have been scarcely understood by the average man because there has been little demand for such material; but to-day, when the conservation of timber is absolutely essential, it is an important consideration with engineers, architects, contractors and farmers.

The recognized specifications of all preservative oils as used by foremost engineers call for "An oil obtained by the restrictive distillation of bituminous coal." The reason for this lies in the fact that by distillation, one reaches the valuable anthracene oil which is only obtained from coal tar. This particular product is further qualified by specific gravity, of from 1.09 to 1.13, a high flash and burning point; also by allowing no distillation under 235° C. (or 450° F.) as well as limiting the tar acids to 1% or 2%. By this means the following advantages are secured:—

Penetration of the wood, resistance to heat from the sun, no evaporation unless heated to approximately 500° Fahrenheit. This oil has high permanent antiseptic properties which insure any wood against decay, for in a non-evaporatable oil form it is permanently in the wood.

Coal tar distillation has reached the highest efficiency in England and it is from this source that most of the oil used by the large railroad and other corporations draw their supplies. In the States as well as in England these high grade oils should not be confused with creosote, under which heading one buys to-day a production from wood tar and light oils taken from coal tar pit. These have little preservative value, for one loses up to 50% by evaporation in a short time, besides which the tar acids are injurious to spikes, nails, etc., which they assist to destroy.

The following is a rough and interesting idea of that which is obtained from coal tar:

At a heat from	On First Distillation.	On the Redistillation
100° to 190° F.	Ammoniacal Liquor	Water, Ammonia, Sulphides, etc.
190° to 320° F.	Light Oil	Naphtha, Benzole, Phenol, Dyes, etc.
320° to 500° F.	Carbolic Oils	Cresols, Carbolic Acid, Picric Acid, Pyridine, etc.
500° to 750° F.	Anthracene Oil	"Letteney" and other high grade wood preserving oils.
750° and over	Hard Pitch	

Says Varnish Prices Likely to Stay Firm

That there is likely to be a steady and maintained basis for varnishes is the opinion of W. W. Ingersoll, vice-president and secretary of the Dougall Varnish Company, Montreal. Mr. Ingersoll, to HARDWARE AND METAL, stated that there was unlikely to be any lower price on varnish under existing conditions.

"One of the big factors at present in maintaining the market is the high price of linseed oil. Many raw materials are still costing as much as ever, and altogether prices are likely to hold," said Mr. Ingersoll.

As to the container situation, there has been little relief from a price standpoint. Manufacturers contracted for supplies months ago and are operating with the stocks they contracted for. There has been less difficulty in securing these, of course, and this is a source of satisfaction in that it makes for a less interrupted delivery. Manufacturers will, it is expected, be in a position to take care of orders promptly.

In speaking of general conditions, Mr. Ingersoll said: "Present business is in a satisfactory condition, and there is a very good movement. As to the future, I would not venture to say what it will be, but we hope the season will be a good one."

The future situation will depend, materially, upon the trend of the linseed oil market. If the supply is short, prices will rule high. Much depends upon the Argentine situation. There is seed there, but with a big demand for shipping, with strikes the order of the day in many places, and with the season approaching rapidly when these supplies are needed, there is no indication of immediate readjustment on raw material, or on finished product.

NEW CONTROLLING FACTORS IN PAINT

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terial have advanced and been in effect for some time. Even then, when he has made new prices, these have sometimes not gone into effect until after announcement had been made that prices would advance. Take the United States paint maker, on the other hand. His prices advanced more frequently, and he was always quick to do this when his cost for raw material increased. He then raised his prices at once. Here in Canada, changes have frequently been held off for a considerable time."

In the opinion of Mr. Black there will be no lower-priced paint for many months, probably not this year at all, and if so, late in the fall. Wage sheets have not been lower, containers have cost as much as before, and all ingredients entering into paint manufacture have ruled on a high basis, with a few exceptions. Some commodities have even gone higher.

Views of the West

Speaking of Western Canada, from which he has just returned, Mr. Black expressed encouragement regarding conditions there. "There seems to have been a general deferring of buying there on the part of the retailer, but orders are now coming in. Some of the jobbers were expecting orders to come in earlier in the year. Weather conditions have really been less favorable than they have in the East, but a better spirit in manifest there now, and the feeling expressed by jobbers and manufacturers regarding the future is a good one. Conditions seem to promise well."

TO CONFER AT CLEVELAND

A special meeting of the paint manufacturers of the United States will be held at Cleveland, on Tuesday, April 22, to consider matters if importance connected with the general readjustment situation. The varnish manufacturers have been invited to join in the discussion.

The annual meeting of the National Association of Window Glass Manufacturers will be held at Atlantic City the last week in June or the first week in July. The committee of arrangements consists of W. S. Phillips, chairman; L. S. Cunningham and W. L. Graham.

YOUR SALES AND PROFITS

To the greater extent depend on the quality of the goods with which you supply your customers. When you give them first quality goods backed up by good live advertising, you are laying the foundation for future business and increased sales and profits.

TRADE ELASTICA MARK.

PAINTS AND VARNISHES

are built on reputation for always being of first quality, and the wise dealers, the ones who are looking for future sales and profits, are the ones who are now selling the complete ELASTICA line. This line is complete with a Paint and Varnish product for every purpose and all bearing the Trade Mark that has been recognized for years as the standard of perfection in Varnishes.

This is your opportunity to increase your sales and profits. A letter from you will bring particulars of our attractive proposition. Why not write now?

INTERNATIONAL VARNISH CO. LIMITED.

VANCOUVER MONTREAL TORONTO HALIFAX WINNIPEG

TD DEVELOP BICYCLE SALES DISPLAY EARLY

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ticles being so small, it is unwise, Mr. Rolland believes, to leave them out where pilfering would be invited. Then a permanent placing of various accessories can be maintained within the cases, which would otherwise be impossible.

Sell For Cash

In a general way sales are made for cash. This is not a difficult thing to accomplish, Mr. Rolland pointed out. For instance when a man wants a bicycle he has planned his ideas ahead of time. He, expects, in nine cases out of ten, to pay spot cash. He cannot send away and get it under any other terms. Besides, at a cash price he knows that he is likely to get a close quotation, closer than would be likely were he to seek time in which to pay. And it has therefore been usual here to make sales for spot cash.

The seasons vary and weather conditions naturally have something to do with the turnover. Mr. Rolland expects the coming season to be a good one and in the average season the number of wheels sold will run from 35 to 40. There is prospect of a larger number selling each season. There also is an increasing desire to have a good, dependable wheel that will 'stand the racket' and deliver efficiency all around. Men, especially, want a good wheel, while the boys will do with a less costly mount.

Profit on Accessories

In view of the fact that bicycle prices ars usually more or less established for a given grade of wheel, the experience of Mr. Rolland has been that of developing as extensively as possible a greater movement of accessories. It is true, he pointed out, that a man will pay $10 more for a wheel than he formerly did, but of course this does not mean that the dealer can get a larger profit than before. And so accessories are looked to for the real profits in a large number of cases.

Need Accessories

It was pointed out, that with the sale of a bicycle, the clerks were expected to sell accessories of such a nature as the customer would probably have to buy. He should have, perhaps, an extra inner tube, a special wrench, and odd tools that were not included in the tool bag equipment. Here was an opportunity to suggest these things and many others. The plan of suggesting has worked out well here and good sales have been made those buying bicycles.

It is worthy of note that the boy will, when wanting an alarm for his bicycle, very often buy a Klaxon or the like,while the man will buy a bell. In like manner, the boy will purchase the cheaper tire cover or inner tube, and the man the better grade, paying a little more for it.

In the average season about 100 tire covers will be disposed of here, and of inner tubes many more. Stock is turned several times per year, and of the smaller accessories, such as patching and repair outfits, wrenches, spokes, cements, grips, etc., the turnover is much greater. Pumps are especially active sellers.

Sell Many Flashlights

"We sell a great many flashlights," said Mr. Rolland. "In the summer season the sale is larger than in the winter, and we will turn our stock many times. We would sell,perhaps, $600 to $700 worth per month. In the winter months the figures would be about one-half this.'

Asked as to how the sales of this line were developed, Mr. Rolland stated that they always kept these lines well displayed. They are shown in a case, and the display is made neatly and the samples are attractive and kept free from dust and finger marks.

Need Good Battery

But one of the most important things is that of giving every customer a good battery with the lamp he has selected. These batteries are tested right before the customer so that he may see what he is getting in the way of a strong, live battery. And with the stock turning many times—probably once a month —the stock is kept fresh. Thus, when the customer has taken away his lamp and with the battery giving weeks of service, he is almost sure to return for refills. He is particular about this, Mr. Rolland said, and believed that he would secure real value by coming back here for supplies required subsequently.

Retail Associations May Be Amalgamated

WINDSOR.—Amalgamation of local Retail Merchants' Associations into one organization embracing the counties of Essex and Kent, is again a live issue. The proposal was brought forward last fall, but during the winter no active effort was made to ascertain the attitude of the retailers affected.

Now, however, the Border Cities R. M. A., from which branch the suggestion originally emanated, have received the assurance of representative merchants and officers of organizations in Chatham, Blenheim, Leamington, Kingsville and Amherstburg, that these towns and cities are ready for the move to cooperate with Ford, Walkerville, Windsor, Sandwich and Ojibway, with the ultimate object in view of forming one large association, to embrace all Western Ontario, and to be constituted along lines similar to the Western Ontario Associated Boards of Trade.

A somewhat similar movement is circulating among the Chambers of Commerce and Boards of Trade, the tendency being towards centralization. Recently a deputation representing the larger towns of Essex and Kent Counties attended a meeting of the Border Chamber of Commerce and offered suggestions along these lines. Consideration of the proposal has been promised by the local executive.

Trade Inquiries

792. **Agricultural implements.**—A London company, whose operations cover the United Kingdom, Scandinavia, Poland, Siberia, Caucasus, and South, Central and North Russia, is desirous of getting into touch with Canadian manufacturers of agricultural implements. They are establishing a factory for reassembling and other purposes and also a demonstration field. Canadian manufacturers interested should forward complete catalogues with present prices.

793. **Wire nails.**—A London firm wishes to purchase supplies of wire nails, and invites offers from actual Canadian manufacturers.

794. **Woodenware and hardware.**—An important London company, who are large buyers of broom handles, implement handles, washboards, dowels, clothes pegs, and all kinds of small turnery, are prepared to place orders for large and regular quantities with Canadian manufacturers, and in this connection to send out a representative to Canada if prospects of securing supplies are favorable. In the meantime they would like to hear from actual Canadian manufacturers possessing the necessary output capacity for handling export trade.

795. **Fancy goods.**—A London firm wishes to secure sole agency for the United Kingdom of Canadian manufacturers of vulcanite combs, manicure requisites, hot-water bottles, and toilet specialties.

797. **Enamelware.**—A Liverpool firm wishes to communicate with exporters of the above.

798. **Corn brooms and whisks, brushes.**—A Liverpool firm wishes to hear from exporters of the above.

799. **Household woodenware.**—A Liverpool firm wishes to hear from exporters of the above.

800. **Office furniture and equipment.**—A Liverpool firm wishes to get into touch with manufacturers of the above.

806. **Asbestos plaited packing,**—A Liverpool firm asks to be placed in touch with exporters of the above.

807. **Rubber surgical tubing.**—A Liverpool firm is in a position to place orders for all sizes of the above.

811. **Barbed wire.**—A Liverpool firm asks for quotations on 25-ton lots of the above.

812. **Net fencing wire, galvanized fencing wire, No. 8.**—A Liverpool firm asks for quotations on carload lots of the above.

813. **Bolts and nuts.**—A Liverpool firm asks for quotations on carload lots of cup square, square and hexagon round hexagon nuts and bolts.

815. **Iron shoe rivets and tacks.**—A Liverpool firm is in the market for the above.

828. **Corn brooms, woodenware, etc.**—A Glasgow importer wishes to hear from exporters of the above with a view to purchase or agency.

829. **Boxboard.** — An Edinburgh firm wishes to get into touch with manufacturers of boards suitable for making folding boxes and cartons.

834. **Iron bars.**—A Glasgow firm asks for offers of 16 tons of the above, in accordance with specifications which may be obtained from the Department of Trade and Commerce, Commercial Intelligence Branch, Ottawa.

768. **Lighting glassware.** A firm of Australian importers desires to receive catalogues and wholesale quotations, on the basis of f.o.b steamer of the following lines of Canadian glassware: Upright gas chimneys, straight and normal, with side holes—clear and opal glass and also fancy colored glass blobes. Clear inner cylinders and bulbs, 3-lug fitting in 48, 54, 63 and 70 mm. diameter for inverted burners. Clear, half-frosted, half-opal, and fancy colored globes for inverted burners in 70, 80, 85, 100 and 120 mm. diameter, flange fittings. The quality required to be similar to "Jena" or "Thermo."



Varnish Quality–plus

Ultimate economy in varnish buying is determined not only by quality, but by adaptability, as an unsuitable varnish may do as much harm as a poor one. Even the smallest consumers have learned that it costs much less to prevent varnish mistakes before applying than to rectify them afterwards.

For every possible use there is a specially adapted Berry Brothers' Finish that can be depended upon to produce the desired results.

Liquid Granite for floors and all interior work exposed to hard wear, Luxeberry White Enamel, Luxeberry Wood Finish, Luxeberry Wall-Finishes and Luxeberry Spar Varnish are a few of the many finishing products for which the demand is large and continuous owing to their long established record for uniform dependability.

PARTIAL LIST OF DISTRIBUTORS OF BERRY BROTHERS' PRODUCTS

Sanderson Pearcy & Co., Ltd.	Toronto	Wood, Vallance & Adams, Ltd.,	Calgary, Alta.
Frank A. Gillis Co.	Halifax, N.S.	Revillon Wholesale, Ltd.	Edmonton, Alta.
A. M. Bell & Co., Ltd.	Halifax. N.S.	Hunter-Henderson Paint Co., Ltd.,	Vancouver, B.C.
Lariviere, Inc.	Montreal, Que.	Wood, Vallance Hardware Co., Ltd.,	Nelson, B.C.
L. H. Gaudry & Co.	Quebec, P.Q.	Marks, Clavett, Dobie Co., Ltd.,	Port Arthur, Ont.
Wood, Vallance, Ltd.	Winnipeg, Man.	Whites, Ltd.	Collingwood, Ont.

BERRY BROTHERS INC
World's Largest Makers
Varnishes and Paint Specialties

WALKERVILLE, ONT.

(753)

WEEKLY PAINT MARKETS

MONTREAL

MONTREAL, April 17—No actual changes of price have been made this week on linseed oil. The difficulties of the crushers have not been reduced to any extent, however, and the Argentine seed situation is still a dominating factor, Canadian seed being in short supply. Whether improvement will come soon enough to ease the price basis is not now clear. A great deal hinges on transport accommodation. If this is available from time to time, and the export to other countries does not take all the supply that can be carried, Canadian mills should get their requirements.

Oil Market Strong; Argentine Factor

Montreal.

LINSEED OIL—"There is seed in the Argentine but we cannot be sure that we will get adequate supplies from there." This is the manner of sizing up the flaxseed situation by a Montreal crusher. There seems to have been no difficulty of filling orders from the trade up to this time. But there is a real likelihood of shipping playing an important part still in delivery of seed to the mills. Canadian stocks are limited and with the busy season about to open there will be every need for increased supplies of oil. Prices are holding this week, with a strong undertone prevailing.

Raw—	Imp. Gal.	
1 to 4 bbls.	$1 65	$1 71
5 to 9 bbls.	1 65	1 70
10 to 25 bbls.	1 65	1 69
Boiled—	**Imp. Gal.**	
1 to 4 bbls.	$1 67½	$1 73½
5 to 9 bbls.	1 67½	1 72½
10 to 25 bbls.	1 67½	1 71½

Still Shortage of Turpentine

Montreal

TURPENTINE—While some of the jobbers who handle turpentine in a small way have been advancing their prices, the paint trade has not made any advance this week. Some are not offering stock at present, but are still booking at $1.10, subject to the receipt of supplies, which are eagerly awaited. There is no promise of improvement from a price standpoint.

Turpentine—	Imp. Gal.	
1 to 4 barrels		$1 10
Small lots	$1 17	1 22
Small lots		1 16

(Packages extra).

Putty Has Held; Good Sales Made

Montreal.

PUTTY—Prices have held with a decided firmness of undertone. Oil prices are responsible for this in large measure, and there seems likely to be no reduction now. Higher prices are, it is considered, more likely, though there is no suggestion of this at this time. A seasonably good movement is reported.

Standard Putty—	5 ton	1 ton	Less
Bulk, in barrels	$5 00	$5 25	$5 60
Do., ½ barrels	5 15	5 40	5 75
Do., 100 lbs.	5 85	6 10	6 45
Do., 25 lbs.	6 10	6 35	6 70
Do., 12½ lbs.	6 35	6 60	6 95
3 and 5 lb. tins	8 10	8 35	8 70
1 and 3 lb. tins	8 60	8 85	9 20
Do., in 100 lb. cases.	7 15	7 40	7 75

Pure linseed oil putty, $2 per 100 lbs. advance on above prices.

Glaziers' putty—$1.60 per 100 lbs advance on above prices

Terms—2%, 15 days, net 60.

Oil Firming Factor For White Lead in Oil

Montreal.

WHITE LEAD IN OIL—Trade is developing very satisfactorily on white lead in oil, and in accordance with oil prices, the undertone is steadily firm. Supplies are adequate to meet trade demands and orders will naturally be looked for as the season progresses and painting becomes general. Five ton lots are held at $15.50 per 100 lbs.; ton lots at $16 and smaller quantities at $16.35.

Paints and Varnish Have Strong Tone

Montreal

PAINTS, VARNISHES—"Not only are paints firm, but the present conditions rather justify an advance," said a large paint manufacturer to HARDWARE AND METAL this week. An increase was not anticipated by this informant, but with continued high prices for labor and material it is expected that markets will hold with much strength of undertone. The same conditions holds with respect to the varnish market. A large varnish maker stated that there was nothing to indicate lower prices for some time. The condition of business is satisfactorily reported on both lines.

TORONTO

TORONTO, April 17.—Linseed oil prices are very firmly held and there is no indication of any easing away at the present time. Turpentine has advanced in some quarters, resulting in a narrowing of the range of prices. Reports from primary points indicate a very strong market there. Much more activity is noticed all the way through on lines associated with the paint trade. Mixed paints, varnishes, white lead in oil, are all enjoying a great volume of business, and outlook is considered very bright.

Strong Feeling in Linseed Oil Markets

Toronto.

LINSEED OIL.—There is no sign at present of any break in linseed oil prices. The market on seed is holding quite steadily and this condition seems general. Reports from the United States indicate that they expect a considerable allotment of Argentine seed, but with the big demand now manifesting itself for oil, this expected arrival has not exercised any bearish effect on the market. Crushers in the United States and Canada now state that they are really busy. The volume of orders coming to hand in the last week or ten days from both jobbers and manufacturers is heavy and a splendid season is confidently looked for. The tone of the trade is decidedly optimistic. Range of prices this week is as follows:

Linseed Oil—	Raw	
1 to 2 barrels, gal.	$1.74	1$1.80
3 to 5 barrels, gal.	1.73	- 1.79
10 bbls. and over	1.71	- 1.77
	Boiled	
1 to 2 barrels, gal.	$1.76½	-$1.83
3 to 5 barrels, gal.	1.75½	- 1.82
10 barrels and over	1.73½	- 1.80

Prices shown are those ruling on Thursday of current week and subject to daily fluctuations of the market.

Range Quotations on Turpentine Narrows

Toronto.

TURPENTINE.—The range of prices on turpentine has narrowed this week through an advance in some quarters of 2c per gallon. Every indication of a strong market is evident. Sales from primary points are heavy, receipts of new crop turps small, with a consequent reduction in stocks on hand. Reports from the South all carry bullish sentiments, and that prices may go slightly higher seems the present outlook. Locally the quotations are as follows:

Turpentine—	Imp. Gal.
1 barrel (barrel included)	$1.12-$1.15
2 to 4 barrels (barrel included)	1.11- 1.14
5 gallon lots	1.22- 1.25

Orders For Mixed Paints Improving

Toronto.

MIXED PAINTS.—Although spring







Nearly Two Centuries Old

Brandram's Genuine B-B White Lead

Do they not mean something to you,—these pictures? Look at them. A long and honorable history is behind them.

Canada was largely a wilderness when Brandram's Genuine B-B White Lead was first made. Napoleon has come and gone. The United States has come into being—and now Germany has fallen. Steam power, electricity, telephone, telegraph, wireless, submarines, airplanes—these have all come into being since the Brandram process was discovered.

1919 is using out of the same pail as 1745? Exactly the same process was used in making the white lead (Brandram's Genuine B-B) of 1745, as is used in making that of 1919. In the world competition which has been waged all these years, the Brandram process is the only survivor of all the white lead processes which were in use at the time it came into being.

This is the white lead which is used in B-H "English" Paint, and in all other Brandram-Henderson paint products employing a white base.

Your guarantee lies in that two centuries of history. No one else can give a guarantee of the same character

Write us for our attractive Agemcy proposition

BRANDRAM-HENDERSON LIMITED

MONTREAL HALIFAX ST. JOHN TORONTO WINNIPEG
MEDICINE HAT CALGARY EDMONTON VANCOUVER



orders are supposed to have been shipped out, manufacturers report a very good volume of business coming to hand, with some repeat orders lined up with the others. Retailers are evidently campaigning hard and the reports gathered from retail centres are generally pretty optimistic over amount of business they expect to do. Prices are steady and well maintained.

Steady Movement White Lead in Oil

Toronto.

WHITE LEAD IN OIL.—There is what might be termed a steady movement of white lead in oil to the trade. This is slightly improved in the last couple of weeks and is expected to increase as the season advances. Prices have held without change for the week at the following figures: Pure lead in oil, $15.80 per hundred pounds in 5-ton lots; $16.30 per hundred pounds in ton lots, and $16.65 per hundred pounds in less than ton lots. The various brands are shown in the current market quotations.

Plate Glass Hard to Get; Putty Steady

Toronto.

GLASS, PUTTY.—Reports from the manufacturers state that real good plate glass is hard to get and prices are very firmly maintained. Window glass is without any feature of interest. Stocks are ample and market conditions tend to firmness. Whether efforts to stimulate business may result in some price-cutting, is hard to say. Discounts shown in current quotations are unchanged.

Putty is quiet and prices hold at following figures:

	Per 100 lbs.		
Standard Putty—	5 ton	1 ton	Less
Bulk, in barrels	$5 30	$5 55	$5 90
Do., 100 lb. irons	6 15	6 40	6 75
Do., 25 lb. irons	6 40	6 65	7 00
Do., 12½ lb. irons	6 65	6 90	7 25
Bladder, in barrels	7 05	7 30	7 65

Pure putty advance $2 per 100 lbs. over above prices.

PITTSBURGH MARKET REPORT

Continued from page 71

fourth more than the best showing before the war. The corporation's total profits, however, from which various deductions had to be made by reason of the war, amounted to some $550,000,000, and it may readily be computed that if in 1919 its total profits were one-half as much, or $275,000,000, its taxes would be about $57,000,000, leaving, after paying subsidiary bond interest, about $10 000,000 more than the earnings shown for 1918. As the 1918 profits were made at Government prices, with shipments at 88 per cent. of the present capacity, it can readily be seen that large price reductions can be made and leave very substantial earnings, provided there is anything like full operation. The difficulty in this whole price controversy is simply this, that relatively light production is expected and large profits per ton are desired in order to pay the overhead. Thus the statement has been made that it cost $46 a ton to make Bessemer rails in January, and no doubt it did, but a very considerable part of the $46 was overhead, for the Bessemer rail production was very light.

The steel producers are now very much divided in attitude as to prices. Some, of course, hold that the director-general is wrong in his contention, and that he has done much harm in refusing to endorse the proposed prices. Others, however, and a rapidly increasing number, rather take sides with the director-general, and as price stability seems now out of the question, favor an open market as the quickest and best way to get business started. Those who want an open market are the optimists, in that they believe it is possible to get business going again. Those who want to maintain prices, however optimistically they may talk, are pessimists, believing that conditions are such that business cannot be stimulated and that it is better to get as large profits per ton out of the business that must be placed from day to day, no matter what the price.

Pig Iron

The blast furnace interests were not satisfied with the Industrial Board adjustment of prices, feeling that steel products were not reduced nearly enough in proportion to the pig iron reduction of $4.25, which they computed was 14 per cent. Since then the dissatisfaction of the merchant furnaces with attempts to regulate the market artificially have greatly increased. The merchant furnaces want an open market, as they had practically all the time before war time Government price regulation came. They had their good years and their poor years and they are willing to average up now as they did in the past. Their costs are high and they feel the way to get costs down is to blow out, which the furnaces are doing now in increasing numbers.

It may be asked why there is not an open market in pig iron if the furnaces want one. Possibly there is already. One can only ascertain by inquiring for a reasonable tonnage, and of such inquiry there is none.

The Lake Superior iron ore interests are reported to be dissatisfied with price regulation. Their trouble is that the fancy freight rates on ore from mine to lake dock have not been reduced. They are blamed with asking high prices for ore, at Lake Erie dock, when a large part of the cost is freight, and the ore roads stand to make very large earnings, which will go into the Railroad Administration's revolving fund and help to make good the lighter earnings of other roads, under the Government guarantee as to earnings.

Simon Peters, hardware dealer, of Waldheim, Sask., accompanied by his wife and daughter, has just returned from California, where they spent the last two months on a vacation.

WORK COMMENCED

Actual construction work was commenced this week on the $6,000,000 Canadian subsidiary plant of the General Motors Corporation at Walkerville, Ont. Ground was broken for the first time Monday morning, although gangs have been employed for some time removing old buildings on the 38-acre site purchased last fall.

Erection of the Walkerville plant, as a Canadian branch, is part of a large extension scheme embracing an expenditure of $37,398.000. as announced by President Durant, of the G.M.C., recently.

Following closely upon the heels of the announcement of a policy of wide extension, comes the statement from the president of a profit-sharing system which will be inaugurated provided the stockholders vote favorably upon the proposal at their next meeting, slated for April 30, at Wilmington, Delaware, whereby employees of the corporation will benefit from the establishment of an employees' savings and investment plan, under which employees will share in the profits and be encouraged in thrift. The scheme is this: for every dollar invested annually in the fund by the workmen, the corporation will place another dollar to his credit, the limit being paced at $300 yearly. It will bear interest at six per cent. In any case the employee will not be allowed to deposit more than ten per cent. of his earnings.

NEW BRANCHES OF R. M. A. FORMED

J. C. Campbell, District Secretary of the R. M. A., recently organized branches at Sterling, Tweed, Marmora, Madoc, and Belleville, Ont. The officers of the new branches, so far as received, are as follows:

Belleville: Pres. D. V. Sinclair; 1st Vice, Arthur Wallbridge; 2nd Vice, E. R. McBride; Treas., Wm. Doyle; Sec., W. D. Hanley.

Marmora and District: Pres., F. N. Marett; 1st Vice, D. Shannon; 2nd. Vice, D. Narrie; Treas., Mr. Connor; Sec. F. M. Gladney. Madoc: Pres., Benson O'Hara; Sec., E. C. Tufts. Sterling: Pres., Geo. H. Leury; 1st Vice., R. A. Eliot; 2nd Vice, L. Meiklejohn Treas., M. G. Cooke; Sec., Fred T. Ward. Tweed: Pres., J. D. Taylor; 1st Vice, Chas. Kerr; 2nd Vice, Felix Rashotte; Treas., Chas. Clarke; Sec., J. J. Quinn.

Sterling meets the second Monday each month; and Tweed the third Friday.

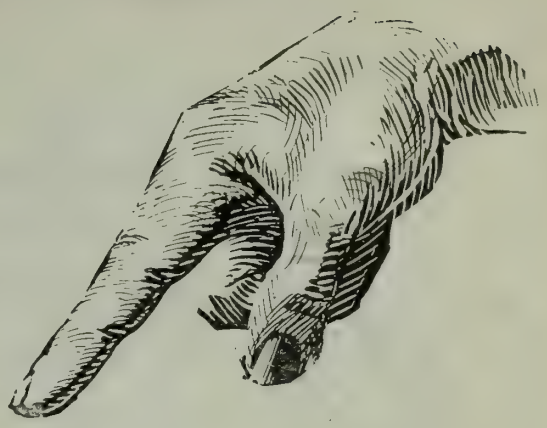
Brockville Branch of the R. M. A. are expecting to hold a banquet on the 23rd inst., and have invited Messrs. E. M. Trowern, Henry Watters, and J. C. Campbell to be present.

It is proposed to hold convention of the different branches of the R.M.A. in the county of Hastings in Belleville, some time in June.

Mr. Smith of Smith & Hargraves spent a few days in the city calling on the jobbing trade.

THIS SPRING WILL BE A PAINT SPRING

DRESS UP YOUR WINDOW WITH



BUY W-S-S WAR-SAVINGS STAMPS



THEY ARE EVERY ONE BUSINESS GETTERS

PLACE A CAN OF EACH ON YOUR COUNTER, AND WATCH THEM SELL THEMSELVES

The Ramsay Line

of

Paints ***Varnishes*** ***Stains*** ***Enamels***

The people throughout Canada are going to be told why they should use more Paint, Varnishes and Stains. They will naturally ask for the *"THE RIGHT PAINT TO PAINT RIGHT"* and the great majority of prospective paint users know that RAMSAY'S is that *PAINT.*

IT IS A GOOD IDEA TO GET OUR DEALER PROPOSITION

A. RAMSAY & SON COMPANY

MAKERS OF PROPERTY PRESERVING PAINTS AND VARNISHES FOR 77 YEARS

TORONTO MONTREAL VANCOUVER

Revillion Wholesale Limited, Distributors Edmonton District

CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION

Dominion Metallics — B.B. Caps 25% B.B. Caps, 20%; 22 short, black, 22 long, black, 22 long, smokeless, 20%; 22 short lesmok or 22 long lesmok, 20%; 22 short, smokeless, 30%; 22 long rifle, black, 22 long rifle, smokeless, 7½%; other rim fire, 10%; center fire pistol, add 35% list; center fire sporting, add 60%; shot cartridges same as ball; brass shot shell, 20%; primers, add 35% list; empty shot shells, 5%; blanks, add 25%; bullets, add 40%.

Terms: Net 90 days, or 2% discount for cash in 30 days.

"Dominion" Loaded Paper Shells "Crown" Black Powder, 10% on list; "Sovereign" Bulk Smokeless Powder, net list; "Regal" Dense Smokeless Powder, net list; "Canuck" Shells, Smokeless, $41 per M, net; Empty Shells, 5%; 90 days net.

F.O.B. Montreal, Toronto, London, Hamilton.

AMERICAN AMMUNITION

List of Prices.

Subject to 12½% advance on list. B.B. caps, $3.50 per M.; B.B. caps, concave ball, $4.40; 22 short, $5; 22 long, $6; 22 long rifle, $7; 22 short smokeless, $5.35; 22 long smokeless, $7.50; 22 long rifle, smokeless, $8.75 per M.

Sporting Cartridges—Centre Fire Smokeless 303 Winchester, $72.25 per M.; 303 Savage, $72.25; 303 British, $95; 32 Winchester special, $72.25; 38-55 Winchester, $76; 401 Winchester self-loading, $76 per M.

Primers—Nos. 1, 1½ and 2½, $3.60; Nos. 1 and 2 (100 in box), $3.80; Nos. 1-W, 1½-W, 2½-W and 3-W and 5, and 5½, 100 in box, $3.80; Berdan Nos. 1, 1½, 2 (250 in box), $3.60; Berdan Nos. 1, 1½, 2 (100 in box), $3.80; new No. 4, $5.50; U.M.C., 33, $5.50.

Shot, standard, 100 lbs., Toronto, $16.45-$17.35; Montreal, $18; net extras, as follows, subject to cash discount only: Chilled, $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St John and Halifax freight equalized.

AUGER BITS

Standard List Prices per dozen.			
3/16	$ 6.00	18/16	$12.00
4/16	5.00	19/16	14.00
5/16	5.00	20/16	14.00
6/16	5.00	21/16	16.00
7/16	5.00	22/16	16.00
8/16	5.00	23/16	18.00
9/16	6.00	24/16	18.00
10/16	6.00	25/16	21.00
11/16	7.00	26/16	21.00
12/16	7.00	27/16	24.00
13/16	8.25	28/16	24.00
14/16	8.25	29/16	27.00
15/16	9.50	30/16	27.00
16/16	9.50	31/16	30.00
17/16	12.00	32/16	30.00

Discounts from Standard List prices:

Beaver, 57½%.
Ford's Auger Bits, 35 to 27½%
Gilmour Auger Bits, 47½%.
Gilmour Car Bits, 37½%.
Gilmour Eye Augers, 35%.
Gilmour Ship Augurs, add 10%
Rockford Auger Bits, 50 and 10%.
Irwin Auger Bits, 10% off list in Catalogue o. 10, 1905.

F.O.B. Toronto, Montreal, London and Hamilton.

AXES

Single Bits, doz.	$13 25	$16 00
Double Bit	16 50	19 50
Boys' Axes	12 00	14 00
Hunters' Axes	11 00	12 00
Bench—No 2, doz.	12 50	13 20
No. 3, doz.	13 50	14 20
No. 4, doz.	14 50	15 20

BABBITT

Prices on babbitt fluctuate with the metal markets and prices are quoted on application. Prices range from 8c to 75c a lb.

BARS, CLOTHES

No. 1, dozen	$ 8 00
No. 2, dozen	10 80
No. 3, dozen	8.40
No. 4, dozen	$10 00
No. 5, dozen	12 00
No. 6, dozen	14 00

BELTING (Leather)

Discounts apply to Revised List of Feb. 14, 1907.

Extra Quality, 30%.
Standard Quality, 30, 10%.
Side Lace Leather, lb..$1.70-$1.90
Cut Lace Leather, lb... 1.90- 2.20
F.O.B. Montreal, Toronto.

BELLS (Farm)

No. 1 x 40, lb.	$4 00
No. 2 x 50, lb.	5 00
No. 3 x 60, lb.	7 50
No. 4 x 100 lb.	10 00

F.O.B. Montreal, Toronto.

BOARDS, BAKE

No. 1, 18 x 24 in., dozen	$ 8 50
No. 2, 18 x 28 in., dozen	10 50
No. 3, 20 x 30 in., dozen	12 00

BOARDS, IRONING

No. 1, dozen $19 20

BOARDS, SLEEVE—

No. 3, dozen ..... $ 5 50

BOARDS, SKIRT—

No. 11, dozen	$11 00
No. 32, 5 x 12 in., doz.	$11 00
No. 35, dozen	25 00
No. 36, dozen	29 00

BOLTS AND NUTS

Discounts apply to list of Feb. 1, 1913.

Carriage Bolts ($1 list), ⅜ in. dia. and smaller, 6 in. and shorter, 35%.
Carriage Bolts ($1 list), ⅜ in. dia. and smaller, longer lengths, 20%.
Carriage Bolts ($1 list), 7-16 dia. and larger, 15%.
Machine Bolts, ⅜ in. dia. and smaller, 4 in. and shorter, 40%.
Machine Bolts, ⅜ in. dia. and smaller, longer lengths, 25%.
Machine Bolts, 7-16 in. dia. and arger, 25%.
Sleigh Shoe Bolts, all sizes, net list.
Coach and Lag Screws, 50%.
Square Head Blank Bolts, 25%.
Bolt Ends,, 25%.
Plow Bolts, 25%.
Elevator Bolts 25%.
Fancy Heal Bolts, 25%.
Shaft Bolts ($3 list), 25%.
Step Bolts, large head ($3 list). 25%.
Whiffltree Bolts, 25%.
Nuts, square, blank, add to list, .75.
Nuts, square, tapped, add to list $1.00.
Nuts, hexagon, blank, add to list $1.00.
Nuts, hexagon, tapped, add to list, $1.25.
Stove Bolts, 65%. Tire bolts, 50%
Terms: 2% off 30 days from date of shipment.
F.O.B. Montreal, Toronto, Hamilton, London, Ont.

BORAX

Lump Crystal Borax, lb. ...11c-12c
F.O.B. Montreal, London, Toronto.

BRASS

Spring sheets, 24 gauge and heavier, base	$0 35
Rods, base ½ to 1 in., round	0 34
Tubing, seamless, base	0 42
Copper tubing, iron pipe size, base, ¾ in. up to 3 in.	0 44

F.O.B. Montreal and Toronto.

BOILERS (Range)

30-gal., extra heavy	$14 50
30-gal., Standard	12 25

BOARDS (Wash), Zinc

	Doz.
Pony	$2 35
Improved Globe	5 15
Neptune	5 15
Standard Globe	5 15
Original Globe	5 65
Jubilee	5 80
Newmarket King	5 80
Western King (enamel)	8 00
Beaver (brass)	7 35
Diamond Ring (glass)	6 30

F.O.B. Newmarket.

BUTTS Wrought Steel:—

No. 840	5%
No. 800	2½%
No. 838	5%
No. 808	5%
No. 80 4	15%
Nos. 802, 842, 844	5%
Nos. 810 and 814	net list
No. 830	2½%

F.O.B. Toronto, Montreal, London, Hamilton.

Spring Butts

Chicago Spring Hinges, list + 5%.
Triplex Spring Hinges, 20-10%.
Chicago Mortise Floor (5,000) 20, 7½ and 5%.
Chicago Relax Floor (6,000), 25-10-10-2½%.
Chicago Premier (4000), 12½%.
Chicago Ajax (3,000), 12½%.
Chicago Fire Station, add 10% to list.
Lavatory Door Hinges, 20%.
Chicago Screen Door (2000), 40 2½%.
Chicago Screen Door (3000), 16 2-3 %.
Non-Hold Back Screen Door, on application. F.O.B. Chicago.

CANS

For discount on milk and cream cans, etc., see list under head of wares, etc.

CHAIN

	Proof Coil Fire Welded Mont'l	Proof Coil Fire Welded Tor'to	B.B. Fire Welded Mont'l	B.B. Fire Welded Tor'to
3-16 in.	$22.75	$21.40	$.....	$27.40
¼ in.	16.75	17.75	21.75	23.60
5-16 in.	14.15	14.60	19.00	18.40
⅜ in.	13.00	13.40	15.90	17.25
7-16 in.	12.75	13.15	15.65	16.65
½ in.	12.50	12.80	15.50	16.50
⅝ in.	12.35	12.75	15.25	16.15
¾ in.	12.25	12.70	15.10	16.00
⅞ in.	12.05	12.40	15.00	15.80
1 in.	11.90	12.30	14.85	15.65

	Electric Welded B.B. Mont'l	Electric Welded B.B. Tor'to
3-16 in.	$18.00	$19.00
¼ in.	14.95	16.00
5-16 in.	12.55	13.50
⅜ in.	11.35	12.25
7-16 in.	11.10	12.00
½ in.	10.95	11.80
⅝ in.	10.70	11.55
¾ in.	10.40	11.25

	Montreal and Toronto American Proof Coil Chain B.B.	B.B.B.
3-16 in.	$17.25	$.....
5-16 in.	14.25	17.25
⅜ in.	13.00	16.00
7-16 in.	12.75	15.45
½ in.	12.55	15.25
⅝ in.	12.25	.....

Electric Welded B.B.B.—Chain, ¼ in., $13.75; 5-16 in., $12; F.o.b Toronto.

Cow ties, 20%; trace chains net list; dog chains, 12½%; halter chains, 12½%; tie-out chains, 37½%; stail fixtures, No. 1 or heavy, $2 dozen; stamped, No. 3 or Dominion, $1.40 dozen; breast chains, No. 220, $16 dozen pairs. F.O.B. Montreal, Toronto, Hamilton, London.

CEMENT

Cement, per bbl., $3.25 in car lots; 80c. pe rbbl., or 20c each is allowed for sacks returned in good condition, freight paid.

Paris plaster, five-barrel lots $4.00; single barrel, $4.50. F.O.B. Toronto.

CHAIRS

Step ladder, dozen $27 00

CHURNS

List price hand churns—No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.

List prices power churns—No. 0 $11; No. 1, $11; No. 2, $12; No. 3, $13; No. 4, $17; No. 5, $20.

Discount of 20% f.o.b. Toronto Hamilton, Fergus, London, St. John, N.B.

Discount of 17½% f.o.b. Montreal, Ottawa, Kingston.

CHOPPERS, FOOD

Universal—Dozen—No. 0, $19.25; No. 1, $23.30; No. 2, $28.35; No. 3, $36.45.

Russwin—Dozen—No. 0, $19.20; No. 1, $23.40; No. 2, $28.20; No. 3, $36 60.

F. o. b. Montreal, Toronto.

CLOTHES LINE (Galvanized)

No.	Per 1000 ft.
17—7-strand, 100 ft. lengths	$6.85
17—7-strand, 50 ft. lengths	7 00
18—6-strand, 100 ft. lengths	5 60
18—6-strand, 50 ft. lengths	5 65
19—6-strand, 100 ft. lengths	4 75
19—6-strand, 50 ft. lengths	5 00

F.O.B. Montreal, Toronto, London

COPPER .. ... Montreal Toronto

Casting ingot, see weekly report.		
Rods, ½ to 2 in.	$30 00	$28 00
Plain sheets, base, 16 oz. and heavier	30 00	....
Copper sheet, tinned, 14x60 in., 14 oz.	34 00	36 00
Copper sheet, planished, base 16 oz. and heavier	40 00	50 00

Above prices are full sheets and bars. Cut sheets and bars are 5c per lb. higher.

COMBS

Curry combs: No. 111, $1.55; No 121, $1.70; No. 122, $2.25; No. 127 $2.25; No. 100, $2.80 per dozen.

F.O.B. Montreal, Toronto, Hamilton, London

CORD (SASH)

No. 6, lb.	71
No. 7, lb.	70
Nos. 8, 9, 10, 12	69

F.O.B. Montreal, Toronto, Hamilton, London

CANADA PLATES

	Prices nominal. Montreal	Toronto
Ordinary, 52 sheets.	$ 8 50	$ 8 00
Do., 60 sheets.	8 60	8 10

COKE, TIN PLATES

	Peb-box
IC, 20x28 base	$20 00
IX, 20x28 base	23 00
IXX, 20x28 base	27 00
IXXX, 20x28 base	31 00

F.O.B. Toronto

TERNE PLATES

I. C. 20x28, 112 sheets.....$20 50
F.O.B. Toronto.

"DOMINION CROWN BEST"—DOUBLE COATED TISSUE

	Nominal
IC, 14x20 base	$15 00
IX, 14x20 base	17 00
IXX, 14x20 base	19 00

F.O.B. Montreal.



Goods Well Displayed Are Half Sold

Every Hardwareman Who Sells

BABBITT METALS

MAY HAVE A HANDSOME SHOW STAND FREE

Write Us for Particulars

We Manufacture Babbitt, Solder, Lead Pipe, Sheet Lead---and we have Large Stocks of Ingot Metals.

Write our Nearest Branch for Prices

THE CANADA METAL CO., LIMITED

Head Office: TORONTO

BRANCH FACTORIES:

HAMILTON	MONTREAL	WINNIPEG	VANCOUVER
34 Jackson St. E.	50 Brennan St.	301 Chambers St.	1428 Granville St

Prepare for the Spring Paint Drive



We can supply you from a complete stock of the following lines:

- Pratt and Lambert's Varnishes
- Berry Bros. Varnishes
- Old English Floor Wax
- Crown Diamond Paints
- Johnson's Floor Wax
- O-Cedar Products
- Liquid Veneer
- Window Glass
- Paint Brushes
- Linseed Oils
- White Lead
- Dry Colors
- Turpentine
- Putty

Write us to-day for quotations

STEWART & WOOD, Limited., 82-84 YORK STREET TORONTO, ONT.

CLOCKS

Big Ben	$2 92
Good Morning, each	1 15
Lookout	1 45-1 50
Sleepmeter	1 65

F.O.B. Montreal, Toronto, London, Hamilton

CROWBARS, $10.50 per 100 lbs

DRILLS—

Standard Lists.

Blacksmiths', ½ in. x 2½ in. shank. List each.

⅛	$0.45	19/32	$1.20
5/32	.45	⅝	1.30
3/16	.50	21/32	1.40
7/32	.55	11/16	1.50
¼	.60	23/32	1.60
9/32	.65	¾	1.70
5/16	.70	25/32	1.80
11/32	.75	13/16	1.90
⅜	.80	27/32	2.00
13/32	.85	⅞	2.10
7/16	.90	29/32	2.20
15932	.95	15/16	2.30
½	1.00	31/32	2.40
17/32	1.05	1	2.50
9 16	1.10		

Intermediate sizes take list of next larger.

Bit Stock, list per dozen—

3/32	$2 70	⅜	$ 8 50
⅛	3 00	7/16	10 50
5/32	3 50	½	13 00
3/16	4 00	9/16	15 50
7/32	4 50	⅝	18 00
¼	5 00	11/16	21 00
9/32	6 00	¾	24 00
5/16	7 00	⅞	30 00

Bit Stock Drills	45%
Blacksmiths', ½-in. shank	40%
Straight Shank	40%
Straight Shank, wire	40%
Taper Shank	40%

DOORS

See Screen Doors.
F.o.b. Toronto.

EMERY CLOTH

See under Sandpaper.

ENAMELWARE

See prices under heading Wares.

FILES AND RASPS

Discounts below apply to list of Nov. 1, 1899.

	%
Great Western, Amer	50
Kearney & Foot, Arcade	50
J. Barton Smith, Eagle	50
P. H. and Imperial	50
Disston Brand	40
Globe	50
Nicholson	35
Black Diamond	35
Delta Files	20
Firth Files	50

F.o.b. Toronto, Montreal, London and Hamilton.

FITTINGS

Cast iron fittings, 20%; Malleable bushings, 35%; cast bushings, 35%; unions, 50%; plugs, 35% off list. Net prices Class B, black, 21c lb.; Class C, 14c lb.; galvanized, Class B, 30c lb.; Class C, 21c lb.

Toronto and Montreal.

GRILLS, ELECTRIC

Single heat, round	$7 50
Three heat, round	8 25

F.o.b. Toronto.

GRINDSTONES

	Per 100 lbs.
Over 40 lbs. and 2 in. thick	$3 00
Under 40 lbs.	3 25
Bi-Treadle, each	7 00

F.o.b. Toronto.

HALTERS (SNAP AND RING)

	Doz.
Russet rope shank, 1"	$11.25-$12.75
Perfect, No. 1½	13 20-13 80
Russet rope shank, 1¼ in.	13 85
Black rope shank, 1 in.	13 75
Black rope shank, 1¼"	12.50-13 85
Hand sewn, no shank, 1 in.	17 40
Hand sewn, no shank, 1¼".	18 75

Halters (Sisal)

7-16 in. gross, $24; 9-16 in., $36 F.o.b. Toronto, London—7-16 in., $2.10 doz.; ½ in., $2.65 doz.

HAMMERS, SLEDGE

Can, 5 lbs. and over, cwt.	$17 50
Masons, 5 lbs. and over, per cwt.	20 00
Masons, 5 lbs. and under	22 50
Napping, up to 2 lbs.	25 00

F.o.b. Montreal, Toronto, Hamilton, London.

HANDLES (WOOD)

All hickory handles, list, plus 10%. All fork, hoe, rake, shovel and mall. D handles, 10%. All other handles, net list. All neck-yokes, whiffletrees and double-trees, 10%. Wood hay rakes, horse pokes, 10%. Pike poles, ash or maple, net list.

F.o.b. St. Thomas, London, Strathroy, Toronto, St. Mary's.

HANGERS, BARN AND PARLOR

	List
Atlas, No. 0	$13 30
Atlas, No. 1	13 80
Atlas, No. 2	15 80
Stearns, 4 in.	9 75
Stearns, 5 in.	13 20
Perfect, No. 1	10 45
Storm King and safety hangers, doz.	10 60
Steel track, 1¼ in.	9 00-12 00

F.o.b. Montreal, Toronto.

HEATERS, ELECTRIC

Majestic, 1 Burner	7 50
Majestic, 2 Burner	11 25

F.o.b. Toronto.

HINGES, TEE AND STRAP

Heavy, Net Prices.

	Strap Doz. pairs.	Tee Doz. pairs.
4-inch	$ 2 70	$ 2 30
5-inch	3 33	2 88
6-inch	3 60	3 24
8-inch	4 86	3 69
10-inch	8 64	6 57
12-inch	10 71	10 44
14-inch	12 24	10 62

Light, Net Prices, figured at discount 10%.

3-inch, doz. pairs	$0 90	$0 90
4-inch	1 08	0 99
5-inch	1 26	1 17
6-inch	1 53	1 35
8-inch	2 25	1 60
10-inch		

Screw Hook and Strap Hinges—List prices, per dozen pairs—6 in., $4.30; 8-in., $4.80; 10-in., $6.40; 12-in., $7; 15-in., $7.50; 18-in., $11; 21-in., $12.40; 24-in., $16; 27-in., $17.20; 30-in., $18.50; 33-in., $21.50; 36-in., $24.50.

Discount, 25%.

F.o.b. Toronto, London, Hamilton and Montreal.

HAY KNIVES

Spear Point	$14 00
Lighting	12 50
Heath's	12 50
HOES, Grub	$10.50 11 00

HOOKS, GRASS

	English Canadian	Fox
No. 2, per doz.	$4 15	$5 00-$5 50
No. 3, per doz.	4 25	5 50- 6 40
No. 4, per doz.	4 35	6 00- 7 40
Little Giant	6 00	
Barden Patent	6 00	

F.o.b. Montreal, Toronto.

HORSESHOES

Price per keg

Patterns	Sizes made	No. 2 and larger Less 20c.	No. 1 and smaller
Light iron	0-7	$7 75	$8 00
Long heel light iron	3-7	7 75	
Medium iron	1-8	7 75	8 00
Heavy iron	6-8	7 75	
Snow	1-6	8 00	8 25
New-light "XL" steel	1-6	8 20	8 45
Featherweight "XL" steel	0-4	9 60	
Special-countersunk	0-4	10 10	
Toe-weight (front only)	1-4	10 60	

Packing—Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra.

F.o.b. Montreal and Belleville.

Terms—Cash in thirty days, less 2% discount.

TOE CAULKS

Nos. 0, 1, 2 and larger, sharp and blunt, $2.25 to $2.90 box.

HOSE, LAWN

	Toronto
Corrugated, ½ in., 100 ft.	$17 50
Corrugated, ⅝ in., 100 ft.	20 50
Corrugated, ¾ in.	23 50
Corrugated, 1 in., 100 ft.	35 00

Less 5% for full reels, 500 ft.

F.o.b. Toronto and London.

HAT AND COAT HOOKS

Coppered wire, 3 in., $1.10 gross.

F.o.b. Montreal, Toronto, Hamilton, London.

IRON AND STEEL

See weekly report.

IRON, TINNED

Prices nominal. Subject to premium where stocks are obtainable.

72x30 up to 24 gauge, case lots	
72x30, 26 gauge, case lots	

Less than case, 50c per 100 lbs. extra. F.o.b. Montreal.

IRONS, (SAD)

Mrs. Potts, No. 55, polished, per set	$1 95
Mrs. Potts, No. 50, nickel-plated, set	2 10
Mrs. Potts, handles, japanned, doz.	1 65
Sad irons, common, plain, 3, 4 and 5 lbs.	9 20
Sad irons, plain, 6 lbs. up	7 00
Sad irons, common, plated	5 50
Princess Electric, each	$4 00 4 10
Canadian Beauty Electric Irons—	
Style A	4 50
Style B	4 88
Hotpoint Domestic Electric Irons, each	5 25
Gasoline Sad Irons, each	4 25

F.o.b. Montreal, Toronto, London, Hamilton.

LADDERS, Etc.

Step Ladders	Per ft.
Perfect, 6 to 16 ft. only	$0 32
Hercules, 4 to 10 ft.	0 34
Hercules, 12 to 14 ft.	0 39
Faultless, 4 to 10 ft. only	0 30
Ontario, 4 to 10 ft. only	0 27
Shelf Lock, 4 to 8 ft. only	0 22
Gardner, No. 1	0 19
Do., No. 2, bolted	0 22
Dominion, No. 3	0 23
Do., No. 4, bolted	0 26

Single and Fruit Picking

10 ft. to 16 ft.	20c ft.
18 ft. to 20 ft.	23c ft.
Chair ladders, each	2 00

F.o.b. Toronto, Hamilton, London.

Roped and Straight Extension Ladders

	Per ft.
20 to 32 ft.	$0 24
36 to 40 ft.	0 27
44 ft.	0 30
Over 44 ft.	0 40

F.o.b. Toronto, London, Montreal, Stratford.

Fire ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

LANTERNS

	Per doz.
Short Globe, plain	$12 50
Do., Japd.	13 25
Long Globe, plain	12 50
Do., Japd.	13 25
Dash, plain	15 50
Do., Japd.	16 25
Do., Search (r'nd reflec.)	17 00
Little Bobs	2 10-4 20

F.o.b. Toronto, Hamilton, London, Montreal.

LANTERN GLOBES

	Dozen
Cold blast, short	$0 95-$1 10
Cold blast	1 00- 1 10

3 doz. cases, 95c doz.; 6 doz. cases, 90c doz.

Cold blast, genuine ruby	$4 75

F.o.b. Toronto, London, Hamilton and Montreal.

LATCHES

	Per doz.
Steel Thumb, No. 2	$1 90-$2 00
Steel Thumb, No. 3	2 50- 2 70
Steel Thumb, No. 4	4 75
Barn Door, No. 5	2 75
Barn Door, No. 9	5 10

F.o.b. Montreal, Toronto, London.

LEAD

For pig lead and lead and zinc products see weekly report.

MACHINES (WASHING)

	List each
Canadian	$10 00
Dowswell	10 00
Noiseless	15 50
Hamilton	12 00
Ottawa	10 50
Peerless	10 50
Snowball	15 00
Momentum	16 50
New Century, style A	16 50
New Century, style B	18 00
Playtime, engine drive	22 00
Ideal Power	28 00
Seafoam, electric	107 00
Seafoam, engine drive	49 00
New Idea, electric	134 00
Sunshine	9 50
Popular, No. 1	10 50
Popular, No. 2	10 00
Economic	12 50
Champion	17 00
New Excell-All	18 00
Blue Bell, without stand	16 50
Puritan Water Motor Washer, complete	28 00
Hydro, 1 Tub, engine drive	50 50
Do., do., electric	108 50
Low pressure water motor washer, each	30 00
Connor ball-bearing, with rack	18 50
I X L	18 50
Perfection, engine drive	55 50
Perfection, engine drive	15 50
Gem	16 50
Winner, plain	13 50
Connor Improved	10 00
Jubilee	9 50
Canada First	19 00

Discount, 30% and 10%. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

MALLETS

	Per doz
Tinsmiths, 2½ x 5½ in.	$1.00-$1.75
Carpenters', No. 3	5.80

F.o.b. Montreal, Toronto, Hamilton.

MATTOCKS

Cutter, doz.	$12 50	$13 25
Pick, doz.	12 50	13 25

F.o.b. Montreal, Toronto, London, Hamilton.

MIXERS, BREAD

Canuck—	
No. 4, dozen	$29 40
No. 8, dozen	33 60
Universal—	
No. 4, dozen	$38 10 39 60
No. 8, dozen	46 40 48 60

MOPS

O-Cedar, doz. net	$12 00
Sprustex, No. 2, doz.	$8 00 8 40
S.W. Mops, complete, doz.	5 25 5 40
Mop Sticks, doz., No. 8	2 00
Cast Head Mop, doz.	2 00
Crescent, doz., No. 10	2 50 3 35
Crank wringing, doz.	8 25

F.o.b. Montreal, Toronto, Hamilton, London.

MOWERS, LAWN

Adanac	40-10%
Woodyatt	35%
Empress	35%
Mayflower	35%
Star, Ontario, Daisy	35%

F.o.b. Toronto, Guelph, London, Hamilton.

NAILS

List adopted July 10, 1912.

Advance over base on common wire nails in kegs.

		2¾ inch	15c
1 inch	$1	3 inch	10c
1¼ inch	1	3½ inch	10c
1¼ inch	65c	3½ inch	10c
1½ inch	40c	4 inch	5c
1¾ inch	40c	4½ inch	5c
2 inch	30c	5-inch base.	
2¼ inch	30c	5½-inch base.	
2½ inch	15c	6-inch base.	

6½ to 12-inch-2 Ga. and heavier, 25c over base.

Standard Steel Wire Nails, f.o.b. Toronto, London, Hamilton, Milton, $4.70 base.

Freight equalized on above points.

F.o.b. Montreal, Gananoque, Collingwood and Owen Sound, $4.75 base.

Freight equalized on above points.

Windsor, Walkerville, Sandwich f.o.b. factory prices, carload freight allowed, $4.80.

Sault Ste. Marie, Port Arthur, Fort William, $5.05 base, f.o.b. factory; no freight allowance.



Let this *Worthy* Brand dominate Your Paint Department and Hold Your Trade

Only the skilled and expert chemist can determine Jamieson quality by *examination*. To the workman, however, Jamieson quality is determined only by *service*.

Many years' experience and continual improvement have given the Jamieson line to-day a prestige that makes it a best seller wherever paints and varnishes are sold.

We want *you* to be the Jamieson agent in your town. Drop us a postcard and we will show you how it will *pay* you to sell Jamieson Paints and Varnishes exclusively to your customers.

R. C. Jamieson & Co., Limited

Established 1858

MONTREAL CALGARY VANCOUVER

Owning and Operating P. D. Dods & Co., Limited

Moulding, Flooring, Slating, Box, Fence, Barrel Nails, 25c per 100 lbs. over common nail prices. Finishing Nails, 50c per 100 lbs. advance over common nail price. Clinch Nails and Sash Pins, 75c per 100 lbs. over common nail price.

Miscellaneous wire nails, 60% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton, London.

Cut Nails—Montreal, $4.75 base; Toronto, $4.75 base; London, $4.75; Hamilton, $4.75; no equalization of freights.

Roofing Nails—American, large head, keg, $3.50; 25-lb. boxes, per 100 lbs., $9.00.

F.o.b. Montreal, Toronto, Hamilton.

NAILS (HORSE)

C Brand

Size	Per 100 lbs.
Capewell—	
No. 5	$23 00
No. 6	22 00
No. 7	21 00
No. 8	20 00
Nos. 9 to 12	19 00

Discount, 10%

"M.R.M." BRAND

No.	Net Price List Lengths	Per box of 25 lbs.
3	1⅝"	$20 00
4	1¾"	10 00
5	1 15-16"	5 00
6	2⅛"	4 75
7	2 5-16"	4 50
8	2½"	4 50
9	2 11-16"	4 25
10	2⅞"	4 25
11	3 1-16"	4 25
12	3¼"	4 25

F.o.b. London, Hamilton, Montreal, Toronto

NETTING, POULTRY

List prices per roll of 50 lineal yards. Adopted March, 1909.

2-inch mesh and 19 ga. wire.

12 inch...	$1 80	48 inch...	$ 6 20
18 inch...	2 65	60 inch...	7 70
24 inch...	3 40	72 inch...	9 20
30 inch...	4 00	84 inch...	10 50
36 inch...	4 75	96 inch...	12 00
42 inch...	5 50		

1½ inch mesh and 19 ga. wire.

12 inch...	$3 50	42 inch...	$10 50
18 inch...	5 00	48 inch...	12 00
24 inch...	6 30	60 inch...	15 00
30 inch...	7 75	72 inch...	18 00
36 inch...	9 90		

1 inch mesh and 20 ga. wire.

12 inch...	$4 00	42 inch...	$12 00
18 inch...	5 50	48 inch...	14 00
24 inch...	7 00	60 inch...	17 00
30 inch...	8 50	72 inch...	20 00

¾ inch mesh and 20 ga. wire.

24 inch..	$10 50	36 inch...	$15 00
30 inch..	12 75		

½ inch mess and 22 ga. wire.

24 inch...	$16 50	36 inch...	$24 00
30 inch...	20 10		

Discounts at present quoted apply only to 1 and 2 inch mesh netting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Montreal, Canadian netting 15% off list.

American netting, 10% off list.

	Per rod
Invincible—1640	$ 0 75
1848	0 85
2060	0 95

Put up in 10, 20 and 30-rod rolls. F.o.b. Montreal.

Blue Ribbon—	
24-inch, per roll	$4 95
36-inch, per roll	6 50
48-inch, per roll	7 60
60-inch, per roll	9 00
72-inch, per roll	10 85

Put up in 10 rod rolls.

OAKUM

Best (American)	$21 00-$22 00
U.S. Navy (unspun)	
Clipper (spun)	21 00
Clipper (unspun)	19 50
U.S. Navy (unspun)	
U.S. Navy (spun)	21 50
Plumbers (spun)	$10 00- 10 50

F.o.b. Montreal, Toronto.

OILS

	Montreal	Toronto
Royalite, gal.	0 20½	0 19½
Palacine, gal.	0 23½	0 22½
Gasoline, net, gal.	0 34	0 33
	List	Gallon
Black oil (Summer)	0 19½	0 16
Black oil (Winter)	0 20½	0 17
Imperial Kerosene		
Tractor	0 60	
Capital cylinder	0 62	0 61
Machine oil, regular grades	0 36	0 38½
Standard gas engine oil	0 40½	0 39½
Paraffine	0 25	0 23½

List, less 15% on above.

Polarine Oil, list	0 90
Polarine Oil, heavy, list	0 90
Polarine A, list	1 00
Gargoyle Mobiloil, list	1 33

List, less 25% on above.

Fuel oil, bbls. net	0 08½
Fuel oil, tank cars, net	0 07 7-10

Prices shown are barrel basis unless otherwise specified. Barrels charged extra.

OLD MATERIALS

See weekly report.

PACKING

	Per lb.
Fine jute	$0 20
Coarse jute	0 15
Hemp	0 34
Square braided hemp	0 38
No. 1 Italian	0 44
No. 2 Italian	0 36

F.o.b. Montreal and Toronto.

PAPER

	Per 400-ft. roll
Dry Fibre, No. 1 roll	$1 10-$1 20
Dry Fibre, No. 2 roll	0 62- 0 65
Anchor Brand	1 20
Rosin Sized Sheeting, red	1 05
Do., blue	1 10
Tarred Fibre, No. 1 roll	1 25- 1 30
Tarred Fibre, No. 2 roll	0 77- 0 83
Surprise Fibre	0 67- 0 71
Tarred felt, per cwt.	4 10
Cyclone (dry)	1 20
Cyclone (tarred)	1 30
Joliet (dry fibre)	0 65
Monarch Sheathing (per 100 lbs.)	4 00
Asbestos sheeting (per 100 lbs.)	13½ 0 15
Carpet Felt, 16 oz. per 10 lbs.	$5 00

F.o.b. Toronto, Hamilton, London, Montreal, freight equalized thereon.

PASTE

Stick-Fast

1-lb. pkgs., gross	$22 00
2-lb. pkgs., gross	42 00
In barrels 250 lbs., lb.	0 12½
Barrels of 5 lbs., cotton bags, lb.	0 13½
In kegs 125 lbs., lb.	0 14
In 50-lb. boxes, lb.	0 16
In 25-lb. boxes, lb.	0 17

PICKS

Clay—	
5 to 6 lbs., doz.	$12 00
6 to 7 lbs., doz.	12 75
7 to 8 lbs., doz.	13 50
Rock—	
7 to 8 lbs., doz.	12 50

F.o.b. Montreal and Toronto.

PINS, CLOTHES

	Per case
5 gross, 4-in. (loose)	1 45
4 gross (cartons), 4½ in.	1 45

F.o.b. Montreal and Toronto.

WROUGHT PIPE

Price List No. 39, April 3, 1919

Standard Buttweld

Per 100 feet.

	Steel Blk.	Steel Gal.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Gal.
⅛ in..	$ 6 00	$ 8 00	$.....	$....
¼ in..	4 53	6 60	5 13	7 25
⅜ in..	4 53	6 66	5 13	7 26
½ in..	5 99	7 57	6 84	8 42
¾ in..	7 53	9 66	8 68	10 81
1 in..	11 14	14 28	12 84	15 98
1¼ in..	15 07	19 32	17 37	21 62
1½ in..	18 01	23 10	20 76	25 85
2 in..	22 24	31 08	27 94	34 78
2 in..	22 24	31 08	27 94	34 78
2½ in..	38 90	49 73	....	....
3 in..	50 87	65 03	....	....
3½ in..	64 86	81 88	....	....
4 in..	76 85	97 01	....	....

Standard Lapweld

	Steel Blk.	Steel Gal.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Gal.
2 in..	$27 94	$34 78	$31 64	$38 11
2½ in..	40 66	51 48	46 51	57 35
3 in..	53 17	67 32	60 82	74 97
3½ in..	66 70	83 72	75 90	92 92
4 in..	79 03	99 19	89 93	110 09
4½ in..	88 00	113 00	107 00	132 00
5 in..	103 00	132 00	125 00	154 00
6 in..	133 00	171 00	162 00	200 00
7 in..	175 00	224 00	211 00	259 00
8 L in..	184 00	235 00	221 00	273 00
8 in..	212 00	271 00	255 00	314 00
9 in..	254 00	324 00	305 00	376 00
10 L in.	235 00	301 00	283 00	349 00
10 in..	303 00	387 00	365 00	449 00

Terms 2% 30 days, approved credit.

Freight equalized on Chatham, Guelph, Hamilton, London, Montreal, Toronto, Welland.

WROUGHT NIPPLES

4" and under, 60%.

4½" and larger, 50%.

4" and under, running thread, 30%.

Standard couplings, 4" and under, 40%.

4½" and larger, 20%.

Terms, 2% 30 days. Approved credit, Ontario, Quebec and Maritime Provinces.

PIPE (Conductor)

	Plain	List
2 in., in 10-ft. lengths, list.	$ 8 00	
3 in., in 10-ft. lengths, list.	9 70	
4 in., in 10-ft. lengths, list.	12 80	
5 in., in 10-ft. lengths, list.	17 50	
6 in., in 10-ft. lengths, list.	21 30	

List less 10%.

F.o.b. Toronto, Ottawa, Oshawa.

PIPE, LEAD

See weekly report.

PIPE (SOIL)

Medium and extra heavy pipe, to 6 inch	20%
Medium and extra heavy fittings, 2 to 6 inch	35%
8 inch pipe and fittings	15%

F.o.b. Toronto, Montreal.

PIPE (STOVE)

See prices under Wares, etc.

PITCH

Pine, black, per bbl.	8 50
Navy pitch, per bbl.	6 50

F.o.b. Montreal, Toronto.

PLANTERS, CORN

King of Field, dozen	$11 25
Triumph, doz.	9 40

POLISH (O-Cedar)

4 oz. bottles, doz., list	3 00
12-oz. bottles, doz., list	6 00
1-qt. can, doz., list	15 00
½-gal. cans, doz., list	24 00
1 gal. cans, doz., list	36 00

Discount, 33 1-3 per cent.

Liquid Veneer—	
4 oz., doz.	$2 00
12 oz., doz.	4 00
32 oz., doz.	8 40
64 oz., each	1 20
128 oz., each	2 10

F.o.b. Toronto, London.

POLISH, METAL

Bon-Ton

Size case	Doz.	Doz.
¼ pts., 3 doz.	$1 15	$3 40
½ pts., 3 doz.	2 10	6 00
Pints, 2 doz.	3 15	6 00
Quarts, 2 doz.	4 65	9 00
½ gal., 1 doz.	8 40	8 40
Gal., ½ doz.	....	6 90

PUMPS

	Pitcher Spout	Closed Spout
No. 1	$2 75	$2 95
No. 2	3 05	3 30
No. 3	3 40	3 65

F.o.b. Montreal, Toronto, Hamilton, London.

RIVETS AND BURRS

Iron rivets, 7-16 inch and smaller, blacked and tinned, 40 and 5%; Iron Burrs, 40 and 5%.

Copper rivets, usual proportion of burrs, discount 15%; burrs, add 20 to 25%.

Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¾-lb. pkgs., 2c lbs. Coppered Rivets, net extras, 3c per lb.

F.o.b. Montreal, Toronto, London.

ROOFING

	Per square
Samson, 1-ply, roll	$2 30
Samson, 2-ply, roll	2 75
Samson, 3-ply, roll	3 30
R. S. Special, 1 ply	1 75
R. S. Special, 2 ply	2 00
Kasement, No. 1, 2 ft. 8 in.,	
R. S. Special, 3 ply	2 25
Amazon, 1-ply	2 05
Amazon, 2-ply	2 35
Amazon, 3-ply	2 65
Everlastic, 1-ply	1 80
Everlastic, 2-ply	2 10
Everlastic, 3-ply	2 40
Good Luck, 1-ply	1 80
Good Luck, 2-ply	2 10
Good Luck, 3-ply	2 40
McCombe Sp., 1-ply	1 75
McCombe Sp., 2-ply	2 00
McCombe Sp., 3-ply	2 25
Black Cat, 1-ply	2 05
Black Cat, 2-ply	2 35
Black Cat, 3-ply	2 65
Black Diamond Ready Roofing, 2 ply	1 12
Black Diamond Ready Roofing, 3 ply	1 38
Liquid roofing cement, per gal., in barrels	0 31
5 and 10 gal. lots, per gal.	0 44
Coal Tar (refined), bbl.	8 50
Roofing Pitch, per cwt.	1 20

F.o.b. Toronto, London, Montreal.

ROPE

	Lb.
Pure Manila basis	34
British Manila basis	30
New Zealand hemp basis	30
Sisal basis	27½

Above quotations are basis prices, ¾ in. and larger diameter. The following advances over basis are made for smaller sizes:—⅝ in., ½c; 9-16 to 7-16 in. inclusive, 1c; ⅜ in., 1½c; ¼ and 5-16 in., 2c; 3-16 in., 2½c extra.

Single lath yarn basis	27½
Double lath yarn	28
Yacht marline, tarred	54
Halyards	47
Hemp, deep sea line basis	47
Hemp, tarred ratline basis	40
Hemp, tarred bolt rope basis	42
Marline and Houseline	42
Italian rope basis. On application	
Cotton, ⅛ in.	0 81¾
5-32 in.	0 80¾
3-16 in.	0 69
¼-in. and up	0 68

F.o.b. Toronto, Montreal, Brantford, London, Hamilton.

RULES, BOXWOOD (LUFKIN)—

651B (68), $2.10 dozen; 751 (61), $2.70; 851 (51), $3.25; 771 (84), $6.35; 781 (62), $7.80; 861A (53½), $7.85; 852 (73), $5.10; 752B (7), $6; 386 (32), $6.90; 3851 (66½), $5.85; 465 (69), $1.80; 171 (36), $4.60.

F.o.b. Montreal, Toronto, London.

TAPES, MEASURING (LUFKIN)—

	Each
263. 50 ft. Challenge Steel	$3 95
103. 50 ft. Reliable Jr. Steel	4 05
243. 50 ft. Rival Steel	3 50
1243. 50 ft. Rival Jr. Steel	3 50
603. 50 ft. Metallic	3 00
604. 66 ft.	3 30
403. 50 ft. Linen	2 15
	Dozen
713. 50 ft. Ass Skin	5 40
714. 66 ft. Ass Skin	6 50
143. 3 ft. Steel Pocket	7 10
145. 5 ft. Steel Pocket	9 65
175. 5 ft. Linnine Pocket	5 55
165. 5 ft. Cotton Pocket	1 60

F.o.b. Montreal, Toronto, London.

SANDPAPER

B. & A. sandpaper, 12½% off list.

Star sandpaper, 12½% off list.

B. & A. emery cloth, 30% on list.

F.o.b. Toronto, Montreal.

SCALES

	Scale List	Stamping extra
Champion—		
4 lb.	$5 50	$0 80
10 lb.	7 50	0 30
240 lb.	12 50	0 50
600 lb.	28 00	1 00
1200 lb.	35 00	1 00
2000 lb.	50 00	1 00
2000 lb. Drop lever	57 00	1 00
10-lb. Household	5 00	0 10
25-lb. Household	6 00	0 30

Champion list prices subject to discount of 5%; Standard scales, 10% discount; Weigh Beams, 5% discount. No discount allowed on stamping charge. F.o.b. Toronto, Montreal, Hamilton.

SCYTHES

	Doz.
Cast Steel	$15 00
Golden Clipper	16 00
Little Giant	17 00

BICYCLE WEEK—May 3rd to 10th

THIS is the week when everyone concerned joins in boosting the Bicycle. Its convenience, utility and economy are impressed on the public as at no other time.

Naturally a good many bicycles will be sold by dealers who jump right in and take advantage of the opportunity.

Will you be ready with an ample supply of

C·C·M· Bicycles

90% Made-in-Canada

They are so well made and well known that they are comparatively easy to sell. Their real quality ensures satisfaction and builds up goodwill for your store.

For prices and agency particulars, write Head Office or nearest Branch.

The "C.C.M. Family" includes these well-known name-plates:
Gendron
Columbia
Red Bird
Ivanhoe
Cleveland
Massey
Perfect

Canada Cycle & Motor Co., Limited

Vancouver Winnipeg WESTON Toronto Montreal

TRADE SIMMS MARK
SET IN RUBBER



Clinches the Painter's Trade

You can get—and keep—the custom of every painter within miles of your store, when you let them know that you stock Simms' Better Brushes—set-in-rubber by our own exclusive patented process.

Simms' Set-in-Rubber Paint and Varnish Brushes are guaranteed to hold their bristles firmly in the setting, no matter what usage they are subjected to. The harshest paint-remover, boiling water, crude oil—everything that usually destroys the ordinary brush—have no effect whatever on Simms' Paint and Varnish Brushes. Their setting is perfection. The bristles **never** come out.

Get a good supply in now. There is a good profit on every brush you sell. We will send price-list by return of mail.

T. S. SIMMS & CO., LIMITED

ST. JOHN, N. B.

Branches: Montreal, Toronto, London

Bush 15 50
F.o.b. Toronto, London.

SCREEN DOORS

$28.80; 2 ft. 10 in., $30; 3 ft., $31.20; Nos. 2, 3 and 4, 2 ft. 8 in., $31.20; 2 ft. 10 in., $32.40; 3 ft., $34.20 dozen.

SNATHS

	Doz.
00 Patent	$13 75
1	13 20
2	12 65
3	11 55

SCREWS

Discounts off Standard List adopted Aug. 1, 1903.

Wood, F. H., bright	75
Wood, R. H., bright	70
Wood, O. H., bright	70
Wood, F. H., brass	40
Wood, R. H., brass	35
Wood, O. H., brass	35
Wood, F. H., bronze	30
Wood, R. H., bronze	27½
Wood, O. H., bronze	27½
Square cap	20
Hexagon cap	20

Wooden Bench Screws

Dozen $7 00

SHEETS, BLACK

See Montreal and Toronto report.

SHEETS, CORRUGATED

See weekly report.

SHEETS, GALVANIZED

Premier Galvanized

10¾ oz.	$8 25
U.S. 28	8 85
U.S. 26	7 55
22 and 24	7 40
18 and 20	7 25
16	7 10
14	6 95

F.o.b. Hamilton and Toronto.

SHINGLES Per sq.

Standard galvanized $10 00
Standard painted 8 00
Discount 7½%.

SIDING METAL

Standard galvanized $8 50
Standard painted 6 50
Discount 7½%.

On shipments of 300 lbs. and over, freight is allowed south and east of and including North Bay; also several western counties in Quebec Province. Places north and west of North Bay, the freight is equalized on North Bay. For Quebec and Maritime Provinces, freight is equalized on Montreal.

SOLDERING COPPERS

Base, 3 to 8 lbs., 42c, F.o.b. Toronto and Hamilton.

SOLDER, BAR

See weekly report.

SPOUTS, SAP

Eureka, per M.....$13 50 $16 50

STAPLES

See Wire Products.

STOVES

Oil Burning Cooking	List each
Perfection No. 32, 2-burner	18 75
Perfection, No. 33, 3-burner	24 25
Perfection, No. 34, 4-burner	30 75
No. 22G oven for above stoves	7 25

Discount, 25% off list.
Freight allowed on shipments of 12 stoves.

McClary Glass Front Oven No. 70, each, net	4 25
Detroit Glass Front Oven, No. 85, each, net	4 50

F.o.b. Sarnia, London, Toronto, Ottawa.

Oil Burning Heaters.	List
No. 525, each	7 00
No. 530, each	8 25
No. 630, each	10 25

Discount 25% off list.
Freight allowed on shipments of 24 heaters.

STRETCHERS, CURTAIN—

No. 33, per doz.	$34 50
No. 98, per doz.	18 50
No. 99, per doz.	23 00
Star, No. 1, doz.	$21 00
Star, No. 2, doz.	24 00
Adjustable Pin, No. 44, doz.	30 00

STRETCHERS, WIRE

Hercules, doz.	$ 60
Sampson, doz.	7 50

SPADES, SHOVELS AND SCOOPS

	1st Grade %	2nd Grade %	4th Grade %
Plain Back Shovels and Spades	25 and 25	25 and 25	25 and 25
Draining Tools	25 and 25	25 and 25	.....
Hollow Back Scoops	25 and 25	.....	25 and 25
Sand Shovels	25 and 25	.....	25 and 25
Hollow Back Shovels	25 and 25	.....	25 and 25
Hollow Back Coal Shovels	25 and 25	.....	25 and 25
Riveted Back Scoops	25 and 25	25 and 25	25 and 25
Miners' Spring Point Shovels	25 and 25	.....	.....

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as follows:

BLACK LIST PRICES

Plain Back Shovels and Spades	$29.00	$28.00	$25.00
Draining Tools, No. 2, black	29.00	27.50	.....
Hollow Back Scoops, No. 2, black	34.50	.....	32.00
Coal Shovels, Hollow Back, No. 2, black	32.00	.....	30.00
Sand Shovels, No. 2, black	27.50	.....	24.00
Hollow Back Shovels, No. 2, black	27.50	.....	24.00
Riveted Back Scoops, No. 2, black	37.50	35.50	34.00
Miners' Spring Point Shovel, No. 2, black	36.50	.....	.....

NET EXTRAS—

For each size larger than No. 2, add 25c dozen net.

F.o.b. London, Hamilton, Toronto, Gananoque, Ottawa, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon.

SWEEPERS, CARPET Bissell's Doz.

American Queen, Nickeled Fittings, Cyco Ball Bearing	$48 00
Club, Jap. Cyco Bearing	102 00
Champion, Nickeled Fittings	40 00
Champion, Japan'd Fittings	34 00
Grand, Nic., Cyco B.B.	61 00
Grand, Jap., Cyco B.B.	55 00
Grand Rapids, Nic., Cyco B.B.	45 00
Grand Rapids, Jp., Cyco B.B.	39 00
Parlor Queen, Nic., Cyco, B.B.	51 00
Princess, Nic., Cyco B.B.	46 00
Standard, Nickeled Fittings	42 00
Standard, Jap'd Fittings	36 00
Universal, Nic., Cyco Bearing	43 00
Universal, Jap., Cyco Bearing	37 00

SWEEPERS, VACUUM Bissell's Doz.

Grand Rapids, Nic.	$98 00
Household, Jap.	88 00
Superba, Nic.	114 00

F.o.b. factory Niagara Falls, Ont.
Prices guaranteed by manufacturers against their own decline to Dec. 31, 191 Also stocked by jobbers.

SWEEPERS (ELECTRIC)

Steel frame	$36 40
Aluminum frame	43 90
Attachments, set	8 25

F.o.b. Toronto, Hamilton, London.

TACKS Discount

Wire Tacks	60 and 10%
Revised Hardware Tack List adopted Jan. 1, 1916	60 and 15%
Double pointed tacks	60 10%
Shoe findings list adopted July 5, 1917	Net List
List of Capped Goods adopted Jan. 1, 1916	60 and 15%

F.o.b. Toronto, Hamilton, Montreal, London.

TINNERS' TRIMMINGS

See prices under head of Wares.

TOASTERS, ELECTRIC

Canadian Beauty	$4 50
Upright, with rack	6 40

TOOLS, HARVEST

Waverly, Wellandvale, Rixford, Maple Leaf, Bedford, 17½% discount. Samson, 12½% discount.
F.o.b. Montreal, Toronto, Hamilton, London.

TROUGH (EAVE)

O. G. Square bead and half round:

Size in girth	Per 100 ft.		
8 in.	$ 6 90	15 in.	$12 50
10 in.	7 70	18 in.	16 00
12 in.	9 10	List less 10%.	

F.o.b. Toronto, Oshawa, Ottawa.

TRAPS (GAME) Doz. with chain

Victor, No. 1	$2 20
Jump, No. 1	2 95
Hawley & Norton, No. 1	3 45
Newhouse, No. 1	5 00

F.o.b. Toronto, London, Hamilton, Montreal.

TWINE (BINDER) Per lb.

600 ft.	$0 22
550 ft.	0 23¾
600 ft.	0 25
650 ft.	0 26½

In 5-ton lots, ¼c discount from above; 10 tons and upwards, ¼c discount. Freight paid on 300 lbs. and over to nearest station.
F.o.b. Montreal, Toronto, Brantford, Hamilton, London.

TWINE (COTTON)

3-ply wrapping, lb.	0.65½
4-ply wrapping, lb.	0.69

F.o.b. Toronto, Hamilton, London.

WOOD TUBS

No. 0, per dozen	$19 80
No. 1, per dozen	17 60
No. 2, per dozen	15 40
No. 3, per dozen	13 20

F.o.b. Newmarket.

VALVES %

Compression work, standard	45
High grade	49
Fuller work, standard	45
High grade	38
Basin cocks, No. 0, Standard	40
High grade	40
Bath cocks, compression	50
Flatway stop and waste cocks, standard	50
High grade	47
Roundway stop and waste cocks, standard	50
High grade	47
Brass steam cocks, standard	10% advance on list
Radiator valves, standard	10
Do., removable seat	Net list
Patent quick opening valves	30
Globe, angle and check valves, standard	Net
Do., Jenkins Disc, 5% advance on list.	

F.o.b. Toronto.

WARES, ETC.

Scotch Grey Ware, 50%.
Colonial, 33 1-3%.
Imperial Ware, 33 1-3%.
Pearl, 33 1-3%.
Premier, 10%.
Canada Ware, 10%.
Diamond, 10%, White Ware, 50%.
Japanned Ware, list plus 20%.
Japanned Ware. White, list, plus 30%.
Plain and Jap. Sprinklers, list plus 20%.
Stamped Ware, plain, 50%.
Stamped Ware, retinned, 45%.
Copper Bottoms, net list.
Tinners' Trimmings, 50%.
Tinners' Trimmings, retinned, 45%.
Tinners' Trimmings, general, list plus 10%.
Factory Milk Cans, list plus 50%.
Milk Can Trimmings, list, plus 60%.
Cream Cans, list, plus 25%.
Railroad Cans, list, plus 20%.
Sheet Iron Ware, list, plus 10%.
Pieced Ware, ordinary, list, plus 30%. Fry pans, 40 and 10%.
Pieced Tinware, C.B., list, plus 50%.
Spiders, steel, 10% off; cast iron, 10%.
Fire Shovels, Japanned, list, plus 20%.
Steel Sinks, painted, list plus 25%.
Steel Sinks, painted, list plus 15%.
Light Galv. Pails and Tubs, list plus 20%.
Heavy Galv. Pails and Tubs, list, plus 10%.
Garbage Pails, list, plus 10%.
Jap. Coal Hods, list, plus 40%.
Galv. Coal Hods, list, plus 50%.
Paper Lined Boards, 30 and 10%.
Wood Lined Boards, 30%.
Stove Pipe, patent, per 100, 6 in., $22.28; 7 in., $23.87.
Common, made-up, per 100, 5 and 6 in., $24.67; 7 in., $26.07.
Polished, made-up, per 100, 5 and 6 in., ...; 7 in., ...
Stove Pipe Thimbles, 45%.
Copper Boilers, net list.
Copper Tea Kettles, net list.
Copper Tea Kettles, 3 doz. lots, list less 10%.
Copper Tea and Coffee Pots, net list.
Copper Tea and Coffee Pots in 3 doz lots, less 10%.
Nickel-plated Ware, 50%.
F.o.b. Montreal, Toronto, London, Hamilton.

WROUGHT WASHERS

Round plain. Sizes given are size of hole. In boxes of 50 lbs., list prices, per 100 lbs.—¼ in., $28.00; 5-16 in., $24.40; ⅜ in., $22.80; 7-16 in., $21.00; ½ in., $19.60; 9-16 in., $18.80; ⅝ in., $18.60; 11-16 in., $18.40; ¾ in., $18.20; 13-16 in., $18.00; 1 1-16 in., 1⅛ in., 1¼ in., $18.00; 1 1-1½ in., 1⅜ in., 1¼ in., 1 5-16 in., $18.00; 1⅜ in., 1½ in., 1⅝ in., $18.40; 1¾ in., 1⅞ in., 2 in., 2⅛ in., $19.00. Discount 45 per cent. Net extras, 26 to 49 lbs. of a size, $1.00; 25 lbs. of a size or less, $2.00 per 100 lbs. Package allowances—if taken in kegs about 175 lbs. each, allowance 10c per 100 lbs.; if taken in bags about 100 lbs., allowance 15c per 100 lbs

WEIGHTS, SASH

	Tor'to	Lond'n	Mont'l
Sectional, 1 lb., per 100 lbs.	$4.75	$4.00	$6.35
Section, ½ lb., per 100 lbs.	4.75	4.50	5.50
Solid, 3 to 30 lbs., per cwt.	3.25	3.25	3.75

WHEELBARROWS

Navvy, steel wheel, doz.	$60 00
Garden, steel, doz.	64 25
Light garden, doz.	46 80

F.o.b. Montreal, Toronto, London.

WIRE PRODUCTS

F.o.b. Toronto, London, Hamilton Montreal, St. John, freight equalized.

Cut Hay Wire	Per 100 lbs.
No. 9	$5 40
No. 10	5 50
No. 11	5 55
No. 12	5 65
No. 13	5 75
No. 13½	6 75
No. 14	5 95
No. 15	6 15
No. 16	6 35

Stovepipe Wire

No. 18	8 25
No. 19	8 75

Fine wire, list plus 20%.

Smooth Steel Wire

Nos. 0-9 gauge, base 5 00

Extras over base sizes on smaller gauges are as follows:

No. 10, 6c extra; No. 11, 12c; No. 12, 30c; No. 13, 30c; No. 14, 40c; No. 15, 55c; No. 16, 70c extra.

Extra net per 100 lbs.—Oiled wire 10c; spring wire, $2.50; bright, soft drawn, 15c; charcoal (extra quality), $1.25; packed in casks or cases, 15c; bagging and paperings.

Floglaze M L QUALITY

Save the Surface and You Save All--Paint and Varnish

Floglaze M L QUALITY

Every structure of every description provides prospective use for Paint and Varnish.

Everyone in Canada, connected with the Paint and Varnish trade, has realized for years past that more paints and varnishes could be used.

If all property owners knew as well as painters, paint manufacturers and others, what losses they have suffered through the lack of paint, more painting would have been done.

The decision of the Canadian paint and varnish trade to promote and carry out a great co-operative educational campaign for the extension of the greater use of paints and varnishes is, without doubt, the most progressive and important move ever made by the industry.

As a result, more painting and varnishing will be done.

More paint and varnish business will be done, benefiting retail dealers, jobbers, painters and manufacturers alike.

This campaign will have peculiar significance and importance at this time. It denotes the confidence of the trade in Canada's prosperity and possibilities. It is a concrete evidence of their desire to do a "bit" in boosting Canada's business.

The movement will be of material assistance in Canada's readjustment problems. It will assist in Canada's rehabilitation problem by promoting greater opportunities for labour.

The campaign is to be co-operative and impersonal; the benefit to be shared alike by retailers, painters, jobbers, manufacturers, and all those directly or indirectly connected with the trade.

But co-operation means operation by every interested factor. It is not one-man effort; it implies concerted effort by all. While the larger factors are preparing to spread this campaign broadcast in Canada's largest farm and daily papers, it is up to every paint dealer to do his bit locally. By doing your part locally, you can make your trade feel that you are part of the big game which they are bound to see working out through this "Save the Surface" campaign.

Speaking personally, we are heart and soul with this movement. For years we have advocated the necessity of greater education in the use of paints and varnishes. We are convinced that it will bring a vastly greater volume of business to the retail trade of the country.

But this business will not be all handed to the retailer on a silver spoon. He must do his part by extra effort in taking advantage of this opportunity, such as has never been placed before the Canadian paint and varnish trade.

Apart from our own active interest in assisting by all within our power to promote the success of this campaign, we shall continue to make **Maple Leaf Paints and Varnishes,** so that they will give the maximum service to our customers. We believe this is also highly important in promoting greater confidence in prepared paints and varnishes, and will materially benefit the worthiness of the objects which have prompted this movement.

THE IMPERIAL VARNISH & COLOR CO. LIMITED
WINNIPEG TORONTO VANCOUVER
CANADA

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE
Colors and white—2½-lb. packages, $8.90 for 100 lbs.; 5-lb. packages, $8.40 for 100 lbs. F.o.b. Montreal, Toronto, London.

BRONZING LIQUID
Bronzing liquid, No. 1..$1.50-$2.00
Banana oil, gal. 3.50- 7.00
F.o.b. Montreal, Toronto.

BLUE STONE	Montreal	Toronto
Per lb.	13-14	15-16

COLORS (DRY)	Per lb.
Raw Umber, No. 1, 100-lb. kegs	0 07
Do., pure, 100-lb. kegs...	0 15
Burnt Umber, No. 1, 100-lb. kegs	0 07
Do., pure, 100 lb. kegs..	0 15
Raw Sienna, No. 1, 100-lb. kegs	0 07
Do., pure, 100-lb. kegs..	0 15
Burnt Sienna, No. 1, 100-lb. kegs	0 07
Do., pure, 100-lb. kegs..	0 15
Imp. green, 100-lb. kegs...	0 25
Chrome green, pure	0 35
Chrome yellow	17-31
Brunswick green, 100-lb. kg	0 12
Indian red, 100-lb. kegs	0 15
Indian red, No. 1, 100-lb. k.	0 06
Venetian red, best bright..	0 04
Venetian red, No. 1	0 02½
Drop black, pure dry	0 15
Golden ochre, 100-lb. kegs..	0 06½
White ochre, 100-lb. kegs..	0 04
White ochre, barrels	0 03
Yellow ochre, barrels	0 03½-5
French ochre, barrels	0 06
Spruce ochre, 100-lb. kegs..	0 07-8
Canadian red oxide, bbls...0	02-2¼
Super magnetic red 0	02¼-2½
Vermilion	0 40
English vermilion	2 50

F.o.b. Montreal, Toronto

COLORS IN OIL, PURE
1 lb. tins—

Venetian red	0 21
Indian red	0 35
Chrome yellow, pure	0 53
Golden ochre, pure	30-32
French spruce ochre, pure.	25-28
Greens, pure	28-35
Siennas	0 32
Umbers	0 32
Ultramarine blue	0 52
Prussian blue	1 50
Chinese blue	1 50
Drop black	0 30
Ivory black	0 31
Signwriters' black, pure	0 40
Lampblack	0 40
Marine black, 5-lb. irons...	0 20

F.o.b. Montreal, Toronto

ENAMELS (white)	Gal.
Duralite	$6 50
Albagloss	3 50

GLUE	Per lb.
Brantford All Round Glue—	
Case No. 7—50 1-lb. pkgs....	$25 00
Case No. 8—100 ½-lb. pkgs..	28 00
Case No. 9—200 ¼-lb. pkgs...	35 00
Discount—	
French medal (prices withdrawn).	
English common sheet	32-34
English prima	35-38
White pigsfoot	0 50
Cake bone, 112-lb. bags	0 35
Hide, 112-lb. bags	0 45
Gelatine, 112-lb. bags	45-60
Ground glues, 112-lb. bags, No. 1	28-30
Ground glue, No. 2, 112-lb. bags	22-24
Do., No. 2, less than bags.	0 24

GLASS	Single Thick	Double Thick
Per 100 ft.		
Under 25	$16 80	$22 90
26 to 34	17 80	24 85
35 to 40	18 35	26 40
41 to 50	23 50	30 00
51 to 60	24 60	30 80
61 to 70	26 50	32 70
71 to 80	29 70	35 40
81 to 85	....	45 45
86 to 90	....	48 85
91 to 94	....	49 80
95 to 100	....	58 55
101 to 105	....	65 35
106 to 110	....	73 10

Discount box glass, 20 to 25%.
Sheet glass, 5 to 10%. Cash 2%.
F.o.b. Montreal, Toronto, London, Hamilton.

GLASS, PLATE

Plates up to 1 foot, each	$0 80
Plates from 1 to 2 feet, each	0 90
" 2 to 3 "	0 95
" 3 to 4 "	1 15
" 4 to 5 "	1 35
" 5 to 7 "	1 50
" 7 to 10 "	1 70
" 10 to 12 "	1 75
" 12 to 15 "	1 85
" 15 to 25 "	1 95
" 25 to 50 "	2 15
" 50 to 75 "	2 20
" 75 to 90 "	2 25
" 90 to 100 "	2 30
" 100 to 120 "	2 60
" 120 to 140 "	2 90
Plates 101 to 110 wide containing not over 100 ft. each	3 00
Plates 111 to 120 wide containing not over 100 ft., each	3 40
Plates 101 to 110 wide containing over 100 ft., each	3 40
Plates 111 to 120 wide containing over 100 ft., each	3 75

Trade Discount, 25%.
City deliveries, 33 1-3%.
Montreal, London, Hamilton, Toronto, Kitchener.

GLAZIERS' POINTS
Zinc coated, $1.56-$1.62 per doz. packages 6 lbs. gross.
Zinc, pure, prices withdrawn.
F.o.b. Montreal, Toronto.

LEAD, WHITE (Ground in oil).
Prices are per 100 lbs. in ton lots. Less than ton lots are 35c per 100 lbs. higher than quoted below. F.o.b. Ottawa, 20c advance per 100 lbs. F.o.b. London and Windsor, 40c per 100 lbs. F.o.b. Toronto and Hamilton, 30c per 100 lbs. F.o.b. Fort William and Port Arthur, ... per 100 lbs.
Maritime differential 35c per 100 lbs. over Montreal

	Montreal	Toronto
Anchor, Pure	$16 00	$16 30
Crown Diamond	16 00	16 30
Crown, Pure	16 00	16 30
Green Seal	16 00	16 30
Ramsay's Pure	16 00	16 30
Moore's Pure	16 00	16 30
Tiger, Pure	16 00	16 30
O.P.W. Dec. Pure	16 00	16 30
Red Seal	16 00	16 30
Decorators' Pure	16 00	16 30
O.P.W. English	16 20	16 50
Elephant Genuine	16 50	16 80

B.B. Genuine Lead, less than tons, $18.45, Toronto; $18.15, Montreal. Ton lots 5% off; five-ton lots, 10% off.

LEAD (RED DRY)

Genuine, 560-pound casks, per cwt.	$13 50	$14 50
Genuine, 100-pound kegs, per cwt.	14 25	15 50
Less quantity	15 50	17 00

F.o.b. Montreal, Toronto.

LEAD, ARSENATE

	Per pound Dry	Paste
Barrels, 600 lbs.	$....	$0 21
200s	0 32½	....
100s	0 33	0 22
50s	0 33	0 23
25s	0 34½	0 23
10s	0 35	....
5s	0 36	0 25
2s	....	0 26½
1s	0 39½	0 29
½s	0 43½	....

F.o.b. Toronto, Montreal, Hamilton and London.

MURESCO
Tints, 5-lb. packages, per 100 lbs., $9.60; white, 5-lb. packages, $9.00.
F.o.b. Toronto.

LINSEED OIL
For prices see weekly report.

PAINTS, PREPARED
Price per gallon, 1 gallon can basis

Elephant, white	$4 20
Elephant, colors	3 80
B.H. English, white	4 30
B.H. English, colors	4 05
B.H. Floor	3 50
B.H. Porch Floor	4 05
Minerva, white	4 15
Minerva, colors	3 90
Crown Diamond, white	4 05
Crown Diamond, colors	3 80
Crown Diamond, floor	3 50
B.H. Fresconette, white	3 35
B.H. Fresconette, colors	3 25
Moore's House Colors, white..	4 05
Moore's House Colors, colors.	3 90
Moore's Egyptian Paint, all colors	3 25
Moore's Floor Paint	3 50
Moore's Sani-Flat	3 00
Moore's Mooramel	6 50
Jamieson's Crown Anchor	3 55
C.P.C. Pure, white	4 30
C.P.C. Pure, colors	4 05
O.P.W. Canada Brand, white.	4 05
O.P.W. Canada Brand, colors	3 75
O.P.W. Canada Brand, floor..	3 50
O.P.W. Flat Wall, white	3 35
O P.W. Flat Wall, colors	3 25
Ramsay's Pure, white	4 15
Ramsay's Pure, colors	3 85
Martin-Senour, 100%, white..	4 30
Martin-Senour, 100%, colors..	4 05
Martin-Senour, Porch Paint	4 05
Martin-Senour, Neutone, white	3 35
Martin-Senour, Neutone, colors	3 25
Senour's Floor Paint	3 50
Sherwin-Williams, white	4 30
Sherwin-Williams, colors	4 05
Sherwin-Williams, floor	3 50
Flat Tone, white	3 35
Flat Tone, colors	3 25
Lowe Bros., H.S., white	4 30
Lowe Bros., H.S., colors	4 05
Lowe Bros.,hard drying floor..	3 50
Mellotone, white	3 50
Mellotone, colors	3 35
Sanitone, white	3 35
Maple Leaf, white	4 30
Maple Leaf, colors	4 05
Maple Leaf, floor	3 50
Pearcy's Prepared, colors	3 50
Pearcy's Prepared, white	3 75

F.o.b. Montreal, Toronto.

PARIS GREEN	Per lb.
In barrels, about 600 lbs.	$0 48
In kegs, about 250 lbs.	0 48½
In 50 lb. and 100 lb. drums	0 49
In 25 lb. drums	0 50
In 1 lb. packets, 100 lbs. in case	0 52
In ½ lb. packets, 100 lbs. in case	0 54

F.o.b. Montreal, Quebec, Moncton, St. John and Halifax, Toronto, Hamilton, London and Ottawa. Terms one month net or 1% in 15 days.

PUTTY	Montreal	Toronto
Standard	Less than tons	
Bulk, in casks	$5 60	$5 90
Bulk, 100-lb. drums	6 45	6 75
Bulk, 25-lb. drums	6 70	7 00
Bulk, 12½-lb. irons	6 95	7 25
Bladder, in bbls.	7 35	7 65

Ton lots standard are 35 per hundred pounds less; five-ton lots 60c less than above prices.
Pure Putty, $2 cwt. advance.
Ottawa prices are 20c; Hamilton 30c; London and Windsor 40c per 100 lbs. over Montreal quotations.

ROSIN

Barrels, 100 lbs.	$8 00
Less, per lb.	0 10

SHELLAC
Pure White, gal. (1 gal. tins).$4 25
Pure Orange, gal. (1 gal. tins) 3 75
Gum Shellac, TN, 74-76c lb.; finest orange, 79-95c; bone dry white, 85c. F.o.b. Toronto, London.

PAINT AND VARNISH REMOVER

Taxite, 1 gal. cans	$3 30
B.H. Vanisher	3 00
Cumoff	3 30
Takof	3 25
O.P.W. Presto	2 75
Lingerwett	2 80-3 25
Solvo	3 00

F.o.b. Montreal, Toronto.

VARNISHES	Per gal. cans
No. 1 Furniture, extra, barrels, $1.10-$1.21 gal.; gal. tins	$1.32-$1.43
B.H. Stovepipe Varnish, Anchor, ½ pints, per doz.	1 40
Depend-on, list	3 50
B.H. Maritime Spar, list	7 20
Everlastic, Depend-on and Maritime Spar subject to discount of 40%.	
Elastilite	3 50
Granitine Floor Finish	3 50
Hydrox Spar	3 64
Sun Varnish	2 60
Sun Spar	4 68
Sun Waterproof Floor	3 40
Jasperite Interior and Exterior	3 00
Jasperite Pale Hard Oil	2 25
Jasperite Indestructo Floor Varnish	3 00
Jamieson's Copaline	3 02
M-S Marble-Ite Floor	3 29
M-S Wood-Var	3 29
M-S Double Spar	4 57
M-S Finest Interior	3 84
Elastic Interior	2 64
Mar-not	3 40
Quick Action House	2 40
Rexspar	4 62
Smear-Not	3 34
Kyanize Spar	4 94
Kyanize Cabinet Rubbing	3 84
Kyanize Interior	3 84
Luxeberry light	3 80
Luxeberry granite	3 52
Luxeberry spar	4 93
Ramsay's Universal	2 92
Crown Diamond Floor	2 60

F.o.b. Montreal, Toronto.

WATER PAINTS

Opalite, 300 lb. bbls.	0 13½
Opalite, 100 lb. kegs	0 14
1 gal. packages, per pkg.	0 75
½ gal. package, per pkg.	0 40
Coralite, 5-lb. pkgs., white.	0 07
Coralite, 5-lb. pkgs., colors.	0 07½
B.H. Frescota, 5-lb. pkge., white	7 80
B.H. Frescota, 5-lb. pkge., colors	8 40

F.o.b. Montreal, Toronto.

WASTE	
Cream, Polishing	$0 20

WHITE

XXX	0 19
XX	0 18
X	0 16½
XC	0 15
Japanese	0 14
XXX Extra	0 19½
XX	0 18¼
XLCR	0 17
X Empire	0 15½
X Press	0 14

COLORED

No. 5	0 15
No. 1	0 13½
No. 7	0 12
No. 1A	0 10¾
No. 1B	0 09½
Fancy	0 15½
Lion	0 14
Standard	0 12½
Popular	0 11
Keen	0 09½

Above lines subject to trade discount for quantity.

WAX	Per lb.
C. & B. Floor Wax	$0 40
B.H. Wax	0 40
Ronuk Floor Wax, lb.	0 38
Berry Bros.	0 34
Imperial Floor Wax	0 40
Anchor	0 33
O.P.W. Lion Brand	0 45
Old English	0 53 0 62
Johnson's	0 62
Jamieson's liquid wax, gal.	2 75
Gold Medal	0 42
Edwards, lb.	0 40
Ramsay's	0 45
S. & W.	0 54
Crown Diamond	0 45

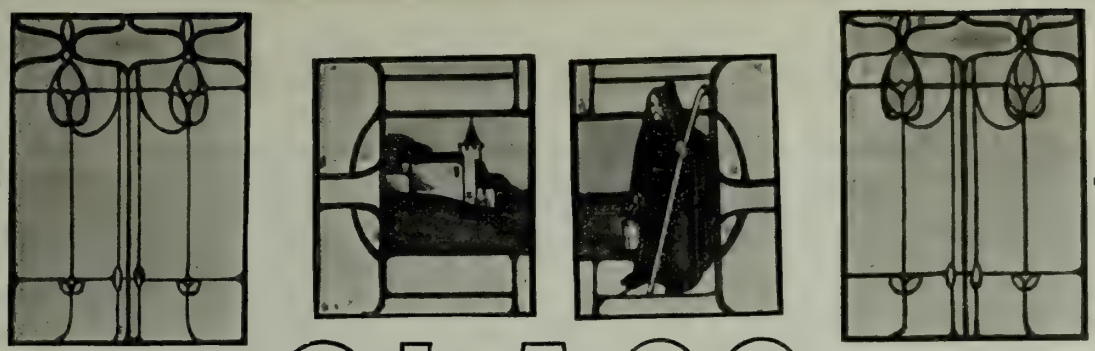
F.o.b. Montreal and Toronto.

WHITING	
Plain, in bbls.	$2 50

F.o.b. Montreal, Toronto, London.
Gilders, bolted, in bbls. $3 00

WOOD ALCOHOL	Per gal.
In five gallons	....
In barrels	....

$4 extra for barrels.
F.o.b. Montreal, Toronto, London.



GLASS

Now is the Time to Sort up on

WINDOW GLASS

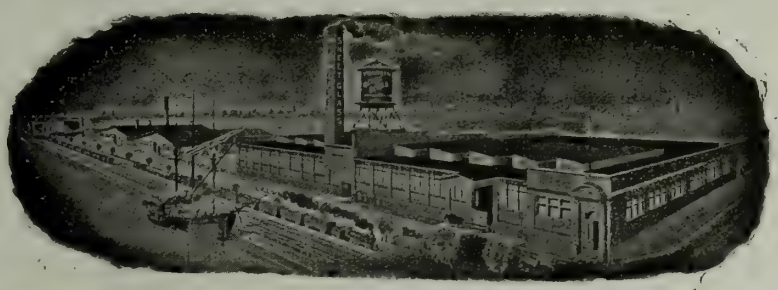
ALL WEIGHTS

16-ounce, 21-ounce, 26-ounce, 29-ounce, 34-ounce and 39-ounce.
WE CAN TAKE CARE OF YOUR REQUIREMENTS FROM ANY OF OUR WAREHOUSES, AND MAKE PROMPT SHIPMENTS.
WE CAN SUPPLY ANYTHING IN PLATE, BEVELLED PLATE, MIRRORS, FIGURED, WIRED, LEADED AND WINDOW GLASS.
CATALOGUES AND PRICE LISTS FREE ON APPLICATION. WRITE, PHONE OR WIRE YOUR WANTS.

HOBBS MANUFACTURING COMPANY, LIMITED

MONTREAL TORONTO LONDON WINNIPEG

RED **S** BRAND WINDOW GLASS



GLASS BENDERS TO THE TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

DON ROADWAY TORONTO

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863
Twelve Medals of Award at INTERNATIONAL Expositions.



INCORPORATED 1895
Special Grand Prize
GOLD MEDAL
Atlanta, 1895.

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY - - - - PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, $11.00.

Shot, soft, per cwt., $17.20; chilled, $18.70; buckshot, $18.00; ball, $18.40.

Dominion Metallics—B.B. Caps, $2.80; C.B. Caps, $3.50; 22 Short Black or Lesmok, $4; 22 Long Black or Lesmok, $4.80; 22 Short Smokeless, $4.30; 22 Long Smokeless, $6; 22 Long Rifle Black, $5.60; 22 Long Rifle Smokeless, $7 per M. net. Center Fire Pistol, 22%; Center Fire Sporting, 25% off American list.

American Metallics—B.B. Caps, $3.06; C.B. Caps, $3.85; 22 Short Black, $4.35; 22 Long Black, $5.25; 22 Long Rifle Black, $7.70; 22 Short Smokeless, $4.69; 22 Long Smokeless, $6.55; 22 Long Rifle Smoke, $7.65 per M. net. Center Fire Pistol, 10% on list; Center Fire Sporting, 10% on list.

Loaded Shells—Crown Black Powder, 12 ga., $31; Sovereign Smokeless, 12 ga., $38; Regale Smokeless, 12 ga., $38; Nitro Club Smokeless, 12 ga., $45; Canuck Smokeless, 12 ga., $41 per M. net. Empty Paper Shot Shells, $14 per M.; Empty Brass Shot Shells, $6.65 per 100.

ANVILS

Peter Wright, 80 lbs. and up, 25c per lb.; clip horn, 26c lb.

Norris, 80 lbs. and over, 16c.

AXES

Single Bit	$14 50	$20 00
Rouble Bit	16 50	21 50
Broad Axes	32 00	35 00

AUGER BITS

Standard List Prices per Dozen

3/16	$6 00	18/16	$12 00
4	5 00	19	14 00
5	5 00	20	14 00
6	5 00	21	16 00
7	5 00	22	16 00
8	5 00	23	18 00
9	6 00	24	18 00
10	6 00	25	21 00
11	7 00	26	21 00
12	7 00	27	24 00
13	8 25	28	24 00
14	8 25	29	27 00
15	9 50	30	27 00
16	9 50	31	30 00
17	12 00	32	30 00

Discounts from standard list prices

Irwin	10%
Gilmour	45%

BARS, CROW. $11.25 per 100 lbs.

BAR IRON

Bar Iron—$5.25 base; Swedish iron, $5.25; sleigh shoe steel, $5.50; spring steel, $6.50; machinery steel, $8.00.

BELTING

Rubber, 6 in. and under, 20-5%; over 6 in., 15-2½%.

Agricultural or No. 1 leather belting, 30-10-7½% off list.

Standard, 27-10% off list. Extra 27%.

"The "double" list is just twice the price of "single."

BELT LACING

In sides, tanned, $1.60 per lb.; cut, $1.80 per lb.; rawhide, sides, $1.55; cut, $1.75.

Blue Stone (Vitriol), 11¾c.

BOLTS

Carriage, ⅜ and smaller, up to 6 inch, 20%; over 6 inch, 10%; 7-16 inch and larger, net list; machine, ⅜ and under, up to 6 inch, 25%; over 6 inch, 15%; 7-16 and over, 5%; machine set screws, 20%; plough bolts, 10%; stove bolts, 60%; shaft bolts, 5% on list; tire bolts, 25%; sleigh shoe bolts to ⅜ and smaller, 5% on list; 7-16 and up, 5% on list

BORAX. Borax, per lb., 14c.

BUILDING PAPER

Tarred, $1.10 to $1.60 per roll, according to quality; plain, 80c to $1.45.

BUTTS

Plated—No. 241 Antique Copper and Dull Brass Finish

	Per pr.
2½ x 2½ in.	37
3 x 3 in.	39
3½ x 3½ in.	40
4 x 4 in.	52
4½ x 4½ in.	75
5 x 5 in.	94

Wrought Steel—

No. 840	Net list
No. 800	5% on list
No. 838	Net list
No. 804	5% off list

CHAIN

Coil, 3-16 in., $19.20; ¼, $16.25; 5-16 in., $13.75; ⅜, $12.75; 7-16, $12.35; ½, $12.25; 9-16, $12.25; ⅝, $12.00; ¾, $11.65; 1 in., $11.40; Logging, 5-16 in., $15.55; ⅜, $14.55; ½, $14.05; tie-out, 47½%.

CHURNS

Barrel, No. 0, $6.75; No. 1, $6.75; No. 2, $7.50; No. 3, $8.25; No. 4, $9.75 each.

CLEVISES, MALL. 15c per lb.

CLOCKS—Alarm

	Each
Big Ben	$2 90
Baby Ben	2 90
America	1 35
Lookout	1 75
Sleepmeter	1 85

COPPER

Sheet and planished copper, 60c per lb. Tinned, 55c.

CORD SASH

Coils or Hanks

8, 9, 10 ..... 76 lb.

DRILLS

Bit stock, 37½%; Blacksmith, ½ in. round shank, 25%.

EAVETROUGH

Eavetrough, per 100 ft., 8 in., $6.10; 10 in., $6.80; 12 in., $8.00.

Conductor pipe, 2 in., per 100 ft., $7.15; 3 in., $8.65; 4 in., $11.40.

ENAMELWARE

See Wares.

FILES

Globe	Discount 40-5%
Nicholson Gen.	Discount 30%

FITTINGS—Malleable.

Class A	60%
Class B and C, off new list	60-10%
Bushings	10%
Unions	25%
Nipples 4" and under	40%

FORMALDEHYDE

400-lb. bbls., 32c lb.; 200-lb. bbls., 33c lb.; 100-lb. bbls., 34c lb.; 10-lb. jugs, $3.75 each; 5-lb. jugs, $2.00 each; 2-lb. jugs, 85c each.

GALVANIZED WARE

See Wares.

GLASS, WINDOW

	Single	Double
Up to 25 in.	$15 50	19 50
26 to 40	16 50	22 00
41 to 50	19 50	25 00
51 to 60	20 50	25 50
61 to 70	21 50	27 00

GLASS (Plate)

Net list.

GLOBES—LANTERN

	Doz.
Short Pattern	$1 05
Cold Blast, regular	1 65

GRINDSTONES

Per 100 lbs., $3.50.

Mounted on steel frames, $6 to $7.50.

HARVEST TOOLS. 17½%.

HINGES

Light T and strap, 15% off.

Corrugated Strap Hinges — 4, $1.60; 5, $2.20; 6, $3.00; 8, $4.75; 10, $7.00; 12, $10.80.

Corrugated Tee Hinges—4, $2.00; 5, $2.50; 6, $3.40; 8, $5.70; 10, $8.50; 12, $12.00.

HORSESHOES

Iron, No. 0 to 1, $8.35; No. 2 and larger, $8.10; snowshoes, No. 0 to No. 1, $8.60; No. 2 and larger, $8.35; steel, No. 0 to 1, $8.80; No. 2 and larger, $8.55; featherweight, $9.95.

IRON, GALVANIZED

Apollo and "Fleur de Lis" Premier

10¾ oz. or 28 Eng.	$9 75
28 Am. or 26 Eng.	9 35
26 Am. or 26 Eng.	9 05
24	8 90
22	8 90
18 and 20	8 75
16	8 60

IRONS, SAD

Common Sad Irons, 8 lbs., 11c per lb.; 4 lbs., 14c per lb.

Mrs. Pott's No. 55, set	$2 00
Mrs. Pott's No. 50, set	2 15

Mrs. Pott's common and iron handles, $1.60 dozen. Mrs. Pott's improved, $2.10 a dozen.

JACKSCREWS

15% off list.

KNIVES—HAY

	Doz.
Heath's	$12 50
Lightning	12 50

LAMP CHIMNEYS

A, per case, 8 doz., $9.10 per doz., $1.25; B, per case 6 doz., $7.80; per doz., $1.40.

LANTERNS

No. 2, plain	$13 00
No. 25, Dash-board	17 50
Short Globe, doz.	18 00

LEAD PIPE, $12.40.

LEAD WASTE, $13.40.

LATCHES—THUMB, STEEL

	Doz.
2	$1 90
3	2 50
4	4 50

Barn Door

5	2 95
8	3 20
9	5 50

LINSEED OIL

See weekly report.

MACHINES—WASHING

	Each
Dowswell	
New Century B	
New Idea	
Snowball	

Prices on application.

MATTOCKS

Pick, $13.85; cutter, $13.85.

MOPS

	Doz.
O'Cedar Polish, No. 1	$12 00
O'Cedar Polish, No. 3	12 00
Self-Wringing	5 75

MOWERS—LAWN

	14 in.	16 in
Woodyatt	$ 8 50	$ 9 00
Empress	11 00	11 50
Daisy	6 60	
Star	7 50	8 00

NAILS

Wire, f.o.b. Fort William, $5.35 base; Winnipeg, $5.85 base. Cut f.o.b. Winnipeg, $6.55.

NETTING—POULTRY

Net Prices per Roll.

1 in. mesh x 24 in.	$6 30
30 in.	7 45
36 in.	9 00
2 in. mesh x 24 in.	3 05
30 in.	3 60
36 in.	4 20
48 in.	5 60
60 in.	6 95
72 in.	8 30

NETTING. Poultry, Hexagon, 10%.

Banner Netting, 24 in., $4.75; 36 in., $6.10; 48 in., $7.25; 60 in., $8.50; 72 in., $9.75.

NUTS

Square, small lots, blank, 4½c tapped, 4¾c advance on list; Hexagon, small lots, blank, 4¾c; Tapped, 5c advance on list; case lots all styles, 1c less than above.

OILS

"Buffalite," 25c; Ideal Thresher, 50c; "B" Castor machine oil, 41c; Buffalo engine gasoline, 37c; Buffalo "A" gas engine oil, 55c; Royal gasoline, 37c; Family safety coal oil, 24½c; Summer black oil, 24½c; Kelso engine oil, 60c; Electro oil, 45c; Royalite oil, 21c; Standard gas engine oil, 45½c; Prairie Harvester oil, 53c.

PAINTS

Stephens' Out White, $4.45; Stephens' House, $4.20; Stephens' Floor, $3.65; Silkstone colors, $3.40; Silkstone white, $3.50; Stephens' Barn Paint, $1.45.

POLISH

O'Cedar —

	Doz.
4 oz.	$2 00
12 oz.	4 00
1 quart	10 00
½ gal.	16 00
1 gal.	24 00

Liquid Veneer—

4 oz.	$2 00
12 oz.	4 00
1 quart	8 40
½ gal.	14 40

(Continued on second page)

Bon Ton—	Doz.
¼ pints	1 35
½ pints	2 10
Pints	3 15
Quarts	5 10
½ gal.	9 00
Gal.	15 00

If You Knew—

THE economic reasons, alone, as a motive for housewives in selecting "Silkstone" as a wall covering, is a big factor in promoting sales.

SILKSTONE

(REGISTERED TRADE MARK)

FLAT WALL COLOURS

Silkstone is cheaper than wall-paper (and decidedly more sanitary), lasts longer than other wall finishes, can be washed often, and won't rub off. It gives a beautiful soft, silky finish that will outwear any other wall covering. The economy of a finish that costs little to apply and lasts so long will forcibly appeal to all.

Set "Economy" to make sales of Silkstone for you. If there is no Stephens' Agent near you, write for our good proposition.

G. F. STEPHENS & CO., LIMITED

Paint and Varnish Makers

WINNIPEG and **CALGARY**

Winnipeg Hardware Quotations—Continued

PIPE, WROUGHT IRON

Per 100 ft.	Black	Galv.
¼ inch	$ 4 91	$ 7 20
⅜ inch	5 00	7 34
½ inch	6 66	8 37
¾ inch	8 33	10 71
1 inch	12 33	15 75
1¼ inch	16 65	21 29
1½ inch	19 94	25 43
2 inch	26 82	34 25
2½ inch	43 07	54 77
3 inch	56 40	71 70
3½ inch	73 86	.....
4 inch	87 25	.....
4½ inch	100 26	.....
5 inch	116 82	.....
6 inch	151 52	.....

PLASTER. Paris, per bbl., $4.50

PLATES, CANADA

18 x 21 per box, half polish, $9.25; full polished, ...; 18 x 24, half polished, $9.25; full polished, ... 20 x 28, half polished, $9.50; full polished, ...

PUTTY

100-lb. irons	$7 20
25-lb. irons, per cwt.	7 80
1½-lb. tins	14½

RIVETS AND BURRS

Iron rivets, 30-10%; copper, No. 7, 45c lb.; No. 8, 46c; No. 10, 50c; No. 12, 54c.

Five-lb. assorted boxes, No. 8, 52c; No. 10, 55c lb.

Copper Burrs, No. 7, 45c; No. 8, 46c; No. 10, 50c; No. 12, 54c.

ROPE

Sisal, 28¼c base; pure Manila, 35¼c base; British Manila, 31¼c base; lath yarn, 28¼c base; African hemp, 31¼c base; cotton rope, ¼ and over, 66c lb.

Tarred Marline Hanks, per lb., 50c.

SANDPAPER—

Star—	Quire	Ream
00, 0	$0 33	$6 05
½	0 36	6 50
1	0 40	7 30
1½	0 45	8 25
2	0 52	9 30
2½	0 58	10 50
3	0 66	11 90

B. & A.—		
00, 0	$0 37	$6 75
½	0 40	7 15
1	0 45	8 10
1½	0 52	9 45
2	0 60	10 90
2½	0 70	12 50
3	0 80	14 30

SASH BALANCES (Caldwell). 10% on list.

SAWS, BUCK

Happy Medium, $12.00; Watch Spring, $12.50; Lance Tooth or Lightning Blades, $13.20.

SCREWS

Bright iron round head, 60%; flat head, 65%; round head, brass, 25%; flat head, brass, 30%; coach, 25%. Set Screws, 20-10%.

SCYTHES—

	Doz.
Bramble	$15 50
Bush	15 50
Excelsior	17 00
Cast	15 00

SNATHS—

No. 2 loop	13 25
Bush	15 00

SWEEPERS, CARPET—

See list in regular "Current Market Quotations" Column, f.o.b. factory, Niagara Falls, Ont.

SWEEPERS, VACUUM—

	Doz.
Grand Rapids, Nic.	$101 00
Household, Jap.	91 00
Superba, Nic.	117 00

F.o.b. Jobbers' Warehouse, Winnipeg. Prices guaranteed by manufacturers against their own decline to June 30, 1919.

STEEL SHEETS, BLACK

10 gauge	$7 05
12 gauge	7 10
14 gauge	7 15
16 gauge	7 25
18-20 gauge	7 80
22-24 gauge	7 85
26 gauge	7 90
28 gauge	8 00

SHOVELS AND SPADES—

Shovels—Fox and Olds, D.H., Sqr. Pt., $15.05 per doz.; D.H. Rd. Pt., $15.05 per doz.; L.H. Sqr. Pt., $15.05; L.H. Rd. Pt., $15.05; Bulldog & Jones, D.H., Rd. Pt., $16.30; D.H. Sqr. Pt., $16.30; L.H. Rd Pt., $16.30; L.H., Sqr. Pt., $16.30; L.H., Rd. Pt., $16.30; Black Cat and Crescent Scoops—No. 4, $19.00 doz.; No. 6, $19.50; No. 8, $20.00; No. 10, $20.50; Moose & Jones Scoops, No. 4, $19.90; No. 6, $20.90; No. 8, $21.40.

SOLDER. Per ound, 36 to 37.

SPIKES

Pressed, ¼ in., $8.30; 5-16, $7.95; ⅜, $7.75; ½, $7.55.

STAPLES

Bright wire, per cwt., $6.05 at Fort William, $6.45 Winnipeg; galvanized staples, $6.85 Fort William, $7.25 Winnipeg.

STEEL

Sleighshoe, $5.50 base per cwt.; plow, common, $6.50; crucible plow, $7.50; angle, $5.35; harrow, $5.75 base; cast, octagon tool steel, 20c base; square tool, 20c base; spring, $7.50; machine, $8.00 base, tire, $5.90. Mild, 3-16, ¼, 5-16, $7.75 base; other sizes $5.50 base. Band steel, $5.50 base.

STEEL HOOPS

½ in., $8.35; ⅝ in., $8.00; ¾ in., $7.40; ⅞ in., $7.10; 1 in., $7.00; 1¼ in., $6.90; 1½ in., $6.80.

STEEL SQUARES

15% on list.

TACKS. Carpet, 65% list.

TIES. Cow, 10%.

TIN AND TERNE PLATE—

20 x 28 I.C. box	$23 50
20 x 28 I.X. box	27 00
20 x 33 I.C. box	28 50
20 x 33 I.X. box	32 50
Terne plates	24 00

TRAPS, GAME—

	Victor	H. & N.	Jum
No. 0	$1 95	$....	$....
No. 1	2 30	3 60	3 10
No. 1½	3 45	5 40	4 55
No. 2	4 80	7 50	6 70
No. 3	6 75	10 00	....

TUBS—

	Wood	Fibre
No. 0	$21 35	$26 40
No. 1	18 80	22 65
No. 2	16 40	18 80
No. 3	14 00	15 95

TURPENTINE

See weekly report.

TWINE (WRAPPING)

	Lb.
Cotton, 3-ply, cones	$0 7[illegible]
Cotton, 3-ply, balls	0 7[illegible]
Cotton, 4-ply, cones	0 7[illegible]
Cotton, 4-ply, balls	0 7[illegible]

VARNISHES—

Stephens Luminette, gal.	$2 20
Stephens Exalite, gal.	3 00

WARES, ETC.—

Scotch Grey, 40% discount.

Colonial, Imperial, Pearl, 20-7½% discount.

Premier, Canada, Diamond, discount 2½%.

Whiteware, 40-10% discount.

Japanned Ware, list, plus 30%.

Japanned Ware, white, list, plus 40%.

Japanned Sprinklers, list, plus 30%.

Stamped Ware, plain, 40-10% discount.

Stamped Ware, ret'd, 40% discount.

Pieced Tinware, ordinary, list plus 40%.

Pieced Tinware, copper bottoms list, plus 60%.

Sheet Iron Ware, list, plus 20%.

Light Galv'd Pails and Tubs, list plus 27½%.

Heavy Galv'd Pails and Tubs plus 17½%.

Jap. Coal Hods, list, plus 35%.

Galv'd Coal Hods, list, plus 50%.

WASHERS—

Iron, small lots, 45% off list, plus $1.50; full boxes, iron, 33 1/3% off list plus $1.00.

WHITE LEAD—

Decorators' pure, ton lots, $16.90; less than ton lots, $17.25.

WIRE, BARB—

Lyman, 4-point, $5.05 Winnipeg; Glidden Cattle, 2-pt., $5.10 Winnipeg; Baker, 2-pt., $4.80 Winnipeg; plain twist, cwt., Winnipeg, $7.00 100 lbs.; plain galvanized; Winnipeg, No. 9, $6.00; No. 12, $6.15; coil spring, Winnipeg, No. 9, $6.05; No. 12, $6.20.

Patented screen in 100-ft. rolls, $3.50 per hundred sq. ft.; in 50-ft. rolls, $3.60 per 100 sq. ft.

WIRE, PLAIN—

Bale ties, 14 gauge, single loop $7.65 Winnipeg; $7.25 Ft. William Brass snare wire, per lb., 80c.

WIRE, ANNEALED—

No. 9, $6.75; 10, $6.80; 12, $6.95; 14, $7.15; 15, $7.25; 16, $7.40 per 100 lbs.

WRENCHES (NUT)—

Agricultural—	Doz.
6 in.	$7 00
8 in.	8 40
10 in.	9 80
12 in.	12 60
15 in.	16 80

Perfect Handle—	
6 in.	15 00
8 in.	18 00
10 in.	21 00
12 in.	27 00
15 in.	36 00
18 in.	48 00

WRENCHES (PIPE)—

Stillson—	Each
6 in.	$1 00
8 in.	1 15
10 in.	1 25
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18 in.	2 50
24 in.	3 65
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Trimo—	
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Plewes, Ltd., Winnipeg, Man.

Air Cocks
The Penberthy Injector Co., Ltd., Windsor, Ont.

Agricultural Products
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British Aluminium Co., Toronto.
Canada Metal Co., Toronto.
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Canadian Asbestos Co., Montreal, Que.
The Engineers' Supply Co., Winnipeg, Man.

Asbestos Pipe Specialties
Canadian Asbestos Co., Montreal, Que.

Asbestos Pipe Coverings
Canadian Asbestos Co., Montreal, Que.

Ash Sifters
Furnival & Co., Toronto.
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Auto Accessories, Ltd., Winnipeg, Man.
J. E. Beauchamp & Co., Montreal, Que.
Canada Sales Co., Toronto.
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Great West Electric Co., Ltd., Winnipeg, Man.
Homer & Wilson, Hamilton, Ont.
Hyslop Bros., Toronto.
North American Hardware Co., Ltd., Montreal.
Prairie Motor Sales Co., Moose Jaw, Sask.
The Royal Canadian Specialties, Hamilton, Ont.
Samuel Trees & Co., Ltd., Toronto.
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The All-Way Mfg. Co., Toronto, Ont.
Air-Tite Mfg. Co., St. Thomas, Ont.
W. H. Banfield & Sons, Ltd., Toronto.
Benjamin Electric Co., Toronto.
Boston Varnish Co., Everett Station, Boston, Mass.
Barcalo Mfg. Co., Buffalo, N.Y.
Canada Cycle & Motor Co., Ltd., Weston, Ont.
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Canadian Winckley Co., Ltd., Windsor, Ont.
Cannon Oiler Co., Keithsburg, Ill.
The Carborundum Co., Niagara Falls, N.Y.
Canada Dry Cells, Ltd., Winnipeg.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
The Durke-Atwood Co., Toronto, Ont.
Gutta Percha & Rubber, Ltd., Toronto.
Kinzinger, Bruce & Co., Niagara Falls, Ont.
Line, Kimball Co., Moose Jaw, Sask.
The Lockwood-Ash Motor Co., Jackson, Mich.
The Marquette Manufacturing Co., Inc., St. Paul, Minn.
M. H. Merchant Corporation, Syracuse, N.Y.
Metal Specialties Mfg. Co., Chicago, Ill.
The Locktite Mfg. Co., Windsor, Ont.
Frank Mossberg Co., Attleboro, Mass.
McKinnon Industries, Ltd., St. Catharines, Ont.
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Thermoid Rubber Co., Trenton, N.J.
Trimont Mfg. Co., Roxbury, Mass.
Van Cleef Bros., Chicago, Ill.
The Van der Linde Rubber Co., Toronto.
Wilkinson & Kompass, Hamilton.
Williams & Co., J. H., Brooklyn, N.Y.
Wilson Auto Specialties, Ltd., Hamilton, Ont.

Automobiles
Canadian Pneumatic Tool Co., Ltd., Montreal.

Automobile Parts
Kinzinger, Bruce & Co., Ltd., Niagara Falls, N.Y.
McKinnon Industries, Ltd., St. Catharines, Ont

Awnings
Finnie & Murray, Ltd., Winnipeg.
J. J. Turner & Co., Peterboro, Ont.

Axes
Canada Foundries & Forgings, Brockville, Ont.
Can. Warren Axe & Tool Co., St. Catharines.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.

Babbitt Metal
Thos. Birkett & Son Co., Ltd., Ottawa.
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal.
Hoyt Metal Co., Toronto.
Owl Metal Co., Winnipeg.
Lewis Bros., Ltd., Montreal.
Plewes, Ltd., Winnipeg, Man.
Tallman Brass & Metal Co., Hamilton.

Barb Wire
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Bars and Racks, Clothes
Stratford Mfg. Co., Ltd., Stratford, Ont.
Otterville Mfg. Co., Ltd., Otterville, Ont.

Barrel Covers
E. B. Eddy Co., Ltd., Hull, Que.

Barrel Liners
J. N. Warminton & Co., Montreal, Que.

Batteries, Dry
Canadian National Carbon Co., Ltd., Toronto.
Canada Dry Cells, Ltd., Winnipeg.
Great West Electric Co., Ltd., Winnipeg, Man.
Canadian General Electric Co., Toronto.
Dominion Battery Co., Ltd., Toronto, Ont.
North American Hardware Co., Ltd., Montreal.
Northern Electric Mfg. Co., Montreal.
Usona Mfg. Co., Windsor, Ont.

Batteries, Flashlight
Canadian National Carbon Co., Ltd., Toronto
Dominion Battery Co., Ltd., Toronto, Ont.
Usona Mfg. Co., Windsor, Ont.

Baths, Enamelled and Copper
Canada Metal Co., Toronto.

Bath Room Fixtures
Kinzinger, Bruce & Co., Ltd., Niagara Falls

Bends, Brass, Iron and Lead
Jas. Morrison Brass Mfg. Co., Toronto.

Bibbs, Basin and Bath Cocks, Compression
Jas. Morrison Brass Mfg. Co., Toronto.
The United Brassfounders, Ltd., Manchester, Eng.
Wentworth Mfg. Co., Hamilton, Ont.

Bibbs, Basin and Bath Cocks, Fuller
Jas. Morrison Brass Mfg. Co., Toronto.
The United Brassfounders, Ltd., Manchester, Eng.

Brake Lining
Thermoid Rubber Co., Trenton, N.J.
Haddow Brokerage Co., Montreal, Que.

Brass Goods
Haddow Brokerage Co., Montreal, Que.
The Penberthy Injector Co., Ltd., Windsor, Ont.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Stratford Brass Co., Ltd., Stratford, Ont.

Brass Castings and Goods
Canada Metal Co., Toronto.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Jas. Morrison Brass Mfg. Co., Toronto.
Tallman Brass & Metal Co., Hamilton.
The Penberthy Injector Co., Ltd., Windsor, Ont.
The United Brassfounders, Ltd., Manchester, Eng.
Williams Bros. & Piggott, Ltd., Birmingham.

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Canada Metal Co., Toronto.
A. C. Leslie & Co., Montreal.
Tallman Brass & Metal Co., Hamilton.

Beekeepers' Supplies
Canadian Bee Supply & Honey Co.

Bevels
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Belting, Transmission, Elevator and Conveyor
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man

Belting, Rubber
Can. Consolidated Rubber Co., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.
Plewes, Ltd., Winnipeg, Man.

Belting, Cotton
Dominion Belting Co., Hamilton, Can.
Plewes, Ltd., Winnipeg, Man.

Blacksmiths' Supplies
D. Ackland & Son, Winnipeg.

Blankets, Saddle
Burlington Windsor Blanket Co., Ltd., Toronto
Galt Robe Co., Galt, Ont.
Samuel Trees & Co., Toronto, Ont.

Blankets, Horse
J. J. Turner & Co., Peterboro, Ont.

Bolts and Nuts
Canadian Tube & Iron Co., Ltd., Montreal
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.
Northern Bolt, Screw & Wire Co., Owen Sound.
London Bolt & Hinge Works, London, Ont.
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man
Wilkinson & Kompass, Hamilton.

Bolts, Eye
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man
The Steel Co. of Canada, Ltd., Hamilton, Ont
Williams & Co., J. H., Brooklyn, N.Y.

Bolts, Panic
Wm. Newman & Sons, Birmingham, Eng.

Boring Bars
Williams & Co., J. H., Brooklyn, N.Y.

Boxes, Tin
A. R. Whittal Can. Co., Ltd., Montreal, Que.

Boots, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Boot Calks and Tools
Steel Co. of Canada, Ltd., Hamilton.

Boring Bars
Pratt & Whitney Co. of Canada, Ltd., Dundas.

Box Opening Tools
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Bale Ties
The Frost Steel & Wire Co., Ltd., Hamilton Ont.
The Graham Nail Works, Toronto.
Laidlaw Bale Tie Co., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn

Bale Tie Buckles
J. N. Warminton & Co., Montreal, Que.

Barbed Wire
Banwell, Hoxie Wire Fence Co., Ltd., Hamilton

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Walter Woods & Co., Hamilton.

Barn Door Hangers
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Steel Goods Co., Hamilton.
National Mfg. Co., Sterling, Ill.
Safety Door Hanger Co., Hamilton, Ont.
Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Guelph, Ont.

Barrel Stands
Wakyte Mfg. Co., Winnipeg.

Barrels, Steel
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

Balers, Steel
Climax Baler Co., Hamilton.
Spielmann Agencies, Montreal.

Bit, Braces
Caverhill, Learmont & Co., Montreal.
Russell Jennings Mfg. Co., Chester, Conn.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn

Black Sheets
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Brackets, Shelf
Canada Steel Goods Co., Hamilton.
The Stanley Works, New Britain, Conn.

Box Strapping
J. E. Beauchamp & Co., Montreal.
The Stanley Works, New Britain, Conn.
J. N. Warminton & Co., Montreal, Que.

Blasting Supplies
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THE BUYERS' GUIDE

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Butter Molds
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Walter Woods & Co., Hamilton, Can.

Butter Workers
Beatty Bros., Ltd., Fergus, Ont.

Butts and Hinges
Canada Foundries & Forgings, Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Caverhill, Learmont & Co., Montreal.
Chicago Spring Butt Co., Chicago, Ill.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Burrs
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton.
Parmenter & Bulloch, Gananoque.

Bread and Cake Makers
Thos. Davidson Mfg. Co., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.

Breast Drills
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.

Brushes and Brooms
Boeckh Bros. Co., Ltd., Toronto.
Meakins & Sons, Ltd., Hamilton.
Perfection Sanitary Brush Co., Toronto.
The Rubberset Co., Limited, Toronto.
T. S. Simms & Co., Ltd., St. John.
Walter Woods & Co., Hamilton.

Bits, Auger
Caverhill, Learmont & Co., Montreal.
Russell Jennings Mfg. Co., Chester, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.
Wilkinson & Kompass, Hamilton.
Scythes, Ltd., Toronto.

Bits, Forstner
Progressive Mfg. Co., Torrington, Conn.

Bicycles
Canada Cycle & Motor Co., Toronto.
Crown Cycle & Motor Co., Montreal, Que.
Hyslop Bros., Ltd., Toronto.
Iver Johnson Arms & Cycle Works, Ltd., Fitchburg, Mass.

Birch Seats
Canadian Veneering Co., Montreal, Que.

Brake Lining
Crown Cycle & Motor Co., Montreal, Que.

Brooms
Stevens-Hepner Co., Ltd., Port Elgin, Ont.
Walter Woods & Co., Ltd., Hamilton, Ont.

Buckles, Harness and Trunks
McKinnon Industries, Ltd., St. Catharines, Ont.

Builders' Hardware
Allith Mfg. Co., Ltd., Hamilton, Ont.
Caverhill, Learmont & Co., Montreal.
Canada Steel Goods Co., Hamilton.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
R. Johnson, Clapham & Morris, Ltd., Manchester, Eng.
National Hardware Co., Orillia, Ont.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.
Stratford Brass Co., Ltd., Stratford, Ont.

Bumpers, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Cabinet Hardware
Stratford Brass Co., Ltd., Stratford, Ont.

Canoes and Boats
Canadian Canoe Co., Peterborough, Ont.
Peterborough Canoe Co., Peterborough, Ont.

Calks, Boot
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Calipers and Dividers
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
L. S Starrett Co., Athol, Mass.

Caliper Gauges
Williams & Co., J. H., Brooklyn, N.Y.

Camp Furniture and Goods
Finnie & Murray, Ltd., Winnipeg.
J. J. Turner & Sons, Ltd., Peterboro, Ont.
Otterville Mfg. Co., Ltd., Otterville, Ont.

Cans, Milk
The A. R. Whittal Can. Co., Ltd., Montreal.

Cans, Paint
The A. R. Whittal Can. Co., Ltd., Montreal.

Cans
The A. R. Whittal Can. Co., Ltd., Montreal.

Cans, Oil
Cannon Oiler Co., Keithsburg, Ill.

Caps for Hubs
McKinnon Industries, Ltd., St. Catharines, Ont.

Carriage Hardware
Stratford Brass Co., Ltd., Stratford, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Cartridges
Dominion Cartridge Co., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.

Castings, Brass, Bronze and Aluminum
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Cash Carriers
Gipe-Hazard Store Service Co., Toronto.

Cash Registers
The National Cash Register Co. of Canada, Ltd., Toronto.

Casters
Canada Foundries & Forgings, Ltd., Brockville.
The Faultless Caster Co., Evansville, Ind.

Castor Oil
B. & S. H. Thompson & Co., Ltd., Montreal, Que.

Carpenters' Tools
Haddow Brokerage Co., Montreal, Que.

Carpet Sweepers
Bissell Carpet Sweeper Co, of Canada. Ltd., Niagara Falls, Ont.
Caverhill, Learmont & Co., Montreal.
Walter Woods & Co., Hamilton.

Carriage Castings
McKinnon Industries, Ltd., St. Catharines, Ont.

Casseroles
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Chains, Coil, Boom, Hammock, Tether, Dog, Halter, Cow, Breast, Trace, Tire
McKinnon Chain Co., St. Catharines, Ont.

Cable Carriers
Gipe-Hazard Store Service Co., Toronto.

Cellar Drainers
The Penberthy Injector Co., Ltd., Windsor, Ont.

Cement, Asbestos
Canadian Asbestos Co., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Cement, Rubber
Van Cleef Bros., Chicago, Ill.

Cement, Roofing
Geo. W. Reed & Co., Ltd., Montreal, Que.

Chains, Cut-Link
The Niagara Falls Metal Stamp'g Works, Niagara Falls, N.Y.

Chains, Folding
J. E. Beauchamp & Co., Montreal, Que.

Chain Pipe Wrenches
J. H. Williams & Co., Brooklyn, N.Y.

Chair Seats
J. E. Beauchamp & Co., Montreal, Que.
Canadian Veneering Co., Acton Vale, Que.

Chairs for Automobile, Camp and Boat
McKinnon Industries, Ltd., St. Catharines, Ont.

Choppers, Ice
The Haddow Brokerage Co., Montreal, Que.
L. & I. J. White Co., Buffalo, N.Y.

Chisels, Cape, Cold, etc.
Brown-Boggs Co., Ltd., Hamilton.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Check Protectors
W. G. Patrick & Co., Ltd., Toronto.

Checking Floor Hinges
Chicago Spring Butt Co., Chicago, Ill.

Chemical Closets
Wakyte Mfg. Co., Winnipeg, Man.

Chemical Specialties
B. & S. H. Thompson & Co., Ltd., Montreal, Que.
Van Cleef Bros., Chicago, Ill.
Vol-Peek Mfg. Co., Montreal.

Choppers, Food
Landers, Frary & Clark, New Britain, Conn.

Chucks, Tap
Wells Bros. of Canada, Galt.

Churns, Hand and Power
Beatty Bros., Ltd., Fergus.
Caverhill, Learmont & Co., Montreal.
Dowswell, Lees Co., Hamilton.
Landers, Frary & Clark, New Britain, Conn.
Medalta Stoneware Co., Ltd., Medalta, Ont.
Merchants Hardware Specialties, Ltd., Calgary.
Walter Woods & Co., Hamilton.

Clamps "C"
J. H. Williams & Co., Brooklyn, N.Y.

Clothes Bars and Racks
Otterville Mfg. Co., Ltd., Otterville, Ont.

Clothes Racks
Walter Woods & Co., Hamilton.

Clamps
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Williams & Co., J. H., Brooklyn, N.Y.

Clippers
Chicago Flexible Shaft Co., Chicago, Ill.

Closets
Wakyte Mfg. Co., Ltd., Winnipeg, Man.

Closet Seats
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Clothes Dryers
The Coleman Fare Box Co., Ltd., Toronto.
Dowswell, Lees Co., Ltd., Hamilton, Can.

Clothes Lines
The Coleman Fare Box Co., Ltd., Toronto.

Clothes Line (Wire)
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Clothes Horses
Stratford Mfg. Co., Stratford, Ont.

Coal Chutes
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Coffee Percolators and Urns
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Landers, Frary & Clark, New Britain, Conn.

Corrugated Fasteners
J. E. Beauchamp & Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

Collar Balls
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Collar Pads
American Pad & Textile Co., Hhatham.
Burlington Windsor Blanket Co., Toronto, Ont.

Cotton Duck
Scythes & Co., Ltd., Toronto, Ont.

Cotton Gloves
American Pad & Textile Co., Chatham.

Coal Chutes
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Coal Hods
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

Cobblers' Sets
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Cookers, Steam
Louis McLain Co., Ltd., Winnipeg, Man.

Cookers, Fireless
Royal Fireless Cooker Co., Ottawa, Ont.

Conductor Pipe, Hooks, Heads, etc.
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Winnipeg Ceiling & Roofing Co., Winnipeg.
Wheeler & Bain, Toronto.

Connecting Rods
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Williams & Co., J. H., Brooklyn, N.Y.

Coopers' Tools
Haddow Brokerage Co., Montreal, Que.

Coping Saws
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Cordage
Brantford Cordage Co., Ltd., Brantford, Ont.
Consumers Cordage Co., Montreal.
Plymouth Cordage Co., North Plymouth, Mass.
Scythes & Co., Ltd., Toronto, Ont.

Corners, Chest
The Brainerd Mfg. Co., East Rochester, N.Y.

Crank Pulls (Wire)
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Crank Shafts
Williams & Co., J. H., Brooklyn, N.Y.

Crowbars
B. J. Coghlin & Co., Montreal.

Crocks, Butter
Medalta Stoneware Co., Ltd., Medicine Hat, Alta.

Crucibles
Canadian Asbestos Co., Montreal, Que.

Cultivators
J. E. Gilson Co., Port Washington, Wis.
C. S. Norcross & Sons, Bushnell, Ill.

Cutlery
Bridgeport Hdwe. Mfg. Co., Bridgeport, Conn.
The Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.
Geo. Butler & Co., Ltd., Sheffield, Eng.
The Canadian Wm. A. Rogers Co., Ltd., Toronto.
Caverhill, Learmont & Co., Montreal.
Geneva Cutlery Co., Geneva, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
James Hutton & Co., Montreal.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
Lewis Bros., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Oneida Community, Ltd., Oneida, N.Y.
Henry Rogers' Son & Co., Ltd., Sheffield, Eng.
Wm. Rogers Mfg. Co., Niagara Falls, Ont.

Cutters
Butterfield & Co., Inc., Rock Island, Que.
The Rapid Tool & Machine Co., Ltd., Montreal
Trimont Mfg. Co., Roxbury (Boston, Mass.).

Curry Combs
The Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.

Cuspidors
Thos. Davidson Mfg. Co., Ltd., Montreal.
E. B. Eddy Co., Ltd., Hull, Que.

Dairy Pails
Thos. Davidson Mfg. Co., Ltd., Montreal.
Soren Bros., Toronto, Ont.

Dampers, Stove Pipe
Canada Foundries & Forgings, Brockville, Ont.

Dashes, Buggy and Carriage
McKinnon Industries, Ltd., St. Catharines, Ont.

Desks, School
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Diaphragms, Rubber

Dies, Stocks, etc.
Butterfield & Co., Rock Island, Que.
Canadian Fairbanks-Morse Co., Montreal.
Pratt & Whitney Co. of Canada, Ltd., Dundas.
The Rapid Tool & Machine Co., Ltd., Montreal.
Wells Bros. Co. of Canada, Galt.

Disinfectants
J. E. Beauchamp & Co., Montreal, Que.

Display Racks and Stands
Cameron & Campbell, Toronto.
National Mfg. Co., Sterling, Ill.

Doors
Sanderson-Harold Co., Ltd., Paris, Ont.

Door Bolts
Canada Steel Goods Co., Hamilton, Can.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.

Door Knobs
Cartland & Son, Ltd., James, Birmingham, Eng.

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It does not require an expert to be successful with DOUGALL'S DA-COTE—full directions are printed on every can which, if followed, will produce satisfactory results.

Dougall Da-Cote, though primarily for motor cars, is good for many other uses—sleighs, buggies, wagons, baby carriages, etc.—in fact, anywhere where a glossy, weather-resisting surface is required.

Dougall Da-Cote Is Made In Black, White and 8 Colors

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The Dougall Varnish Co., Limited
MONTREAL

associated with Murphy Varnish Co., U.S.A.

THE BUYERS' GUIDE

Door Checks
Canadian Yale & Towne, St. Catharines.
Wm. Newman & Sons, Birmingham, Eng.

Door Hangers
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Steel Goods Co., Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.
National Mfg. Co., Sterling, Ill.

Door Springs
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Wm. Newman & Sons, Birmingham, Eng.

Door Pulls
Stratford Brass Co., Ltd., Stratford, Ont.

Doubletrees
McKinnon Industries, Ltd., St. Catharines, Ont.
West-Woods, Ltd., Winnipeg, Man.

Draining Tools
Canadian Shovel & Tool Co., Hamilton, Can.

Drills, Breast
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.

Drill Chucks
Goodell-Pratt Co., Greenfield, Mass.

Drills, Blacksmiths'
Canada Foundries & Forgings, Brockville.

Drills
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Butterfield & Co., Inc., Rock Island, Que.
Goodell-Pratt Co., Greenfield, Mass.
Jones & Shipman, Ltd., Leicester, Eng.
North Bros. Mfg. Co., Philadelphia, Pa.
Plewes, Ltd., Winnipeg, Man.
Stanley Rule & Level Co., New Britain, Conn.
Wilkinson & Kompass, Hamilton, Ont.
Pratt & Whitney Co. of Canada, Ltd., Dundas, Ont.
Wilt Twist Drill Co. of Canada, Ltd., Walkerville, Ont.

Drills, Twist
Wilt Twist Drill Co. of Canada, Ltd., Walkerville, Ont.

Drop Forgings
McKinnon Industries, Ltd., St. Catharines, Ont.
Williams & Co., J. H., Brooklyn, N.Y.
Spielmann Agencies, Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Dry Colors
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
Ottawa Paint Works, Ottawa.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.
Martin-Senour Co., Ltd., Montreal.
McArthur Irwin, Montreal.
Stewart & Wood, Toronto.

Dusters
Channell Chemical Co., Toronto.

Dynamite
Du Pont American Industries, Wilmington, Del

Dry Cells
Canada Dry Cells, Ltd., Winnipeg.
Canadian National Carbon Co., Toronto.
Canadian H. W. Johns-Manville Co., Toronto.
Canadian General Electric Co., Ltd., Toronto.
Dominion Battery Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man
Spielmann Agencies, Ltd., Montreal, Que.

Eavetrough
Pedlar People, Limited, Oshawa.
Thos. Davidson Mfg. Co., Ltd., Montreal
Metal Shingle & Siding Co., Ltd., Preston, Ont.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg

Egg Beaters
Louis McLain Co., Ltd., Winnipeg, Man
Collette Mfg. Co., Collingwood.

Egg Cases
Miller Bros. Co., Ltd., Montreal, Que.
Walter Woods & Co., Hamilton.

Egg Case Fillers
Miller Bros. Co., Ltd., Montreal, Que.
Walter Woods & Co., Hamilton, Can.

Ejectors and Syphons
The Penberthy Injector Co., Ltd., Windsor, Ont.
Jas. Morrison Brass Mfg. Co., Toronto.

Elbows
Thos. Davidson Mfg. Co., Ltd., Montreal.
Pedlar People, Ltd., Oshawa, Ont.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Electric Bells
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man

Electric Fans
Canadian General Electric Co., Ltd., Toronto
Great West Electric Co., Ltd., Winnipeg, Man
The A. C. Gilbert-Menzies Co., Toronto.
Northern Electric Co., Ltd., Montreal.

Electric Fixtures
W. H. Banfield & Sons, Ltd., Toronto.
Canadian General Electric Co., Ltd., Toronto
Great West Electric Co., Ltd., Winnipeg, Man
Northern Electric Co., Ltd., Montreal.
Tallman Brass & Metal Co., Hamilton.

Electric Grates
Great West Electric Co., Ltd., Winnipeg, Man

Electric Plates
Louis McLain Co., Ltd., Winnipeg, Man

Electric Specialties
Benjamin Electric Co., Toronto.
Canadian General Electric Co., Ltd., Toronto
Canadian National Carbon Co., Toronto.
The Clemens Electrical Corporation, Hamilton.
Dominion Battery Co., Ltd., Toronto, Ont.
Great West Electric Co., Ltd., Winnipeg, Man
The Hessco Electric Mfg. Co., Toronto, Ont.
Landers, Frary & Clark, New Britain, Conn
National Electric Heating Co., Toronto.
North American Hardware Co., Ltd., Montreal Que.
Northern Electric Co., Ltd., Montreal.
Spielmann Agencies, Ltd., Montreal, Que.
Usona Mfg. Co., Windsor, Ont.

Electric Supplies
W. H. Banfield & Sons, Ltd., Toronto.
The Can. General Electric Co., Ltd., Toronto.
The Hessco Electric Mfg. Co., Toronto, Ont.

Emery
Dominion Glue & Emery Co., Montreal, Que.

Enamels
Boston Varnish Co., Everett Station, Boston Mass.
British America Paint Co., Ltd., Victoria, B.C.
Wm. Harland & Sons, Toronto.
Sturgeons, Ltd., Toronto

Enamelled Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.
E. T. Wright & Co., Hamilton, Ont.
Sheet Metal Products Co. of Canada, Ltd., Toronto

Emery Glass and Papers
John Oakey & Sons, London, Eng

Emery (Grain and Sheets)
DesRochers, Ltd., Montreal, P.Q

Eveners for 2, 3, 4, 6 and 8 Horses
Gregg Mfg. Co., Ltd., Winnipeg, Man
D. Ackland & Son, Ltd., Winnipeg, Man.
McKinnon Industries, Ltd., St. Catharines, Ont.
West-Woods, Ltd., Winnipeg, Man.

Evaporators
Steel Trough & Machine Co., Ltd., Tweed, Ont.

Excelsior
Rankin & Co., Ltd., Toronto.

Explosives
Du Pont Powder Co. Wilmington Del.
Hercules Powder Co., Wilmington, Del.

Escutcheon Pins
Parmenter & Bulloch Co., Ltd. Garanoque Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Exterminator, Rat and Roach
The Commen Sense Mfg. Co., Toronto.

Extinguishers, Fire
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man
H. W. Johns-Manville Co., New York.
Northern Electric Co., Montreal
Pyrene Mfg. Co., Ltd., Montreal, Que.

Fanlight Openers
Jas. Cartland & Son, Ltd., Birmingham, Eng

Fasteners, Storm, Sash and Screen
National Mfg. Co., Sterling, Ill.
Stratford Brass Co., Ltd., Stratford Ont
The Stanley Works, New Britain Conn.

Farm Lighting Outfits
Canadian General Electric Co., Ltd., Toronto
Northern Electric Co., Montreal.

Faucets, Petroleum
Can. Foundries & Forgings, Ltd., Brockville, Ont

Feed Boxes
Canada Foundries & Forgings, Brockville

Feed Cookers
Wheeler & Bain, Toronto.

Felts (Tarred and Carpet)
Alex. McArthur & Co., Montreal, Que.
J. H. McComb, Ltd., Montreal, Que.

Fencing and Gates
Banwell-Hoxie Wire Fence Co., Hamilton.
McGregor-Banwell Fence Co. Ltd Walkerville
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
B. Greening Wire Co., Hamilton, Ont.
Standard Tube & Fence Co., Woodstock.
Steel Co. of Canada, Ltd., Hamilton

Fences, Woven Wire, Farm and Ornamental
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

Fenders for Buggy and Carriage
McKinnon Industries, Ltd., St. Catharines, Ont
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Fire Appliances and Liquids
Pyrene Mfg. Co., Ltd., Montreal, Que.

Fire Arms
Colts Patent Fire Arms Mfg. Co., Hartford Conn.
Harrington & Richardson Arms Co., Worcester, Mass.
Johnson Iver Arms & Cycle Works, Fitchburg Mass.

Files
E. C. Atkins Co., Hamilton, Can.
G. & H. Barnett Co., Philadelphia.
Delta File Works, Philadelphia.
Henry Disston & Sons, Ltd., Philadelphia Pa
The Ingersoll File Co., Ingersoll, Ont.
Nicholson File Co., Port Hope, Ont.
Plewes, Ltd., Winnipeg.
Simonds Canada Saw Co., Montreal
Wilkinson & Kompass, Hamilton.
DesRochers, Ltd., Montreal, P.Q.

Fillers
Boston Varnish Co., Everett Station, Boston, Mass

Fire Door Fittings
Allith Mfg. Co. Ltd. Hamilton, Ont
Taylor-Forbes Co., Guelph, Ont.

Fire Extinguishers
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Pyrene Mfg. Co., Ltd., Montreal, Que.

Fire Department Supplies
Canadian Consolidated Rubber Co., Montreal
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
Northern Electric Co., Montreal.

Fire Escapes
The Dennis Wire & Iron Works Co., Ltd., London

Fire Pails
E. B. Eddy Co., Ltd., Hull, Que.

Fireplace Fixtures
Stover Mfg. & Engine Co., Freeport, Ill.

Fireplace Screens
Canada Wire & Iron Goods Co., Hamilton, Ont.

Fishing Tackle and Accessories
Marble Arms & Mfg. Co., Gladstone, Mich.

Flags
J. J. Turner & Sons, Ltd., Peterboro, Ont.
Scythes & Co., Ltd., Toronto, Ont.
Finnie & Murray, Ltd., Winnipeg, Man.

Flashlights, Electric
Canadian General Electric Co., Ltd., Toronto
Canadian National Carbon Co., Toronto.
Canada Dry Cells, Ltd., Winnipeg.
Crown Cycle & Motor Co., Montreal.
Dominion Battery Co., Ltd., Toronto, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
Metal Specialties Mfg. Co., Chicago
Northern Electric Co., Montreal.
Usona Mfg. Co., Windsor, Ont.
Ward & Gladstone, Manchester, Eng.

Flatware
Canadian Wm. A. Rogers, Toronto.
Oneida Community, Ltd., Oneida, N.Y.

Flower Pots
E. B. Eddy Co., Ltd., Hull, Que.

Fly Swatters
Dunlop Tire & Rubber Goods Co., Ltd Toronto

Food Choppers
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn
Merchants Hardware Specialties, Ltd., Calgary.

Force Cups
Canadian Consolidated Rubber Co., Toronto
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto

Ford Car Parts
Crown Cycle & Motor Co., Montreal.

Ford Car Specialties
Benjamin Electric Co., Toronto.
Royal Canadian Specialties, Hamilton, Ont.

Forgings
McKinnon Industries, Ltd., St. Catharines, Ont.

Forgings, Drop
McKinnon Industries, Ltd., St. Catharines, Ont.

Funnels
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wentworth Mfg. Co., Ltd., Hamilton, Ont

Furnaces
The Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.
Canada Foundries & Forgings, Brockville
Enterprise Mfg. Co., Sackville, N.B.
The Empire Stove and Furnace Co., Ltd., Owen Sound.
The Hall-Zyrd Foundry Co., Ltd., Hespeler, Ont.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.
Merchants Hardware Specialties, Ltd., Calgary.
Record Fdry. & Machine Co., Ltd., Moncton, N.B

Fruit Jars
Walter Woods & Co., Hamilton.

Furniture Polish
Buffalo Specialty Co., Buffalo, N.Y
Canada Paint Co., Montreal.
Channell Chemical Co., Toronto.
Imperial Oil Co., Ltd., Toronto.
Saunders & Co., Montreal, Que.
Sherwin-Williams Co., Montreal
The Vlit Mfg. Co., Montreal, Que.

Fuses, Electric
The Hessco Electric Mfg. Co., Toronto.

Fuses, Electric, Refillable
The Clemens Electrical Corporation, Hamilton.

Fuse Wire
Canada Metal Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Floor Stands
Jenkins Bros., Ltd., Montreal.

Floor Checks, Single or Double
Chicago Spring Butt Co., Chicago, Ill.

Flanges for Wheels
McKinnon Industries, Ltd., St. Catharines, Ont.

Flag Holders
J. E. Beauchamp & Co., Montreal.

Flint Cloths
John Oakey & Sons, London, Eng.

Floor Dressing
Imperial Oil Co., Ltd., Toronto, Ont.

Galvanizers
McKinnon Industries, Ltd., St. Catharines, Ont.

Galvanized Steel Sheets
Dominion Sheet Metal Co., Ltd., Hamilton.
A. C. Leslie & Co, Montreal
Pedlar People Ltd., Oshawa, Ont.
B. & S. H. Thompson & Co., Ltd., Montreal, Que.
Winnipeg Ceiling & Roofing Co., Winnipeg

Lowe Brothers

PAINTS VARNISHES

How Many Houses in Your Neighborhood Need Repainting?

HAVE YOU MADE A LIST OF THEM?

THESE are excellent prospects—do you follow them up?

Many Lowe Brothers dealers who have made a special success in selling paints have proven that the methodical following up of a good paint prospect usually lands the business.

This is how they go about it.

A careful list is made of all good paint prospects—owners of unpainted houses, of buildings in the course of erection or which need repainting. A copy of this list is given to each clerk to commit to memory and whenever any of these prospects come into the store they are given a quiet little selling talk on paints with special reference to their individual needs.

To back this up their names are sent in to Lowe Brothers and are put on their follow-up list. This means a number of personal letters and a continual stream of high class advertising matter. This follow-up of Lowe Brothers, supplemented by the efforts of the local dealer and his clerks usually secures the order for paint.

Are you taking advantage of the strong selling helps which Lowe Brothers offer you? Are you getting all the paint business to which you are entitled?

Remember every house painted with Lowe Brothers Paints is a constant and compelling advertisement for the paints and the dealer who sells them.

Lowe Brothers, Limited

Toronto, Ont.



Dayton Boston New York Chicago Kansas City Minneapolis Atlanta

THE BUYERS' GUIDE

Garden Cultivators and Weeders
C. S. Norcross & Sons, Bushnell, Ill.
Eureka Planter Co., Woodstock.

Garden Seeders and Hoes
The Bateman-Wilkinson Co., Ltd., Toronto.

Garden Seats
J. E. Beauchamp & Co., Montreal.

Garden Tools
Bateman-Wilkinson Co., Ltd., Toronto.

Garage Hardware
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Steel Goods Co., Hamilton, Can
The Louden Machinery Co. of Can., Ltd., Guelph
National Mfg. Co., Sterling, Ill.
Richards-Wilcox Canadian Co., London, Ont.
The Stanley Works, New Britain, Conn.

Garages
Metal Shingle & Siding Co., Ltd., Preston, Ont.
Pedlar People, Ltd., Oshawa, Ont.

Garbage Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.
J. Samuels, Toronto.
Soren Bros., Toronto.

Galvanized Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.

Galvanizing
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Galvanized Iron Cornices
Pedlar People Ltd., Oshawa, Ont.

Galvanized Pipe
Canada Metal Co., Ltd., Toronto.

Galvanized Steel Sheets
Metal Shingle & Siding Co., Ltd., Preston, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

General Rubber Specialties
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Generators
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man

Gas Water Heaters
Jas. Morrison Brass Mfg. Co., Toronto.

Gaskets, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Gasoline
Imperial Oil Co., Toronto.
Prairie City Oil Co., Winnipeg.

Gauges
L. S. Starrett Co., Athol, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Wells Bros. Co. of Canada, Galt.
Canadian Fairbanks-Morse Co., Ltd., Montreal.
J. H. Williams & Co., Brooklyn, N.Y.

Gates, Galvanized
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

Gauge Cocks, Standard and Extra Heavy
The Penberthy Injector Co., Ltd., Windsor, Ont.

Gauge Glasses, High Pressure
The Strong Machinery & Supply Co., New York, N.Y.

Gauges, Water (Standard Extra Heavy Automatic
The Penberthy Injector Co., Ltd., Windsor, Ont.

Glass, Window, Plate, Ornamental
A. M. Bell & Co., Ltd., Halifax, N.S.
Hobbs Mfg. Co., Montreal, Que.
The Johnston Brokerage Co., Pittsburgh, Pa.
Leeks & Potts, Ltd., Hamilton, Ont.
A. Ramsay, Son & Co., Montreal.
Sanderson-Pearcy Co., Toronto.
Stewart & Wood, Toronto.
B. & S. H. Thompson & Co., Ltd., Montreal, Que.
Toronto Plate Glass Importing Co., Toronto.
G. F. Stephens Co., Winnipeg.

Glue, Flake
W. Harris & Co., Toronto.

Glue, White
W. Harris & Co., Toronto.

Glue Pots, Electric
Superior Electrics, Ltd., Pembroke, Ont.

Glue, Sheet and Ground
Canada Glue Co., Brantford, Ont.
DesRochers Ltd., Montreal, Que.
Dominion Glue & Emery Co., Montreal, Que.
W. Harris & Co., Toronto.
R. C. Jamieson & Co., Montreal.
A. Ramsay & Son Co., Montreal.

Glass Cutters
Goodell-Pratt Co., Greenfield, Mass.

Glass Cutting Boards
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Glass, Buyers of Scrap Window
The Cloisonne and Art Glass, Ltd., Kitchener.

Glass Benders
Toronto Plate Glass Importing Co., Toronto.

Glaziers' Diamonds
Cushman Motor Works, Ltd., Winnipeg.
A. Ramsay, Son & Co., Montreal, Que.
Sharratt & Newth, London, Eng.
A. Shaw & Son, London, Eng.

Gloves and Mitts
American Pad & Textile Co., Ltd., Chatham, Ont.
A. R. Clarke & Co., Ltd., Toronto.

Golf Balls
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Gopher Poison
Ill-em-Quick Co., Regina, Sask.
Prairie Chemical Co. of Canada, Ltd., Winnipeg.

Granaries, Portable, Metallic
Winnipeg Ceiling & Roofing Co., Winnipeg.

Graphites
Canadian Asbestos Co., Montreal, Que.

Grease and Oil Cups
The Penberthy Injector Co., Ltd., Windsor, Ont.

Greases
Prairie City Oil Co., Ltd., Winnipeg, Man.

Grinders, Hand and Power
The Carborundum Co., Niagara Falls, N.Y.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
Plewes Ltd., Winnipeg, Man.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Grindstones
The Carborundum Co., Niagara Falls, N.Y.
Cleveland Stone Co., Cleveland, Ohio.

Grindstone Fixtures
Can. Foundries & Forgings, Ltd., Brockville, Ont

Grinding Wheels
The Carborundum Co., Niagara Falls, N.Y.

Ground Wood
E. B. Eddy Co., Hull, Que.

Guns
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.
Harrington & Richardson Arms Co., Worcester, Mass.
Iver Johnson's Arms & Cycle Works, Fitchburg Mass.

Gunsights
Marble Arms & Mfg. Co., Gladstone, Mich.

Hack Saws
Diamond Saw & Stamping Works, Buffalo, N.Y.
Fry's (London), Limited, London, Eng.
Goodell-Pratt Co., Greenfield, Mass.
Miller Falls Co., Miller Falls, Mass.
Plewes Ltd., Winnipeg, Man.
L. S. Starrett Co., Athol, Mass.
Victor Saw Works, Ltd., Hamilton, Ont.

Hack Saw Blades
Diamond Saw & Stamping Wks., Buffalo, N.Y.
Fry's (London), Limited, London, Eng.
Goodell-Pratt Co., Greenfield, Mass.
Henry Disston & Sons, Ltd., Toronto.
Victor Saw Works, Ltd., Hamilton, Ont.

Hack Saw Frames
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn
Henry Disston & Sons, Ltd., Toronto.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Hack Saw Machines
Diamond Saw & Stamping Wks., Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Victor Saw Works, Hamilton.

Halters
The Johnson Halter Co., Sarnia, Ont.
R. R. Kinread, Winnipeg, Man.

Hames, Steel and Iron
McKinnon Industries, Ltd., St. Catharines, Ont.

Hame Chains
The Niagara Falls Metal Stamp'g Works, Niagara Falls, N.Y.

Hammocks
Galt Robe Co., Galt, Ont.

Hammers
Canada Foundries & Forgings, Brockville.
Stanley Rule & Level Co., New Britain, Conn.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Hand Drills
Goodell-Pratt Co. Greenfield, Mass.

Handles, Canthooks and Peevies
West-Woods, Ltd., Winnipeg, Man.

Handles, Chest and Drawer
The Brainerd Mfg. Co., East Rochester, N.Y.

Handles
J. H. Still Mfg. Co., St. Thomas, Ont.

Hand Pulls
North Bros. Mfg. Co., Philadelphia, Pa.

Hangers, Door
Allith Mfg. Co. Ltd., Hamilton, Ont.
Beatty Bros., Ltd., Fergus.
Can. Foundries & Forgings, Ltd., Brockville, Ont
Canada Steel Goods Co., Hamilton, Can.
Cushman Motor Works, Ltd., Winnipeg.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
National Mfg. Co., Sterling Ill.
F. E. Myers & Bro., Ashland, Ohio.
Safety Door Hanger Co., Hamilton, Ont.
The Stanley Works, New Britain, Conn
Taylor-Forbes Co., Guelph, Ont.

Hangers, Barn Door
Allith Mfg. Co. Ltd., Hamilton, Ont
The Louden Machinery Co. of Can., Ltd., Guelph

Hangers, Door and Track
Cushman Motor Works, Ltd., Winnipeg.
Allith Mfg. Co., Hamilton, Can
Beatty Bros., Fergus, Ont.
Canada Steel Goods Co., Hamilton
The Louden Machinery Co. of Can., Ltd., Guelph
National Mfg. Co., Sterling Ill.

Hooks, Hat and Coat
Can. Foundries & Forgings, Ltd., Brockville, Ont
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Hangers, Storm, Sash and Screen
National Mfg. Co., Sterling Ill.
The Stanley Works, New Britain, Conn.

Hand Taps
Wells Bros. Co. of Canada, Galt.

Harness
Samuel Trees & Co., Toronto.

Hardware, Door
The Hamilton Stove & Heater Co., Hamilton, Ont.

Hardware Specialties
Allith Mfg. Co., Ltd., Hamilton, Ont.
Belleville Hardware Mfg. Co., Belleville, Ont.
The Brainerd Mfg. Co., East Rochester, N.Y.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Coleman Fare Box Co., Toronto.
Lyons & Marks, Toronto.
Louis McLain Co., Ltd., Winnipeg, Man.
Metal Specialties Mfg. Co., Chicago, Ill.
National Mfg. Co., Sterling Ill.
North American Hardware Co., Ltd., Montreal, Que.
Stratford Brass Co., Ltd., Stratford, Ont.
Taylor-Forbes Co., Guelph, Ont.

Hardware Store Fittings
Stratford Brass Co., Ltd., Stratford, Ont.

Harness Hardware
McKinnon Industries, Ltd., St. Catharines, Ont.
Trees Spriggs Co., Ltd., Winnipeg, Man.

Hatchets
Canada Foundries & Forgings, Ltd., Brockville.
Haddow Brokerage Co., Montreal, Que.
Marble Arms & Mfg. Co., Gladstone, Mich.
Stover Mfg. & Engine Co., Freeport, Ill.

Hasps
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Brainerd Mfg. Co., East Rochester, N.Y.
Canada Steel Goods Co., Hamilton.
National Mfg. Co., Sterling Ill.

Headlights, Auto
Canadian Lamp & Stamping Co., Ford, Ont.
North American Hardware Co., Ltd., Montreal.

Heaters
Anthes Foundry, Ltd., Winnipeg, Man.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Jas. Morrison Brass Mfg. Co., Ltd., Toronto.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.

Heaters, Electric
Chicago Flexible Shaft Co., Chicago, Ill.

Heels and Soles, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Hinges, Box and Refrigerator
The Brainerd Mfg. Co., East Rochester, N.Y.

Hinges, Ornamental
The Stanley Works, New Britain, Conn.

Hinges, Spring
Stover Mfg. & Engine Co., Freeport, Ill.
Wm. Newman & Sons, Ltd., Birmingham, Eng.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Hinges, Strap and Tee
Canada Steel Goods Co., Hamilton, Can.
Can. Foundries & Forgings, Ltd., Brockville, Ont
National Mfg. Co., Sterling, Ill.

Hockey Sticks
J. H. Still Mfg. Co., St. Thomas.
St. Mary's Wood Specialty Co., Ltd., St. Marys, Ont.

Hoes
Ward & Payne, Sheffield, Eng.

Hoists
Manitoba Bridge & Iron Works, Ltd., Winnipeg.
Plewes Ltd., Winnipeg, Man.

Horse Singers
Colline Mfg. Co., Toronto.

Hones, Razor
The Carborundum Co., Niagara Falls, N.Y.

Hooks, Coat and Hat
The Brainerd Mfg. Co., East Rochester, N.Y.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Hooks for Logging Chains
McKinnon Industries, Ltd., St. Catharines, Ont.

Horse Covers, Rubber
Canadian Consolidated Rubber Co., Montreal.
J. J. Turner & Sons, Ltd., Peterboro, Ont.

Horse Shoes
D. Ackland & Son, Winnipeg.
Steel Co. of Canada, Ltd., Hamilton.
Wilkinson & Kompass, Hamilton.

Horse Shoe Pads
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Hose, Fittings and Supplies
Canadian Consolidated Rubber Co., Montreal.
Can. Foundries & Forgings, Ltd., Brockville, Ont
Caverhill, Learmont & Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
K. & S. Tire & Rubber Co., Ltd., Toronto, Ont.
Lewis Bros., Ltd., Montreal.
Jas Morrison Brass Mfg. Co., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Hollow Ware
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Hoist Hooks
Williams & Co., J. H., Brooklyn, N.Y.

Household Pails
E. B. Eddy Co., Hull, Que.

Hubs for Ford Cars
McKinnon Industries, Ltd., St. Catharines, Ont.

Hub Caps
McKinnon Industries, Ltd., St. Catharines, Ont.

Ice Cream Freezers
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.

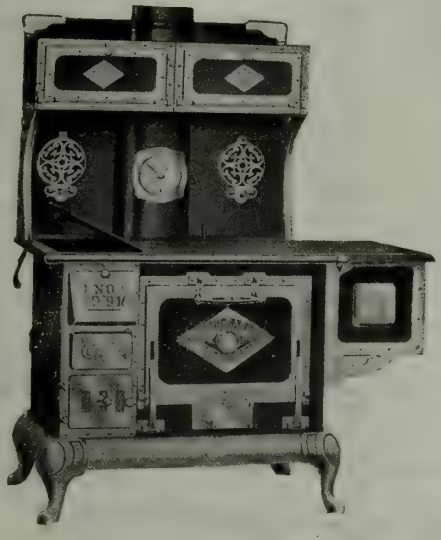
The Trade Mark behind the "Hardware House of Quality"

DIAMOND A BRAND — A — ASHDOWN'S GUARANTEE

The Largest Wholesale Hardware Dealers in Canada

THREE LEADING RANGES

THE DIAMOND "A" MALLEABLE, SUPERB AND THE HOME PRIDE



Diamond "A" Malleable

Diamond "A" Malleable

The Diamond "A" Malleable Range has a Steel Body, the Oven has Malleable Angle Iron Frame Front and Back. Braced Full Length. Nickel Parts Double Plated on Copper Base.

Coal and Wood Grate

Malleable Three-Panel Top, Highly Polished. Front Panel Hinged. Firebox Linings Extra Heavy. Reservoir—Cold Rolled Copper, Tinned Inside. Thermometer in oven door.

We know the Range is Right.

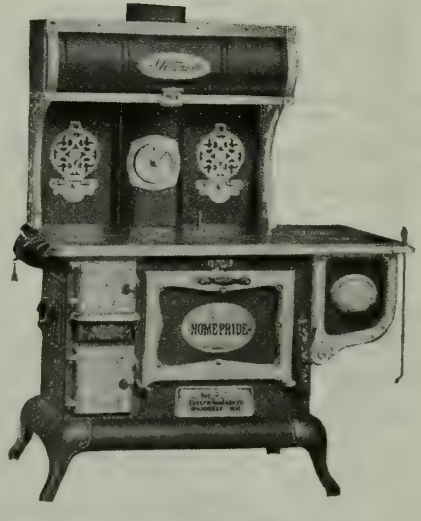


Superb

Superb

The Superb Range is a new, attractive model which is a valuable addition to the Stewart Line. With its wide range of sizes, square ovens, full nickel trimmings and up-to-date plain design, it fills the demand for an attractive well-built range.

We Fully Guarantee The Diamond "A" Malleable Steel Range



The Home Pride

The Home Pride

The Home Pride Range possesses many good features which will appeal to the housewife. They are quick and perfect bakers and use a surprisingly small amount of fuel. All materials are the best, and they offer the greatest value for a modern-priced range.

Write for Special Catalog and Prices.

The J. H. ASHDOWN HARDWARE COMPANY, Limited

CALGARY WINNIPEG SASKATOON

THE BUYERS' GUIDE

Implement Repairs
D. Ackland & Son, Ltd., Winnipeg.

Incubators
Collins Mfg. Co., Toronto.

Indicators, Speed
H. Disston & Son, Ltd., Toronto.
L. S. Starrett Co., Athol, Mass.

Indurated Ware
E. B. Eddy Co., Ltd., Hull, Que.

Ingersoll Watches
R. H. Ingersoll & Bro., Montreal, Que.

Injectors, Automatic
Jas. Morrison Brass Mfg. Co., Toronto
Th. Penberthy Injector Co., Ltd., Windsor, Ont.

Injectors, Auto-Positive
The Penberthy Injector Co., Ltd., Windsor, Ont.

Insecticides
The McDougall Bros., Ltd., Manchester, Eng.

Instruments of Precision
L. S. Starrett Co., Athol, Mass.

Ironing Boards and Tables
J. E. Beauchamp & Co., Montreal.
Otterville Mfg. Co., Ltd., Otterville, Ont.

Iron, Corrugated
Canada Metal Co., Toronto.

Iron Handles
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Iron and Steel Bars
Caverhill, Learmont & Co., Montreal.
Dominion Iron & Steel Co., Sydney, N.S.
A. C. Leslie & Co., Ltd., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
Lewis Bros., Ltd., Montreal.
London Rolling Mills, London, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Nova Scotia Steel Co., New Glasgow, N.S.

Irons
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Irons, Gas and Gasoline
Merchants Hardware Specialties, Ltd., Calgary.
National Stamping & Electric Works, Chicago.
The Royal Self-Heating Iron Co., Big Prairie, O.

Jack Planes
Stanley Rule & Level Co., New Britain, Conn.

Jack Screws
Canada Foundries & Forgings, Brockville, Ont.

Jardinieres
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Japans
Boston Varnish Co., Everett Station, Boston, Mass.

Jugs
Medalta Stoneware Co., Ltd., Medicine Hat, Alta.

Kalsomine
British America Paint Co., Ltd., Victoria, B.C.

Kettles
Can. Foundries & Forgings, Ltd., Brockville, Ont
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Keyhole Saws
Bridgeport Hardware Co., Bridgeport, Conn.

Kitchen Ware
Thos. Davidson Mfg. Co., Ltd., Montreal

Knife Sharpeners
J. E. Beauchamp & Co., Montreal.

Knives, Pocket and Table
Geo. Butler & Co., Ltd., Sheffield, Eng.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
James Hutton & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Merchants Hardware Specialties, Ltd., Calgary.

Knives, Sportsmen's
Marble Arms & Mfg. Co., Gladstone, Mich.

Knives, Putty
Bridgeport Hardware Co., Bridgeport, Conn.

Knobs, Drawer
The Brainerd Mfg. Co., East Rochester, N.Y.

Ladders, Step, Extension, Store, etc.
Allith Mfg. Co., Ltd., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
John Calender Mfg. Co., St. Paul, Minn.
Otterville Mfg. Co., Ltd., Otterville, Ont.
Stratford Mfg. Co., Stratford, Ont.

Lamps, Nitrogen and Tungsten
The Canadian Laco-Philips Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
North American Hardware Co., Ltd., Montreal.

Lamp Black
L. Martin Co., New York, N.Y.
A. Ramsay & Son Co., Montreal.
Wilkes-Martin-Wilckes Co., New York.

Lamp Burners
Schultz Mfg. Co., Ltd., Hamilton, Ont.

Lamp Chimneys
Walter Woods & Co., Hamilton.

Lamp Coloring and Frosting
Great West Electric Co., Ltd., Winnipeg, Man.
Spielmann Agencies, Ltd., Montreal

Lamps, Bicycle and Automobile
Dominion Battery Co., Ltd., Toronto, Ont.
North American Hardware Co., Ltd., Montreal.

Lamps and Lanterns, Gasoline
National Stamping & Electric Works, Chicago, Ill.

Lamps, Lanterns, Electric, Hand
Canadian General Electric Co., Toronto.
Canadian National Carbon Co., Toronto.
Dominion Battery Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
National Stamping & Electric Works, Chicago, Ill.
Spielmann Agencies, Montreal.
Van Cleef Bros., Chicago, Ill.

Lamps, Tungsten
Canadian Laco-Philips Co., Toronto.
Canadian Tungsten Lamp Co., Hamilton, Ont.
North American Hardware Co., Ltd., Montreal

Lamps, Nitrogen
Canadian Laco-Philips Co., Toronto.
Canadian Tungsten Lamp Co., Ltd., Hamilton, Toronto, Montreal, Winnipeg.
North American Hardware Co., Ltd., Montreal, Q.

Lamps and Lanterns, Gasoline and Kerosene
National Stamping & Electric Works, Chicago.
North American Hardware Co., Ltd., Montreal.
Powerlight Co., Winnipeg, Man.

Lanterns, Electric Hand
Usona Mfg. Co., Windsor, Ont.

Lanterns, Oil
Thos. Davidson Mfg. Co., Montreal.
Ontario Lantern & Lamp Co., Hamilton, Ont.
Schultz Mfg. Co., Hamilton, Can.
E. T. Wright Co., Hamilton, Ont.

Latches
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Gendron Mfg. Co., Ltd., Toronto.
Stover Mfg. & Engine Co., Freeport, Ill.

Lathe Dogs, Drop-forged
Williams & Co., J. H., Brooklyn, N.Y.

Lathe Dogs
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Lawn Swings
J. E. Beauchamp & Co., Montreal.

Lawn Mowers
Canada Foundries & Forgings, Ltd., Brockville.
Clipper Lawn Mower Co., Dixon, Ill.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Lawn Sprinklers
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Lead, Black
John Oakey & Sons, London, Eng.

Lead, Sheets and Pipe
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

Lead Traps and Bends
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
Plewes Ltd., Winnipeg, Man.

Leather Belting and Soles
Plewes Ltd., Winnipeg, Man.

Lead Irons
The A. R. Whittal Can. Co., Ltd., Montreal.

Lead Washers
Canada Metal Co., Ltd., Toronto.

Leather Dashes and Fenders
McKinnon Industries, Ltd., St. Catharines, Ont.

Letters and Figures, Embossed
The Niagara Falls Metal Stamp'g Works, Niagara Falls, N.Y.

Levels
H. Disston & Sons, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

Level Glasses
Stanley Rule & Level Co., New Britain, Conn.

Lighting Systems, Store
Benjamin Electric Co., Toronto.

Lighting Fixtures, Store
Benjamin Electric Co., Toronto.

Lines, Wire, Clothes
Walter Woods & Co., Hamilton.
Western Wire & Nail Co., London.

Linoleum Finishes
Boston Varnish Co., Everett Station, Boston, Mass.

Linseed Oil
Brandram-Henderson, Montreal.
Canada Linseed Oil Co., Ltd., Montreal and Toronto.
Dominion Linseed Oil Co., Baden and Toronto.
R. C. Jamieson & Co., Ltd., Montreal.
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont.
Prairie City Oil Co., Winnipeg, Man.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
Stewart & Wood, Toronto.

Locks
Can. Yale & Towne Ltd., St. Catharines, Ont
The Hamilton Stove & Heater Co., Hamilton, Ont.
National Hardware Co., Ltd., Orillia, Ont.

Lockers
Dennis Wire and Iron Works Co., Ltd., London

Logging Chain Hooks
McKinnon Industries, Ltd., St. Catharines, Ont.

Loose Leaf Systems
Lowe Martin Co., Ltd., Ottawa, Ont.

Lugs for Silos
McKinnon Industries, Ltd., St. Catharines, Ont.

Lubricants
Canadian Asbestos Co., Montreal, Que.

Lubricators (Sight-feed and Plain Engine)
The Penberthy Injector Co., Ltd., Windsor, Ont.

Locomotive Tools
Williams & Co., J. H., Brooklyn, N.Y.

Lumber Tools
Canadian Warren Axe & Tool Co., St. Catharines, Ont.
Thos. Pink & Co., Pembroke, Ont.
T. F. Shurly Co., Ltd., St. Catharines, Ont.

Machinists' Tools
J. H. Williams & Co., Brooklyn, N.Y.

Manufacturers' Agents
Cadman & Co., Winnipeg, Man.
A. H. Fraser, Vancouver, B.C.
Marricott & Tynan, Ltd., Winnipeg, Man.
G. T. Mumford, Winnipeg, Man.

Mantles, Gas
R. M. Moore & Co., Ltd., Vancouver, B.C.
Hamilton Gas Mantle Co., Hamilton, Can.

Malleable Iron Castings
McKinnon Industries, Ltd., St. Catharines, Ont.

Malleable for Carriages
McKinnon Industries, Ltd., St. Catharines, Ont.

Marine Hardware
Scythes & Co., Ltd., Toronto, Ont.

Marine Supplies
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont.

Matches
E. B. Eddy Co., Hull, Que.

Mats, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Mauls
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Measures, Copper Plated
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Meat Choppers
Landers, Frary & Clark, New Britain, Conn.

Mechanical Rubber Products
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Metal Boxes and Drawers
Cameron & Campbell, Toronto.

Metals, Heavy and Shelf
Henry Rogers, Sons & Co., Ltd., Wolverhampton, Eng.

Metal Stamping
The Niagara Fa.. Metal Stamp'g Works, Niagara Falls, N.Y.

Metals, Expanded, Ingot, Sheet, Tubes, etc.
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
Tallman Brass & Metal Co., Hamilton, Can.
A. C. Leslie & Co., Montreal.

Metallic, Ceilings, Walls, Roofing, Skylights, Siding, Cornices, Ventilators, Valley Windows, Doors, etc.
Pedlar People, Oshawa, Ont.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Metal Specialties
Hamilton Stamp & Stencil Works, Hamilton, Ont.

Mica
Mica Co. of Canada, Ltd., Hull, Que.

Menders, Utensils

Meters
Canadian General Electric Co., Toronto.

Menders, Graniteware, Pot and Pan
Collette Mfg. Co., Collingwood.
H. Nagle Co., Montreal.
North American Hardware Co., Ltd., Montreal.
Vol-Peek Mfg. Co., Montreal.

Micrometers
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.
Canadian Fairbanks-Morse Co., Ltd., Montreal

Milling Cutters
Pratt & Whitney Co. of Canada, Ltd., Dundas

Millboard
E. B. Eddy Co., Ltd., Hull, Que.

Milk Cans
Thos. Davidson Mfg. Co., Ltd., Montreal

Milk Pails
E. B. Eddy Co., Ltd., Hull, Que.

Mirrors
Toronto Plate Glass Importing Co., Toronto.

Mitre Boxes
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Mitre Box Saws
H. Disston & Sons, Ltd., Toronto.

Moisteners
The Dominion Radiator Co., Ltd., Toronto.

Molasses Gates
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Mops
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Towe & Towe, London, Ont.

Mop Sticks
Stover Mfg. & Engine Co., Freeport, Ill.

Motors
Canadian General Electric Co., Ltd., Toronto.

Motor Cycles
The Enfield Cycle Co., Ltd., Redditch, Eng.
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.
North American Hardware Co., Ltd., Montreal, Q

Motor Generators
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man
Northern Electric Co., Montreal.

Mullboard, Asbestos
Canadian Asbestos Co., Montreal, Que.

Nails, Wire
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
The Canada Metal Co., Ltd., Toronto.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
The Graham Nail Works, Toronto.
H. S. Howland, Sons & Co., Toronto.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Lewis Bros., Ltd., Montreal.

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No. 142 Hook
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The steady growth of our business is evident proof of the favor Stratford Brass Products are meeting with the public. By selling them you, too, will experience a noticeable business growth.

We can supply you with everything in Furniture Trimmings of all kinds, also Sash Locks, Sash Lifts, Casement Fasteners, Door Pulls, Hat Hooks, Transom Catches, Key Plates, Flush Bolts, Sash Push and Pull Plates, House Numbers, Door Knockers, Casement Adjusters, etc.

The Stratford Brass Company, Limited
Stratford, Ontario

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BRIGHT — BLUED — COATED
"SPECIALS" OUR SPECIALTY

WIRE

COPPERED, TIN, BRIGHT
ANNEALED, OILED & ANNEALED
HAY BALING WIRE

BALE TIES

STRAIGHTENED RODS

THE GRAHAM NAIL WORKS

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FOR EVERY USE



With a complete stock of **Meakins' Brushes** you will always be in a position to meet any demands your customers may make upon you.

We offer you a wide range of **High Quality Brushes** that represent good values.

Every **Meakins' Brush** is Rubberset. The Bristles **"cannot loosen"** to try the temper of the user. An excellent selling feature.

Our Brushes render unusual customers' satisfaction. A factor appreciated by every Dealer. There are good profits in them, too.

Write for a complete catalogue. Order through your jobber.



Meakins & Sons Limited, Hamilton, Ont.

Warehouses: Winnipeg, London, Toronto, Montreal, Vancouver. Pilkington Bros., Calgary, Alta.

THE BUYERS' GUIDE

Steel Co. of Canada, Ltd., Hamilton, Ont.
Parmenter & Bulloch, Gananoque, Ont.
Western Wire & Nail Co., London.

Nail Pullers
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Nails, Horse Shoe
Steel Co. of Canada, Ltd., Hamilton, Ont.

Neatsfoot Oil
W. Harris & Co., Toronto.

Neckyokes
McKinnon Industries, Ltd., St. Catharines, Ont.
Gregg Mfg. Co., Ltd., Winnipeg, Man.

Nipples
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Nipples for Radiators
McKinnon Industries, Ltd., St. Catharines, Ont.

Newsprint Paper
E. B. Eddy Co., Ltd., Hull, Que.

Oakum
Canadian Asbestos Co., Toronto, Ont.
Scythes & Co., Ltd., Toronto, Ont.

Oil Burners, Kerosene
The Canada Oil Burner Co., Toronto, Ont.

Oil Cans
Cannon Oiler Co., Keithsburg, Ill.

Oil Cake and Meal
Canada Linseed Oil Co.
Dominion Linseed Oil Co., Toronto.

Oarlocks
McKinnon Industries, Ltd., St. Catharines, Ont.

Oil, Coal
Imperial Oil Co., Toronto.

Oils, Cylinder
Imperial Oil Co., Ltd., Toronto.
Prairie City Oil Co., Winnipeg, Man.

Oil Hole Covers
Canadian Winkley Co., Windsor.

Oil, Motor, Road, Harness, Neatsfoot, Separator and gas Engine
The Continental Oil Co., Ltd., Winnipeg, Man.
Imperial Oil Co., Ltd., Toronto.
Prairie City Oil Co., Ltd., Winnipeg, Man.

Oil, Neatsfoot
W. Harris & Co., Toronto.

Oil Stoves
Thos. Davidson Mfg. Co., Ltd., Montreal.

Oil Tanks and Pumps
S. F. Bowser & Co., Inc., Toronto, Can.
Thos. Davidson Mfg. Co., Ltd., Montreal
The Gilbert & Barker Mfg. Co., Springfield, Mass.

Oiled Clothing
Scythes & Co., Ltd., Toronto, Ont.

Oil Stains
British America Paint Co., Ltd., Victoria, B.C.

Oil Storage and Distributing Systems
The S. F. Bowser Co. of Canada, Ltd., Inc., Toronto, Ont.

Oilers
The All-Way Mfg. Co., Toronto.
Cannon Oiler Co., Keithsburg, Ill.
Thos. Davidson Mfg. Co., Ltd., Montreal
Sheet Metal Products Co. of Canada, Ltd., Toronto

Orange Derinders
J. E. Beauchamp & Co., Montreal.

Ornamental Fence
Banwell Hoxie Wire Fence Co., Ltd., Hamilton
McGregor. Banwell Fence Co., Ltd., Walkerville.

Ornamental Gates
McGregor. Banwell Fence Co., Ltd., Walkerville.

Ornamental Iron and Wire Work
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works, London, Ont.

Packings
Consumers Cordage Co., Montreal.
Canadian Asbestos Co., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Jenkins Bros., Ltd., Montreal.
Scythes, Ltd., Toronto.

Paint, Ready Mixed, House, Barn, Roof, Flat Wall, Concrete, Floor, Cement, Aluminum, Marine and Deck
Brandram-Henderson, Ltd., Montreal.
Canada Paint Co., Montreal.
R. C. Jamieson & Co., Montreal.
Imperial Varnish & Color Co., Toronto.
Lowe Bros, Ltd., Toronto.
Martin-Senour Co., Montreal.
McArthur-Irwin, Ltd.
The Ottawa Paint Works, Ottawa.
A. Ramsay & Son Co., Montreal.
Sanderson, Pearcy Co., Ltd., Toronto.
Standard Paint & Varnish Co., Ltd., Windsor Ont.
Stewart & Wood, Toronto.
Sherwin-Williams Co., Montreal.
G. F. Stephens Co., Winnipeg.
Benjamin Moore & Co., Toronto.
British America Paint Co., Ltd., Victoria, B.C.

Paint Brushes
Boeckh Bros., Toronto.
Meakins & Sons, Hamilton.
The Rubberset Co., Limited, Toronto.
T. S. Simms & Co., St. John, N.B.

Paint, Copper
British America Paint Co., Ltd., Victoria, B.C.

Paint and Varnish Remover
Brandram-Henderson, Ltd., Montreal, Que.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Martin-Senour Co., Ltd., Montreal.
Sherwin-Williams Co., Montreal.
A. Ramsay & Son Co., Montreal.

Paper Balers
Climax Baler Co., Hamilton.
Spielmann Agencies, Montreal.

Paint Oil Storage and Handling Systems
The S. F. Bowser Co. of Canada, Ltd., Inc. Toronto, Ont.

Parcel Carriers
Gipe-Hazard Store Service Co., Montreal.

Paris Green
Canada Paint Co., Montreal.
McArthur Irwin, Montreal.
Sherwin-Williams Co., Montreal.

Paper Bags
E. B. Eddy Co., Ltd., Hull, Que.
Walter Woods & Co., Hamilton.

Paper Napkins
E. B. Eddy Co., Ltd., Hull, Que.

Paper, Wrapping
Walter Woods & Co., Hamilton.

Packing Rubber
Canadian Consolidated Rubber Co., Montreal
Dunlop Tire & Rubber Co., Toronto.
Gutta Percha & Rubber Co., Ltd., Toronto

Pads
D. Ackland & Sons, Winnipeg
E. B. Eddy Co., Ltd., Hull, Que.

Pads for Horses
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto.

Patches
W. C. Wood Co., Minneapolis, Minn.

Pails
Thos. Davidson Mfg. Co., Ltd., Montreal
Soren Bros., Toronto.

Pails, Wooden
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Pastes
Stuart & Foster, Toronto.

Paste, Dry
Stuart & Foster, Toronto.

Perforated Sheet Metals
B. Greening Wire Co., Ltd., Hamilton
Canada Wire & Iron Goods Co., Hamilton, Ont.

Percolators, Coffee
Canadian General Eletric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man
Landers, Frary & Clark, New Britain, Conn
Northern Electric Co., Ltd., Montreal.

Pickling Machines
Cushman Motor Works, Ltd., Winnipeg.

Pick Handles
J. H. Still Mfg. Co., St. Thomas, Ont.

Pidgeon Nests
E. B. Eddy Co., Ltd., Hull, Que.

Piston Rings
The Brown Engineering Co., Toronto, Ont.
The Ever Tight Piston Ring Co., St. Louis, Mo.

Piston Rod Packing
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Piston and Valve Packings
Canadian Asbestos Co., Montreal, Que.

Pitch
Scythes & Co., Ltd., Toronto, Ont.

Pistols
Iver Johnson's Arms & Cycle Works, Fitchburg Mass.

Phosphor Tin and Copper
Canada Metal Co., Ltd., Toronto.

Phonographs
Canadian Phonograph & Sapphire Disc Co., Winnipeg, Man.
Dominion Sewing Machine-Phonograph Co., Winnipeg

Pig Iron
A. C. Leslie & Co., Ltd., Montreal
Nova Scotia Steel Co., New Glasgow, N.S.
Steel Co. of Canada, Ltd., Hamilton

Pins, Escutcheon
Parmenter & Bulloch, Gananoque

Pipe Cutters (Stand)
Trimont Mfg. Co., Roxbury (Boston), Mass.

Pipe Stocks and Dies
The Raford Tool & Machine Co., Ltd., Lachine, Que.
Wells Bros. Co., of Canada, Ltd., Galt

Pipe, Black and Galvanized
American Rolling Mills, Middletown, Ohio.
Canada Metal Co., Toronto
Canadian Tube & Iron Co., Ltd., Montreal
Caverhill, Learmont & Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton
Thos. Davidson Mfg. Co., Ltd., Montreal.
Lewis Bros., Ltd., Montreal

Pipe, Galvanized, Conductor
Pedlar People, Ltd., Oshawa
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg

Pipe, Lead
Canada Metal Co., Toronto
Hoyt Metal Co., Toronto
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Pipe, Stove
Collins Mfg. Co., Toronto
Soren Bros., Toronto

Pipe, Rain Water Conductor
Canada Metal Co., Toronto

Planters, Corn
Otterville Mfg. Co., Otterville, Ont.

Pliers, Cutting
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Pliers, Combination
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Barcalo Mfg. Co., Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.

Plowshares
D. Ackland & Son, Winnipeg

Plugs, Rubber
Canadian Consolidated Rubber Co., Montreal

Plumbers' Supplies
John Stevens Co., Ltd., Winnipeg, Man.

Plumbers' Supplies, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber Ltd., Toronto.

Plumbers' Tools
Barcalo Mfg. Co., Buffalo, N.Y.
J. H. Williams & Co., Brooklyn, N.Y.

Planes
Caverhill, Learmont & Co., Montreal
Stanley Rule & Level Co., New Britain, Conn.
Stewart Spiers, Ayr, Scotland.

Polishes
Stuart & Foster, Toronto.
Vlit Mfg. Co., Montreal, Que.

Polishes, Auto and Furniture
D. Ackland & Son, Ltd., Winnipeg, Man.
Buffalo Specialty Co., Buffalo N.Y.
Channell Chemical Co., Ltd., Toronto.
Imperial Oil Co., Ltd., Toronto.
Stuart & Foster, Toronto.
Saunders & Co., Montreal, Que.
Vlit Mfg. Co., Montreal, Que.

Polishes, Brass
Stuart & Foster, Toronto.

Polishing Heads
Goodell-Pratt Co., Greenfield, Mass.

Polish, Silver
Stuart & Foster, Toronto.

Polishes, Knife
Jno. Oakey & Sons, London, Eng.
Stuart & Foster, Toronto.

Polish, Cream, Metal
Stuart & Foster, Toronto.

Poles, Electric Light
Northern Electric Co., Montreal

Pole Line Material
Canadian General Electric Co., Ltd., Toronto
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal
Pedlar People Ltd., Oshawa
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Pony Kars
J. E. Beauchamp & Co., Montreal, Que.

Post Hole Diggers
Otterville Mfg. Co., Otterville, Ont.

Poultry Netting
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
A. C. Leslie & Co., Ltd., Montreal
B. Greening Wire Co., Ltd., Hamilton.

Powder, Gun
Hercules Powder Co., Delaware.

Poultry Leg Bands
Rideau Specialty Co., Smith's Falls, Ont.

Pulls
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Stover Mfg. & Engine Co., Freeport, Ill.

Pumps
Beatty Bros., Ltd., Fergus
Can. Foundries & Forgings, Ltd., Brockville, Ont
R. McDougall Co., Ltd., Galt.
F. E. Myers & Bro., Ashland, Ohio.
Steel Trough & Machine Co., Ltd., Tweed, Ont.

Pumps, Hand and Power for Paints, Oils, Oil and Gasoline
The S. F. Bowser Co. of Canada, Ltd., Inc., Toronto, Ont.

Pumps, Curb, for Oil and Gasoline
The S. F. Bowser Co. of Canada, Ltd., Inc., Toronto, Ont.

Pumps (Electric)
Hurley Machine Co., Ltd., Toronto.

Pump Oilers
Cannon Oiler Co., Keithsburg, Ill.

Punches, Centre Drive, etc.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa
Stanley Rule & Level Co., New Britain, Conn.

Punches, Ticket
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Putty
Brandram-Henderson, Montreal.
R. C. Jamieson & Co., Ltd., Montreal
Canada Paint Co., Montreal
Benjamin Moore & Co., Ltd., Toronto
A. Ramsay & Son Co., Montreal
Steel Co. of Canada, Ltd., Hamilton
G. F. Stephens & Co., Winnipeg
Stewart & Wood, Toronto.
Sherwin-Williams Co., Montreal

The Potato Growers' "Old Standby"

The "Potato Bug Season" is a short one, why not make it a merry one.

Farmers and gardeners have no time to waste on experiments with "bug powders" that may, or may not, prove effective. Neither can you afford to waste time trying to sell them.

The jingle of your cash register is the music you want to hear, and you will hear it regularly as you ring up sales of the "Old Standby"

Munro's Pure Paris Green

Munro's certainly plays havoc with potato bugs, and all potato growers are well aware of this fact. That makes for quick sales and many of them.

Stock up on the "Old Standby" and get the most of the sales and the most of the profits.

Order from your nearest distributor or direct from the manufacturers.

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THE BUYERS' GUIDE

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Gipe Hazard Store Service Co., Toronto

Putty Irons
The A. R. Whittal Can. Co., Ltd., Montreal.

Pulleys
Canada Foundries & Forgings, Brockville
Stover Mfg. & Engine Co., Freeport, Ill.

Quoits
Can. Foundries & Forgings, Ltd., Brockville, Ont

Racks, Hay
Can. Foundries & Forgings, Ltd., Brockville, Ont

Radiators
The Dominion Radiator Co., Ltd., Toronto.
Rapid Radiators, Limited, Toronto, Ont.

Radiator Valves
Jenkins Bros., Ltd., Montreal

Radiolite Watches
R. H. Ingersoll & Bro., Montreal, Que.

Railroad Supplies, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Jas. Morrison Brass Mfg. Co., Toronto

Rat Poison
The Common Sense Mfg. Co., Toronto.

Rakes
Coleman Fare Box Co., Toronto.
Ward & Payne, Sheffield, Eng.

Razors
Auto-Strop Safety Razor Co., Toronto
Geo. Butler & Co., Ltd., Sheffield, Eng.
Caverhill, Learmont & Co., Montreal
Geneva Cutlery Co., Geneva, N.Y.
James Hutton & Co., Montreal
Gillette Safety Razor Co., Ltd., Montreal
Landers, Frary & Clark, New Britain, Conn
Wilkinson Sword Co., Ltd., London, Eng.

Reamers
Pratt & Whitney Co. of Canada, Ltd., Dundas
Butterfield & Co., Rock Island, Que.

Ratchet Drills
Goodell-Pratt Co., Greenfield, Mass.

Reciprocating Drills
Goodell-Pratt Co., Greenfield, Mass.

Refrigerators
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sanderson-Harold Co., Ltd., Paris, Ont.
Soren Bros., Toronto

Refrigerator Drip Pans
E. B. Eddy Co., Ltd., Hull, Que.

Registers
Barton Netting Co., Ltd., Windsor, Ont.
Canada Foundries & Forgings, Brockville
Enterprise Mfg. Co., Sackville, N.B.
Jas. Stewart Mfg. Co., Woodstock, Ont.

Rifles
Harrington & Richardson Arms Co., Worcester Mass.

Rivets
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man
Parmenter Bulloch Co., Gananoque, Ont
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Rivet Burrs
The Union Iron & Metal Co., Ltd., Toronto.

Rod Couplings
Edward E. Johnson, Inc., St. Paul, Minn.

Rods, Straightened
The Graham Nail Works, Toronto.

Roofing Cement and Paint
The Alpine Chemical Co., Ltd., Toronto.

Roofing, Ready
Bird & Son, Hamilton, Can.
Barrett Co., Ltd., Toronto, Ont.
Bishopric Wall Board Co., Ltd., Ottawa, Ont.
Brantford Roofing Co., Ltd., Brantford, Ont.
Canadian Roofing Co., Ltd., Windsor, Ont.
Standard Paint Co., of Canada, Ltd., Montreal
Alex. McArthur & Co., Montreal, Que.

Roofing, Rubber
Canadian Asbestos Co., Montreal, Que.

Rope Grips
Coleman Fare Box Co., Toronto.

Rope
Doon Twines, Ltd., Kitchener, Ont.
Plymouth Cordage Co., North Plymouth, Mass.
Consumers Cordage Co., Montreal, Que.
Independent Cordage Co., Toronto, Ont.
Brantford Cordage Co., Brantford, Ont.

Rosin
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont
Fred Smith, Toronto, Ont.

Rubber Products
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Rules
Jas. Chesterman & Co., Sheffield, Eng.
L. S. Starrett Co., Athol, Mass.

Rules, Steel, Straight and Folding Rules, Folding Boxwood
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Rules, Spring Joint
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Rules, Board and Log
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Sand Paper
United States Sand Paper Co., Williamsport, Pa.

Sanitary Tissue Towels
E. B. Eddy & Co., Hull, Que.

Saddlery Hardware
McKinnon Industries, Ltd., St. Catharines.

Sap Pans
Steel Trough & Machine Co., Ltd., Tweed, Ont.

Saws, Crosscut and Band
T. F. Shurly Co., Ltd., St. Catharines, Ont.

Sawset
Taylor-Forbes Co., Limited, Guelph, Ont.

Saws, Hand and Circular
E. C. Atkins Co., Hamilton, Can.
Henry Disston & Sons, Toronto.
Fry's (London), Limited, London, Eng.
T. F. Shurly Co., Ltd., St. Catharines, Ont.
Simonds Canada Saw Co., Montreal.
Victor Saw Works, Hamilton, Ont.

Saws, Hack
The Millers Falls Co., Millers Falls, Mass.

Scales
The Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.
Canadian Fairbanks-Morse Co., Ltd., Montreal
Renfrew Scale Co., Ltd., Renfrew, Ont.

Scales, Machinists'
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Scrapers
Bateman-Wilkinson Co., Ltd., Toronto.

Scoops
Canadian Shovel & Tool Co., Hamilton, Can.

Screws
Can. Foundries & Forgings, Ltd., Brockville, Ont
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Screws, Wood
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Screen Doors
The Kasement Skrene Dore Co., Toronto.
J. H. Williams & Co., Brooklyn, N.Y.
Sanderson-Harold Co., Ltd., Paris, Ont.

Screen Windows
The Kasement Skrene Dore Co., Toronto.
Sanderson-Harold Co., Ltd., Paris, Ont.

Screw Machines
Stratford Brass Co., Ltd., Stratford, Ont.

Seats
Canadian Veneering Co., Acton Vale, Que.
J. E. Beauchamp & Co., Montreal, Que.

Garden Seats
J. E. Beauchamp & Co., Montreal, Que.

Seats, Fibre
J. E. Beauchamp & Co., Montreal, Que.

Separators
Sharples Separator Co., West Chester, Pa.

Sewing Machines
Northern Electric Co., Ltd., Montreal, Que.

Shades, Electric
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Sheeting
Alex. McArthur & Co., Montreal, Que.

Sheets, Galvanized and Black
American Rolling Mills, Middleton, Ohio.
A. C. Leslie & Co., Montreal, Que.
Dominion Sheet Metal Co., Hamilton.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
R. & S. H. Thompson, Montreal, Que.

Ships' Bottom Composition
British America Paint Co., Ltd., Victoria, B.C.

Shovels
Canadian Shovel & Tool Co., Hamilton, Can

Shovels, Snow
J. E. Beauchamp & Co., Montreal, Que.
Coleman Fare Box Co., Toronto.

Shingle Stains
The Alpine Chemical Co., Ltd., Toronto.
British America Paint Co., Ltd., Victoria, B.C.
Sturgeons, Ltd., Toronto.

Sifters, Ash
Furnival & Co., Toronto.
J. Samuels & Co., Toronto.

Signs, Street
The Niagara Falls Metal Stamp'g Works, Niagara Falls, N.Y.

Silo Lugs
Otterville Mfg. Co., Otterville, Ont.

Silverware
Can. Wm. A. Rogers Co., Ltd., Toronto.
Messrs. Wm. Rogers and His Son, Niagara Falls, Ont.
Caverhill, Learmont & Co., Montreal, Que.

Sinks
Can. Foundries & Forgings, Ltd., Brockville, Ont

Silver Plated Ware
Oneida Community, Ltd., Niagara Falls, Ont.

Sleighs
J. E. Beauchamp & Co., Montreal, Que.

Snow Shoes
The Northland Ski Co., St. Paul, Minn.

Snow Shoe Harness
The Northland Ski Co., St. Paul, Minn.

Skis
The Northland Ski Co., St. Paul, Minn.

Ski Accessories, Bindings, Wax and Poles
The Northland Ski Co., St. Paul, Minn.

Skates
The Canada Cycle & Motor Co., Ltd., Weston, Ont
The Can. Flexible Skate Co., Ltd., Parry Sound

Sifters, Ash
Collins Mfg. Co., Toronto, Ont.
Soren Bros., Toronto, Ont.

Solder
J. E. Beauchamp & Co., Montreal, Que.
Canada Metal Co., Toronto
Hoyt Metal Co., Toronto
Northern Electric Co., Montreal
Owl Metal Co., Ltd., Winnipeg
Geo. W. Reed, Montreal
Tallman Brass & Metal Co., Hamilton, Ont.

Soldering Paste
Canada Metal Co., Toronto
Great West Electric Co., Ltd., Winnipeg, Man.

Soldering Irons (Electric)
The Clemens Electrical Corporation, Hamilton.

Solderall
Thos Davidson Mfg. Co., Ltd., Montreal.

Soles, Half
Anglo-Canadian Leather Co., Toronto.
Goodyear Tire & Rubber Co. of Canada, Ltd., Toronto, Ont.
Plewes Ltd., Winnipeg, Man.

Soot, Destroyer
Canada Witch Co., Ltd.
Monorieff & Endress, Ltd., Winnipeg, Man.

Soap Dishes
Kinzinger Bruce & Co., Niagara Falls, Ont

Spades
Canadian Shovel & Tool Co., Hamilton, Ont.

Spark Plugs
The Canadian National Carbon Co., Ltd., Toronto.
Canada Cycle & Motor Co., Ltd., Weston, Ont.
Canada Sales Co., Toronto, Can.
Great West Electric Co., Ltd., Winnipeg, Man.
Champion Spark Plug Co., Windsor, Ont.
Dominion Battery Co., Ltd., Toronto, Ont.
Eclipse Mfg. Co., Indianapolis, Ind.
W. T. Evans, 1694 St. Urbain St., Montreal
Hyslop Bros., Toronto
The Lockwood-Ash Motor Co., Jackson, Mich.
Northern Electric Co., Ltd., Toronto
The Royal Canadian Specialties, Hamilton.
Sharp Spark Plug Co., Cleveland, Ohio
Walker, Vallance, Limited, Hamilton, Ont.

Spanners
Williams & Co., J. H., Brooklyn, N.Y.

Spice Tubs
E. B. Eddy Co., Ltd., Hull, Que.

Spiders
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Spinnings
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Spring and Presswork Specialties
Herbert Terry & Sons, Ltd., Redditch, Eng.

Spoke Shaves
Stanley Rule & Level Co., New Britain, Conn

Sponge Baskets
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Sporting Goods
J. E. Beauchamp & Co., Montreal, Que.

Sportsmen's Specialties
The Marble Arms & Mfg. Co., Gladstone, Mich.

Sprayers
Bateman-Wilkinson Co., Ltd., Toronto.
Collins Mfg. Co., Toronto
Thos. Davidson Mfg. Co., Ltd., Montreal
Eureka Planter Co., Woodstock

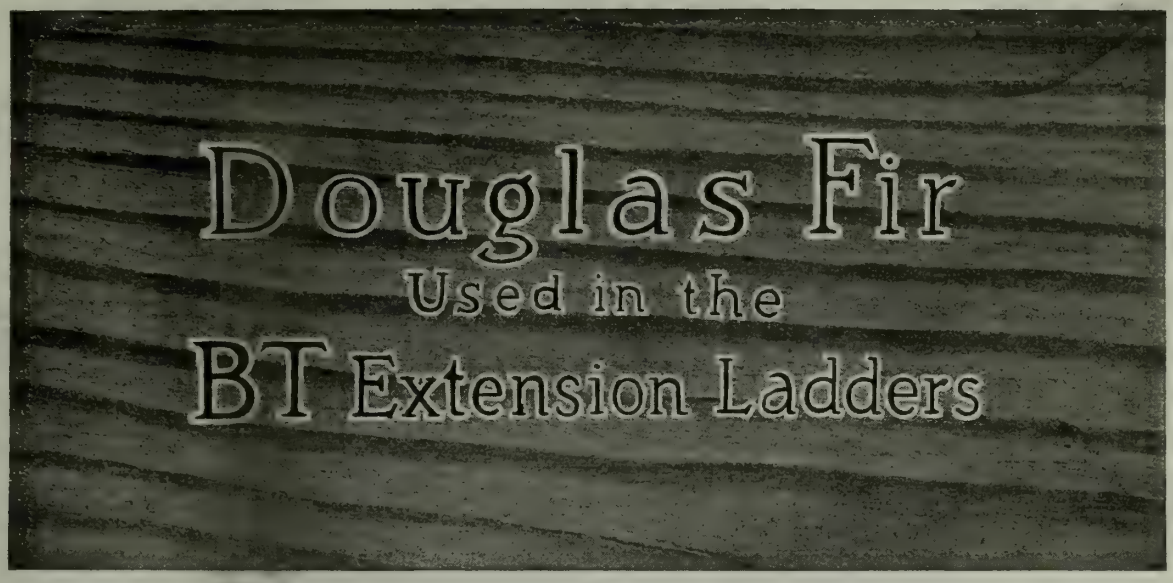
Springs
B. J. Coghlin Co., Ltd., Montreal, Que.

Spring Dies
Wells Bros. Co. of Canada, Galt

Stable Fittings
Beatty Bros., Fergus, Ont.
Canada Foundries & Forgings, Brockville.

Stable Pails
E. B. Eddy Co., Ltd., Hull, Que.

Stains
Brandram-Henderson, Montreal
Canada Paint Co., Ltd., Montreal
Dougall Varnish Co., Ltd., Montreal
The Lowe Bros. Co., Toronto
R. C. Jamieson & Co., Ltd., Montreal
Manton Bros., Toronto.
Martin-Senour Co., Ltd., Montreal
McArthur-Irwin, Ltd.
Benjamin Moore & Co., Ltd., Toronto
A. Ramsay & Sons Co., Montreal
The Ottawa Paint Works, Ottawa.



BT Extension Ladders are made of Douglas Fir

THE Douglas Fir used in BT Extension and Single Ladders is the best wood in the world for Extension Ladders yet discovered. This wood is obtained from the giant trees of British Columbia. It comes to us in long, straight-grained timbers with scarcely a single knot or flaw, and is seasoned for 2 years before a stick of it is used.

Douglas Fir is stronger than Pine, which is generally used for Extension Ladders. Place a small stick of Douglas Fir across two boxes and suspend weights from it. Try the same experiment with a stick of Pine. You will find that when it takes a weight of 100 lbs. to break the Fir Stick, only 88.5 lbs. are needed to break the pine stick.

Fir is Lighter.

A cubic foot of oven-dried Douglas Fir weighs 27.8 lbs. A cubic foot of oven-dried Long Leaf Pine weighs 38 lbs.

WE GUARANTEE PRICE

Order Extension Ladders now for delivery when required. We guarantee price up to day of shipment, if shipment is taken in 8 months.

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THE BUYERS' GUIDE

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Sherwin-Williams Co., Montreal
Spielman Agencies Ltd., Montreal
G. F. Stephens & Co., Winnipeg
Stewart & Woods, Toronto.
Sturgeons, Ltd., Toronto.

Stains (Wood Preservatives)
Sturgeons, Ltd., Toronto.

Stampings
Coleman Fare Box Co., Toronto.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Staples
Canada Steel Goods Co., Hamilton
Laidlaw Bale-Tie Co., Ltd., Hamilton
National Mfg. Co., Sterling, Ill.
Steel Co. of Canada, Ltd., Hamilton
Western Wire & Nail Co., London

Steel Wool
The American Steel Wool Mfg. Co., New York.

Stoneware
Medalta Stoneware, Ltd., Medicine Hat, Alta

Store Fixtures
Cameron & Campbell, Toronto.

Stoves
Beach Foundry Co., Ltd., Ottawa, Ont.
Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.
Canada Foundries & Forgings, Brockville
Canada Stove & Foundry Co., Ltd., St. Laurent, Montreal, Que.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Enterprise Foundry Co., Sackville N B
The Empire Stove and Furnace Co., Ltd., Owen Sound.
Findlay Bros. & Co., Ltd., Carleton Place, Ont.
The Galt Stove & Furnace Co., Ltd., Galt, Ont.
Hall, Zyrd Foundry Co., Ltd., Hespeler, Ont.
Gurney Foundry Co., Toronto
The Hamilton Stove & Heater Co., Hamilton, Ont.
Merchants Hardware Specialties, Ltd., Calgary
Record Foundry & Machine Co., Moncton, N B
Jas. Stewart Mfg. Co., Ltd., Woodstock

Stove Renovators
The Flexible Conduit Co., Ltd., Guelph, Ont.

Stoves, Vapor Oil
The Detroit Vapor Stove Co., Detroit, Mich.

Stoves, Fireless Cook
Louis McLain Co., Ltd., Winnipeg, Man
Royal Fireless Cooker Co., Ottawa, Ont.

Stoves, Gas and Coal
The Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.

Stoves, Gasoline
National Stamping & Electric Works, Chicago

Stove Lining
Geo. W. Reed, Montreal

Stove Pipe
Collins Mfg. Co., Toronto
Thos. Davidson Mfg. Co., Ltd., Montreal.

Steel Bands
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man

Steel, Cold Rolled Band
J. E. Beauchamp & Co., Montreal, Que.
J. N. Warminton & Co., Montreal, Que.

Strapping, Box
The Acme Steel Goods Co., Ltd., Montreal.

Stretchers, Curtain
Otterville Mfg. Co., Otterville, Ont.

Stretchers, Wire
Banwell Hoxie Wire Fence Co., Ltd., Hamilton
Merchants Hardware Specialties, Ltd., Calgary
Otterville Mfg. Co., Otterville, Ont.

Steel, Reinforcing
Canadian Rolling Mills Co., Ltd., Montreal
Canadian Tube & Iron Co., Ltd., Montreal
London Rolling Mill Co., London, Ont
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Steel, Strip
Dominion Sheet Metal Co., Ltd., Hamilton

Steel Lockers and Shelving
Dennis Wire & Iron Works, London, Ont.

Stencils and Ink
Hamilton Stamp & Stencil Co., Hamilton

Steamers and Boilers
Thos. Davidson Mfg Co., Ltd. Montreal.

Steel, Mild, Sleigh Shoe, Tire
Canadian Rolling Mills Co., Ltd., Montreal
Canadian Tube & Iron Co., Ltd., Montreal
London Rolling Mill Co., London, Ont
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man
Steel Co. of Canada, Hamilton

Steel Wagon Hardware
McKinnon Industries, Ltd., St. C[illegible] Ont

Strops, Razor
The Fram Mfg. Co., Ltd., Birmingham, Eng.

STUCCO BOARD
Bishopric Wall Board Co., Ltd., Ottawa, Ont.

Sulphite Fibre
E. B. Eddy Co., Ltd., Hull, Que.

Sweat Pads
American Pad & Textile Co., Chatham

Burlington Windsor Blanket Co., Toronto.

Switches, Switchboards
Canadian General Electric Co., Ltd., Toronto
Great West Electric Co., Ltd., Winnipeg, Man
Northern Electric Co., Montreal.

Tacks
Steel Co. of Canada, Ltd., Hamilton, Ont.

Tanks, Cistern
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont
R. McDougall Co., Ltd., Galt, Ont.

Tanks, Galvanized Steel
Steel Trough & Machine Co., Ltd., Tweed, Ont.
Winnipeg Ceiling & Roofing Co., Winnipeg

Tanks, for Paint Oils, Oil, Gasoline, Kerosene, etc.
The S. F. Bowser Co. of Canada, Ltd., Inc., Toronto, Ont.

Tanks and Pumps, Lubricating Oil Storage
The S. F. Bowser Co. of Canada, Ltd., Inc., Toronto, Ont.

Taps
Butterfield & Co., Rock Island, Que.
Pratt & Whitney Co. of Canada, Ltd., Dundas
Wells Bros. Co. of Canada, Galt, Ont.

Tap Holders
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa

Tapping Attachments
Pratt & Whitney Co. of Canada, Ltd., Dundas
Wells Bros. of Canada, Galt

Tape, Rubber Friction
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Tapes, Measuring, Steel and Woven
The Lufkin Rule Co. of Canada, Ltd., Windsor Ont.

Tapes, Measuring
Caverhill, Learmont & Co., Montreal
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
L. S. Starrett Co., Athol, Mass.

Tapes, Pocket
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Tarpaulin
Scythes & Co., Ltd., Toronto, Ont.

Tea Pots and Urns, Tea Ball
Landers, Frary & Clark, New Britain, Conn.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Tents
Finnie & Murray, Ltd., Winnipeg.
Scythes & Co., Ltd., Toronto, Ont.
J. J. Turner & Sons, Ltd., Peterboro, Ont.

Terne Plates
A. C. Leslie & Co., Ltd., Montreal

Thimbles, Smoke Pipe
Can. Foundries & Forgings, Ltd., Brockville, Ont

Tiling, Walls and Floor
Barton Netting Co., Windsor

Tiling, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber Co., Ltd., Toronto

Tinsmiths' Machinery
Brown, Boggs Co., Hamilton, Ont.

Tinware
Soren Bros., Toronto, Ont.

Tin Plate
Joseph R. Martin & Co., Montreal, Que.
B. & S. H. Thompson & Co., Ltd., Montreal, Que

Tire Carriers, Automobile
Kinzinger Bruce & Co., Niagara Falls, Ont.
North American Hardware Co., Ltd., Montreal, Q

Tires and Tubes, Automobile and Motor Truck
Canadian Consolidated Rubber Co., Montreal.
Crown Cycle & Motor Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber, Ltd., Toronto.
Hyslop Bros., Toronto, Ont.
K. & S. Canadian Tire & Rubber Co., Ltd., Toronto, Ont.
North American Hardware Co., Ltd., Montreal
The F. E. Partridge Rubber Co., Ltd., Guelph.
The Sterns Tire & Tube Co. of Canada, Ltd. Toronto, Ont.
The United Tire and Rubber Co., Toronto.
The Van Der Linde Rubber Co., Toronto.

Ties, Wall and Veneer
The Niagara Falls Metal Stamp'g Works, Niagara Falls, N.Y.

Tire Patch
Dunlop Tire and Rubber Goods Co., Ltd., Toronto
The Locktite Mfg. Co., Windsor, Ont.
W. C. Wood Co., Minneapolis, Minn.

Tires and Tubes, Automobile, Aeroplane, Bicycle, Carriage, Motorcycle, and Motor Trucks
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Tire Accessories
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber, Ltd., Toronto.
W. C. Wood Co., Minneapolis, Minn.

Tire Repairs
W. C. Wood Co., Minneapolis, Minn.

Trucks
Canadian Pneumatic Tool Co., Ltd., Montreal, Q
Kribs, Wm. A., Hespeler, Ont.

Truck Supplies
Canadian Pneumatic Tool Co., Ltd., Montreal, Q.

Toboggans
J. E. Beauchamp & Co., Montreal, Que.
Peterborough Canoe Co., Peterborough, Ont.
The Northland Ski Co., Ltd., St. Paul, Minn.

Toboggan Cushions and Accessories
The Northland Ski Co., St. Paul, Minn.

Toilet Paper Cabinets
E. B. Eddy Co., Ltd., Hull, Que.

Toilet Paper
E. B. Eddy Co., Ltd., Hull, Que.

Tools
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
R. J. Coghlin Co., Ltd., Montreal, Que.
J. J. Turner & Sons, Ltd., Peterboro, Ont.
Jardine & Co., Ltd., A. B., Hespeler, Ont.
The Millers Falls Co., Millers Falls, Mass.
Northern Electric Co., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.
Pratt & Whitney, Dundas, Ont.
The Rapid Tool and Machine Co, Ltd., Montreal.
Smith & Heminway, Inc., Irvington, N.Y.
Ward & Payne, Sheffield, Eng.

Tools, Blacksmiths'
D. Ackland & Son, Winnipeg.
Jardine & Co., Ltd., A. B., Hespeler, Ont.

Tool Cabinets
Eagle Mfg. Co., Hamilton, Ont.

Tools, Garden
Coleman Fare Box Co., Toronto, Ont.
Eureka Planter Co., Woodstock
Ward & Payne, Sheffield, Eng.

Tools, Harvest
Beatty Bros., Ltd., Fergus, Ont.
F. E. Myers & Bro., Ashland, O.

Tools, Hay
Louden Machinery Co., of Canada, Ltd., Guelph.

Tools, Logging and Lumbering
Canadian Warren Axe & Tool Co., St. Catharines
Thos. Pink Co., Ltd., Pembroke, Ont.

Tool Holders
Williams & Co., J. H., Brooklyn, N.Y.

Toys
J. E. Beauchamp & Co., Montreal, Que.
The Belleville Hardware & Lock Mfg. Co., Belleville, Ont.
Coleman Fare Box Co., Toronto.
The Crown Mfg. Co., Hamilton, Ont.
Conron MacNeal Co., Kokomo, Ind.
Gendron Mfg. Co., Ltd., Toronto.
The A. C. Gilbert-Menzies Co., Toronto.

Tools, Machinists'
L. S. Starrett Co., Athol, Mass.
Goodell-Pratt Co., Greenfield, Mass.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.

Tools, Small
Pratt & Whitney Co. of Canada, Ltd., Dundas.

Towel Bars
Kinzinger Bruce & Co., Niagara Falls, Ont.

Traps, Brass, Iron, Lead
Canada Metal Co., Toronto.

Traps, Game
The Niagara Falls Metal Stamp'g Works, Niagara Falls, N.Y.
Oneida Community, Ltd., Niagara Falls, Ont.

Troughs
Beatty Bros., Fergus, Ont.

Trammel Points
Stanley Rule & Level Co., New Britain, Conn.

Trowels
H. Disston & Sons, Toronto
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Ward & Payne, Sheffield, Eng.

Trucks, Warehouse
Canadian Pneumatic Tool Co., Ltd., Montreal.
Canada Foundries & Forgings, Brockville
Wm. Kribs, Hespeler, Ont.
John Watson Mfg. Co., Ltd., Winnipeg, Man.

Try Squares
Henry Disston & Sons Co., Toronto
Stanley Rule & Level Co., New Britain, Conn.

Truing Devices
Cleveland Stone Co., Cleveland, Ohio

Tube Rubber
K. and S. Canadian Tires, Ltd., Toronto, Ont.

Tungsten Lamps
Canadian Tungsten Lamp Co., Hamilton, Ont.
Canadian Lace-Phillips Co., Toronto
Great West Electric Co., Ltd., Winnipeg, Man
North American Hardware Co., Ltd., Montreal

Turning Tools
Ward & Payne, Sheffield, Eng.

Tubs
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Peerless

TRADE PENBERTHY MARK



TRADE PENBERTHY MARK

The Smile of Satisfaction comes to every *"Peerless"* user.

When you order Sight Feed Lubricators tell your jobber to supply you with the *"PEERLESS."*

Reliable, Dependable and Reasonable in Price

These lubricators are high grade, and designed specially for stationary, marine and the better class of steam engines. Beautifully finished and carefully tested before leaving factory.

If your jobber cannot supply you, write us direct.

PENBERTHY INJECTOR COMPANY, LIMITED, WINDSOR, ONTARIO

THE BUYERS' GUIDE

Scales
Northern Electric Co., Montreal

Tub Stands, Folding
Otterville Mfg Co., Otterville, Ont.

Tube Rubber
K. & S. Canadian Tire and Rubber Co., Ltd., Toronto, Ont.

Tumbler Holders
Kinsinger Bruce & Co., Niagara Falls, Ont.

Tubing, Brass
B. & S. H. Thompson & Co., Ltd., Montreal, Que.

Tubing, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
K. & S. Canadian Tire & Rubber Co., Ltd., Toronto.

Tubing, Steel
Standard Tube & Fence Co., Woodstock

Turpentine
Brown Corporation, Portland, Maine.
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont.
Fred Smith, Toronto.
Stewart & Wood, Toronto.

Twines
Consumers Cordage Co., Montreal
Deseronto Twines, Ltd., Kitchener, Ont.
Scythes & Co., Ltd., Toronto.
Walter Woods & Co., Hamilton

Vacuum Cleaners and Sweepers
Bissell Carpet Sweeper Co. of Canada, Ltd., Niagara Falls, N.Y.
The Clements Mfg. Co., Toronto, Ont.
The Daisy Vacuum Cleaner Co., London, Eng.
The Hurley Machine Co., Ltd., Toronto.
McDonald & Willson, Ltd., Toronto, Ont.
Northern Electric Co., Ltd., Montreal, Que.

Valves, Air
The Penberthy Injector Co., Ltd., Windsor, Ont.

Valves, Brass
National Brass Co., London, Ont.
The Penberthy Injector Co., Ltd., Windsor, Ont.
United Brassfounders Ltd., Manchester, Eng.

Valves, Standard, Globe, Angle and Check
Canadian Fairbanks-Morse Co., Montreal.
Jenkins Bros., Montreal, Que.
The Penberthy Injector Co., Ltd., Windsor, Ont.
Jas. Morrison Brass Mfg. Co., Toronto.

Valves, Radiator and Air, Iron Body, Composition, Globe, Angle, Check
Canadian Fairbanks-Morse Co., Montreal, Que.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Jenkins Bros., Ltd., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
United Brassfounders Ltd., Manchester, Eng.

Varnishes—Auto, Caoch, House, Marine
Berry Bros., Walkerville
Boston Varnish Co., Everett Station, Boston.
Brandram-Henderson, Ltd., Montreal.
British America Paint Co., Ltd., Victoria, B.C.
Canada Paint Co., Montreal
Dougall Varnish Co., Ltd., Montreal
Glidden Varnish Co., Ltd., Toronto, Ont.
Wm. Harland & Sons, Toronto, Ont.
Imperial Varnish & Color Co., Ltd., Toronto.
International Varnish Co., Ltd., Montreal, Que.
McArthur Irwin, Montreal
Martin-Senour Co., Ltd., Montreal
Benjamin Moore & Co., Ltd., Toronto
A. Ramsay & Son, Montreal
R. C. Jamieson & Co., Montreal
Pratt & Lambert, Bridgeburg, Ont.
Sanderson, Pearcy & Co., Toronto.
Sherwin-Williams Co., Montreal
G. F. Stephens & Co., Ltd., Winnipeg
Stewart & Wood, Toronto.
Ottawa Paint Works, Ottawa.
Wilkinson & Kompass, Hamilton

Vehicles, Business
Canadian Pneumatic Tool Co., Ltd., Montreal, Q

Veneer Seats
J. E. Beauchamp & Co., Montreal, Que.
Canadian Veneering Co., Acton Vale, Que.

Ventillators, Metallic
Winnipeg Ceiling & Roofing Co., Winnipeg

Vises
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal
Goodell-Pratt Co., Greenfield, Mass.
Lewis Bros., Ltd., Montreal
National Machinery & Supply Co., Hamilton
North Bros. Mfg. Co., Philadelphia, Pa.
Plewes Ltd., Winnipeg, Man.
The Rock Island Mfg. Co., Rock Island, Ill.
The Rapid Tool and Machine Co, Ltd., Montreal.
Stanley Rule & Level Co., New Britain, Conn.
Stover Mfg. & Engine Co., Freeport, Ill.

Vises, Chain Pipe
Williams & Co., J. H., Brooklyn, N.Y.

Vulcanizers
Adamson Mfg. Co., Hamilton
Northern Electric Co., Montreal

Vermin Exterminator
The Common Sense Mfg. Co., Toronto.

The Presto Patch Co., Toronto, Ont.
C. A. Shaler Co., Waupun, Wis.

Wagon Hardware
Gregg Mfg. Co., Ltd., Winnipeg, Man
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Wagon Woodwork
West-Woods, Ltd., Winnipeg, Man.

Wallboard
Bishopric Wall Board Co., Ltd., Ottawa, Ont.

Wall Finish
British America Paint Co., Ltd., Victoria, B.C.

Walnut Seats
Canadian Veneering Co., Acton Vale, Que.
C. Kloepfer, Ltd., Toronto
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Stanley Works, New Britain, Conn.

Warmers, Foot
Chicago Flexible Shaft Co., Chicago, Ill.

Washers
Beauchamp & Co., J. E., Montreal, Que.
DesRochers, Ltd., Montreal, P.Q.
Steel Co. of Canada, Ltd., Hamilton
Otterville Mfg. Co., Otterville, Ont.
The Union Iron & Metal Co., Ltd., Toronto.
Wilkinson & Kompass, Hamilton

Washers, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Washing Machines, Electric, Hand and Power
Beatty Bros., Fergus, Ont.
J. H. Connor & Son, Ltd., Ottawa
Dowswell, Lees & Co., Hamilton.
Great West Electric Co., Ltd., Winnipeg, Man
The Hurley Machine Co., Ltd., Toronto.
Kribs, Wm., Hespeler, Ont.
Geo. C. Kaitting & Son, Galt, Ont.
Maytag Co., Ltd., Winnipeg, Man.
Maxwells Ltd., St. Mary's, Ont.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
McDonald & Wilson, Ltd., Toronto.
Nineteen Hundred Washer Co., Toronto, Ont.
The One Minute Washer Co., Toronto, Ont.

Waste, Cotton
Acme Waste Mfg. Co., Toronto.
E. Pullan Waste & Wipers Co., Toronto.
Scythes & Co., Ltd., Toronto
Wilkinson & Kompass, Hamilton

Wash Boards
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
E. B. Eddy Co., Ltd., Hull, Que.

Wash Tubs
E. B. Eddy & Co., Hull, Que.
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Watches
R. H. Ingersoll & Bro., Montreal, Que.

Watch Specialties
R. H. Ingersoll & Bro., Montreal, Que.

Waterproof Clothing
The Tower Canadian Ltd., Toronto, Ont.

Weather Stripping
Best Weatherstrip Co., Ltd., Hamilton, Ont.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
The Swan Mfg. Co., Winnipeg, Man.

Wedges
Can. Foundries & Forgings, Ltd., Brockville, Ont
Canadian Warren Axe & Tool Co., St. Catharines, Ont.

Whitewash Outfits
Collins Mfg. Co., Toronto
Spramotor Co., London, Ont.

Waterproof Goods
J. J. Turner & Sons, Ltd., Peterboro, Ont.

Weeders, Garden (hand)
J. E. Gilson Co., Port Washington, Wis.
C. S. Norcross & Sons, Bushnell, Ill.

Weights
Can. Foundries & Forgings, Ltd., Brockville, Ont
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Wheelbarrows
Erie Iron Works, Ltd., St. Thomas, Ont.
Bateman, Wilkinson Co., Ltd., Toronto, Ont.

Wheels, Well
J. E. Beauchamp & Co., Montreal, Que.
Can. Foundries & Forgings, Ltd., Brockville, Ont

Wheeled Goods
The Crown Mfg. Co., Hamilton, Ont.

Whips
J. E. Beauchamp & Co., Montreal, Que.

Whistles
The Penberthy Injector Co., Ltd., Windsor, Ont

Wholesale Hardware
J. H. Ashdown Hardware Co., Ltd., Winnipeg.
Caverhill, Learmont & Co., Montreal
J. E. Beauchamp & Co., Montreal.
Frothingham & Workman, Montreal
H. S. Howland Sons & Co., Toronto.
Lewis Bros., Ltd., Montreal
Merrick Anderson Co., Winnipeg, Man.
Miller-Morse Co., Winnipeg, Man.
Morrison Blackwood Hardware Ltd., Moose Jaw Sask.
Rice, Lewis & Sons, Ltd., Toronto
White's, Ltd., Collingwood, Ont.

Windshield Cleaner
The Outlook Co., Cleveland, Ohio.

White Lead
Brandram-Henderson, Montreal
Canada Paint Co., Ltd., Montreal
Carter White Lead Co., Montreal
Steel Co. of Canada, Ltd., Hamilton
McArthur Irwin, Montreal
Stewart & Wood, Toronto.

Window Guards, Wire
Canada Wire & Iron Goods Co., Hamilton, Ont

Wipers
Scythes & Co., Ltd., Toronto, Ont.
E. Pullan Waste & Wipers Co., Toronto.

Wire
Canadian Tube & Iron Co., Ltd., Montreal
Canada Wire & Iron Goods Co., Hamilton, Ont
Caverhill, Learmont & Co., Montreal
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
B. Greening Wire Cloth Co., Ltd., Hamilton
Laidlaw Bale-Tie Co., Ltd., Hamilton
Lewis Bros., Ltd., Montreal
Northern Electric Co., Montreal
Northern Bolt Screw & Wire Co. Owen Sound
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Western Wire & Nail Co., London

Wire, Annealed
The Graham Nail Works, Toronto.

Wire, Bright
The Graham Nail Works, Toronto.

Wire Cloth
Canada Wire & Iron Goods Co., Hamilton, Ont
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
B. Greening Wire Cloth Co., Ltd., Hamilton

Wire, Coppered
The Graham Nail Works, Toronto.

Wire Cutters
Bridgeport Hardware Co., Bridgeport, Conn
Northern Electric Co., Montreal

Wire, Hay
Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.

Wire Hoops
Laidlaw Bale-Tie Co., Ltd., Hamilton
Steel Co. of Canada, Ltd., Hamilton

Wire, Oiled and Annealed
The Graham Nail Works, Toronto.

Wire Mats
B. Greening Wire Cloth Co., Ltd., Hamilton

Wire, Tinned
The Graham Nail Works, Toronto.

Wireworks of all kinds
Dennis Wire & Iron Works Co., Ltd., London, Ont.

Wire Wheels
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Wood, Ground
E. B. Eddy Co., Ltd., Hull, Que.

Wrapping Paper
E. B. Eddy Co., Ltd., Hull, Que.
Alex. McArthur & Co., Montreal, Que.

Wrenches and Accessories
Barcalo Mfg. Co., Buffalo, N.Y.
Can. Foundries & Forgings, Ltd., Brockville, Ont
Goodell-Pratt Co., Greenfield, Mass.
Keystone Mfg. Co., Buffalo, N.Y.
Trimont Mfg. Co., Roxbury, Mass.
Will B. Lane, Chicago, Ill.
Plewes Ltd., Winnipeg, Man.
J. H. Williams Co., Brooklyn, N.Y.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Wrench Sets
Williams & Co., J. H., Brooklyn, N.Y.

Wrenches, Alligator
Bridgeport Hardware Co., Bridgeport, Conn.

Wrenches, Ratchet
L. S. Starrett Co., Athol, Mass.
Spielman Agencies, Montreal

Wrought Nipples
Canadian Tube & Iron Co., Ltd., Montreal

Wrought Couplings
Canadian Tube & Iron Co., Ltd., Montreal

Wrought Washers
The Union Iron & Metal Co., Ltd., Toronto.

Wringers, Hand and Power
Beatty Bros., Fergus, Ont.
Caverhill, Learmont & Co., Montreal
Connor & Son, Ltd., J. H., Ottawa, Ont.
Dowswell, Lees & Co., Hamilton.
Kribs, Wm. A., Hespeler, Ont.
Nineteen Hundred Washer Co., Inc., Toronto, Ont.
Lewis Bros., Ltd., Montreal
Merchants Hardware Specialties, Ltd., Calgary, Alta.
White Mop Wringer Co., Fultonville, N.Y.

Zinc, Bar
Canada Metal Co., Ltd., Toronto

Zinc, Sheet
B. & S. H. Thompson & Co., Ltd., Montreal, Que



Talk No. One Hundred and Ninty-four

Sheet metal workers and hardware dealers everywhere taking our advice. Orders coming in for spring shipment in great shape. Don't be the last to get your order in now that the price is fixed for the balance of this year. Tell your jobber to book you for "Premier" Sheets now.

TINKER TOM.

Look for Talk No. 195 next week.

DOMINION SHEET METAL CORPORATION, Limited
HAMILTON, CANADA

Alex. McArthur & Co., Ltd.

TRADE MARK

82 McGill Street Montreal, Canada

BLACK DIAMOND
TARRED FELTS
and SHEATHINGS

Made at our own Paper Mills.

SAVE COAL
BY USING
BUILDING PAPER

CARTER'S

QUALITY THE BEST

Your customers will need Red Lead to protect the iron work around their homes. The Painters want a Genuine Red Lead for their work. Are you prepared for this demand? If not, put in a good stock of

Carter's Genuine Dry Red Lead
and
Carter's Genuine Powdered Litharge

They are the best quality you can buy. Made in Canada from the best grade of Canadian Pig Lead.

Do you know the quality of these goods? Your customers know it and will insist on using Carter's Brands. Look over your requirements and order now.

Manufactured by
The Carter White Lead Company
of Canada Limited
91 Delorimier Ave. Montreal

Pronounced "RU" as in RUBY
RU-BER-OID
ROOFING
COSTS MORE - WEARS LONGER.

THE STANDARD PAINT CO. OF CANADA, LIMITED
MONTREAL TORONTO WINNIPEG VANCOUVER

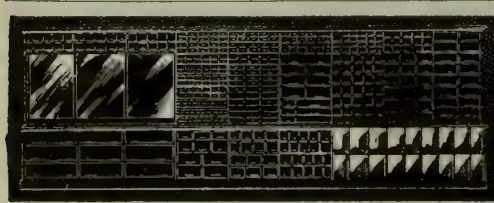
LONDON BAR IRON

High Grade

Our iron bars are tough, fibrous and corrosion-resisting, just such bars as your blacksmith friends want to use. Why not carry them in stock for your customers, or if you prefer, have them direct shipped from the mill?

London Rolling Mill Co.,
Limited
LONDON, - ONTARIO

SALES AGENTS
Manitoba—Bissett & Webb, Ltd., Winnipeg. British Columbia —McPherson & Teetzel, Vancouver



Wall Cases, Shelving, Display Counters, Nail Bin Counters, Screw Cases—all kinds of Store Fittings.

The quality of our goods is top-notch. Prices right.

CAMERON & CAMPBELL. Limited Manufacturers
Toronto, Canada



OWL METALS

We are continually being asked by mail order houses to fill orders for Owl Babbitt Metal. This business should be going to the local hardware dealer. Better keep a stock on hand.

OWL METAL CO., LIMITED, WINNIPEG

Exceptional Selling Features



are shown in this new hand sprayer. The curve in the lance takes the place of the curve in your back when using an ordinary sprayer.

The O-K-Spra

is also equipped with the efficiency non-clog nozzle. This has a thimble-shaped strainer which prevents clogging and will keep in action longer without attention than any other sprayer.

Write for information.

Canadian Potato Machinery Co., Ltd.
Stone Road Galt, Ont.



MYERS
HAND AND POWER
PUMPS

Wherever there is a demand for Hand, Windmill or Power Pumps—the sale of Myers Pumps for every purpose is an attractive and profitable proposition for dealers. Nearly fifty years on the market, sold everywhere, they have the qualities which produce sales. Leading Canadian jobbers can supply you with MYERS PUMPS. Ask them or write us. 550-page Catalog on request.

F. E. Myers & Bro.
ASHLAND, OHIO
Ashland Pump and Hay Tool Works



OAKEY'S

The original and only Genuine Preparation for cleaning Cutlery

"WELLINGTON"

KNIFE POLISH

JOHN OAKEY & SONS, LIMITED
Manufacturers of
Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, S.E.1., Eng.

AGENT:
Geo. B. Jenkinson, 78 Wellington Street North, Hamilton, Ont.

NOVA SCOTIA STEEL & COAL CO., Limited
NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL

Help Wanted

An ad for help in the Classified Advertising Section will bring the right kind of replies.

Try It Out.

Hardware and Metal
Classified Advertising Section
143-153 University Ave., Toronto

How Valuable is the Motor Car Owner's Business To You?

The average householder comes to you for many things — paints, varnish, nails, window glass, screening, etc. If the article purchased is awkward to carry or heavy in weight, you must make delivery for the customer.

When the motorist drives up to your door he needs and buys all the products purchased by the ordinary householder. **And in addition,** he is a prospect for you and must buy from you or some one else, tires, spark-plugs, parts and tools, gasoline, lubricating oils and greases, polish, etc.

He carries his own purchases and does not ask you to make delivery. His car is his hobby, and if you can help him with your knowledge of his requirements, he will deal with you regularly.

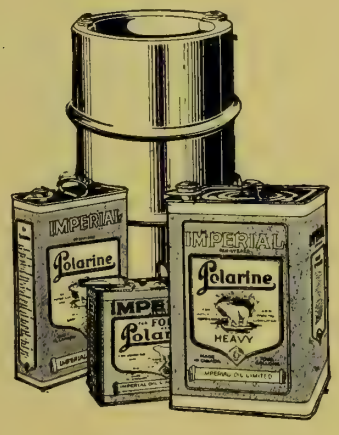
Every motorist uses considerable lubricating oils and greases. Most motorists prefer Imperial Polarine to other brands. When you recommend Imperial Polarine it is already more than half sold, for we have advertised Polarine consistently for years. When he comes back for more Imperial Polarine, you have first chance to supply his other hardware requirements.

Polarine
FRICTION REDUCING MOTOR OIL

"Makes a Good Car Better"

There's good business in stocking a full supply of the complete Imperial Polarine line and thoroughly posting yourself on the right grade for every lubricating need. Have the size package your customer wants in the right grade suited to his needs.

Imperial Polarine comes in three grades: Imperial Polarine, Imperial Polarine Heavy and Imperial Polarine A for cylinder lubrication. There are also Imperial Polarine Oils and Greases for effective transmission and differential lubrication. Put up in attractive, lithographed, sealed cans — half-gallon, gallon and four-gallon. Larger quantities in 12½-gallon steel kegs, half-barrels and barrels.



Write for Polarine Booklet on Automobile Lubrication. Address us at 56 Church Street, Toronto, and get our dealer proposition.

IMPERIAL OIL LIMITED
Manufacturers & Marketers of POLARINE MOTOR OILS & GREASES
Marketers of *Gargoyle Mobiloils* in Canada
BRANCHES IN ALL CITIES



The Biggest Thing in the Store

IMPERIAL Parowax, Imperial Ioco Liquid Gloss, and Imperial Household Lubricant are big sellers because they are necessities in every household.

There is use for one of these three products in the home every day. Each housewife should have a stock on her pantry shelf.

The need is there, you only have to display them on your counter to receive many calls a day for one or all of these products.

Imperial Parowax, Imperial Ioco Liquid Gloss and Imperial Household Lubricant are put up in convenient household packages. Each sale offers a splendid margin of profit — much more than that offered by most competing lines.

You can satisfy your customer with these high quality lines for they are better values than any other.

Put them on the counter and in the window—they are the biggest thing in the store.

IMPERIAL OIL LIMITED

Power - Heat - Light - Lubrication

Branches in all Cities



Patented in U.S.A.
50c - $1.00 - $1.50



A Money-Maker for Dealers!

TAKES only 3 minutes to apply Wood's Everloc, the original, self-vulcanizing Tire Patch. Heat vulcanizing often takes 30, and may burn or over-cure tube. Use Wood's Everloc. Safe, simple, quick! Keeps leaks permanently air-tight. Repairs all rubber goods. Guaranteed to mend blowouts or punctures up to 17 inches. 3 sizes:- 50c - $1.00 - $1.50.

DEALERS:- Get our proposition from jobbers or us.

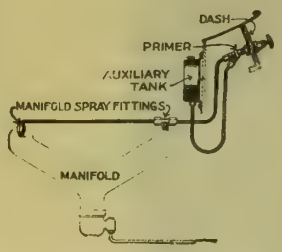
Wood's Everloc Tire Patch is patented in the U.S.A.

W. C. WOOD COMPANY
74 WESTERN AVENUE Dept. E MINNEAPOLIS, MINNESOTA

Special Garage Size: 20" x 28"

WOOD'S EVERLOC TIRE PATCH

Automobile Accessories That Increase Your Profits

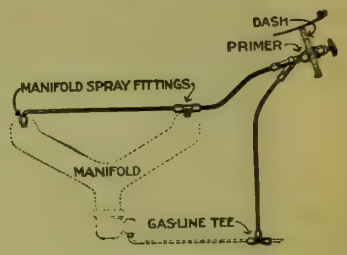


No. 53-D Primer Outfit with Auxiliary Tank

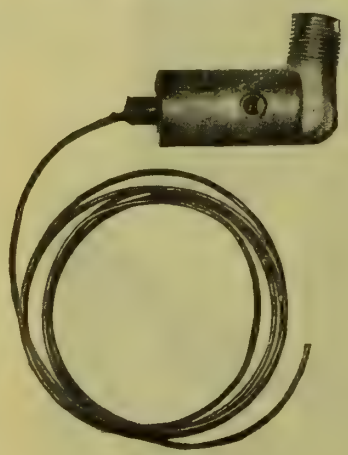
IMPERIAL PRIMER

For all makes of Cars, Tractors and Trucks

A simple, easily installed device, that starts the motor instantly in cold weather. The Imperial Primer is a remarkable stimulant toward making cold weather motoring a common practice. Cars equipped with this Primer are in constant use, bringing more business for the garage, and accessory dealer.



No. 53-D Primer Outfit with Gas Line Tee



THOMAS OIL TEST COCKS

For Ford Cars

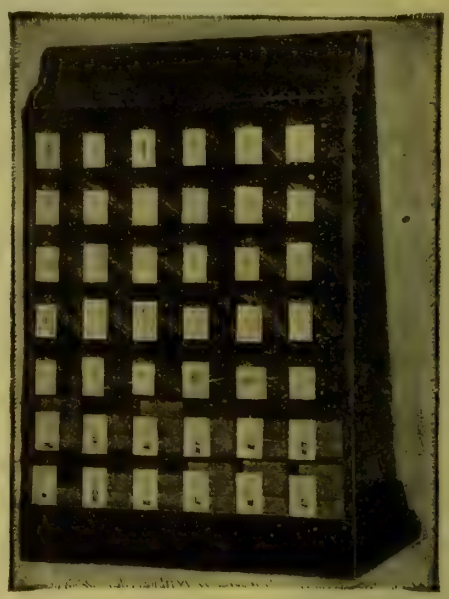
Replaces the old style test pet cock. The Thomas Test Cock is screwed in the place of either upper or lower pet cocks of the Ford crank case. When screwed in place, a wire is run from the end of the plunger over and through a small hole in the flange of the fender. The oil may be tested by simply pulling on the wire.

IGNITION PARTS

Are you getting your share of electrical repair work? A good way to increase this business is to carry a complete stock of Ignition Contact points. The many different items in the ignition line have made it imperative that a "simplified system of selling" be worked out. The self-selling system cabinet illustrated here solves the problem. This cabinet on your counter reminds a customer of his needs and makes sales for you. The glass front and labels always show the actual condition of your stock. You know when to order and overcome the "out-of-stock" evil.

We will be pleased to send you one of these cabinets free of charge. Make up an order totalling $100.00 net. Send it to our nearest house and you will receive the cabinet with your order.

Write to-day for literature and prices on these and other quick-selling automobile accessory lines. Our nearest house will be glad to assist you.



The entire stock at a glance

Northern Electric Company

LIMITED

MONTREAL	TORONTO	REGINA
HALIFAX	LONDON	CALGARY
OTTAWA	WINNIPEG	VANCOUVER



"At All Dealers"

¶ Ask any dealer and he will supply you with a Dunlop Tire, or get one with the minimum of delay. Practically every dealer is a Dunlop man. He will take your order because we play no favorites—sell the big and small store or garage.

¶ The tires with the good reputation that lasts, the service that satisfies, and the dealer representation that settles the issue of emergency, as well as repair calls, are branded: Dunlop Cord—"Traction" and "Ribbed"; Dunlop Regular—"Traction," "Special," "Ribbed," "Clipper," "Plain."

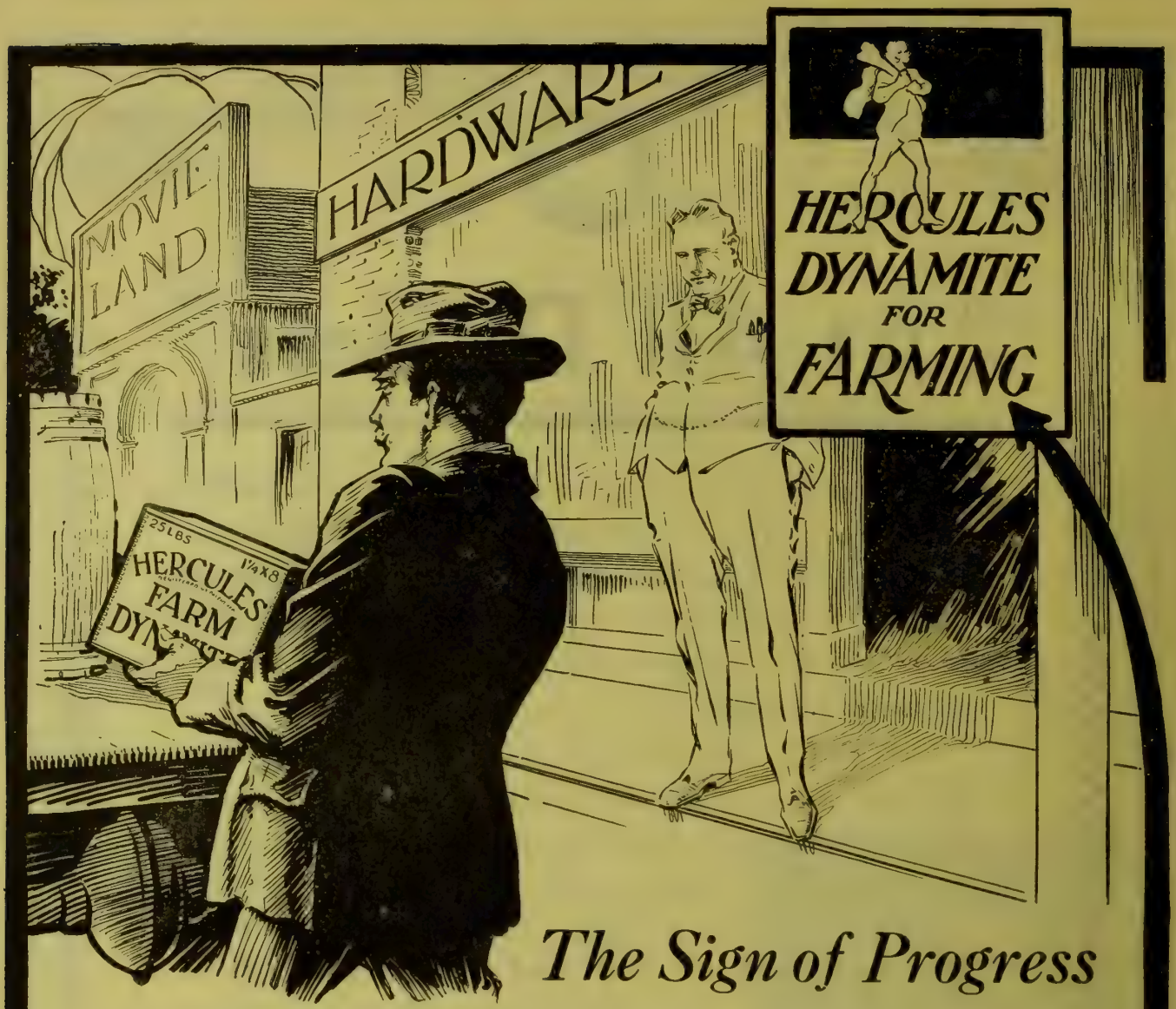
DUNLOP TIRE & RUBBER GOODS CO., LIMITED

Head Office and Factories - - TORONTO

BRANCHES IN THE LEADING CITIES

Tires for all purposes. Mechanical Rubber Products and General Rubber Specialties.

DUNLOP TIRES



The Sign of Progress

Nail the Hercules Dynamite Sign to your door. Sell dynamite to the farmers of your community You can help your customers to lighten their work and increase their profits, and at the same time add a paying department to your business by selling

HERCULES DYNAMITE

Sign the coupon printed below and mail it to us. We will send you more information about selling dynamite. Buy Hercules Dynamite and we will send you free advertising matter to distribute among your customers—we will actively co-operate with you in building up this department of your business and making it profitable.
Sign the coupon and mail it today.

HERCULES POWDER CO.
4 W. 11th Street
Wilmington **Delaware**

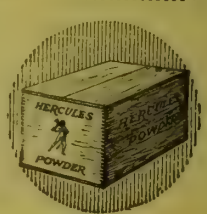


Hercules Powder Company,
4 W. 11th Street,
Wilmington, Delaware

Gentlemen: Please send us information regarding the sale of dynamite to farmers and oblige. Yours very truly,

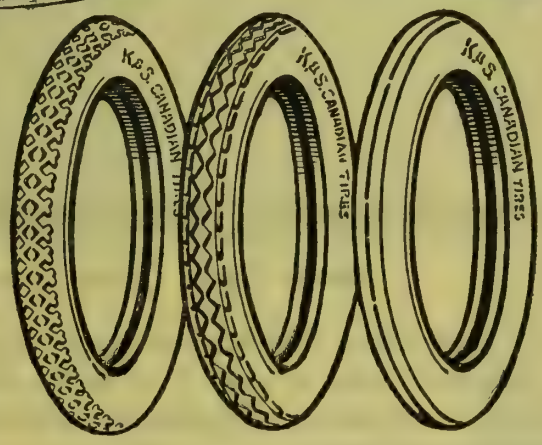
Name _____

Address _____



K. & S. TIRES





K. & S. Tires are guaranteed for more miles than any other tires made in Canada. Moreover, K. & S. Tires almost invariably exceed their guarantee in actual mileage delivered. Our advertising is pounding home these facts, and has created an ever-increasing demand for K. & S. Tires.

We supply FREE advertising matter to help our dealers link up with our national advertising. Write to-day for full particulars of our money-making proposition to Hardware Dealers.

K. & S. Canadian Tire & Rubber Co., Limited

Branches at TORONTO HAMILTON MONTREAL WINNIPEG

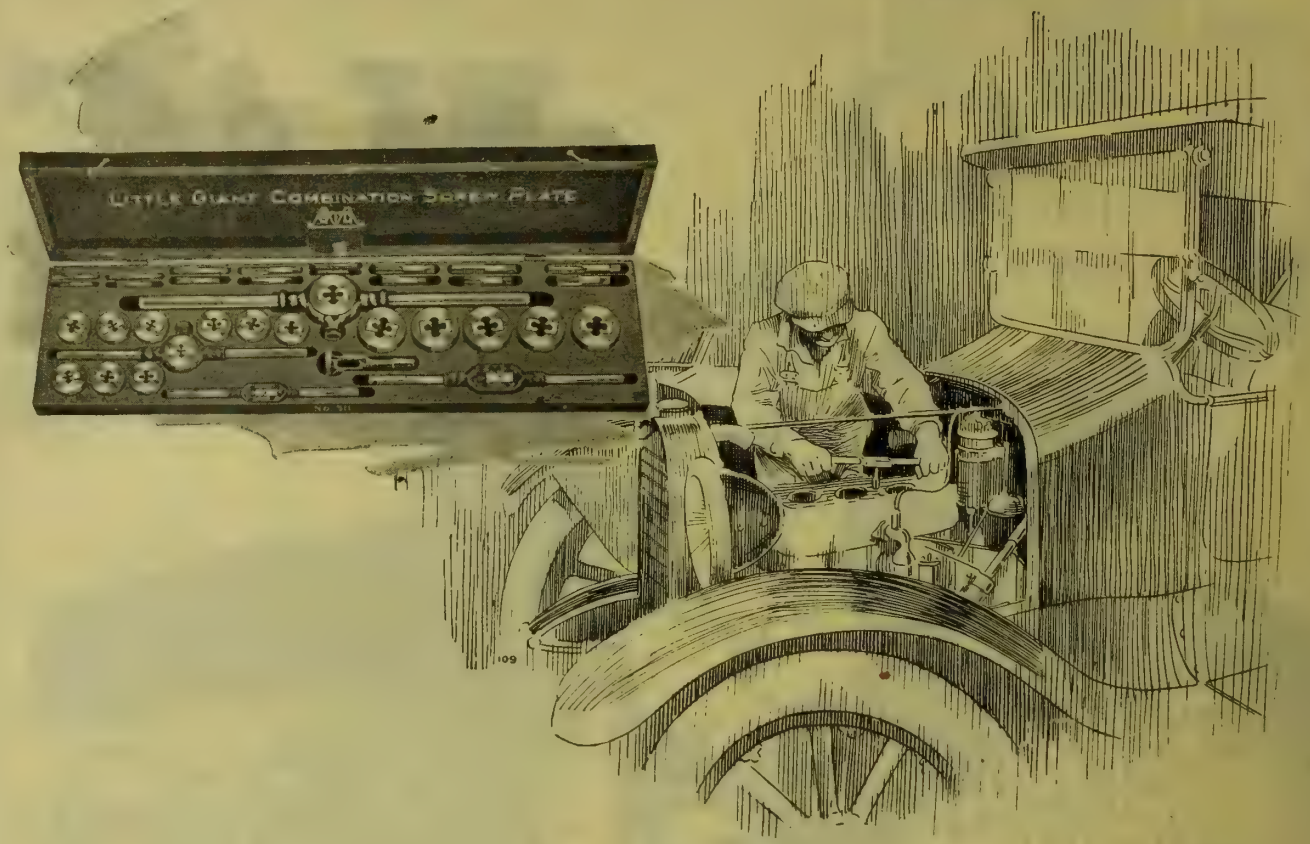
Factory at WESTON, Ont.

Or write our distributors:

The J. H. Ashdown Hardware Co., Limited
Calgary WINNIPEG Saskatoon

Wood, Alexander & James
Hamilton, Ont.





Anticipate your sales!

Stock Little Giant Screw Plates!

Little Giant Combination Screw Plates, cutting a variety of sizes in both U. S. and S. A. E. standard threads, are particulary good sellers to the garage and auto repair trade.

With one of these threading assortments at hand the repairman can make new threaded parts quickly and accurately without waiting for parts from the factory.

Our Screw Plates are made in over a hundred assortments, for every need. Select your stock from new No. 40 Small Tool Catalog.

A Post Card Brings It

GTD
PRODUCTS
Taps and Dies
Screw Plates
Reamers
Gages
Pipe Tools
Opening Die Heads
Machine Tools
Threading Machines
Lathes & Screw Machines
Grinding Machines
Cutting Off Machines
Saw Sharpeners
GTD

GTD

WELLS BROTHERS COMPANY

OF CANADA, LIMITED

GALT - ONTARIO

CANADIAN PLANT OF THE GREENFIELD TAP AND DIE CORPORATION



The advertisement shown above is No. 5 of a series that will appear during 1919 in newspapers and magazines from Coast to Coast. Hardware dealers can profit by this advertising by placing an order at once with any of the following distributors:

E. T. Black Tire Company - - Vancouver, B.C.	The Marks-Clavett-Dobie Co., Ltd., Port Arthur, Ont.
Border City Auto Supply Co. - - Windsor, Ont.	Marshall-Wells Co., Ltd. - - Winnipeg, Man.
The Chapin Company - - - Calgary, Alta.	Marshall-Wells Alberta Co., Ltd. - Edmonton, Alta.
The Canada Auto Devices Co. - - London, Ont.	Ontario Auto Spring & Supply Co. - Guelph, Ont.
Edwin Chown & Son - - - Kingston, Ont.	Thomas Plimley - - - - - Victoria, B.C.
Cragg Bros. Co., Ltd. - - - Halifax, N.S.	Summer Company - - - - - Moncton, N.B.
Hugh Carson Co., Ltd. - - - Ottawa, Ont.	Samuel Trees & Co., Ltd. - - Toronto, Ont.
G. L. Griffith & Son - - - Stratford, Ont.	The United Automobile Tire Co., Ltd., St. John, N.B.
Lamontagne, Ltd. - - - Montreal, Que.	Wilson Auto Specialties Co. - - Hamilton, Ont.



1,000,000 Motorists Use It 4,000,000 More Need It

The limited supply and high cost of inner tubes makes it necessary for motorists to repair punctures, cuts, tears and cracks—to keep their tubes in good repair.

The present conditions make it imperative for motorists to stop the easy-going, wasteful habit of carrying $5 to $15 worth of spare tubes—that deteriorate quickly—and scrapping perfectly good inner tubes that merely have a puncture, cut or tear—which can be repaired *permanently* with a Shaler 5-Minute Vulcanizer, quicker than a new tube can be inserted.

Saves Tubes—Saves Repair Bills

Easy to Use

Repairs tubes—as good as new. It's easy and inexpensive. *The Shaler works automatically*—and without fail. Just touch a match to the non-flaming chemical fuel. In five minutes you have a firm, flat, "feather-edge," permanent repair—stronger than any "stuck on patch"—stronger than the tube itself. No gasoline, cement or flame, and no danger of injuring the tube. Carry it in your tool box for emergency use. It works in the wind, in any weather, anywhere. The heat is applied directly to the pure gum patch and does not extend to the tube itself.

Easy to Sell

A five-minute demonstration sells the Shaler Vulcanizer easily. Every sale gives you a good profit. The large resale of Patch and Heat Units is profitable and brings new customers into your store, who will also buy other accessories.

Over 1,000,000 Motorists now use the Shaler 5-Minute Vulcanizer for repairing tube punctures, cuts, etc.; 4,000,000 more need it. Every motorist is a prospect for this handy tube vulcanizer—it should be in every car owner's tool box, for emergency use on the road or repairing tubes at home.

Complete Outfit Only $2.00

The outfit includes the Vulcanizer—12 Patch and Heat Units (6 round for punctures, and 6 oblong for cuts)—complete $2.00. Extra Patch and Heat Units, $1.00 per dozen.

Sold By All Accessory Dealers and Jobbers

TO DEALERS—To insure shipments—it is advisable to order from your jobber now. The great demand has exceeded our factory capacity, and shipments will be made according to priority in receipt of orders.

Catalog of the Complete Shaler Line of Vulcanizers for Motorists, Repair Shops and Garages mailed on request.

C. A. Shaler Company

1503 Fourth Street **Waupun, Wisconsin**

Oldest and Largest Manufacturers of Vulcanizers



Mends Tubes in 5 Minutes

When Your Customers Ask You—

"What's the Best Tire?"



Don't hesitate. You can be as sure you're right when you recommend Maltese Cross Tires as you are sure it is right to give a square deal.

MALTESE CROSS TIRES

are too well constructed by experts in the factory, and too well tested out by laboratory experiments and by years of use by motorists, for you to have the slightest doubts as to where they stand. They are FIRST and FOREMOST for quality and satisfaction. You will have a satisfied customer in every motorist you sell Maltese Cross Tires to.

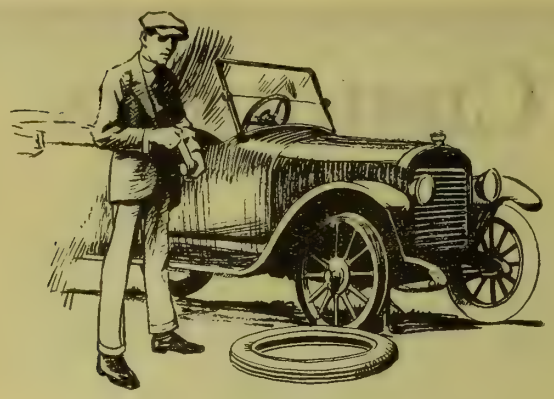
RUBBER ACCESSORIES OF ALL KINDS

Keep Your Auto Supply Lines Complete with a full range of Maltese Cross Goods

Gutta Percha & Rubber, Limited

Head Offices and Factories, TORONTO

Branches: **Halifax, Montreal, Ottawa, Toronto, Fort William, Winnipeg, Regina, Saskatoon, Edmonton, Calgary, Lethbridge, Vancouver, Victoria**



Every Car Owner Needs the Locktite Tire Patcher

The Packard owner, the Ford owner—every motorist is a prospective purchaser of the Locktite Auto-New-Matic Patcher.

The market is practically unlimited—because the Locktite offers millions of car owners a complete repair Patcher for emergencies on the road—as well as for all their spare tire patching.

What It Contains

The Locktite container serves as base around which the tube is placed and repaired.
A clamp holds the tube tightly in position.
The emery top of the container—strong, canvas-back patching sheet—gasoline swab-tube buffer and cement make up the complete outfit.

How It Works

First place the tube around the container—as shown in the picture. Clean and roughen the surface around the hole with emery; apply cement. Then press on the patch firmly—and the tube is ready to go into casing.
No waiting for the patch to set.

A Quick Selling Proposition

The Locktite Patcher sells itself. The motorist quickly realizes what the Patcher will do for him in an emergency. It also offers him an opportunity to save time and money by repairing his spare tubes at home.

Because it requires little shelf room—

Because it sells over the counter like lamps or spark plugs—

Because a demand has been created for the Patcher through advertising, dealers find the Locktite a quick-selling, money-making proposition.

There is a special larger size for use in garages and repair shops.

Write for our dealer proposition to-day.



LOCKTITE PATCH CO.
Windsor, Ont.

American Plant: Detroit, Mich.

LOCKTITE
AUTO-NEW-MATIC
PATCHER

From A to Z

VERY little verbal argument is necessary to effect a sale in the case of

"SPHINX"

England's Most Durable Plug

Interest is at once created in the attractive green metal box with the ingenious sealing band permitting the lid to be opened and the identification card to be perused. The sterling merits of the plug enclosed are vouched for by the Guarantee, unequivocal and without time limit, printed plainly on the box.

It is easy to sell Sphinx Plugs—and profitable. I shall be pleased to quote and to send you literature on request.

Sole Agent for Dominion: Wm. T. Evans, 1684 St. Urbain St., Montreal

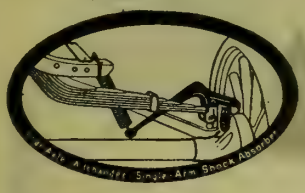
Manufacturers: Sphinx Mfg. Co., Birmingham, England



'SPHINX'
England's most Durable Plug

All Ford owners will put on H & D SHOCK ABSORBERS

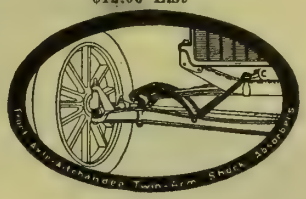
Single Arm Style, set of four
$10.00 List



as fast as they find out that they pay for themselves

Canadian Patent 172892.

Twin Arm Style, Set of Four,
$12.00 List



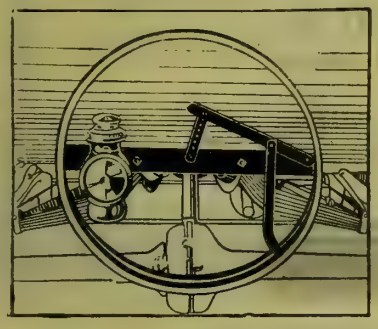
State whether for Roadster, Touring Car or Taxi.

250,000 Satisfied Users Agree that H & D's Save Tires, Engine and Springs, Stop Jars, Jolts and Sidesway and make the car ride like a limousine.

Also made for Ford One-Ton Truck.
List, set of four
$23.50

TIRE CARRIERS

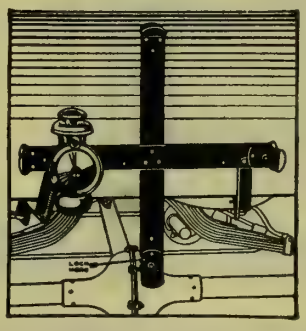
The King Carrier is the only carrier that PROTECTS the tire. It keeps water and dirt out of the casing and off the fabric. The damage that occurs to the inner fabric of a tire through accumulation of rain water and dirt is a source of annoyance and expense which cannot be avoided with the old style carrier.



King-Tire Carrier

The rim is contracted and expanded by a lever, which is very easily operated. The tire can be put on or removed instantly. The lever expands the circular rim tightly against the tire and holds it firmly in its natural position, preserving its proper shape.

List, each $5.50



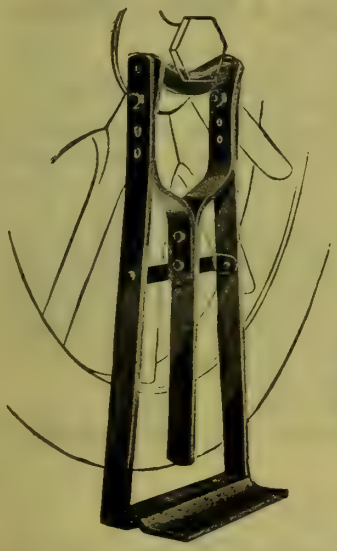
Queen Tire-Carrier

Is for Fords with demountable rims, and is the only carrier that holds the tire without touching the rubber. It avoids the damage from chafing common to other kinds of carriers. Place for lamp and license tag.

List, each $5.50

R-W No. 501 TIRE SAVER and STORAGE JACKS

increase tire mileage 30% by taking pressure off the rubber. Save blocking up cars for storage. Thousands in use. List $6.00 set.



R-W No. 100 CRACKERJACK

For anything up to a 5,000-lb. car. Made small and compact to take up minimum space in tool box, but a wonder for power. Long steel handle. List, $2.40.

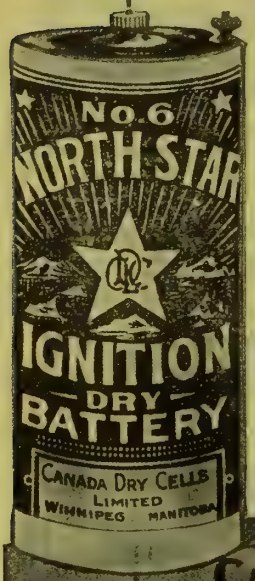


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Order direct or through your jobber.

Richards-Wilcox

CANADIAN COMPANY, LTD.
LONDON, ONTARIO.



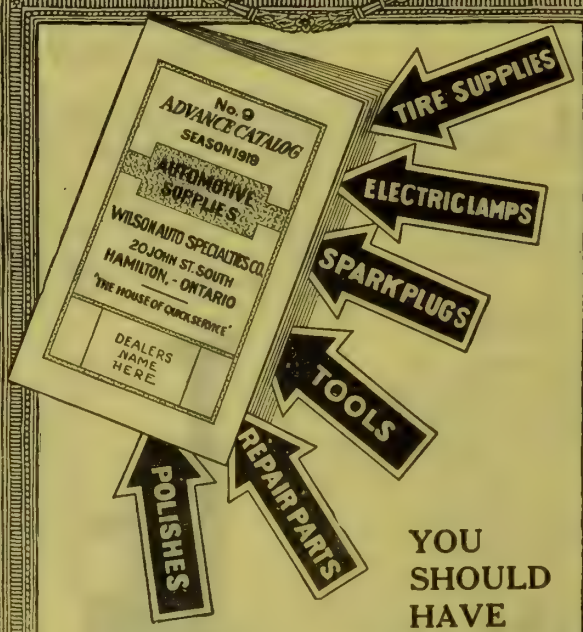


Quality Batteries at Reasonable Prices and Good Profits

The superior construction and quality of North Star Batteries will steadily pull sales and increase business for *you* by the repeat order route.

All good jobbers sell them.

CANADA DRY CELLS, LIMITED, WINNIPEG, CANADA

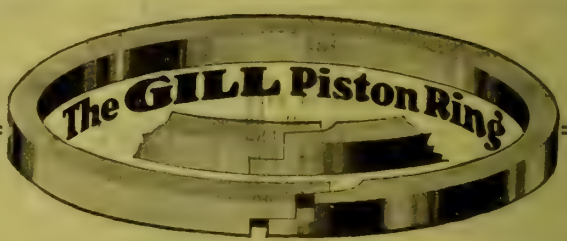


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WILSON'S
BIG 1919 ADVANCE CATALOG

Ready about January 15th. Contains everything worth while in the Auto Supply and Accessory Line. If you are not on our mailing list send at once for your copy and dealer's confidential discount sheet. We can save you money.

WILSON AUTO SPECIALTIES CO.
HAMILTON, CANADA



Makes Any Motor a Better Motor

Ask Any Repair Man

It's Easy to Sell the GILL PISTON RING

Place the ring in the hands of any good mechanic and he will tell you it is the best ring he has ever seen.

Made from single piece castings of special fine gray iron, accurately machined. The easiest piston ring on the market to-day to install. A self-fitting ring of sturdy construction, with a distinct joint forming a seal against the escape of gas, oil getting into the combustion chamber, and excessive carbon. Gives maximum power at minimum cost. For Tractors, Trucks and Pleasure Cars.

Carried in stock by all Canadian General Electric Co.'s distributing warehouses and other leading jobbers.

Manufactured in Canada by

Brown Engineering Corp., Ltd.

415-19 King St. West, Toronto, Ont.

MAKE YOUR OLD CAR LOOK NEW

The supplies described below will enable any owner to renovate his car and give it the appearance of factory newness at small expense.
Everything required for motor car equipment and supplies will be found in our new 208-page catalogue. Send for free copy.
Every enterprising dealer featuring the Hyslop line is assured substantial profit and quick turnover.

"Hy-Pol" Body Polish

HY-POL Automobile Body Polish brings a quick polish to automobile and carriage bodies, fenders, tops, leather cushions and all painted, varnished or enamelled surfaces.

HY-POL acts as a water-proofer and produces a beautiful lustre with very little labour. Preserves leather, dries quickly, sheds water and eliminates the dust collecting feature.

Mud spots, finger marks, water spots, also grease and road oil, may be easily and entirely removed with HY-POL. It acts as a food, too, protecting and preserving the varnish.



No. 3620

No. 3620—**Price**, 12-oz. tin $0.90
No. 3621—**Price**, 5/6 qt. tin 1.50
No. 3622—**Price**, 5/6 gal. tin 4.50

Ad-el-ite Auto Cleaner and Reviver



Quickly and easily removes stains, road oil, tarvia, water spots, mud splashes, surface scratches, dirt, and all blemishes, quickly reviving original, brilliant "factory newness."

No. 3623—**Price**, 10-oz. ton, each $0.85

Ad-el-ite Wax Polish

AD-EL-ITE Auto Wax Polish produces a hard, dry, clean, lustrous water and dust-proof finish. Equal to a high grade varnish in durability.

No. 3624—**Price**, 7-oz. tin, each $0.85



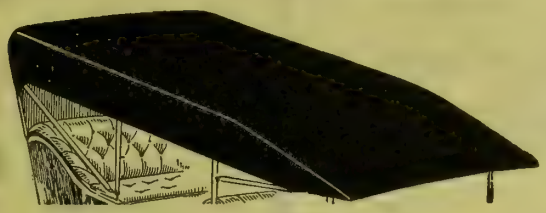


"Shinite" Metal Polish

A quick polish for all bright parts, brass, nickel, etc., on an automobile. Requires but little labor to produce a brilliant lustre.

No. 3625—**Price**, 12-oz. tin $0.75

Rub-R-Tite Dressing for Rubber and Imitation Leather Tops


No. 3632

The best preparation on the market for re-rubberizing and dressing imitation leather and rubber tops, which produces a factory newness and wearing quality.

No. 3632—**Price**, 12-oz. tin for Run-about...$0.75
No. 3633—**Price**, 25-oz. tin for large top.... 1.35

Rub-R-Tite Patches



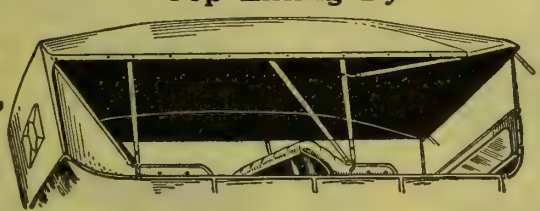
No. 3638

Holes or tears, any size or shape, easily, quickly and permanently repaired.

Rub-R-Tite Patches come in sheets 4-in. x 12-in. and are made in mohair for mohair tops, and special rubber for Rubber and Pantasote Tops.

No. 3638—**Price**, for Mohair, per sheet.....$0.50
No. 3639—**Price**, for Rubber, Pantasote or Leather, per sheet 0.50

Rub-R-Tite Black Inside Top Lining Dye

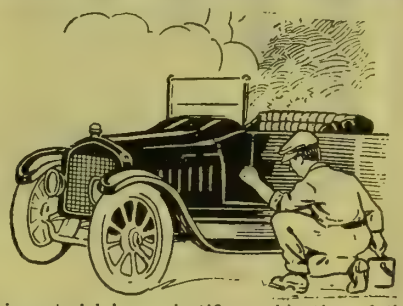


Applied with sponge, easily, quickly and at slight expense. It eliminates all stains and spots and the color will endure as long as the color in a new top.

No. 3631—**Price**, 12-oz. tin $1.50

One 12-oz. tin is sufficient for either runabout or large top.

Ad-el-ite Automobile Colored Varnishes

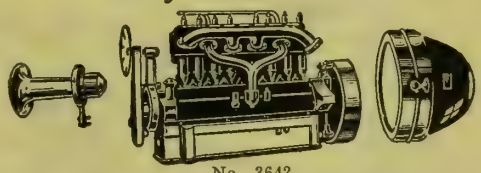


This material is a scientific combination of the best varnishes and colors, and makes old cars look like new, changing the old, worn finish to a brilliant, new one at small cost. Does not streak or lap, and dries dust-free in twenty-four hours.

PRICES

No.	Size of Tin	Color	Price
3650	½ Pt.,	black	$0.75
3651	Pint,	black	1.25
3652	Quart,	black	2.00
3653	½ Pt.,	permanent red	.90
3654	Pint,	permanent red	1.50
3655	Quart,	permanent red	2.50
3656	½ Pt.,	battleship gray	.85
3657	Pint,	battleship gray	1.35
3658	Quart,	battleship gray	2.25
3659	½ Pt.	maroon	.85
3660	Pint,	maroon	1.35
3661	Quart,	maroon	2.25
3662	½ Pt.,	royal blue	.85
3663	Pint,	royal blue	1.35
3664	Quart,	royal blue	2.25
3665	½ Pt.	dark green	.85
3666	Pint,	dark green	1.35
3667	Quart,	dark green	2.25
3668	½ Pt.,	brewster green	.85
3669	Pint,	brewster green	1.35
3670	Quart,	brewster green	2.25
3671	½ Pt.,	brown	.85
3672	Pint,	brown	1.35
3673	Quart,	brown	2.25

Stay-on-Enamel


No. 3642

An oil enamel that is air drying, easily applied at little cost and gives the desired finish as well as protecting all metal parts. For use on lamps, horns, hoods and fenders, engines and pipes, and in fact all metal parts.

It gives an elastic gloss black finish.

No. 3642—**Price**, 12-oz. tin $0.75
No. 3643—**Price**, 25-oz. tin 1.35
No. 3644—**Price**, 100-oz. tin 4.60

Aluminum Enamel

Heat Resisting



Especially compounded for the motors of automobiles and motor boats; also the gear cases and radiator. Rie Nie Aluminum Enamel is also used on plumbing, sinks, furnace fronts, railings, gas stoves, scales, etc., and gives a protective coat of fine aluminum lustre that is heat-proof and prevents rust.

No. 3645—**Price**, 16-oz. can $1.25

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HYSLOP BROTHERS

LIMITED

Shuter and Victoria Streets, TORONTO, ONT.

TIRES,

Hardware Dealers

Now is Your Opportunity to Beat the Mail Order Houses

30 x 3½ Inner Tubes	$ 1.90
30 x 3½ Plain Tires	13.10
30 x 3½ Grooved Tires	14.00
30 x 3½ Non-Skid Tires	14.65

HUNDREDS OF OTHER SIZES

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Mr. Dealer, we can sell you the most complete line of automobile accessories in Canada at tremendous reductions. Write for our catalogues. Wholesale only.

CROWN CYCLE & MOTOR CO.
319 Craig St. West, MONTREAL
LARGEST WHOLESALE MAIL ORDER HOUSE IN CANADA

Insist on Getting
A
Tallman Two Cylinder Double Action Pump



Easy on Your Back

Saves Your Tires

Tallman Brass & Metal Limited
HAMILTON, ONT.

Do You Handle Harness and Harness Parts?

We manufacture the highly advertised Imperial Brand Harness.

We specialize on Leather Halters of a high-grade quality.



EVERYTHING FOR THE HORSEMAN

Our prices are:

No. 6—1 inch Black Harness, Sewed Leather, less shanks, 5 or 6 ring, **$16.50** doz.

No. 6—1¼ inch Black Harness, Sewed Leather Halters, very heavy and strong, less shanks, 5 or 6 rings, **$19.00** doz.

Write for a sample dozen.

Manufactured only by
SAMUEL TREES & COMPANY, LTD.
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THE TREES SPRIGGS COMPANY, LTD.
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EASY MONEY FOR DEALERS BY SELLING

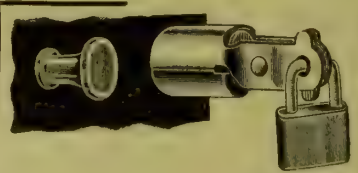
Presto Patch
5-Minute Vulcanizer

Every Machine Guaranteed

SO SIMPLE SO PERFECT
NO GASOLINE NO CEMENT

Patches Made in 3 Sizes

PRESTO PATCH CO.
122 VICTORIA ST. - TORONTO



Sell this Vest Pocket Lock for Chevrolet Cars

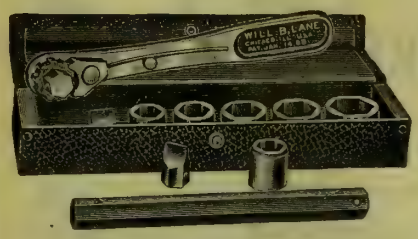
Every Chevrolet owner will want this lock. Easy and simple to operate. Inexpensive.

Dealers, write us.

Manufactured by
HOMER & WILSON
1-5 Lancaster Street, HAMILTON



LANE'S HANDY AUTO RATCHET TOOLS



FORD SET

Contains—1 Handle, 7 inches in length; 2 Screw Driver Bits; 1 Extension Bar, 6 inches in length; 6 Sockets to fit all nuts and bolt heads on Ford cars, including the cylinder head. Put up in strong leatherette case. Weight, 22 ounces.



STANDARD SET

Contains—1 Handle, 7 inches in length; 2 Screw Driver Bits; 7 Sockets to fit all size nuts in U.S. Standard from ¼ inch bolt to ½ inch bolt; S.A.E. Standard from 5-16 inch bolt to 11-16 inch bolt. Cap screws from 5-16 inch bolt to ⅞ inch bolt. Put up in strong leatherette case. Weight, 18 ounces.

The **"Standard"** and **"Ford"** Sets of the Lane **"Unique"** Ratchet Wrench and the Lane **"Super-Unique" Ratchet** Wrench Set, together with the Lane **"Unique"** Off-Set Ratchet Screw Driver, present unusual selling opportunities for the dealer.

All Lane's Ratchet Tools are durable products. Machine-made, sockets turned from Grade "A" cold rolled steel, case hardened, Pawl and Ratchet Wheels milled, handles drop-forged and case hardened.

Their ability to perform tasks, where other wrenches fail, make them easy to sell.

Your jobber has them.

Manufactured by

WILL B. LANE

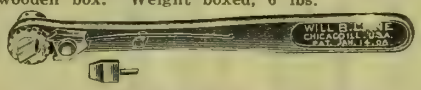
180 N. Dearborn St.

CHICAGO, ILL.



SUPER-UNIQUE SET

Contains—1 Drop Forged Handle, 9 inches in length; 1 Extension Bar, 8 inches in length with thimble attached; 15 Hexagon Sockets to fit all size nuts within 7-16 to 1¼ inches **broached opening.** The sockets fit all S.A.E. standards from ¼ to ⅞ inches. U.S. standards from 3-16 to ¾ inches (bolt). Cap screw sizes from ¼ to 1 inch. Put up in strong wooden box. Weight boxed, 6 lbs.



OFF-SET RATCHET SCREW DRIVER

Consists of 1 Six-inch Drop Forged Handle, polished and case-hardened; 2 Size accurately milled Screw Driver Bits made from the highest grade screw driver steel and oil tempered. Bits are interchangeable and can be removed and replaced in one second. This article is fully warranted. Weight, in paper box, five ounces.



COMBINING

3 Piece Effectiveness

1 Piece Simplicity

Durability

Mechanical Accuracy

6 Point Circular Expansion

Right Angle Interlock

Elasticity

A Rigid Six Months' Guarantee

Three Pieces Locked in One

MANUFACTURED BY

The Ever Tight Piston Ring Co.

3124 LOCUST STREET ST. LOUIS, MO.



Sell it



MARQUETTE TIRE TOOL

The handiest tool on the market for the motorist. The only real easy-off-and-on tire tool. Easily removes the most difficult tires. Always in demand. A rapid seller everywhere.

Sole Manufacturers

Marquette Manufacturing Company, Inc.

St. Paul, Minn.

CLASCO

This Trade-Mark is a guarantee of Highest Quality and Workmanship

We specialize in, and our Plant is fully equipped to produce

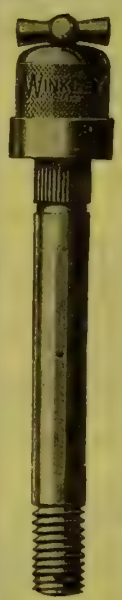
STEEL and BRASS STAMPINGS of all kinds

Write us for quotations

CANADIAN LAMP & STAMPING CO., LIMITED

Makers of the celebrated CLASCO Lamps for Motor Cars

FORD CITY, ONTARIO



Pressed Steel and Brass Grease Cups
Oil Hole Covers and Oil Cups
Spring Shackle Bolts
Brass Pattern Makers Dowel Pins



"Oil Cup"



"Ratchet"





"D"





"M"

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The CANADIAN WINKLEY CO., Ltd.
WINDSOR, ONT.

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These are a few of our most staple lines, so well and favorably known throughout Western Canada, and are sold only through reliable merchants.

Special Cylinder Oil for Steam Engines

Harness Oil. Neatsfoot Oil

A Gas Engine Oil (for gasoline engines).

Tractorlene Oil (for oil burning engines).

Ideal Thresher's Machine Oil (for general use).

Automobile Oil and Transmission Greases.



PRAIRIE CITY OIL COMPANY, LIMITED, WINNIPEG

DUTCH BRAND "2 IN 1" TREAD FILLER



saves tires from going to the junk pile. "2 in 1" Tread Filler is a heavy liquid rubber for filling small cuts in casings and solid tires. Lengthens the life of the casing and tire. Easily applied. The motorist can repair his own tires. This is one of the famous Dutch Brand Products you should be selling. Our attractive counter display stand will make sales for you.

May we send you "Keeping Down the Up-keep," our completely illustrated catalogue? It's necessary to the success of your accessory department. Send us a postal to-day.



Order through your jobber direct.

VAN CLEEF BROS.

Manufacturers Dutch Brand Rubber Cements and Auto Chemical Specialties

Woodlawn Avenue, 77th to 78th Sts., Entire Block Chicago, Illinois

BRANSTON VIOLET RAY



HIGH FREQUENCY GENERATORS

Quick Results ***Easy to Operate***

Used and recommended by the most progressive Physicians, Hospitals, Sanitariums, Convalescent Homes.

THE VIOLET RAY BENEFITS

by sending its irresistible, revitalizing powers through every nerve, cell, fibre and part of the body, even the heart being saturated.

The Branston Violet Ray reaches and heats the cause of disease, and so strikes at the very root of the disturbance.

The new book, Health Rays, tells all about these generators. ASK FOR IT.



GET OUR DEALER'S PROPOSITION.

GREAT WEST ELECTRIC COMPANY, LIMITED

WINNIPEG

Distributors of Laco Tungsten and Nitro Lamps

"MADE IN CANADA"



Air-Tite Auto Patch



"The Hotter the Road the Tighter It Holds"

GUARANTEED

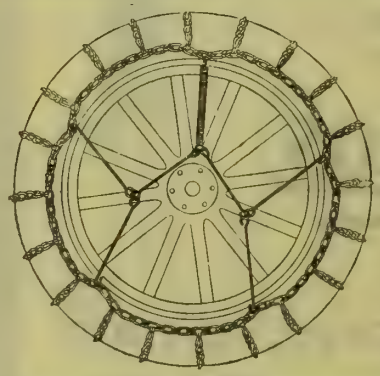
A permanent tube repair for any size Puncture or Blow Out without vulcanizing.

Also recommended on casings, also rubber boots, rubber hose, rubber coats, hot water bottles, etc.

It Positively will not Loosen or Leak

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Merchant's Anti-Skid Chain Tightener

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Catching the chain at five points gives even tension all around. You can not lose chains and yet the chains are allowed to creep around wheels. Simple, light, neat, compact, durable – easily carried and easily applied. Can be used on any tire. If your dealer can't supply you, write us direct.

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Trapping
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Mining
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First of acetylene lights worn on the head. On the market over 17 years. Used throughout the world, because of its dependability, and powerful light. Twelve different styles to choose from. Can be operated at one-fifteenth the cost of the average flash lamp. Insist on the Brilliant Searchlight.

Catalogue free on request.

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It is exceptionally convenient, quick-acting and an oil saver. Just what meets a long-felt demand for an oil can in which oil is entirely controlled by the operator in whatever position the can may be held. Not a drop of oil need be wasted, as the flow of oil stops the instant the pressure on the plunger stops.
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A sure good sale and splendid profit.



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Manufactured only by

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FURNITURE & AUTOMOBILE
POLISH
Velvet Finish Instantaneous.
Lighter Labour. Troubles Over.

MR. HARDWARE DEALER

VLIT sells quickly, yields you 100 per cent. profit. It is made in Canada too.

Write for our dealers proposition.

VLIT MANUFACTURING CO.
223 McGill Street - MONTREAL, CANADA



Elgin Wrenches



Stand for Convenience and Service.

Excel in appearance, finish, durability. The convenient wrench for inconvenient places. Convenient to use, easy to carry, effective in results.

STAR MANUFACTURING CO.
Carpenterville, Ill., U.S.A.

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BREAK THE WORLD'S RECORD AGAIN

The remarkable jump of 213 feet made by Anders Haugen at Dillon, Colo., Mar. 9, 1919, on Northland Ski broke the former world's record by ten feet. Write for catalog. Place your fall order now.

NORTHLAND SKI MFG. CO., ST. PAUL, MINN.

ROWBARS



No. 102-A—CHISEL POINT

We offer you bars made of High Carbon Steel at the same price as you are buying the Mild Steel Bar elsewhere. Send us a trial order.

B. J. COGHLIN CO., LIMITED, Office and Factory: Ontario Street East, MONTREAL.

FLAGS AND TARPAULINS—The demand for Flags is increasing and will continue while our men are coming home. If your stock is low, sort up now. We carry alll sizes. Tarpaulins and Horse Covers find ready sale during Spring months, when horses must be kept dry, as well as goods being moved from place to place. Write for quotations.

J. J. TURNER & SONS, LIMITED **Peterborough Ontario**

TARRED FELT

SPECIFY DOMINION BRAND

J. H. McCOMB, LIMITED Manufacturers of all kinds of Building Paper, Pitch and Coal Tar **MONTREAL**



THE PROGRESSIVE MANUFACTURING CO.
Torrington, Conn., U.S.A.

FORSTNER BITS

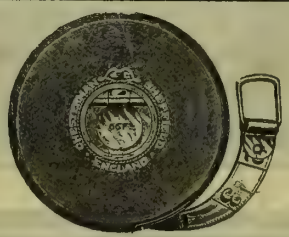
bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTER. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability. Made for Brace—made for Machine. Packed singly; packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Order through your jobber to-day.

Measuring Tapes, Steel Rules, Straight Edges, Surveyors' Band Chains, Engineers' Tools

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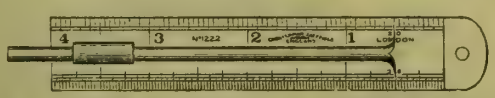
JAMES CHESTERMAN & CO., Limited

SHEFFIELD, · ENGLAND



Wind-up Measures, Steel, Linen and Metallic. With Improved Patent Flush Handle.

Chesterman tools are the highest standard of accuracy in the British Empire, and the quality of steel and substantial build guarantee a maximum of service and economy.



Steel Depth Gauge



Steel Pocket Vernier Gauge

Canadian Representative:
F. H. SCOTT, 404 Coristine Building, MONTREAL, CANADA

Of Interest to Dealers of Cotton Waste

If you will communicate with us and let us know just what quantity of Waste you buy, we feel sure we can give you an interesting proposition.

Our prices and quality are right.

Send us a trial order to-day.

ACME WASTE MFG. CO.
LIMITED
482 WELLINGTON ST. W., TORONTO

C. KLOEPFER, LIMITED
Edward Halloran, General Manager
44-50 Wellington St. East, TORONTO
Factory at Guelph, Ont,

We solicit your inquiries on---
IRON and STEEL
CARRIAGE HARDWARE and AUTOMOBILE ACCESSORIES
BLACKSMITHS' HARDWARE and SUPPLIES, Etc.

Prompt attention and quick delivery assured.

Buy "BON-TON" Cream



Canada's National Metal Polish
Has no superior.
Polishes in **half the time** with less labor.
Retains its brilliancy.
Contains **no acid** or injurious chemicals.
Order a case **to-day** from your wholesaler.

Manufactured only by
Stuart & Foster, Limited
Toronto, Can.



Made in 2 Power and 2 Hand Sizes

"CYCLONE" Vegetable Peeler

MADE IN CANADA
By Canadians for Canadians

It Peels Potatoes, Carrots, Turnips, Parsnips, Apples, Pears, Etc.

Sole Manufacturers **John Burns & Co., 5 Bleury St., Montreal**
Established 1865

Canada Wire and Iron Goods Co.

Manufacturers of Wire Cloth, Perforated Sheet Metals, Metal Lockers and Wire Work. Fireplace Screens.

Hamilton - - Canada

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SOLASTIC ROOF CEMENT
A plastic putty of great durability.

SOLASTIC BLACK PAINT
Quick drying, elastic and waterproof.

GENERAL PURPOSE BLACK
Heavy bodied and of great elasticity.

ALPINE WOOD PRESERVATIVE
Made in various colors. A Shingle Stain of Merit.

SOLE MAKERS
ALPINE CHEMICAL CO. DUKE ST. TORONTO

WILKINSON & KOMPASS
TORONTO HAMILTON WINNIPEG
IRON AND STEEL
HEAVY HARDWARE
MILL SUPPLIES
AUTOMOBILE ACCESSORIES
WE SHIP PROMPTLY

EXCELSIOR Wood Packing

Manufacturers and Jobbers Using EXCELSIOR
Write Us for Prices.

RANKIN & CO., LIMITED
1535 Dundas St. W., Toronto, Ontario

Look for the full name

Russell Jennings

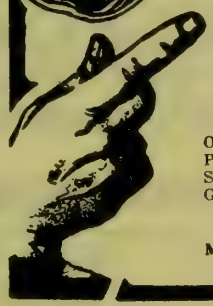
stamped on the round of our

Auger Bits

The original double twist auger bit, patented by Mr. Russell Jennings in 1855

Russell Jennings Mfg. Co.
CHESTER, CONN., U.S.A.

GERMANTOWN
LAMPBLACK



THE L. MARTIN CO.
HEADQUARTERS FOR
LAMPBLACK
IN ENGLAND AND AMERICA

Originators of Eagle, Old Standard, Globe and Pyramid Germantown Brands.
Suppliers of Bulk Blacks to the highest class Grinding Trade.

THE L. MARTIN CO.
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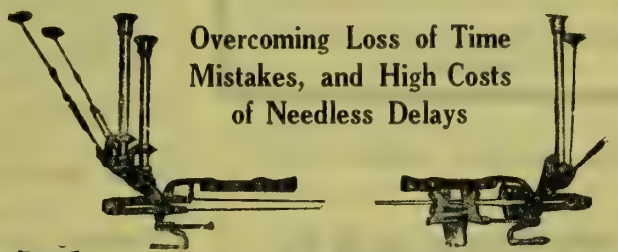
We Carry a Complete Stock of Thomas Goldsworthy & Sons

"GENUINE" Naxos Emery

All numbers from No. 8 to 140, also FF, and F, Flour Emery, English Blue Twill Emery Cloth, and English White Back Emery Cloth. All numbers.

Prices on Application. *Immediate Shipment.*

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Overcoming Loss of Time Mistakes, and High Costs of Needless Delays

This is a fairly high claim. Claims without convincing proof are shallow, but Gipe-Hazard claims have stood the test of experience. Ask any user of our devices of his honest opinion of their values.
Our circular—full of information—tells a great deal more about the matter, and a post card costs but two cents to enable you to get it.
Write for that circular.

GIPE-HAZARD STORE SERVICE CO., LTD.,
113 Sumach Street
Toronto, Ontario, Canada

BRANTFORD

The Superior All Round

GLUE

You'll find that Glue sold in packages meets with much favor with the consumer—that's "Brantford" Glue. Very economical. Put up in ¼, ½ and 1 lb. packages.
Buy from your jobber.

CANADA GLUE CO., Limited - - Brantford, Ontario.

The Owen Sound Wire Fence Co.
LIMITED
OWEN SOUND, ONTARIO



Manufacturers of
FARM FENCING
LAWN „
POULTRY „
Gates and Stretchers



Write for Catalogue and Prices.

Hamilton Gas Mantles

Made in one grade only —and that is the best
Sold by leading wholesales throughout Canada.
Stock up for your winter trade.

The Hamilton Gas Mantle Company, Limited
Toronto Hamilton, Canada Montreal

25c. a can **Common Sense Exterminator**

KILLS RATS



Has been on the market for 25 years. Quickly and effectively eliminates rat pests. It dries them up. Destroys without odor.
"Common Sense" is sold on a money-back guarantee. Good profits in it for the dealer.
Jobbers, write us for terms.
Ask us about our **Roach** preparation.

COMMON SENSE MANUFACTURING CO., INC.
393 QUEEN ST. WEST - - TORONTO, ONT.



TRADE MARKS

Any trade-mark shown on this page, when stamped on an article of hardware, is the manufacturer's personal "O.K.," guaranteeing the quality of the product.

STEEL STAMPS

Drop a card for prices and particulars.

HAMILTON STAMP & STENCIL WORKS, LTD
HAMILTON, ONT.

THE ORIGINAL RUBBER PUTTY

Vulcanizes without heat. Repairs tires, tubes, hot water bottles. Put up in three sizes: 25, 50, 150. Dealers wanted.

"TITE WAD"
"STICKS LIKE A BULL-DOG"

E Schofield, 620 Dominion Bank Bldg., Toronto

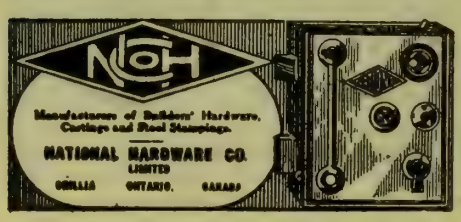
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STITCHED CANVAS BELTS
"THE QUALITY BELT"
PLEWES LIMITED, Distributors, WINNIPEG
A good concern to do business with

GASOLINE MANTLES

FOR THE FINEST···BUY AN R-M-I
ASK FOR SAMPLES & PRICES
RECOGNIZED AS THE STANDARD MAKE
FOR LIGHTING SYSTEMS
FOR HANGING LAMPS AND LANTERNS.
R.M. BAG
JUNIOR R-M-BAG

R.M. Moore & Co. Ltd. VANCOUVER B.C.
PACIFIC COAST MANTLE FACTORY





BEAR BRAND LAMP BLACKS
A Germantown of quality that gets big business
WILCKES, MARTIN, WILCKES CO.
135 WILLIAM ST. NEW YORK

Handle Specialists

Our handles are made out of the best grade Second Growth air-seasoned timber for Pick, Axe, Sledge and Hammer. Quality, Shape and Finish unexcelled. They Look Well, Sell Well and Last Well.

St. Marys Wood Specialty Co., Ltd.
St. Marys, Ont., Canada

STERLING
Hack Saw Blades and Machines
Manufactured by
Diamond Saw & Stamping Works
BUFFALO, N.Y.

The PARMENTER BULLOCH CO., Ltd.
GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

TENTS, AWNINGS
FLAGS ALL SIZES, ALL KINDS

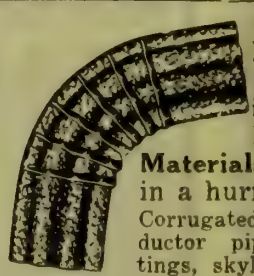
Lumbermen's, Sportsmen's, Hunters' and Campers' Complete Outfits. Clothing, Footwear, Supplies and Accessories.

Send Postcard for Catalogue

GRANT, HOLDEN, GRAHAM LTD.
OTTAWA, CANADA

PETERBOROUGH CANOES

We make Canvas Covered and All Wood Canoes Skiffs, Motor Boats and Toboggans
The Peterborough Canoe Co., Limited
Peterborough, Canada



Everything in Galvanized Iron Building Materials, supplied in a hurry.
Corrugated iron, conductor pipe and fittings, skylights, ventilators, etc.

WHEELER & BAIN
TORONTO

BATH ROOM FITTINGS

K NIAGARA
KINZINGER, BRUCE & CO., LIMITED
NIAGARA FALLS, CANADA
WHAT WE MAKE WE GUARANTEE

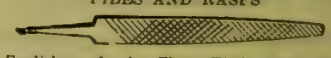
AUTO ACCESSORIES

DOON TWINES, LIMITED
KITCHENER, ONT.

Manufacturers of all kinds of Twines and Cordage, Plow Lines, Clothes Lines, Ropes, etc. Write for samples and prices.

MILLS AT DOON, and KITCHENER, ONT.

FILES AND RASPS



English made, by Thos. Firth Sons, Sheffield. Will outlast two ordinary files. Good discount. Send for stock sheet.
DESROCHERS LIMITED
268 Centre St., - - - - Montreal



MILBRADT LADDERS

are made in many styles and to fit all kinds of Shelving.

Write to J. H. Ashdown Hardware Co. Ltd., Winnipeg; Marshall-Wells Co. Ltd., Winnipeg; or direct for Catalogue and Prices.

John Calander Mfg. Co.
153 13th Street,
ST. PAUL, MINN., U.S.A.





Your Sales of Allen non-acid Sodering Fluxes can easily pay all the expense for both soder and flux in your own repair shop, besides going a long way toward paying the wages of a good repair man.
Our handsome counter display carton will help mightily.

Send for circulars and prices.
Bissett & Webb Ltd. 126 Lombard St.
Winnipeg Man.

Wanted

HELP WANTED

WANTED — HARDWARE CLERK WITH thre or four years' experience. Kindly tell of experience, age, nationality, married or single and salary expected. Box 254, Hardware and Metal.

WANTED IMMEDIATELY — EXPERIENCED hardware clerk. State wages and experience to Gibb, Brown & Odell, Ltd., Hanna, Alta.

EXPERIENCED HARDWARE MAN WHO IS thoroughly acquainted with Canadian hardware trade. Salary to start $2,000 year with splendid opportunity for advancement. This position is with a large Ontario company. Apply Box 246, Hardware and Metal.

WANTED EXPERIENCED HARDWARE clerk for retail store in Cape Breton. State age, experience and salary expected. Apply Box 257, Hardware and Metal.

COMPETENT PRICE CLERK WITH GOOD warehouse and office experience seeks similar position. Apply Box 260, Hardware and Metal.

WANTED — YOUNG MAN, ENGLISH, MUST know some French, have some capital, knowledge and experience in modern (general) retailing and advertising to join limited company, small growing city, Province of Quebec; senior member retiring; excellent opportunity. Splendid future for right man. Reply Box 582, Hardware and Metal.

WANTED — A FIRST-CLASS HARDware man, to take second position in store employing ten other clerks. Must be well posted, aggressive, and capable of taking full charge if necessary. A good position for a good man. Apply to Box 262, Hardware and Metal.

Wanted—Sales Executive for High-Class Specialty

AN EXCELLENT OPPORTUNITY FOR a first-class salesman with a knowledge of the Grocery and hardware trade throughout Canada. Must possess executive ability and be able to inspire and instruct his sales force. The chance of a lifetime for the man who can qualify. A vigorous and energetic man between 30 and 45 years of age required. Only applicants of the highest character and with good references considered. Give full particulars and references in first letter. All replies treated as confidential. Box 255, Hardware and Metal.

FOR SALE

FOR SALE—HARDWARE BUSINESS RIGHT on the main street. Stock about $25,000.00. Building 25 x 120, two-storey. Can be leased for a term of years. Owner retiring. Robert Horne, P.O. Box 275, Sudbury, Ont.

HARDWARE, OILS, HARNESS AND SHOE business for sale. Good opportunity for a returned soldier. Turnover $15,000 at good profits. Owner ex-soldier with 21 years' service. Established six years. Easily handled by owner. Stock about $5,000. Buildings $2,000. Substantial cash payment will secure. Apply owner, C. Evans, Macrorie, Sask.

FOR SALE — HARDWARE BUSINESS, WITH buildings and land, in good district New Ontario, doing cash business. Good reason for selling. Apply Box 253, Hardware and Metal.

1 BLOWHORN STAKE; 1 LARGE BEAKHORN stake; 1 candle mould stake; 1 setting down machine; 2 raising hammers; 1 bench vice. In good condition. $30.00 takes the lot. G. M. Howell, 117 Colborne St., Brantford.

FOR SALE

POWER LAWN MOWER GRINDER, $10.00. Phone Gerrard 5728.

FOR SALE IN THE TOWN OF DRYDEN, Ont., hardware store. Eight years established. Good chance for returned soldier. About $7,000 stock. Will take 10 per cent. less than wholesale price. Size of building, 24 x 56, with out buildings. Reason for selling, too much to look after. Large pulp and paper mill in town as well as good farming country. Apply John Rhodes, Dryden, Ont.

TRUCK SUITABLE FOR HARDWARE TRADE. Ford, with Smith Form-a-Truck attachment, in fine condition. Apply Hardware, 615 Dupont St., Toronto.

WANTED

WANTED HEAVY BRAKE FOR 10 G. STEEL. Write to The Hall-Zyrd Foundry Co., Ltd., Hespeler, Ont.

AGENCIES WANTED

AGENCIES WANTED—HARDWARE AND KINdred lines for Toronto and district. Box 259, Hardware and Metal.

TRANSLATIONS

ENGLISH INTO FRENCH. COMMERCIAL, Financial and Technical Literature. Advertising booklets, catalogues, circulars, posters. Private correspondence. Manufacturers and Manufacturers' Agents desiring English to French translations will secure expert service at a moderate rate by addressing Leon A. Archambault P.O. Box 135, Station B, Montreal.

MISCELLANEOUS

GOOD STENOGRAPHERS ARE WHAT EVERY employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Ltd. Supplied by the trade throughout Canada (tf)

ADDING TYPEWRITER, WRITE, ADD OR subtract in one operation. Elliott Fisher Limited, Room 314 Stair Building, Toronto.

DOUBLE YOUR FLOOR SPACE — BY INstalling an Otis-Fensome hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor Costs only $70. Write for catalogue "B." Otis Fensome Elevator Co., Toronto.



STOVE MICA

All sizes of Clear Mica in stock for immediate shipment.

Price List on Application

Mica Company of Canada, Limited

P.O. Box 156, Hull, Que.

This page is the logical place for anyone in the Canadian hardware trade to place his "condensed" advertisements if he wants anything that can be supplied by any other Canadian hardwareman.

Do you want a clerk or store manager?

Do you want a position as clerk or travelling salesman?

Do you want a traveller?

Do you want to sell or exchange your business?

Do you want to buy a hardware business?

Do you want to buy or sell any store equipment?

If so, sit down now, and draft an advertisement for Hardware and Metal's "Wanted" page, setting forth just what you want, and stating your needs or qualifications.

Such an advertisement will automatically seek out for you, the only people you want to reach—those who are arctively engaged in selling hardware, in Canada.

The cost?

Trifling! Two cents per word for first insertion and one cent per word for each subsequent insertion of the same advertisement. Each figure is counted as a word, and a charge of 5 cents extra per insertion is made when Box Number is required. In this way the advertiser's name is kept confidential.

Copy for Condensed Advertisements should reach the Toronto office of Hardware and Metal not later than Thursday morning to catch the current week's issue. In order to save unnecessary correspondence and bookkeping, please remit with copy, preferably by money order.

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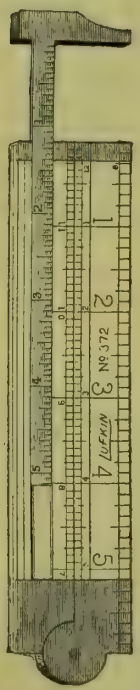
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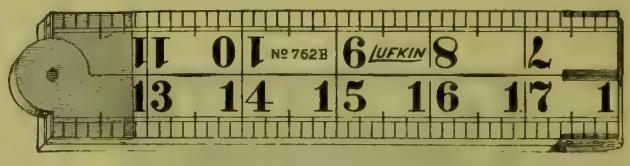
LUFKIN

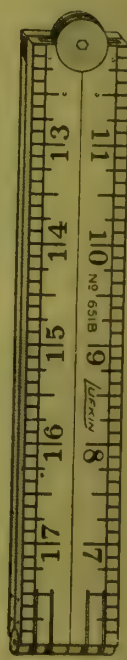
RELIABLE BOXWOOD RULES



Will meet your customers' every requirement well.

Made from Genuine Boxwood, thoroughly seasoned, sections securely assembled. Graduated by methods that insure Accuracy; Well Finished and Closely Inspected.





A STRICTLY HIGH-GRADE LINE, EMBRACING SEVERAL EXCLUSIVE NEW PATTERNS THAT HAVE MADE FRIENDS EVERYWHERE, SUCH AS COMMON RULE NO. 651B.

ASK FOR CATALOGUE

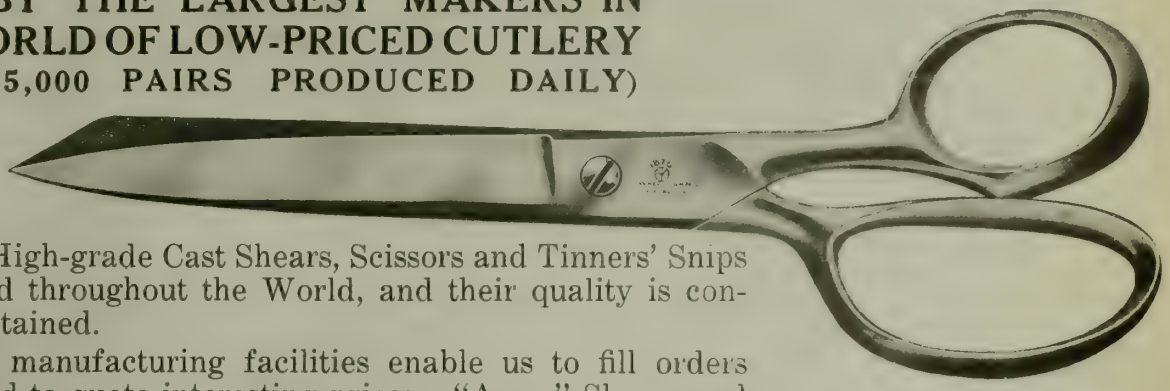
THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.

"ACME" SHEARS AND SCISSORS

HAVE BEEN ON THE MARKETS OF THE WORLD OVER 40 YEARS

MADE BY THE LARGEST MAKERS IN THE WORLD OF LOW-PRICED CUTLERY

(OVER 35,000 PAIRS PRODUCED DAILY)

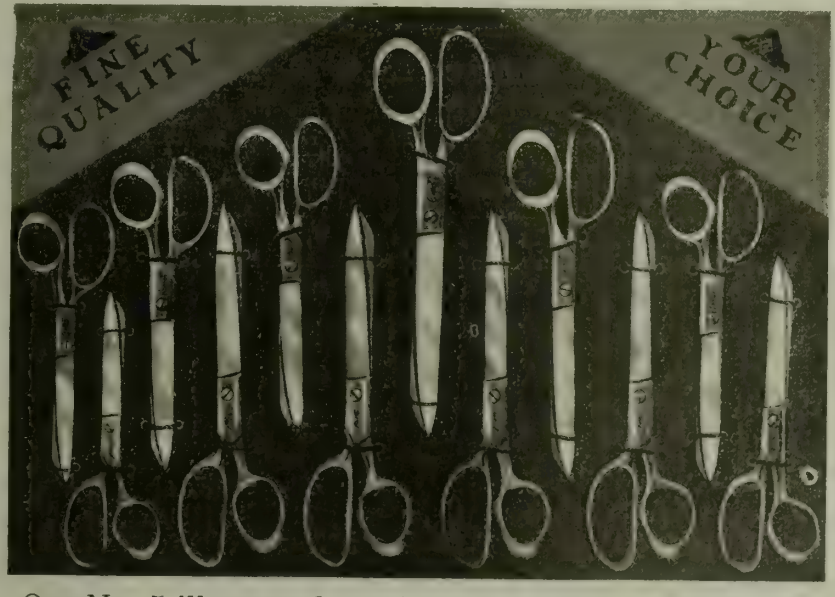


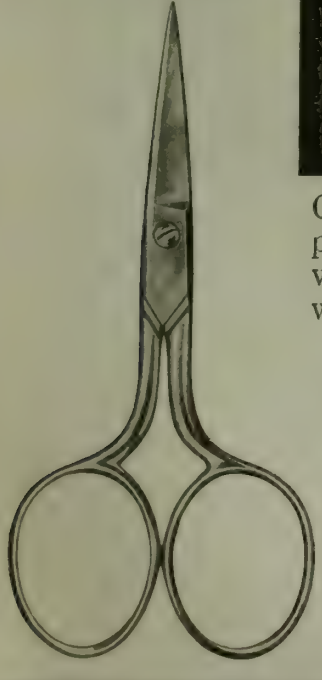
Our line of High-grade Cast Shears, Scissors and Tinners' Snips are Standard throughout the World, and their quality is constantly maintained.

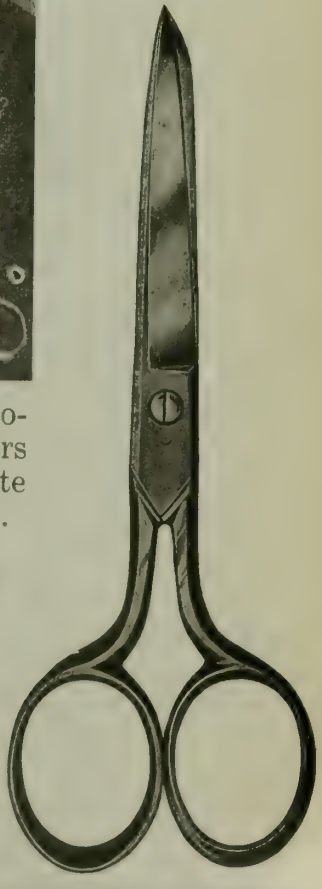
Exceptional manufacturing facilities enable us to fill orders promptly and to quote interesting prices. "Acme" Shears and Scissors are a profitable line to import. They meet the most exacting requirements everywhere. Discriminating importers do not hesitate to carry an adequate stock.

It is our desire to demonstrate to Canadian Wholesale Dealers the popularity of our cutlery as an addition to their higher-priced lines.

Each pair of "Acme" Scissors and Shears is made from specially selected Cutlery material, with hard, sharp and durable cutting edges, and satisfaction is given to all users.







Our No. 5 illustrated catalogue is a "Scissors Encyclopedia." A copy will be sent upon request. Buyers visiting New York or Toronto should communicate with us so that our representative may call on them.

THE ACME SHEAR COMPANY

No. 100-300 Hicks St.

BRIDGEPORT, CONN., U. S. A.

Capital $500,000.00 - - Established 1874

Canadian Agent

A. J. McCRAE, 23 Scott St., TORONTO, ONT.

Genco RAZORS

Trade Mark, Reg. U.S. Pat. Off.

RAZORS are sold mostly through display, but now and then a manufacturer starts an advertising campaign at a new angle, greatly increasing sales.

We are conducting such a campaign in the magazines of largest circulation, calling attention to the following points:

(1) One type of razor has been used to shave men with from time beyond record, for forty centuries at least. It is the Genco type.

(2) That type of razor is still used by all barbers without exception.

(3) A razor-blade made with a broad back and a slight supporting bevel behind the edge lies against the strop at just the correct angle to bring back quickly its ideal shaving edge.

(4) All GENCO Razors are of that type. They have professional blades—economical and efficient—good for a lifetime, scientifically built to strop. (The Safege is a professional razor with a guard, made for men a little timid or nervous about shaving with unguarded blades. Its guard merely has to be flipped back to clean it and strop it.)

(5) All GENCO Razors are guaranteed.—"GENCO Razors must make good or we will."

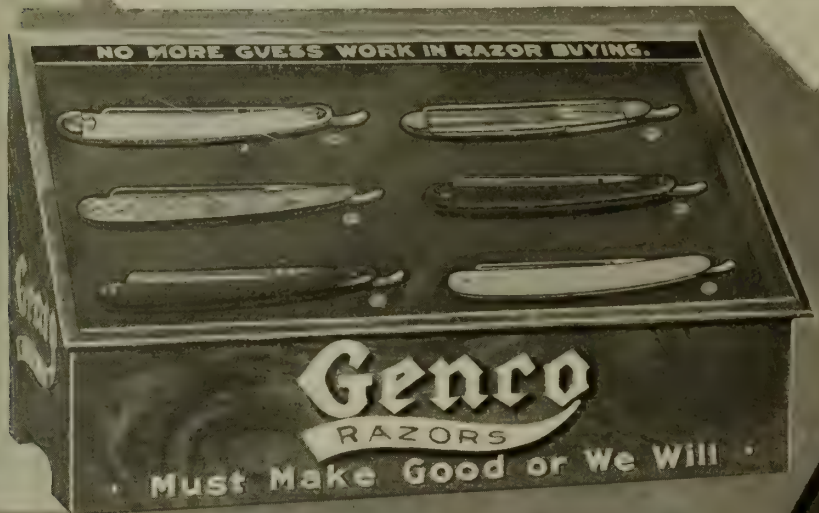
Send for a handsome GENCO Display Case FREE

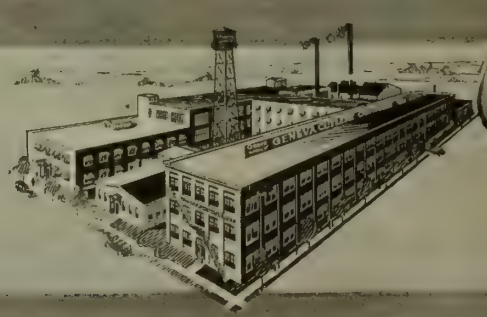
with your first order—you'll sell more razors, at a good, substantial profit. Put it up on your cutlery counter, where it will interest customers while you are busy elsewhere. Use the above points to sell GENCO Razors to people our advertising sends to you.

GENEVA CUTLERY CORPORATION

159 Gates Avenue, Geneva, N.Y.

Largest Exclusive Manufacturers of High-Grade Razors in the World





HARDWARE AND METAL

Vol. XXXI
No. 17

PUBLISHED EVERY SATURDAY SINCE 1888

THE MACLEAN PUBLISHING COMPANY, LIMITED
PUBLICATION OFFICE: TORONTO, CANADA

April 26
1919



BUTTERFIELD

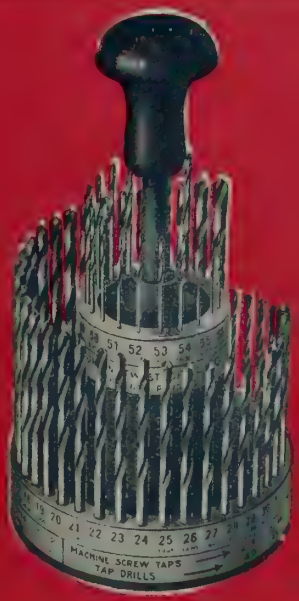
Carbon and High Speed

TWIST DRILLS

MILLING CUTTERS

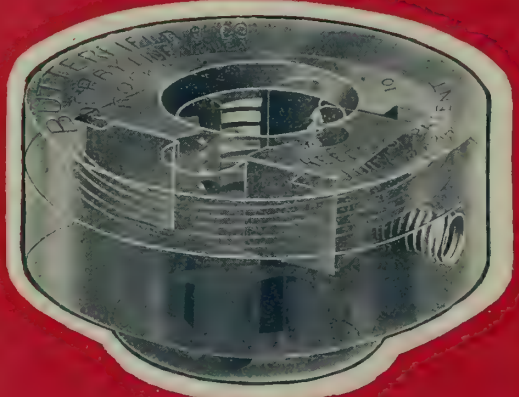
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REAMERS
TAPS
DIES

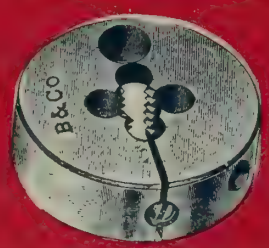












The Quality of Butterfield Tools is unsurpassed. Our 35 years of successful high-speed tool manufacturing is the reason. The mechanic knows their high standard reputation.

You take no chances in stocking Butterfield Tools. They are always in demand. You make splendid profits selling them and create any amount of customers' satisfaction, and that means future sales.

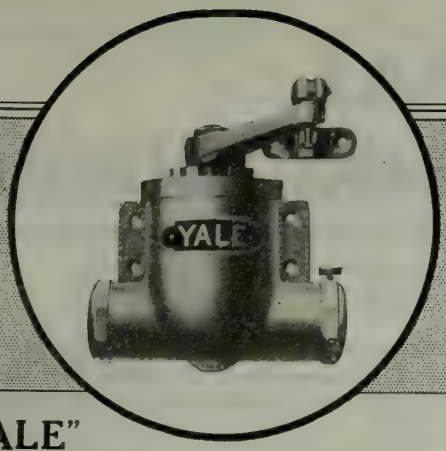
Write for particulars and prices of the Butterfield Line.

We make tools for every purpose.

Butterfield & Co., Inc., Rock Island, P.Q.

Toronto Office: 220 King St. W.

HARDWARE AND METAL, April 26th, 1919. Volume XXXI. Published every Saturday. Yearly subscription price, $3.00. Entered as second-class matter July 1st, 1912, at the Post Office at Buffalo, under the Act of March 3rd, 1879. Entered as second-class matter at the Post Office Department, Ottawa.



"YALE"

brings your customers back for more

THE *satisfaction* a customer obtains from the Yale Door Closer, Night Latch, Padlock or Builders' Hardware you sell him brings him back to you for all his hardware needs.

Stock a line that is *known* and advertised throughout the Dominion.

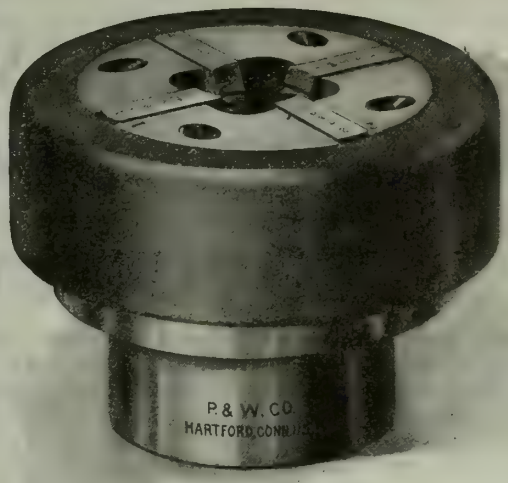
The trade-mark "Yale" on the product is our guarantee of satisfaction.

Made at St. Catharines Ontario

"The trade-mark 'Yale' helps make the sale."

Canadian Yale & Towne Ltd.

TRADE YALE MARK



DIES— **Dies designed for accurate threading and easily sharpened or adjusted for wear are numbered among—**

"P. & W. CO." SMALL TOOLS

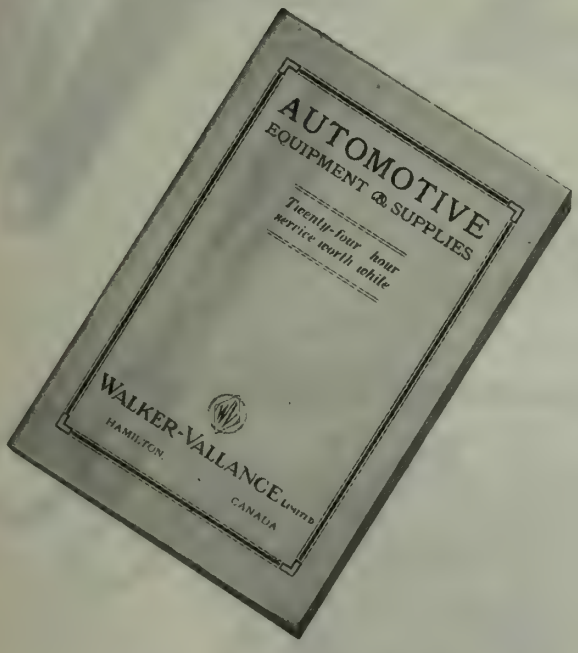
also

Taps, Milling Cutters, Reamers, Punches, Drills and Miscellaneous Tools. You can't go wrong on a "P. & W. Co." Tool. They are made of High Grade Materials, by Expert Workmen and Absolutely Guaranteed.

PRATT & WHITNEY CO. of Canada, Ltd.

Dundas, Ontario, Canada. Montreal, 723 Drummond Bldg. Vancouver, 609 Ban of Ottawa Bldg. Winnipeg, 1205 McArthur Bldg.

PLEASE RUSH THIS --



You have been in the habit of sending orders for Auto supplies, ending with the above words.

OUR 24 HOUR SERVICE

means that all orders received are shipped within 24 hours, and within two hours of order we mail an acknowledgment, and notify you of any shortage.

This service is worth while.

Send for our book illustrating all that's worth while in the accessory line.

Use one of the order forms attached to the book and give our service a trial.

WALKER-VALLANCE LTD.

Hamilton, Ont.

UNIVERSAL
Pocket Knives and Shears

POCKET KNIVES

Each UNIVERSAL Pocket Knife has behind it an experience of over half a century of cutlery making. The blades are made from the highest grade selected steel, properly forged and tempered under an exclusive process which assures a uniform hardness, best suited to long and active service.

Handles are of "Perfected Stag" Pearl, "Ivory" Wood etc., Every desirable size and pattern.

SHEARS

UNIVERSAL Shears are made, all kinds for all purposes. The same high standard of quality is maintained as in all our cutlery manufactured and sold under the UNIVERSAL Trade Mark. The line includes barber shears, straight trimmers, office or paper hanger shears.
Steel forged with crucible steel laid blade, unbreakable, to stand the most severe usage. These are made in but one quality—the best.

"MASTER CUTLERS FOR OVER HALF A CENTURY"

LANDERS, FRARY & CLARK, New Britain, Conn.

CANADIAN REPRESENTATIVES:

A. MACFARLANE & CO., LTD. Montreal, Que



Stag Handle
No. 02267



Nickel Silver Handle
No. 12425

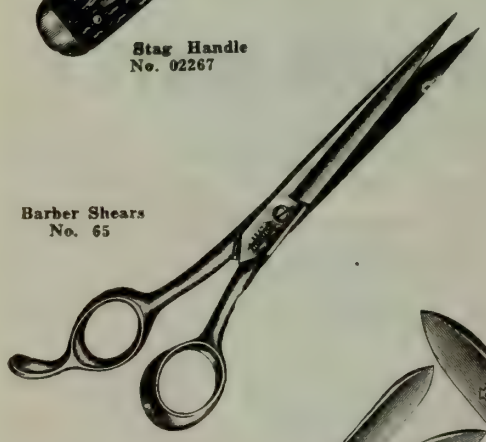


Ebony Handle
No. 3245

THE TRADE MARK KNOWN

UNIVERSAL

IN EVERY HOME



Barber Shears
No. 65

Straight Trimmers
No. 20



Stag Handle
No. 03214



Stag Handle
No. 00216

This is Going to Be a Big Week

1919		MAY				1919
Sun.	Mon.	Tues.	Wed.	Thur.	Fri.	Sat.
6	14	22	29	1	2	3
4	5	6	7	8	9	10
11	12	13	14	15	16	17
18	19	20	21	22	23	24
25	26	27	28	29	30	31

May 26 to 31 will be "Ingersoll Week"

We've planned a real advertising drive for that week. Special window displays will direct people to your store—and special displays that "hitch up" to these advertisements have been planned. It is going to be a big week for every dealer who has an Ingersoll display in his window.

If you are not selling "Ingersolls," it will be a splendid time for you to start.

We have an interesting booklet which explains "Ingersoll Week," and it tells you how you can "cash in" on our advertising.

It is free for the asking. Write for it to-day.

ROBT. H. INGERSOLL & BRO.

Canadian Factory and Office

128 BLEURY ST. - MONTREAL



The Moment of Opportunity *for* Retail Merchants

THE next few years will mark a tremendous change in the business of retailing.

Here and there out of the mass of small businesses, big retail establishments will spring up.

Every community will see some few stores rise rapidly above Ordinary Success to Big Success.

Opportunity is knocking now at every merchant's door.

For, to-day, the handicap that once set a limit to a store's expansion no longer exists. The trading area, which is the area to which goods may be delivered profitably, has been greatly extended.

The store in the centre of the town can serve customers on the outskirts. The east-end store can deliver goods in the west end.

The whole community is laid open to competition. And in this fair field the live merchant must win.

Railway Transportation revolutionized trade. It made Big Business possible. By opening up distant markets, by moving goods rapidly at comparatively low cost, Railway Transportation built up big central successes.

Motor Transportation, now reduced to a low-cost basis, will produce, in local trading, results similar to those effected in national markets by Railroad Transportation.

As men everywhere grasp this idea, as they seize the opportunity for business growth that now presents itself, the retail business will be operated on a higher, more efficient plane. The public will be better served. Larger and more varied stocks will be offered for sale. Better and bigger stores will appear.

The Ford One-Ton Truck makes available this opportunity. It is motor transportation at low cost—low first cost, low maintenance cost, low operating cost.

A large investment in equipment is not needed. Every business that is paying cartage bills or maintaining a delivery system can employ Ford Trucks economically.

A small outlay will motorize your deliveries and open to you the opportunity for business expansion.

Complete Ford Trucks in Two Standard Body Types Now Ready for Immediate Delivery

The Ford Truck Chassis is being used with hundreds of special body types in every line of business. But, ordinary hauling and delivery work can be best adapted to two standard types—the Stake Body and the Express Body.

These two body types are kept in stock by Ford Dealers and Ford Branches, ready for immediate delivery. They insure the maximum efficiency from the Ford Truck. They give the buyer of a Ford Truck the recognized benefits of Ford production.

Both types have the Enclosed Cab with the two-way windshield which gives the driver proper protection from the weather. This Cab—a Ford feature—is warm in winter and cool in summer. It may be ordered with or without doors as desired.

See These Complete Trucks

No question affecting the future of your business is quite as important as this question of motor deliveries. Can you afford to evade it? Will you wait until your competitors force it on you as a defensive measure?

Seize the opportunity to enlarge your field of business. Consult the Ford Dealer. Let him solve your delivery problem. Act. To-day.

Ford One-Ton Truck (Chassis Only) $750.00 f. o. b. Ford, Ont

Freight charge to London, $15.00; Toronto, $17.00; Montreal, $22.00; St. John, $31.00; Winnipeg, $47.00; Regina, $63.00; Saskatoon, $66.00; Calgary, $77.00; Vancouver, $93.00.

For either Stake or Express Body, in lead coat with cab but without doors

$128.50 .....F.O.B. Ford
$133.00 .....F.O.B. London
$134.00 .....F.O.B. Toronto
$135.00 .....F.O.B. Montreal
$137.00 .....F.O.B. St. John

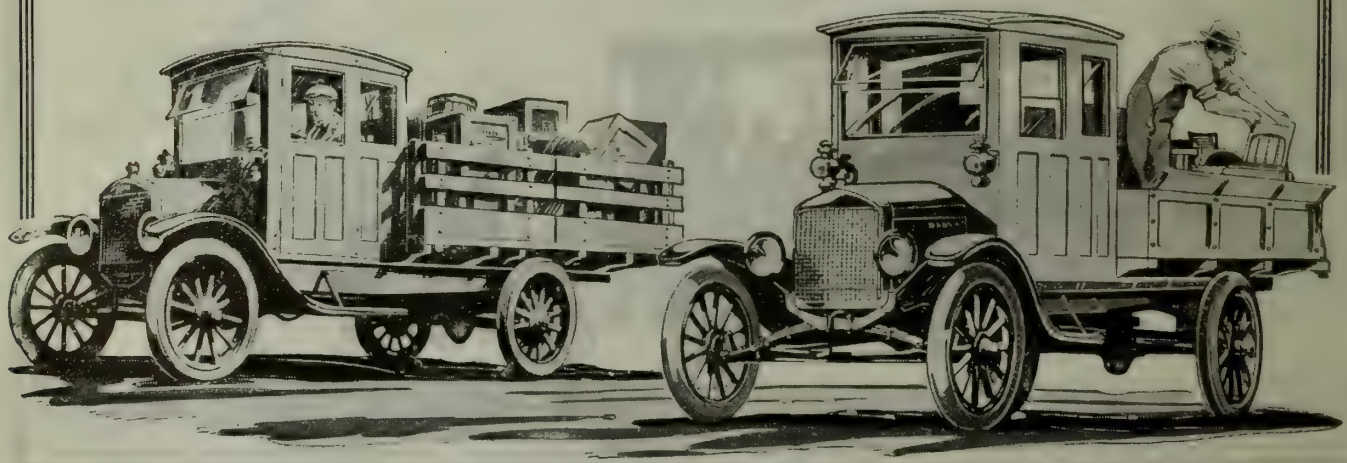
Ford

For either Stake or Express Body, in lead coat with cab but without doors

$140.00.....F.O.B. Winnipeg
$143.00.....F.O.B. Regina
$143.00.....F.O.B. Saskatoon
$147.00.....F.O.B. Calgary
$151.00.. ....F.O.B. Vancouver

If painted job desired, add $4.00 to above prices. If doors desired on cab, add $6.00 to above prices.

Ford Motor Company of Canada, Limited, Ford, Ontario



Sherardizing *and* Packing



The two fundamental reasons for the great popularity of **"National Builders' Hardware"** are—our methods of finishing and packing. We have adopted Sherardizing—known as the most satisfactory method of rust-proofing steel or iron. Prevents peeling and cracking and will last for years.

Note our method of **individual packing** with screws, Strap and "T" Hinges and Hinge Hasps. It's the "Unusual National Way," for all our lines.

The service—assistance we render you in selling National Products is worth your careful consideration.

National Manufacturing Company Sterling Ill.

Our big catalogue of Builders' Supplies will acquaint you with our profitable lines. Write for it to-day.

ALL GARAGE DOORS SHOULD BE HUNG ON ROLLERS

No equipment ever produced offers the many attractive features or gives such universal satisfaction to the user as does the

HATCH GARAGE DOOR OUTFIT

Outfit includes:

- **3 Special Swivel Door Rollers**
- **22 Feet of Track**
- **3 Pairs Special Garage Door Hinges**
- **3 Stay Rollers**
- **2 Extra Heavy Door Handles**
- **1 Safety Hasp**
- **1 Hook and Eye**



Makes doors weather-tight, sag-proof; prevents slamming, and does not get out of order.

The hinged door allows entrance without opening the other two.

Complete directions packed with every set.

The roller bearing swivel hangers hold the doors in place, take the bind off the hinges and roll the doors around the corner, on the inside of building to the side wall.

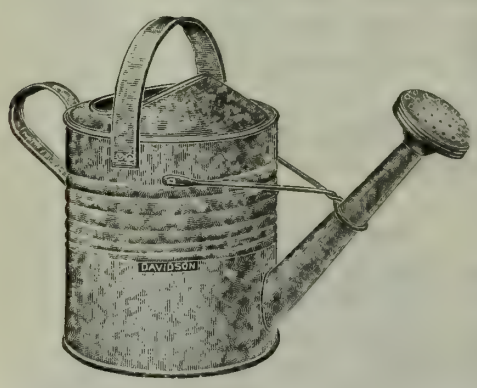
SWING IN NOW---WRITE OUR HANGER DEPT. TO-DAY.

CANADA STEEL GOODS COMPANY, LIMITED, Hamilton, Canada

"DAVIDSON'S" GALVANIZED IRON WARE

We manufacture a wide range of GALVANIZED IRON PRODUCTS

Send for our complete catalogue, fully illustrated and listing a splendid selection to choose from. The Davidson Quality Reputation is back of these lines. Your assurance of satisfactory sales.



Watering Pot

Oil Tanks and Cans, Wash Tubs and Boilers, Ice Chests, Waste Cans, Ash Sifters, Pails, Range Boilers, Garbage Cans, etc., etc.



"Auto" Gasoline Tank

THE THOS. DAVIDSON MFG. CO., LIMITED

TORONTO MONTREAL WINNIPEG



Plymouth Rope

Facts as told by prominent retail hardware merchant in Ontario

ONE of the largest, and probably the most prominent retail hardware merchant in Ontario, now operating two stores, tells how he came to handle Plymouth Rope exclusively and why he is selling it at a price per foot.

Some few years ago this dealer carried stocks of both Plymouth and second grade Manila rope. It happened that two farmers entered his store together one day, each wanting the same length of 7/8" diameter rope. One insisted on getting second grade Manila, while the other took Plymouth. The merchant was greatly surprised when he came to weigh up the individual purchases to find that the party buying the second grade Manila was paying more for his inferior rope than the farmer who wisely bought Plymouth Rope because of its quality.

Realizing that dissatisfaction over the purchase of the second grade Manila would surely result, if the purchaser had opportunity of learning that the same length of Plymouth Rope actually cost the other farmer less money, the dealer succeeded in steering him out of the back door while the other farmer was leaving by the front.

From that time on this enterprising merchant has safeguarded his customers by refusing to accept anything but Plymouth Rope from his jobbers.

PLYMOUTH CORDAGE COMPANY
NORTH PLYMOUTH, MASS. WELLAND, CAN.

INDEPENDENT CORDAGE CO., LIMITED
TORONTO, CANADA CANADIAN SALES AGENTS

Time to Order
FREEZERS



All of the three, LIGHTNING, GEM or BLIZZARD, have served the housewives of America for thirty years, and, like the cream they create, are in demand in all seasons.

They are built of the very best ma'erial and workmanship possible —their ingenious construction makes them easy to operate, quick freezing, and economical to both dealer and user.



The Blizzard, being simpler in construction and cheaper in price, makes it a good running-mate with either the Lightning or Gem. They sel themselves and stay sold! No come-backs or complaints.

This means easy net profits for you.

Your Jobber Can Supply

NORTH BROS. MFG. CO.
PHILADELPHIA, PA.

TRIMO

The word Trimo

stands for good tools made by the Trimont Mfg. Co., which are the following:

The Trimo Pipe Wrench
The Trimo Chain Pipe Wrench
The Trimo Monkey Wrench
The Trimo Pipe Cutter (Hand)

The four good points that make **Trimo Pipe Wrenches** superior are the **Spiral Spring** always in place—**Steel Frames** that will not break—**Nut Guards** that protect adjustment nut—and the **Inserted Jaw** in handle that can be replaced when worn. Save money and buy Trimo goods, made by

TRIMONT MFG. CO.
55-71 Amory Street
Roxbury, Mass.
U.S.A.



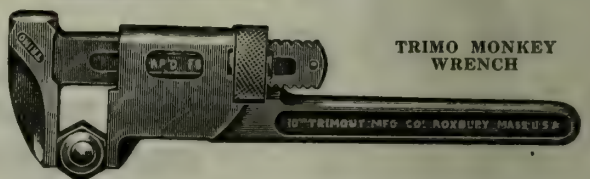
TRIMO PIPE WRENCH
WOOD HANDLE



TRIMO PIPE WRENCH
STEEL HANDLE



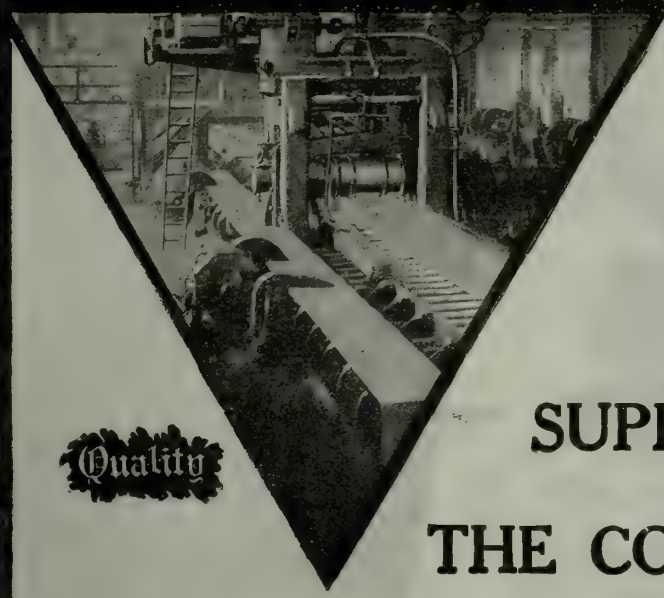
TRIMO PIPE CUTTER



TRIMO MONKEY
WRENCH



TRIMO CHAIN WRENCHES
WITH FLAT-LINK OR CABLE CHAIN



Quality



Service

SUPPORT THE COUNTRY THAT SUPPORTS YOU

If you consider your personal interests—the interests of your family and the community in which you live, you will

PURCHASE THE PRODUCTS OF CANADIAN MILLS

A Canadian Dollar
is Worth One Hundred Cents
in Canada

THE

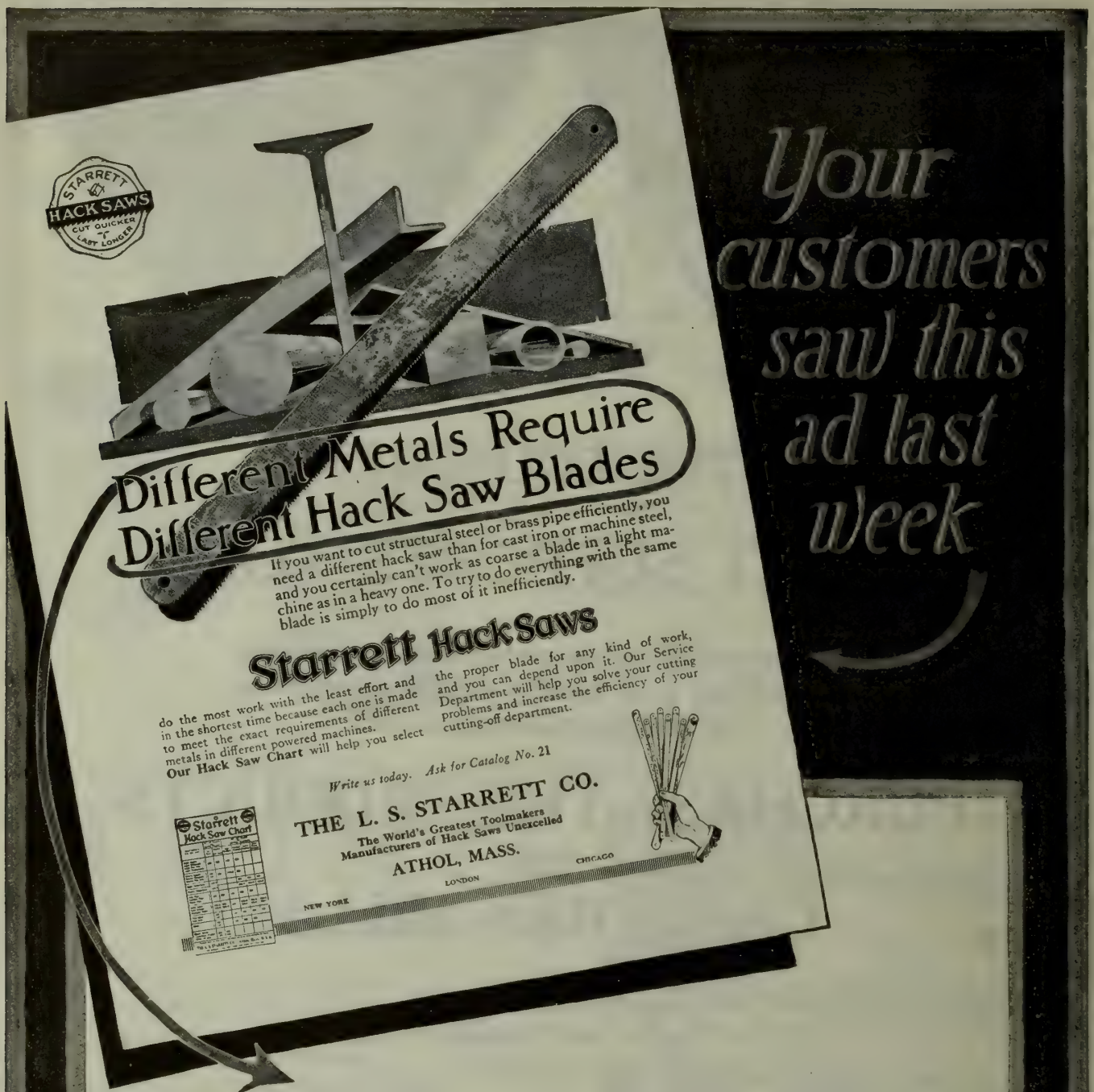
STEEL COMPANY

OF

CANADA

LIMITED

HAMILTON - - MONTREAL



MACHINISTS CALL FOR STARRETT BLADES

because experience has proved the soundness of the Starrett Standard.

Different Metals DO Require Different Hack Saw Blades.

42-921

WILT

The progressive Hardware Dealer sells **WILT High Speed and Carbon Twist Drills, Reamers and Milling Cutters** because

—THEY ARE TOOLS OF QUALITY made by especially trained, high-class workmen skilled in the art and science of tool manufacturing.

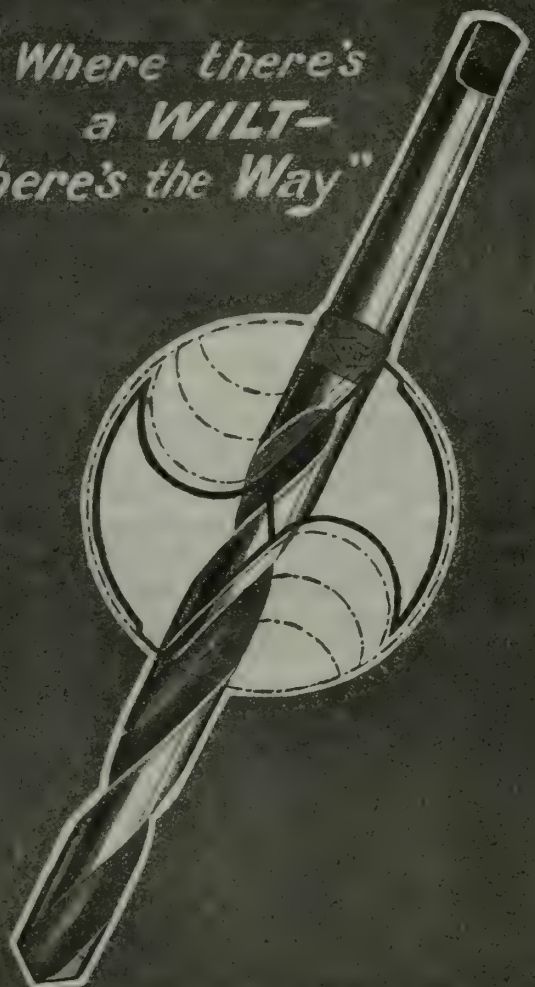
—THEY CONTAIN ONLY THE BEST MATERIALS. We are very particular in the choice and selection of raw materials, accepting only that which passes our most exacting inspection which is based on the highest standards.

—THEY CREATE CUSTOMERS' SATISFACTION and our guarantee and our broad policy of interpreting that guarantee assures complete satisfaction and meets with the approval of all users.

—THEY ARE PROFITABLE TO SELL. The reasonable profit with which we are content allows the dealer a splendid margin on his sale.

SELL WILT PRODUCTS

"Where there's a WILT— there's the Way"



HIGH SPEED AND CARBON TWIST DRILLS

WILT TWIST DRILL CO.

WALKERVILLE OF CANADA, LIMITED **ONTARIO**

London Office: Wilt Twist Drill Agency, Moorgate Hall, Finsbury Pavement, London, E.C. 2, England



Williams' "Agrippa" Cutting-Off and Side-Tool Holder. A Tool performing both kinds of work by the mere substitution of cutters, tells its own story of economy.

Williams' "Agrippa" Tool Holders

"THE HOLDERS THAT HOLD"

THE same knowledge of design, experience in the selection of materials and care in the processes of manufacture as have made our Superior Drop-Forged Tools *Standard* for nearly half a century have been painstakingly embodied in Williams' "Agrippa" Tool Holders. They include all the improvements suggested by experiment with former models. Nothing that will add to their efficiency is spared in their production. Many of their features are unique and make for economy and convenience. A full line in a wide range of sizes is carried in stock for all regular machining operations, including

Turning	Planing	Threading
Boring	Cutting-Off	Knurling
	Side Work	

Booklet of *Superior* Drop-Forged Machinists' Tools describing these and other *Standard* lines, with your imprint if desired.

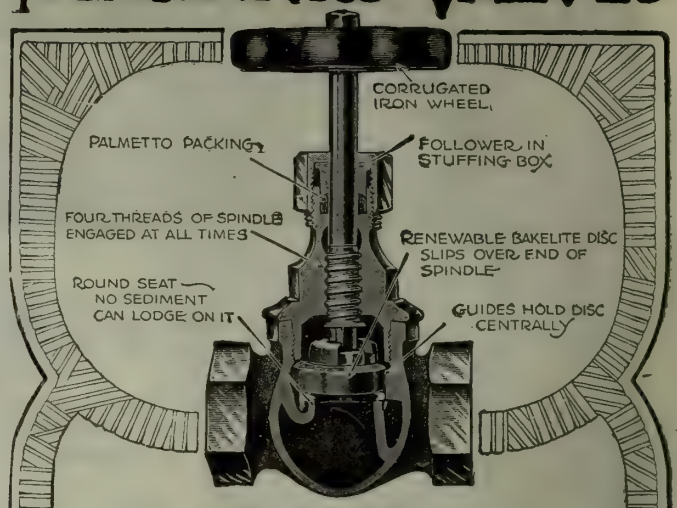
J. H. Williams & Co.

"The Drop-Forging People"

30 Richards St. Brooklyn, N.Y.

The A. G. LOW CO., LTD., 30 Pacific Ave., Saskatoon, Sask., Agents for Manitoba, Saskatchewan, Alberta and British Columbia

FAIRBANKS VALVES



Renewable Disc Valves

The only tool required is a wrench to remove the bonnet. The vise, hammer and cold chisel are all eliminated. Once sold always demanded by your trade.

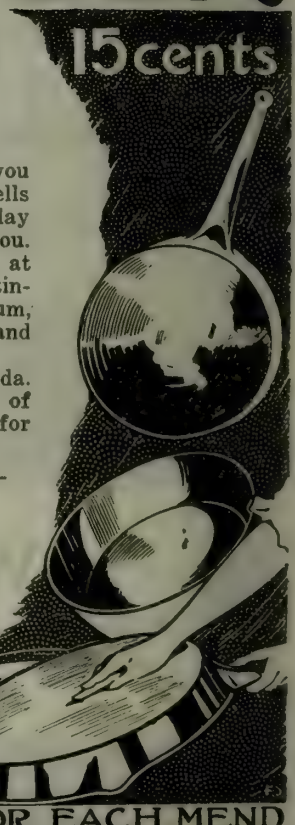
The Canadian Fairbanks-Morse Co., Limited

"Canada's Departmental House for Mechanical Goods"

St. John, Quebec, Montreal, Ottawa, Toronto: Hamilton, Windsor, Winnipeg, Saskatoon, Calgary Vancouver, Victoria.

VOL-PEEK

A Fast Seller with Big Profits



Vol-Peek is the most rapid seller you can place on your counter. It sells on sight. Our bright colored display stand will make many sales for you. Vol-Peek mends kitchen utensils at **½ cent per mend.** Pots, pans, tinware, graniteware, copper, aluminum, etc. Easily applied, sanitary and guaranteed satisfactory.

Sold and advertised all over Canada. Write to-day for a display stand of 24 packages, $2.25. 60% profit for you.

Order through your jobber or direct to—

N. NAGLE & CO.

(Owning and operating Vol-Peek Mfg. Co.)
BOX 2024, MONTREAL, CANADA



COSTS ONLY ½c FOR EACH MEND

CANADA
FOUNDRIES & FORGINGS
LIMITED

Red Wing Pumps

Semi-Rotary Double Acting

MADE IN CANADA.



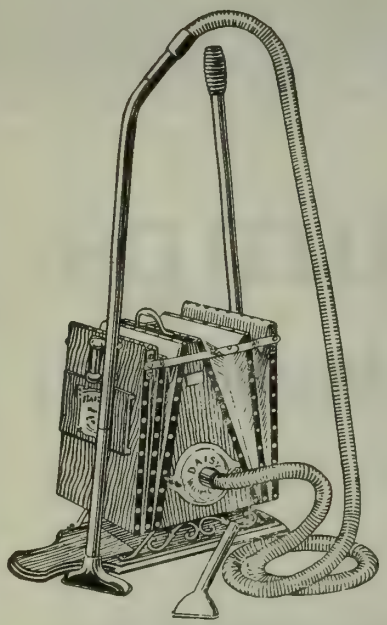
Fig. 120.

This type of pump, formerly imported from Germany, but now made by us, is well known to the trade, and its efficiency as a practical and easy-working *lift* and *force* pump has been fully recognized. It is finely finished in the interior and absolutely air-tight. The lever is vertical and worked in that position. Exceedingly convenient for attaching to wall. Brass valves. Fitted for iron pipe. Painted red. *Complete stock of all sizes on hand for immediate shipment.*

We guarantee the working of every Rotary Pump of our manufacture.

James Smart Plant
Brockville, Canada.

The Daisy VACUUM CLEANER



The BABY DAISY, £5.5.0
Other sizes, £4.4.0 & £6.6.0

The LITTLE MACHINE WITH THE BIG SUCTION

Our War-time Contracts for Aeroplanes are running out and we have a number of "Baby Daisy" models going through the factory.

The supply will be limited for a while, but we can accept dated orders from shippers and overseas buyers.

The DAISY VACUUM CLEANER CO., LTD.

Lemington Rd., Gravelly Hill
BIRMINGHAM

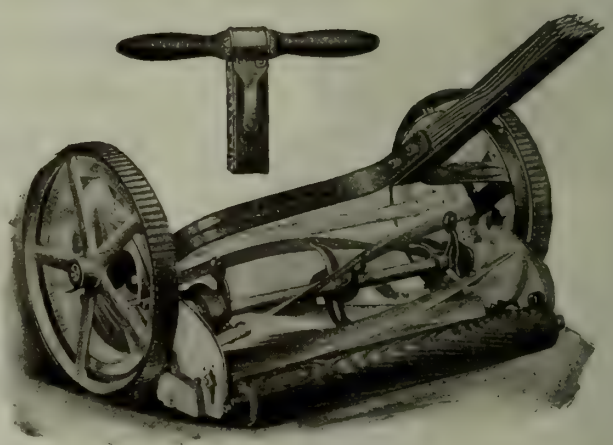
Telegrams: "Ileklean, Birmingham." *Telephones:* 405 and 406 East. A.B.C. 5th Edition

MATERIALS—SERVICE—SALES

T-F Lawn Mowers are made from High Quality Materials. Every item used in their construction is the best that money can buy.

The unusual length of service **T-F Mowers** render the purchaser is your guarantee of satisfied customers.

Sales and profits that are worth while are assured the dealer selling them. Empress, Adanac, Ontario, Woodyatt, Star and Daisy are the popular lines. Make your sales more effective this year by ordering a stock from your jobber to-day.



The Largest Manufacturers of Hardware in Canada

Taylor-Forbes Company, Limited

Taylor-Forbes Co., 246 Craig St. W., Montreal.
H. G. Rogers, Ltd., 147 Prince William Street, St. John, N.B.

Head Office and Works:
Guelph, Ont.

Taylor-Forbes Co., Ltd., 1070 Homer Street, Vancouver.
H. F. Moulden & Son, 314 Confederation Life Bldg., Winnipeg.

The Enterprise Monarch

A Steel Range of the very Highest Character.



Design Registered. Made in four sizes:
8-18, 9-18, 8-20, 9-20.

A Proven Success For Many Years

FOR EFFICIENCY
DURABILITY
BEAUTY
AND
COMPLETENESS

this Range has no Equal

Special Features

- Heat Economizer
- Controller Damper
- Removable Contact Tank
- Plain Design
- Side Shelves on Closet
- Front Hearth
- Glass Door if Required

The striking beauty and completeness of this range commands at once the attention of all who see it, and when its many points are explained, sales soon result, with far less difficulty than usual.
If this range is not being sold in your locality, write us for further information.

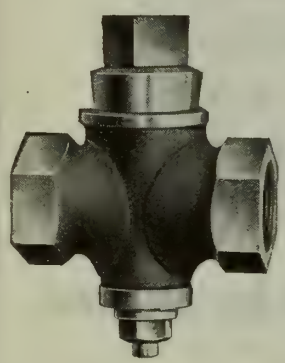
The Enterprise Foundry Company

SACKVILLE, N.B.

BRITISH COLUMBIA AGENTS:

W. T. McARTHUR & Company, Limited, 866 Granville Street, VANCOUVER.





FIVE WORKS---OVER 3,000 EMPLOYEES

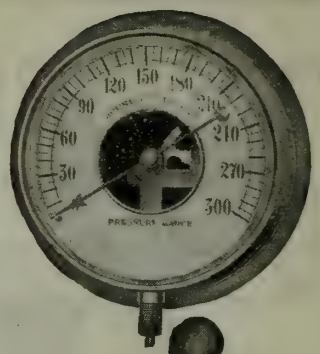
UNITED BRASSFOUNDERS AND ENGINEERS, LIMITED

EMPRESS FOUNDRY, CORNBROOK, MANCHESTER, ENG.

DURING THE WAR our Plants have been exclusively engaged on work of supreme national importance.

WITH PEACE IN SIGHT we are pleased to announce that we intend to again direct our energies to the intensive production of:—

GUNMETAL and BRASS VALVES and COCKS.
STEAM, WATER and COMPRESSED AIR FITTINGS GENERALLY.
CAST IRON STOP and SLUICE VALVES.
SEMI-ROTARY PUMPS.
EXTRUDED BRASS and BRONZE BARS.
BRASS BOLTS and NUTS, STUDS and GENERAL TURNED WORK FROM THE BAR.
CAST AND MALLEABLE IRON COCKS and PIPE FITTINGS.
PRESSURE and VACUUM GAUGES.
INJECTORS and GENERAL JET APPLIANCES.
ENGINE GOVERNORS (Pickering, Proell, and Other Types).
SPRAYING MACHINES, for Insecticides and Lime-washing.
COPPERSMITHS' WORK.
"STELLA" BRAND ALLOYS: MANGANESE COPPER, SILICON COPPER, FERRO ZINC, PHOSPHOR COPPER and TIN, etc.

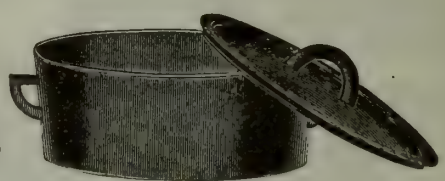




"UBEL" POST-WAR SERVICE

If you are interested in any or all of the lines mentioned, and are in a position to take a hand in the energetic distribution of the same, please communicate with us NOW to our Head Office, at above address.

CAST IRON
Cooking Utensils



Sizes 8" to 18"

Stock up with these very practical and perfect cooking utensils. We have a full range of roasters and preserving kettles. They are splendidly finished and made of high-grade material — particularly suited for camping and lumber kitchens. Also similar varieties in pure porcelain white enamel lined.

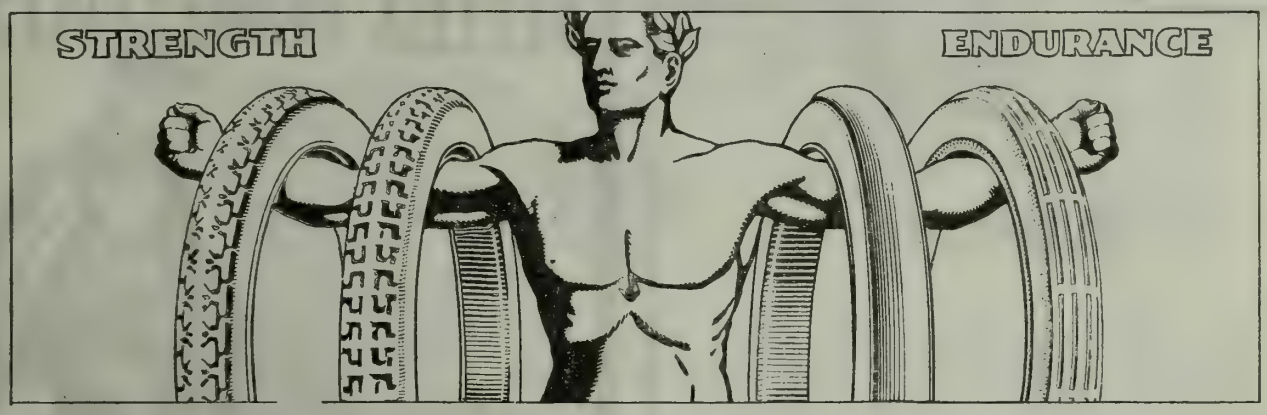
"Ask for Quotations"

CANADA STOVE & FOUNDRY COMPANY, LTD.

ST. LAURENT — MONTREAL

Montreal Warehouse:
104 Delorimier Ave.

MALTESE CROSS TIRES



Strength
Endurance

Mileage -:- Economy -:- Satisfaction

All over Canada there are motorists who can not be satisfied with any other tires than

MALTESE CROSS TIRES

Those who know the painstaking care in preparation of material and who have seen the accurate skill of the individual Tire Builders realize that there could not possibly be anything in Tiredom better made than Maltese Cross Tires. Their road record is excellent. They are as trouble-free as any humanly made Tire can be. More than ever before will their mileage record increase, owing to certain improvements this year in the tire and in the tread.

TREADS

Non-Skid
Paragon

Ribbed
Plain

Ask Your Dealer for Maltese Cross Tires

Gutta Percha & Rubber, Limited

Head Office and Factory: TORONTO

BRANCHES: Halifax, Montreal, Ottawa, Toronto, Fort William, Winnipeg, Regina, Saskatoon, Edmonton, Calgary, Lethbridge, Vancouver, Victoria.

METALS · CHEMICALS · GLASS
B&S·H
Established 1790

Metals

Sheet Zinc, Sheet Copper, Ingot Tin, Galvanized Sheets, Black Sheets, Tin Plates, Canada Plates, etc. Ingot metals of all kinds.

B.&S.H.THOMPSON
& COMPANY LIMITED
MONTREAL

Branches : Toronto, Winnipeg, Vancouver, New Glasgow, N.S.

Selling Agents for Eastern Canada for United States Steel Products Co.
Exporters of the Products of the American Steel & Tinplate Co.

TOWERS FISH BRAND REFLEX LONG COATS

"Takes the Wet Out of Rain"

The Reflex Long Coat is the most profitable waterproof coat any dealer can handle. Its ability to withstand all hard wear, its resisting qualities of wet weather, make it an easy coat for you to sell—an ideal one for deliverymen, freight handlers and all outside workers.

May we explain the splendid profits to be made selling Towers Fish Brand Waterproof Clothing?

Write for particulars and prices.



Write us for particulars and prices

Tower Canadian
Limited
Toronto Halifax Vancouver

Coast to Coast Service

HORSE COLLAR PADS



Horse-owners appreciate the worth of good, serviceable **Horse Collar Pads.**

Recommend **"TAPATCO" Pads** to your customers. They give satisfaction. It's economy to use them in the prevention of **"Sore Shoulders."** Save time and money in keeping horses always on the job. Made of strong, durable and highly absorbent material. Well made and carefully sewn. Are soft and perfect fitting under the collar.

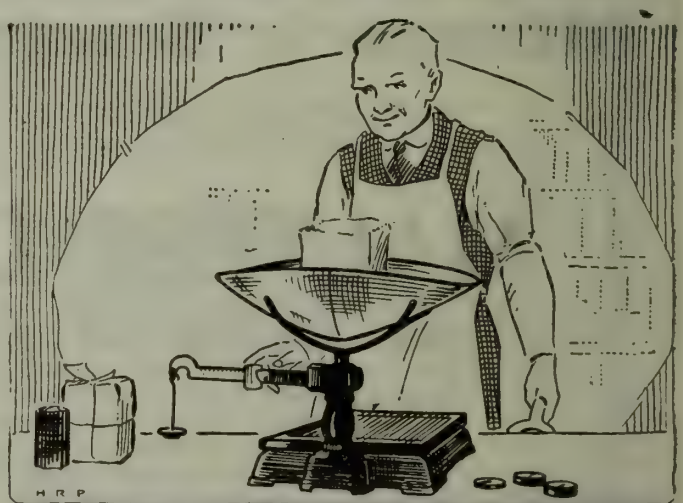
Possess our exclusive **"Patented Hook Attachment"** that lengthens the life of the pad.

Include **"TAPATCO" PADS** in your next order.

They sell at a splendid profit.

Order through your jobber.

The American Pad & Textile Co.
CHATHAM, ONTARIO

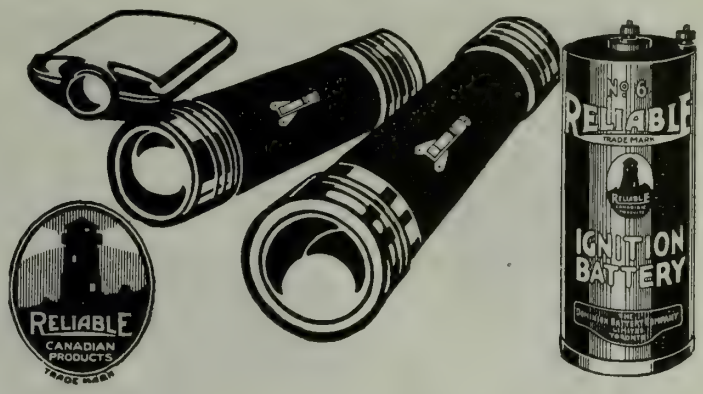


Fairbanks Scales

For over 90 years Fairbanks Scales have been the World's Standard for accurate weighing.

The Canadian Fairbanks-Morse Co., Limited
"Canada's Departmental House for Mechanical Goods"
St. John, Quebec, Montreal, Ottawa, Toronto, Hamilton, Windsor, Winnipeg, Saskatoon, Calgary, Vancouver, Victoria.





A Case of Satisfaction

A new 50-battery shipping case for Reliable Batteries.

This is our new, convenient shipping case which is bound to prove popular. Holds fifty batteries and will be made up of single or assorted types —Ignition, Regular and Telephone, as desired.

You will find the new case a great boon, if you require a rush order of fast-selling types, or to supplement your regular barrel order.

Dealers supplying a limited demand can now order in quantities suitable to their trade.

Only a small additional charge—one cent per battery—over the barrel-lot price is made when shipments of Reliable Batteries are ordered in these cases.

Reliable Batteries and Flashlights are justly popular with dealers. The handsome metal "Reliable" Flashlight cases, enamelled in colors, are a distinct advance in Flashlight case-making.

Your jobber can supply you—communicate with him.

"Reliable" Selling Helps

Strong, consistent advertising in leading magazines, farm papers, newspapers and motor papers is telling your customers of the merits of "Reliable" Batteries.

An attractive four-color window card to hitch your store up to our advertising as a "Reliable" store.

If you are sending circulars to prospective purchasers of "Reliable" Batteries and Flashlights, write for sample of beautiful four-color circular.

JOBBERS IN PROVINCE OF ONTARIO:

The Hamilton Whip Company, Limited, Hamilton, Ont.; Benson-Wilcox Electric Company, London; The Masco Co., Limited, Toronto; The H. S. Howland Bros. & Company, Toronto; The Aikenhead Hardware Company, Toronto; Thos. Birkett & Sons, Limited, Ottawa; Keyes Auto Supply Limited, Ottawa; Marchand & Donnelly, Ottawa.

THE DOMINION BATTERY COMPANY, LIMITED, Toronto, Ont.

"Lively and Lasting"

RELIABLE
TRADE MARK
Canadian Products

T—1145



'HEIRLOOM' PLATE



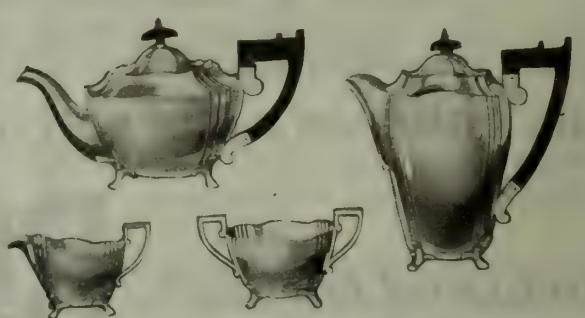
The exceptional quality of "Heirloom" Plate justifies your recommending it to your customers. The beautiful patterns in both Flatware and Hollowware give distinction to your stock and afford a choice from which sales are invariably made.

Canadian Wm. A. Rogers, Limited

570 King Street West, TORONTO

(Downtown Showroom, Kent Building)

We have recently issued an attractive recipe book containing unusual ways of cooking new dishes. The Devonshire Pattern is illustrated in this book. Send for copies to hand to your customers.



MADE IN
PREMIER
CANADA

WE WANT EVERY SHEET METAL WORKER AND HARDWARE STORE

to have a copy of our new and complete

TABLE OF WEIGHTS GALVANIZED SHEETS

showing weight per sheet in all gauges No. 12 to 10¾ ounces, and all standard sizes, also weight per bundle and number sheets per bundle.

Printed on heavy board 11 in. x 14 in. for hanging up.

A card will bring your copy quick.

P.S. Don't forget that prices are down and now's the time to order from your jobber.

DOMINION SHEET METAL CORPORATION LIMITED
HAMILTON CANADA

NO ROCKING
NO SHAKING
NO WORK
NO DIRT



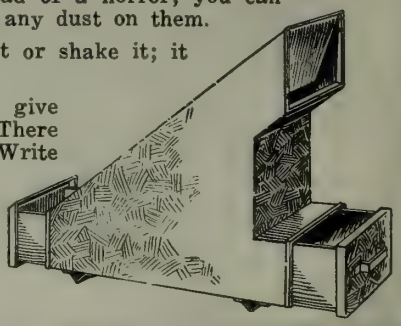
ASH-SIFTERS THAT MAKE SALES

Made of Galvanized Iron with Black Iron Drawers, Self-Closing Doors, Removable Screens

This makes ash-sifting a pleasure instead of a horror; you can wear your best clothes and yet not get any dust on them.

It is dustless; you don't have to rock it or shake it; it is self-operating, a child can work it.

We guarantee that this ash sifter will give satisfaction or your money refunded. There are good profits in it for the dealer. Write us to-day for prices and information.



FURNIVAL & CO.

631 Dupont St. - Toronto, Ont.

GILSON GARDEN TOOLS

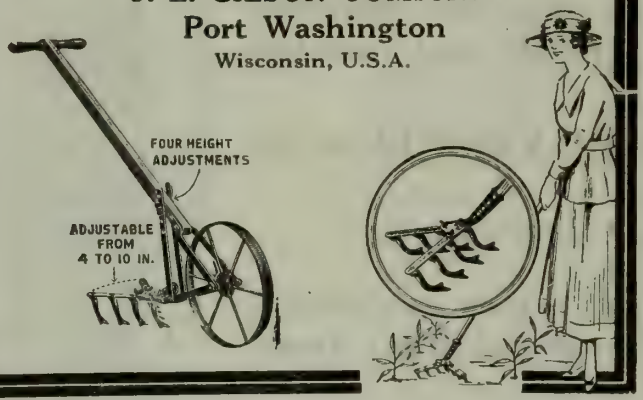
We specialize in improved Garden Tools. The **Liberty Adjustable Cultivator-Weeder** here illustrated is an all-around Garden Cultivator. Does the work better than any hoe. Be the first in your district to introduce this serviceable line. There are good profits in it. The design and efficiency of **Gilson Garden Tools** are fully guaranteed.

Order from any of these Jobbers

F. R. Murray Co., Ltd., Vancouver, B.C.; Brown, Fraser & Co., Ltd., Vancouver, B.C.; The Rogers Hardware Co., Charlottetown, P.E.I.; T. McAvity & Sons, Ltd., St. John, N.B.; J. H. Ashdown Hdwe. Co., Ltd., Winnipeg; Wood, Vallance, Ltd., Winnipeg, Man.

Manufactured by

J. E. GILSON COMPANY
Port Washington
Wisconsin, U.S.A.



P X H
TRADE MARK

FILES

"They Cut Faster and Wear Longer"

Ingersoll File Company, Limited

John Morrow Screw & Nut Co.
LIMITED
Sole Distributors:
Ingersoll, Ontario

IMPERIAL
TRADE MARK

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

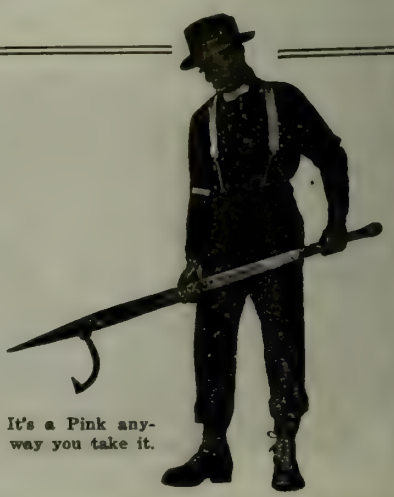
We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THE THOS. PINK COMPANY, LIMITED
Manufacturers of Lumber Tools
PEMBROKE - - - - - ONTARIO



It's a Pink anyway you take it.

The Megantic Broom Mfg., Co., Ltd.

Manufacturers of Brooms and Clothes Pins



Lake Megantic, Que.

Our clothes pins are made and designed to stay on the line. And they do. Dealers know that by the way housewives are asking for them. Made of the best wood, that insures against splitting. Splendid profits and customers' satisfaction assured to the dealer selling them. Write our nearest agent.

AGENTS: Boivin & Grenier, Quebec. Delorme Frere, Montreal. J. Hunter White, St. John, N.B. H. D. Marshall, Ottawa. Harry Horne Co., Toronto. Tomlinson & O'Brien, Winnipeg. Oppenheimer Bros., Vancouver; McFarlane & Field, Hamilton, Canada.

The L. Martin Co. *Headquarters for*

GERMANTOWN LAMPBLACKS

IN

ENGLAND and AMERICA

Originators of Eagle, Old Standard, Globe and Pyramid Germantown Brands.

Suppliers of Bulk Blacks to the highest class Grinding Trade.

THE L. MARTIN CO.

Montreal Toronto
Philadelphia New York
Winnipeg
London, Eng.

Non-Poisonous Insecticides

Safety Efficiency Economy

KATAKILLA

The UNIVERSAL INSECTICIDE for use on FRUIT, FLOWERS, and VEGETABLES. A non-poisonous powder, readily soluble in cold water, cheap, efficient and effective.

"KŪR-MANGE"

The approved Insecticide for use on Horses, Cattle, Dogs, etc. A certain cure for Parasitic Mange, Lice and other parasites. As supplied to the British Army.

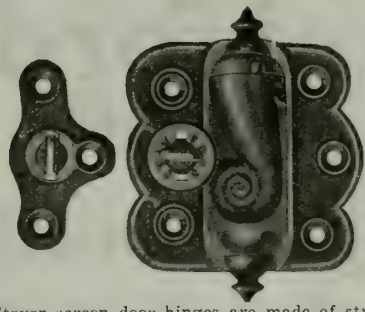
Agents Wanted

Sole Manufacturers and Patentees:

MacDougall Brothers Ltd.

Port St., Manchester, Eng.

BE PREPARED for



FLY SEASON

with a good stock of Stover

Screen Door Hinges

Stover screen door hinges are made of strong, smooth castings with the best grade of spring wire. That is why people that know the hinge business order the Stover hinges.

Stover hinges are made in non-hold-back, hold-back, detachable and double-acting styles.

Our new general hardware catalog No. R-19 is now ready for the trade. If you have not received one, let us know. It shows a big assortment of seasonable, quick-selling specialties, such as: Mop Sticks—Waffle Irons—Corn Stick Pans—Meat Broilers—Lemon Squeezers—Ice Picks and Shaves—Lamp Brackets—Paper Holders—Combination Pliers—Pincers—Cast Hammers and Hatchets—House Numbers—Shade Fixtures—Door Pulls—Coat, Robe and Harness Hooks—Latches—Saw Clamps—Dampers, and other Stove Trimmings—Pulleys, all styles—Fireplace Fixtures—Windmills, Feed Mills and Gasoline Engines.

Stover Mfg. & Eng. Co.

709 East St.

FREEPORT, ILL.

Canadian Representatives: Cadman & Co., 322 McIntyre Block, Winnipeg; Mr. G. L. Cohoon, 11 St. Sacrament St., Montreal.

USE THIS COUPON

Stover Mfg. & Engine Co., 709 East St., Freeport, Ill.

Send undersigned information regarding your .....

Name .....

Business .....

Address .....

You Might As Well Have What Your Customers Want When They Want It



Right now most of them are thinking of the Spring "Clean Up" or housecleaning.

That means they'll need Tubs and Pails and Washboards and Milk Pails and Barrel Tops and—

Ten chances to one they'll want them made of

EDDY'S INDURATED FIBREWARE

Because for some time past we've been carrying on a most extensive educational advertising campaign showing the advantage of this ware over all others.

Look over your stock to-day and figure out your needs for the coming season.

Eddy's Indurated Fibreware and Eddy's Matches are a pretty good combination to carry.

The E. B. Eddy Co., Limited

Hull, Canada

Brantford Asphalt Slates in big demand

The output of Brantford Asphalt Slates in 1917 was double 1916—1918 double 1917. This indicates that there is a big, growing market for this artistic, durable, fire-resistant roofing.

Progressive hardware dealers who push the sale of Brantford Asphalt Slates will find it a very profitable line. In fact, there are good profits to be made in the entire line of Brantford Roofing—

Asphalt, Rubber, Crystal, Leatheroid and Standard Mohawk in rolls—Asphalt Slates in individual size shingles, and the Asphalt Slab Slate, which is four shingles in one—and Climax Sheathing Paper, a big seller.

The hardware dealer can meet every roofing requirement with this line of nationally advertised, first quality roofing.

Brantford Roofing Co. Limited

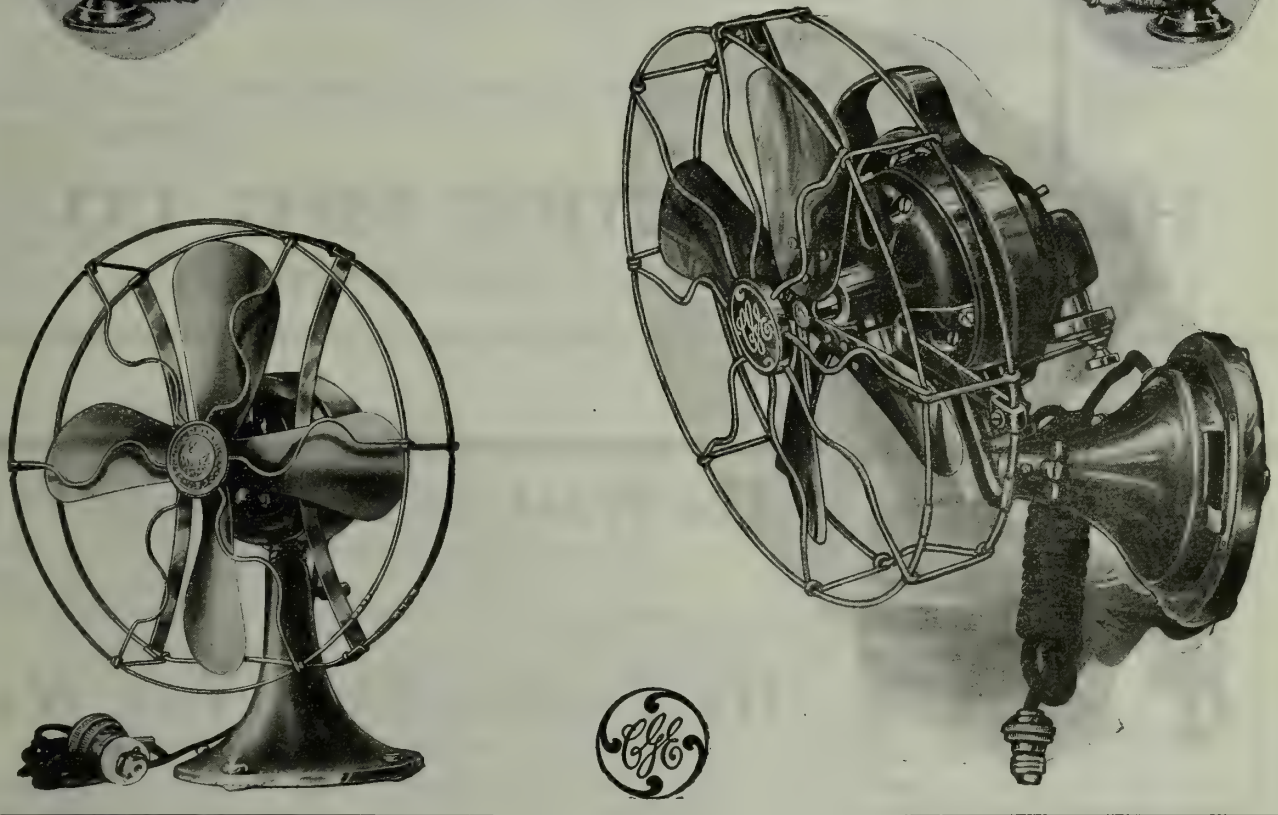
Head Office and Factory: - Brantford, Canada

Branches at Toronto, Montreal, Halifax, Winnipeg



Canadian General Electric





100% efficient—that's what C.G.E. electric fans are. ¶The fans you sold in the past—are they giving your customers 100% satisfaction? They are if they were C.G.E. fans. C.G.E. electric fans are the best selling fans on the market. Built for service, designed to give maximum draught at minimum cost. ¶We give 100% efficient dealer service—and supply free advertising matter of every description. ¶Ask our nearest sales office for 1919 Fan Campaign Literature. We maintain fully equipped branches from coast to coast.

Canadian General Electric Co., Limited

Head Office - TORONTO

Branch Offices: Montreal, Quebec, Halifax, Sydney, St. John, Ottawa, Hamilton, London, Cobalt, South Porcupine, Winnipeg, Calgary, Edmonton, Nelson, Vancouver and Victoria



HEMCO TU-LITE

660 WATTS | **Hydro Commission Approval No. 112** | **250 VOLTS**

Here is a reliable electrical specialty with splendid profits and quick turnovers in it for the Hardware Dealer.

Packed ten to a box.

Order a box from your jobber or direct from us.

HESSCO ELECTRIC MFG. CO.

33 Church Street, Toronto, Ontario



The "1900" Cataract Electric Washer

With the addition of our two newest and greatest models, the "1900" line is complete.

The Washers the Women Want

The articles that are in demand are the profitable ones, from the Hardware Man's standpoint. Those that are hard to sell—the unknown ones—prove less lucrative, in the long run.

It's Profits That You Want

and you can get them from "1900" Washers.

For more than twenty years we have been making and selling nothing but washing machines—the very best that can be made. Our whole attention has been centred on "1900" Washers, on perfecting and developing new models.

The "1900" Cataract Electric Washer

These most modern washers, as well as the other "1900" machines—the Gravity, Water Power and Gasoline Motor Washers—are sold everywhere through our extensive advertising, which is the largest publicity campaign conducted for washing machines in Canada. Inquiries in large numbers result from this advertising, and these inquiries are turned over to such "1900" dealers as have proven their worth in their different territories.

The "1900" Agitator Electric Washer

If there is no one selling "1900" Washers in your territory there is a chance for you. Make use of it by writing to-day to the wholesale department.

THE "1900" WASHER COMPANY

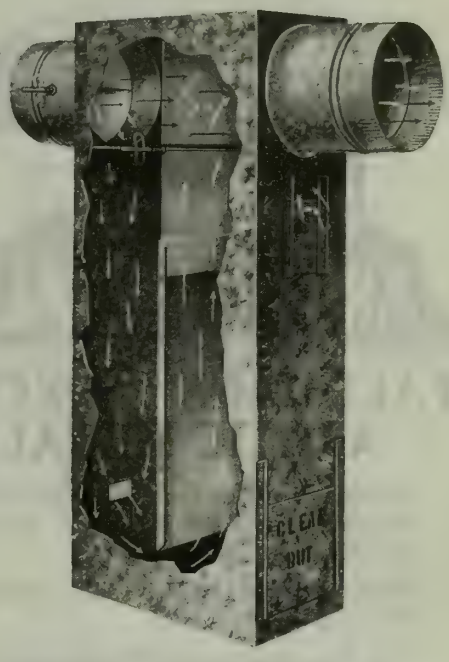
357 Yonge Street **Toronto**



The "1900" Agitator Electric Washer

Here It Is!

THE THERMOS FUEL SAVER AND HEAT INTENSIFIER



Causes the retention of combustible gases in the fire chamber, thereby ensuring complete combustion.

Thus creating a greater heat efficiency from much less fuel.

Guaranteed to save 25% to 75% of the fuel bills.

This device will ensure register pipes to be warmer than smoke pipes.

The reverse is now the rule.

Retails $15.00

Write for dealers proposition.



Live representatives can make big money selling this device.

Agents wanted in every City, Town and Village in Canada.

Selling rights granted and protected.

Installed in fifteen minutes.

Further information

WRITE

Heating Specialty Co.
Limited
505 Queen St. West TORONTO, ONT.
Sole Agents for Canada



"TALLMANS' SPECIAL" ARCTIC METAL

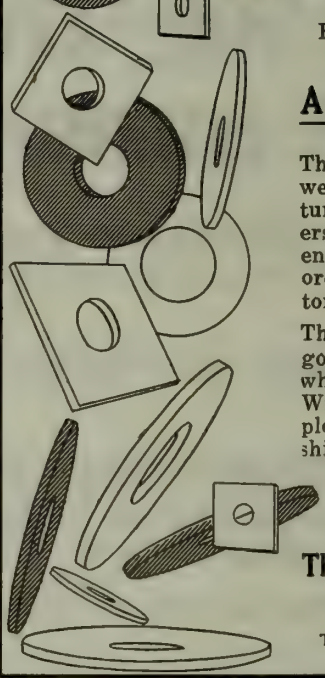
a medium-priced babbitt specially adapted for Saw Mill and Woodworking machinery.

Will remain cool under exceptionally high speed.

Its long life proves its efficiency.

Tallman Brass & Metal Limited
HAMILTON, ONT.

Unimeco WROUGHT WASHERS



Round and Square, Plain and Galvanized

Annealed Rivet Burrs

The unusual high standard we maintain in the manufacture of both Wrought Washers and Annealed Rivet Burrs enables you to offer extraordinary value to your customers.

The "Unimeco" line means good profits and more worth while business for the Dealer. Write us for prices and complete information. Prompt shipments guaranteed.

The Union Iron & Metal Co.
Limited
1951 DUNDAS ST. W.
TORONTO CANADA

SAND PAPER

EMERY PAPER AND CLOTH, GARNET PAPER AND CLOTH, LINEN PAPER AND CLOTH, DISCS AND CIRCLES





If you are not selling these lines you are missing a profitable source of revenue. All our products are of a high grade guaranteed quality that makes them rapid sellers.

Write for catalogue and prices.

CANADIAN SALES REPRESENTATIVES

Messrs. Moncrieff & Endress, Galt Bldg., Winnipeg, Man. Phone Garry 3389.

Mr. Alexander Gibb, 3 St. Nicholas Street, Montreal, Canada. 'Phone Main 2343.

United States Sand Paper Company

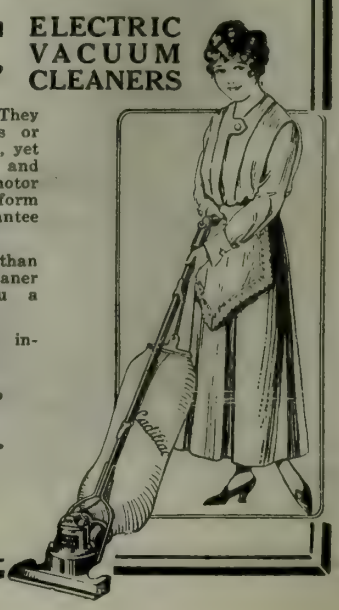
Williamsport, Penn.

DISPLAY CADILLAC ELECTRIC VACUUM CLEANERS

Does your show window attract and create a desire to buy? When properly utilized—clean, bright and with a message to tell, it is an advertising medium that creates sales and pays you well in dollars.

Display Cadillac Electric Vacuum Cleaners with your spring house-cleaning materials. The housewife of to-day is looking for labor-saving devices and is prepared to buy.

CADILLAC ELECTRIC VACUUM CLEANERS



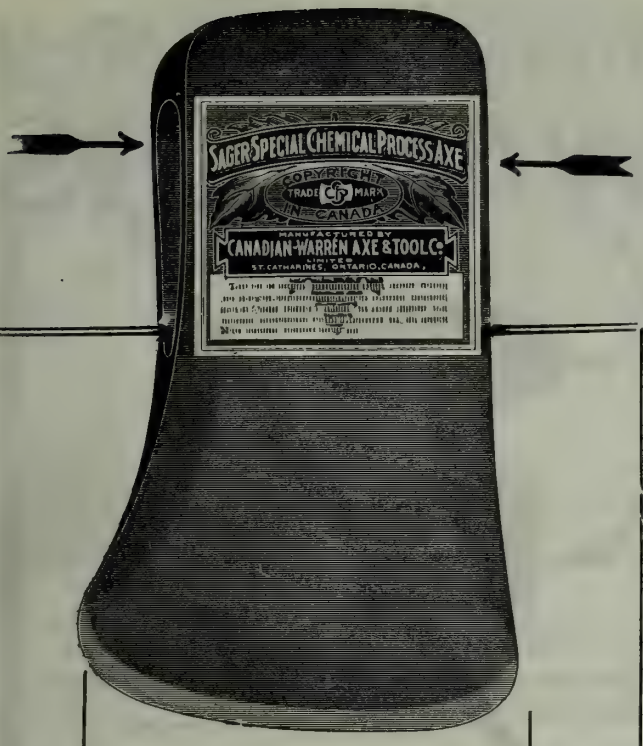
are sold at a moderate price. They clean—eat up dirt without fuss or dust. Are light and easy to work, yet strong and durable—real time and labor savers. The universal motor adapts them for use with any form of current and a written guarantee accompanies every cleaner.

Cadillacs sell for less money than any other Electric Vacuum Cleaner sold in Canada—and net you a handsome profit.

Become a Cadillac booster and increase your business.

Write for full particulars to

CLEMENTS MFG. CO.
78 Duchess Street
TORONTO



WHY NOT BE GUIDED BY THE JUDGMENT OF HUNDREDS OF WELL KNOWN LUMBERMEN, WHO ACKNOWLEDGE THE SUPERIORITY OF

"SAGER AXES"

AND

"SOO LINE" LOGGING TOOLS?

GET THE HABIT.

(AND THE PROFIT)

Canadian Warren Axe & Tool Co.,

LIMITED

ST. CATHARINES, ONT.



Soo Line Logging Tools

It Will Pay You to Carry

Famous Five Files

THERE is a shape and grade for work of any kind on metal or wood.

They are standard tools and customers know their merits before they come to buy.

All you need to do is to carry a reasonable stock to be sure of sales.

But specify **"Famous Five"** Files when ordering. They are:

KEARNEY & FOOT
GREAT WESTERN
AMERICAN
ARCADE
GLOBE

Made in Canada by



NICHOLSON FILE Co

PORT HOPE
ONTARIO

We Have

Safe Pack Waterproof Paper

Shippers Should Know About it

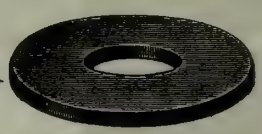
Walter Woods & Co.

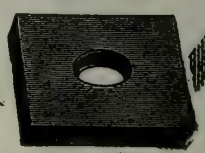
Hamilton and Winnipeg

Wrought and Steel Plate

WASHERS

of all descriptions





Round & Square Plain or Galvanized

Annealed Rivet Burrs, Felloe Plates, Sheared and Punched Plates. Malleable Washers and Cast Iron Washers.

Prompt Shipment

Wrought Washer Mfg. Company

Milwaukee, Wis.

More-Profit Pumps ---Real Profit

No use to sell a pump that makes trouble for a dealer with his customer.

The trouble is remembered. The cost of repairs is dead loss of time and temper. The dealer suffers.



"Aremacdee" hand and motor metal pumps for force or lift use, every kind, are shown in the big catalogue.

Dealers, ask for prices and terms. Get real profits on your metal pump sales.

WRITE

The R. McDougall Co.

LIMITED

GALT, CANADA

An Axe is as Strong as its Handle

STILL'S

—will give you a stronger working tool, for **STILL'S HANDLES** are made from the best of Canadian Woods.

The sale of

STILL'S HANDLES

far exceeds all other makes.

There's a reason.

Axe, Pick, Sledge and Hammer Handles, Cant Hook and Peavie Handles.

It pays to sell **STILL'S.**

J. H. Still Mfg. Company

ST. THOMAS -:- ONTARIO



Drive Along with These

Here are two out of thirty kinds of good hammers made in Canada with the "W & B" trade mark.

Every "W & B" Hammer is accurately balanced, made from selected steel, drop forged, finely finished and fitted with clear grained white hickory handle.

Every "W & B" Hammer in a class is exactly like every other hammer in the same class.

We also make in Canada all kinds of Picks, Sledges, Mauls, Wedges, Fullers, Punches, Flatters, Creasers, and Cold Chisels.

It's safe to buy, sell or use tools guaranteed under the trademark "W & B" in a diamond.

The Whitman & Barnes Manufacturing Co.

Office and Factory : St. Catherines, Ont.
London Office : 139 Queen Victoria St., E.C.

W&B

Established Whitman & Barnes 65 Years

TWIST DRILLS — REAMERS — WRENCHES — HAMMERS



OUR METAL HENS

These Cycle Incubators are a wonderful invention. Users have remarkable success with them. Hatch 50 eggs at one time, and brood the chicks in brooder underneath. The one lamp will hatch a batch and brooder a batch at the same time. One gallon of oil will run it for the entire hatch.

An ideal specialty for Spring window display, and leader for poultry supplies.

An unsolicited testimonial:—

Victoria, B.C., April 6, 1919.

Having bought one of your Cycle Brooder Hatchers, I wish to let you know they are a remarkable machine as my FIRST experience with it has been very successful in getting a chick for every fertile egg, and I might say they seem to be thoroughly enjoying themselves in the Brooder.

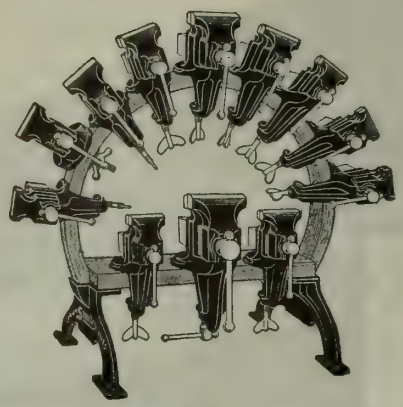
(Signed) T. A. CROSBY.

We can ship promptly small or large orders. Now is the time to buy, the hatching season being over by the end of June.

Have you seen our simplified poultry hoppers and founts? Write us to-day.

The Collins Manufacturing Company, 415 Symington Ave., Toronto, Ont.

Stanley Tools



"STANLEY VISES"

Made in Canada

To increase your small Vise business, put in a line of "JERSEY" VISES.

They are a necessary addition to the Tool Kit of every Mechanic, Amateur and Householder.

Made with either Clamp or Swivel Bases, with iron or steel jaws, and in six sizes.

Send for special circular containing complete description of all styles, also an attractive display card.

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.

REFRIGERATORS SCREEN DOORS and WINDOWS



The warm weather will soon be here. If you have not sent in your order for your requirements, DO IT NOW.

We are anxious to give you best possible SERVICE.

Write to-day for our catalogue and price list.

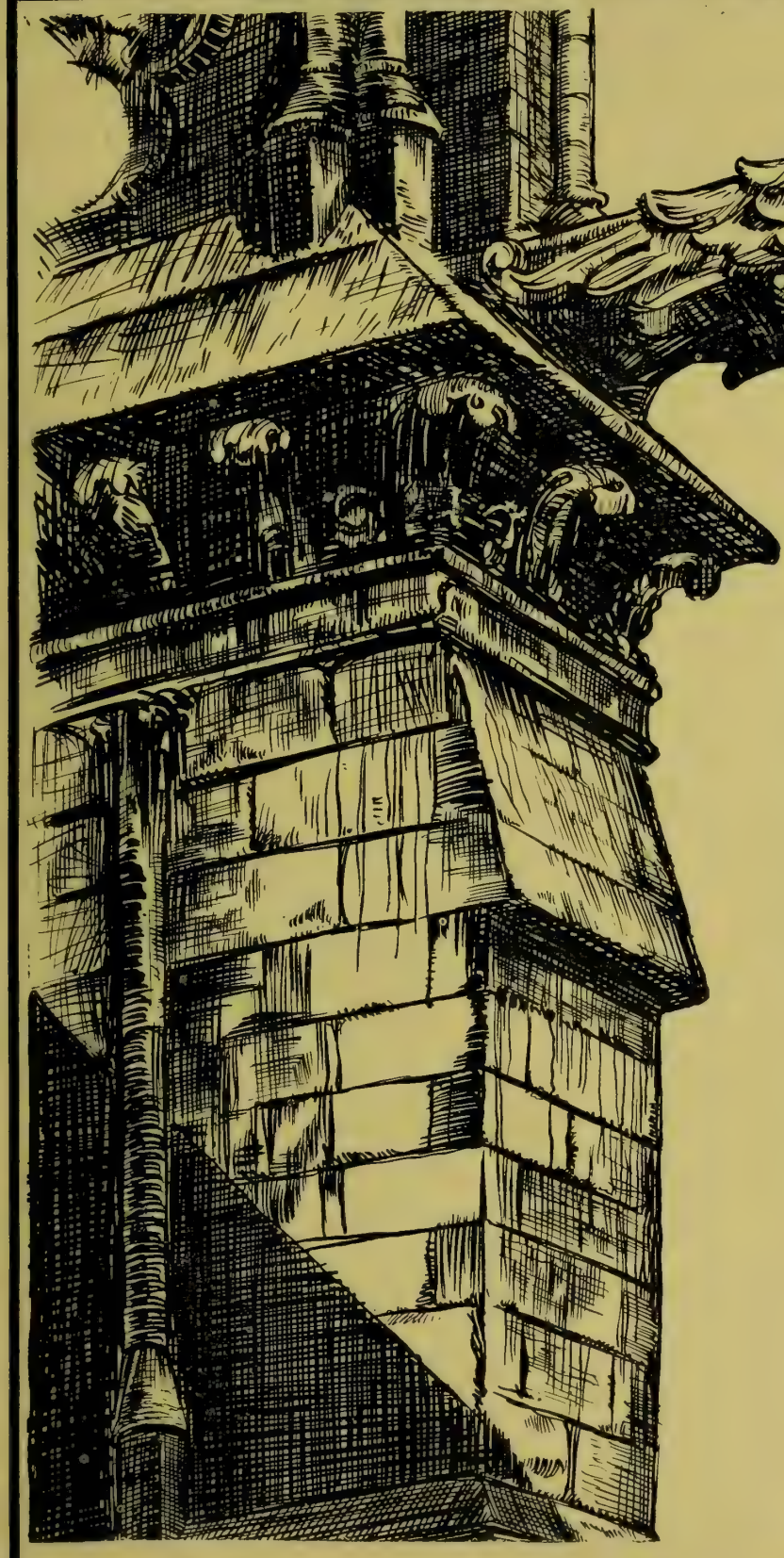
Sanderson-Harold Co., Limited
PARIS, CANADA

ADVERTISING to be successful does not necessarily have to produce a basketful of inquiries every day.

The best advertising is the kind that leaves an indelible, ineffaceable impression of the goods advertised on the minds of the greatest possible number of probable buyers, present and future.

Good Men

DO you need the services of a good retail salesman, traveller, or manager? The best of them read HARDWARE AND METAL each week from cover to cover. Incidentally they also note the condensed ads. in the "Wanted" section. You can use space in this section at a cost of two cents per word for the first insertion, and one cent a word for subsequent insertions. Add five cents for box number or address.



THE SIGN THE WORLD KNOWS

Throughout the world the red Gargoyle commands respect.

The people of every civilized country know that it is the mark of genuine expertness, of highest quality, in lubrication.

The red Gargoyle means accuracy and dependability in lubrication. Because, Gargoyle Mobiloils, when used as specified by the Charts of Recommendations, which represent the professional advice of the Manufacturers of Gargoyle Mobiloils, give the user maximum lubricating efficiency.

Dealers who display this red Gargoyle, and sell Gargoyle Mobiloils according to the Charts of Recommendations, have the confidence of every motorist—and this confidence is extended to every department of the dealer's business.

Is the red Gargoyle in front of your shop?

GARGOYLE

Mobiloils

IMPERIAL OIL LIMITED

Manufacturers & Marketers of POLARINE MOTOR OILS & GREASES

Marketers of *Gargoyle Mobiloils* in Canada

BRANCHES IN ALL CITIES



A Customer Worth Pleasing

The farmer is a great user of lubricating oils of all kinds. Get his trade with Imperial Farm Lubricants. There's an Imperial Lubricant for every farm machine — tractors, trucks, stationary engines, threshers, binders and automobiles. Each lubricant does its work perfectly and economically because it represents Imperial quality.

Both Imperial reputation and advertising are making new users for our lubricants daily. We tell the farmer what oil to use for each machine or part of each machine. It makes every oil here described a demanded article.

It will pay you to put in a good stock of each Imperial Lubricant. Prepare yourself for every demand.

IMPERIAL LUBRICANTS

IMPERIAL POLARINE AND IMPERIAL POLARINE HEAVY
For all gasoline-burning engines — automobiles, tractors and trucks.

IMPERIAL POLARINE A
For all motors requiring an unusually heavy oil.

IMPERIAL KEROSENE TRACTOR OIL AND IMPERIAL KEROSENE TRACTOR OIL EXTRA HEAVY
For kerosene-burning stationary engines and tractors.

IMPERIAL PRAIRIE HARVESTER OIL
A heavy-bodied oil for open bearings of threshers, binders and separators.

IMPERIAL ELDORADO CASTOR OIL
A thick oil for worn and loose bearings.

IMPERIAL CAPITOL CYLINDER OIL
For steam cylinder lubrication—tractors and stationary engines.

IMPERIAL STANDARD GAS ENGINE OIL
For stationary and portable engines using either kerosene or gasoline.

IMPERIAL THRESHER HARD OIL
For grease cup lubrication of bearings. A clean, solidified oil,

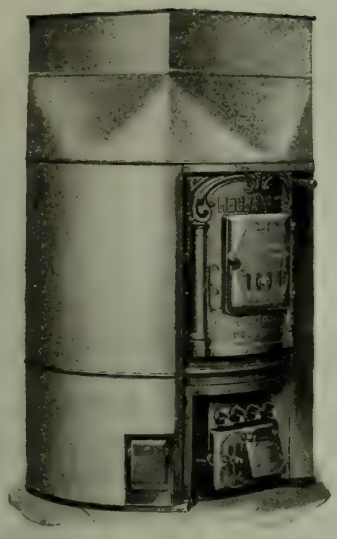
Imperial Farm Lubricants are for sale in ½, 1, and 4 gallon sealed cans, half-barrels and barrels.

IMPERIAL OIL LIMITED

Power - Heat - Light - Lubrication

Branches in all Cities

A Wider Furnace Market Comes with the PIPELESS Hecla Furnace



YOU have known all about Clare Bros.' products, Mr. Dealer, for a great number of years. Perhaps you have sold them—at any rate you know just how good any bearing Clare Bros.' name is. Particularly you know about the "Hecla" furnace with all its exclusive patented features that make it the easiest furnace to sell in Canada.

A Hecla PIPELESS Furnace

Imagine, a furnace with all the superior qualities of the "Hecla"—Circular Waterpan—Steel Ribbed Firepot—dust and gas-proof Fused Joints—with the added advantages of having no pipes.

In the "Hecla" Pipeless Furnace this principle of pipeless heating has been so scientifically applied that it **will** heat the building—even the furthermost corners of it—comfortably and uniformly. The volume of cold and warm air has been proportioned with such exacting care, a circulation is set up that heats the room farthest away simultaneously and at the same temperature as the room nearest the furnace. That this pipeless furnace is altogether good is proven by the fact that it is simply our "Hecla" furnace modified to pipeless heating needs.

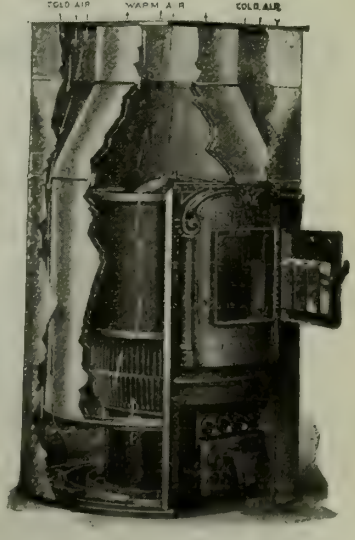
A Wonderful Opportunity

Think of the tremendous field this perfected furnace has. It has no limitations. A pipeless furnace that **does** heat properly is very desirable for any building. And it is easy to instal. The furnace is complete in itself. No pipes to make except the smoke pipe—no elbows to cut—and only one register. No large number of men is necessary to instal the "Hecla" Pipeless.

You will find an easy sale for this furnace. Particularly in houses with no furnace piping. In churches—one-roomed schools, halls, etc. In buildings with hot water or steam heat it will supply the circulation so necessary to health. And with these heating systems it supplies warmth in spring and fall, when only temporary heat is needed. Houses with little head room in the cellar should instal a pipeless. Every one of these places means a sale for you. Think of the number you could dispose of immediately.

Get more information about the "Hecla" Pipeless Furnace. Write to-day for free catalogue. Read all about them and get them on your floor. There are a few territories still open for agents. Ask for information regarding an appointment.

We now have a most comprehensive booklet on the Hecla Pipeless Furnace ready. Write for a supply of these to distribute to your prospects.



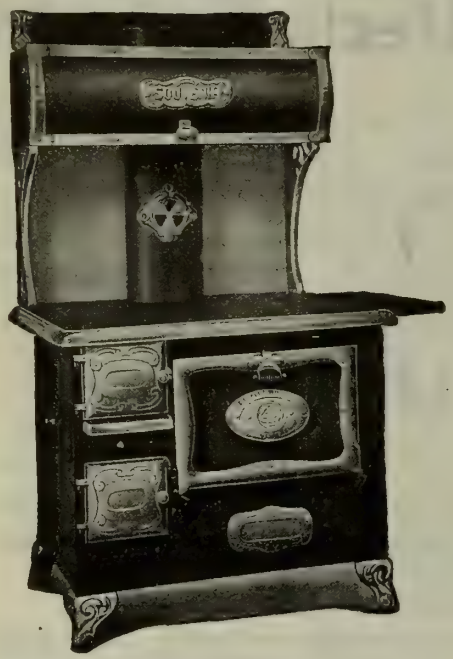
CLARE BROS.
WESTERN LIMITED

WINNIPEG SASKATOON
CALGARY

RACE, HUNT & GIDDY
EDMONTON

CLARE BROS. & CO., LIMITED, PRESTON, ONT.

British Crown Steel Plate Range



One of our best selling ranges.
Well made and highly finished.
Guaranteed baker; cast iron fire box.
May be quickly changed from coal to wood.

Oven—17½ x 21 x 11¾.
4—9″ Covers, 2—5½″ Covers.
Coal Fire Box 18 x 7 x 7½.
Wood Fire Box 21 x 7 x 7½.

Square, with high closet and white enamel splashers.

As shown, 285 lbs. - - - - $46.35 net
With Reservoir, 310 lbs. - - - 51.95 net

The Hamilton Stove & Heater Co., Limited
HAMILTON - ONTARIO
SUCCESSORS TO
GURNEY, TILDEN & CO., LIMITED

Agencies and Show Rooms:
Chas. Rankow, Durban, South Africa; Webb Bros., Demerara, British Guiana; W. G. Chester, 1160 Hamilton St., Vancouver, B.C.; Edward Le Bas & Co., Inc., 64-68 Broad St., New York, N.Y.; Dock House, Billiter St., London, E.C. 3, England.

Why It Pays!

ADVERTISING in HARDWARE AND METAL is economical because it reaches, and the advertiser only pays for, a circulation of tremendous buying power, which is always on the lookout for new lines and information regarding goods which are already in stock.

Manufacturers and wholesalers cannot afford to side-step the dealers. In nine cases out of ten, the customer accepts the retailer's recommendation.

MADE TO HIGHEST STANDARDS

HELIOS

ONCE USED ALWAYS CALLED FOR

TUNGSTEN
AUTO-LAMPS

The product of the latest and best equipped miniature lamp plant in Canada.

Helios auto lamps have the quality and endurance behind them that beget the confidence and trade of the discriminating buyer. Made for all types of gasoline cars.

6-8 Volt and 9 Volt sizes for immediate delivery.

WRITE FOR PRICES

The Canadian Tungsten Lamp Co., Ltd.
HAMILTON - CANADA
Branches: Montreal Toronto Winnipeg

A DRY CELLAR!

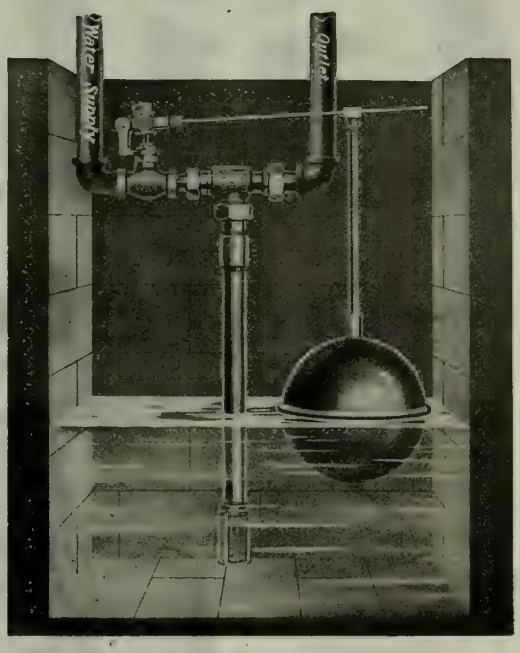
It's not necessary to have that basement of yours flooded every Spring. Why stand idly by and watch your stock being needlessly damaged and rapidly deteriorating in value?

Install a **Morrison Automatic Cellar Drainer.**

It will keep your cellar dry all the year round. It's easily installed, entirely automatic, all working parts are above water, operates at 10 lbs. water pressure and has no complicated cams or levers to get out of order.

Whether for your own use or to sell to your customers it will pay you to investigate the satisfactory, sure and perfect working qualities of the **Morrison Cellar Drainer.**

Dealers are making splendid profits selling them. May we send you complete information?



The James Morrison Brass Mfg. Co., Ltd.
93-97 Adelaide St. W., Toronto, Ont.



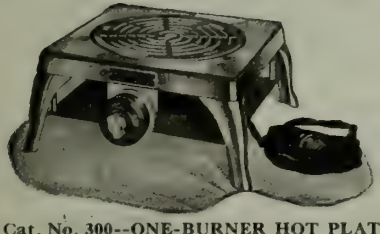
Cat. No. 310--TWO-BURNER HOT PLATE

Make Sure you have these popular

National ELECTRIC

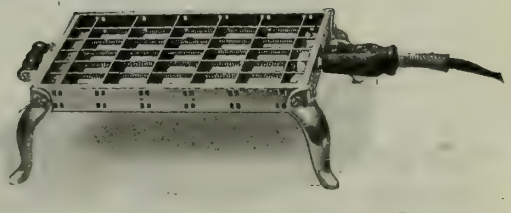
Summer Appliances in Stock.

If you haven't—we have.



Cat. No. 300--ONE-BURNER HOT PLATE

Send in your order to-day.



Cat. No. 180--TOASTER STOVE

THE NATIONAL ELECTRIC HEATING CO., LIMITED
TORONTO -:- CANADA

Gillette

—Safety Razors—



Kit Set No. 20

The trade has shown itself most appreciative of the new Gillette Kit Set. It is none too soon to get in a stock to meet an assured demand for this particular set among those who go away for the Summer. This Pocket Edition Gillette, bound in black seal-grain leather, meets every requirement of the motor tourist.

Selling at $5.00

Gillette Safety Razor Co. of Canada, Limited
MONTREAL

"Member Audit Bureau Circulation."

HARDWARE AND METAL

CANADA'S NATIONAL HARDWARE WEEKLY

Vol. XXX. TORONTO, APRIL 26, 1919 No. 17

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JOHN BAYNE MACLEAN, *President.* H. T. HUNTER, *Vice-President.*
H. V. TYRRELL, *General Manager.*

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ZINC SHEETS DUST SPELTER

PIG LEAD SHEETS

INGOT SHEET BAR COPPER

Our stock is complete.
Our prices are right.

A. C. LESLIE & CO. Limited
560 ST. PAUL ST., WEST
Montreal

THE AVAILABLE SUPPLY OF

LYSAGHT'S





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YOUR STOCK WILL BE INCOMPLETE WITHOUT THESE BRANDS.

JOHN LYSAGHT, Limited
Manufacturers
Bristol Newport Montreal

MEAKINS BRUSHES



ARE BUILT FOR SERVICE

The productive life of any brush depends on quality of material and methods of manufacturing.
Our policy of using nothing but high-grade materials, together with the extraordinary care and attention we give to the making of our Brushes, has put them in the front rank of **"serviceable products."**
Meakins' Brushes give unusual service to the user and return splendid profits to the Dealer.
The bristles "cannot loosen." They are Rubberset. A feature that makes them easy to sell.

Write us for catalogue. Order through your jobber.



Meakins & Sons, Limited, Hamilton, Ont.
Warehouses : Winnipeg, London, Toronto, Montreal, Vancouver
PILKINGTON BROS., Calgary, Alberta

Canada's National Hardware Weekly

HARDWARE AND METAL

Published Every Saturday Since 1888

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Competition Stimulates Sales

St. Thomas Hardware Firm Sells Forty-two Electric Washers in Four Months, Despite Efforts of a Hydro Shop and Another Hardware Firm Also Selling Electrics —Advertising, Window Displays and Demonstrations Big Helps in Building Business

FORTY-TWO sales of electric washers in four months in a city of eighteen thousand, in competition with a Hydro store, and at least one large retail hardware store. That is the record of the George A. McMurtry Co., of St. Thomas, Ont., and the sales campaign is still going strong. Someone has stated that competition is the life of trade, and judging by the competition there is in St. Thomas, Ont., in selling washing machines it would appear that there is quite a lot in the assertion. In considering the general situation it might be mentioned that the city, as far as the buying population is concerned, is made up very largely of railroad men, and highly paid railroad men at that. Four months ago the George A. McMurtry Co. decided that there was a chance to build up some business in the sale of electric washers and it started in to boost the line.



The above window display was used by the Geo. A. McMurtry Co., effectively to back its newspaper advertising, and helped materially in stimulating sales of electric washers.

Went After Business

Advertisements regarding the time and labor saving value of electric washers began to appear regularly, and the McMurtry Co. backed these up by window displays. The advertisements produced results and the sale of one machine very often meant the sale of one or two more, as women who had purchased began to tell their friends and neighbors about the way the washers worked.

"That is one of the secrets of the success we have met with," said Mr. McMurtry to HARDWARE AND METAL. "The first thing to do is to pick out a machine in which you have every confidence and that you feel you can honestly recommend to your customers. This applies to any line of goods, not only washers. If you have goods that you can enthuse over and guarantee to the limit there should be little trouble in selling them."

Lets Public Know

After getting the right sort of goods the next thing is to let the people know you have them. I have never been satisfied with an occasional advertisement. You have to keep at it to get results. In our campaign to sell electric washers we have had from three to four advertisements each week. Good advertising always produces results and when the advertisements are backed by window displays even better results are obtained.

One of the next best plans to boost business in electric washers is to hold demonstrations. At the first demonstration that was held in our store we offered a discount of $5 off any machines purchased during the demonstration. This brought results, not only selling a few electrics, but being the means of bringing a great number of people into our store who were never there before and among whom were a number of first-class prospects.

We study our customers and prospects closely, and aim not only to interest the women but their husbands as well. We try to show the women that the home is one of the most important institutions in life, and that to have a happy home a woman must have everything up to date. This means modern labor-saving equipment. We feature the point about why should men have all the modern labor saving appliances in their offices and stores or for their work. We emphasize the point that an electric washer is not only a big time saver, but a great labor saver and means the elimination of the drudgery that has made washing the bane of many women's lives. We believe there should be, and in the days to come will be, an electric washer in every home. To drive this idea home with men we tell them they do not give their wives a fair chance if they keep them washing clothes all day when for the expenditure of a few dollars they can instal an electric machine that will do all the work.

Produce Results

These arguments produce results, especially when backed up by an actual demonstration of the washer in action. We let prospective buyers, who are responsible, take the machines home and try them out, and frequently deliver three or four machines a day. As many of our customers are wives of railway men who only get paid once or twice a month it is frequently necessary to make arrangements for payment. We con-

sider cash as payment within thirty days. After that time an extra five dollars is added and the payments run $25 down and $10 a month. This is not only a profitable way of doing business but is a business getter, as it gives many people a chance to have an electric washer who would otherwise be unable to buy one.



The original of the above ad. occupied a space nine inches square. It proved very successful in bringing out a crowd among which were many prospective buyers.

Combination Affair

On Saturday, April 5, the firm held a combination demonstration at which electric washers were handled by a representative direct from the factory, while a gas burner, phonograph and vacuum cleaner were also shown. In the advertisement which was used to announce the demonstration the people were told that something was to be given away. This is nearly always an effective drawcard. In this case those who came to the store were given pop corn, which was popped over the gas burner. A number of sales were made, and a splendid list of prospects secured. These will be followed up carefully.

Just how effective the George A. McMurtry Co.'s sales efforts are may be gathered from the fact that washers were sold at their demonstration and a long list of prospects secured in spite of the fact that at the same time the Hydro shop was holding a demonstration of several lines of washers, vacuum cleaners, electric stoves and other appliances.

Keen Competition

To add to the keenness of the competition another large hardware firm put on its annual spring opening, featuring nine demonstrations. It is interesting to note, perhaps as a side issue, the aggressive manner in which these two St. Thomas hardware firms are going right after the electrical business in spite of the fact that the Hydro shop has the advantage of being operated by the public funds. The hardware men are not only going after the business but they are getting it.

After Accessories Too

The George A. McMurtry Co. is not only building up a steadily increasing business in electric washers but its sales of auto accessories have been growing rapidly. The firm claims it has the largest and most complete stock of accessories in the city, and has adopted as the motto for its accessory department, both in the store and in its advertising, "A part for every Ford." Sales are increased by steady newspaper advertising backed by window displays. As will be seen from the illustration accompanying this article prices of everything shown in the window are marked plainly. The window displays are changed frequently and are always kept neat and attractive. As a result of advertising and window displays, and the service it has given, the firm has so impressed itself upon the minds of many car owners that when they want accessories they never think of going to a garage but head for the hardware store, because they know they can get what they require.

Displayed in Store

In the front of the store in a prominent place, accessories are displayed in a silent salesman. The stock is kept looking at its best. Right across from it are shown electric washers. These are frequently changed around but they are always kept right where customers cannot fail to see them. The window display shown in the illustration was arranged by R. R. Foster, of the firm.

Display in the store as well as in the windows is a feature that has brought big results. All along one side of the store are arranged shelves of aluminum and kitchen ware. In the stove selling season a display of heaters, and gas, electric, coal and wood stoves is to be seen in the store. The firm has sold as many as fifteen stoves in one day.

The paint department is another section that is a sales producer. The firm sells quantities of paint to house owners, and selis a lot wholesale also to the painters. Advertising in the newspapers backed by displays in the windows and in the store, has brought the sales alonz steadily.

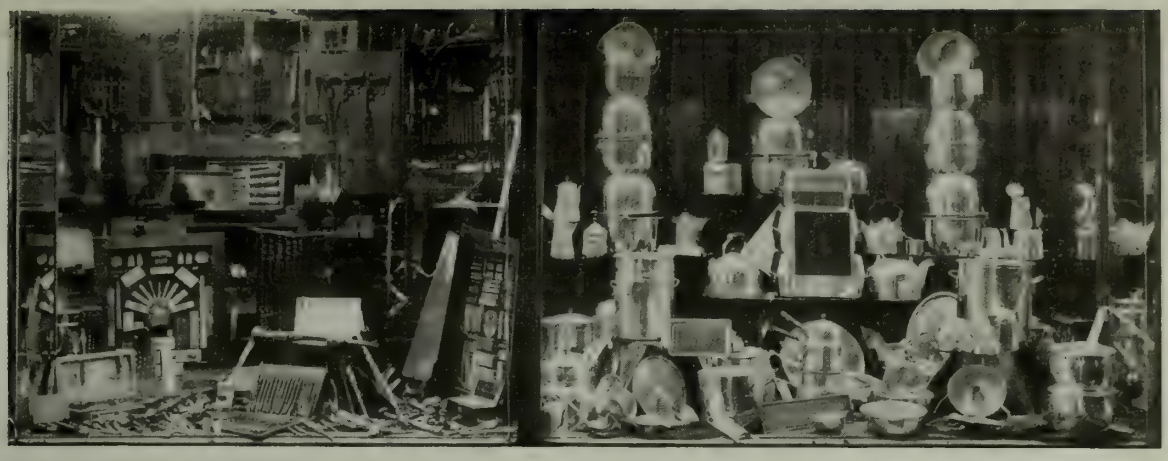
One of the latest lines to be added to the stock is electric vacuum cleaners, and by going after business in this department in the same way they have gone after it in electric washers, paints, stoves and other goods, the firm expects to get the same results.



This shows a general type of advertisement used. The original was 4½ by 7½ inches. Seasonable lines are featured with a special section in which vacuum cleaners or electric washers are talked about every couple of days.



Window displays of auto accessories al ways result in increased sales says the proprietor of the Geo. A. McMurtry C o. The displays are changed frequently. Note that prices are given of everythin g shown.



A well arranged window display of tools always carries a strong appeal to a very large percentage of people and will result in direct increases in sales especially from now on when the building season is brisk. A window display of aluminum goods is also a sales producer and lends itself readily to making an attractive showing.

Keep Your Store Windows Attractive

Why the Usual Display Makes the Most Favorable Impression When it is Below the Level of the Prospective Customer's Eye — Importance of Always Keeping Windows Clean and Bright and Filled With Seasonable Goods

The question of the window base or floor is an important one. Shall it be high or low, flat or in graded elevations? It makes all the difference in the world in displaying goods whether they are properly shown or not. Some experts advise placing goods on the level of the eye. This means that the observer stands with chin horizontal and looks into the window and the goods are in line with his eyes. Rather high for most displays, is it not? And then, too, all people are not the same height.

Generally speaking the usual display makes the most favorable impression when it is from two to two-and-a-half feet below the level of the average person's eyes. This means that windows must be lowered, others raised.

Some One Responsible

Some one person of the store force should have charge of the property room and see that everything is kept clean and properly cared for when it is not in use. Colored papers and cloths for drapings should be wrapped and put in boxes, Christmas decorations stored and labelled so that they can be found when wanted, patriotic trimmings in a section by themselves. In this way there will be a continually increasing accumulation of window dressing supplies which can be used in endless variety.

Background Important

The window background is of equal importance with the arrangement of the floor. The background should not be so high as to cut off the view of the store within, nor to shut out light from the street. It cannot be eliminated altogether or the display will look vague and without beginning or end. Probably a background of three feet will give the most general satisfaction. Sometimes this will need to be built up higher for special displays, but rarely should it be lower. The background can be of oak panelling to match a polished hardwood base, wall boards, a curtain of some soft, neutral color on a rod, or any other preferred arrangement.

Make Goods Stand Out

The illumination should be such that the goods within the window are thrown into relief. Too often the light in the



The illustration shows a combination display either one of which carries a seasonable appeal. An attractively dressed window of paints, varnishes and brushes is especially timely just now and will boost sales in those lines. Note in the above display the appeal not only to the property owner but also the man who owns an auto.

store window dazzles the eye of the beholder, in place of being thrown directly upon the goods themselves. The light, however, should never be so bright as to be objectionable. A soft, clear glow is always better than a dazzle. The height, shape and location of the window will all govern its method of illumination.

Some General Rules

As for the dressing of the hardware window itself, it is impossible to lay down more than general rules.

1. The display should be seasonable.
2. It should be of a few closely related articles.
3. It should never confuse by a large showing of many things.
4. It should be changed at least once a week.
5. It should be planned for in advance at least six weeks.
6. The window should never be given to any concern for their use without reasonable compensation. It is the most valuable part of the store from a selling standpoint.

Keep Up to Date

7. The window should never give place for one hour to a program or announcement card which is out of date. It gives the bystander a very bad impression
8. Have a regular time for dressing the window.
9. Make some one person responsible for the doing of it and have him submit his plans to the proprietor for approval before the work is begun.
10. Co-relate the window display and the newspaper advertising.
11. Goods which are marked with a price bring more business than those without the price.
12. Moving features operated by clock work or some other device very often attract trade.
13. No matter how beautiful a window may be it is not successful unless it sells goods.

Have Point of Contact

14. Objects may be used to attract attention, such as war souvenirs, etc., but they must have a point of contact with the articles displayed.
15. Keep track of the amount of goods sold of each kind displayed in the window while they are shown. This will give valuable selling hints as well.
16. Be sure to observe special holidays in the window trim. It marks a store as up-to-date.
17. Do not be satisfied with just "setting" things in the window. Arrange them so they will tell a story.
18. Study trade publications and other live windows for suggestions.
19. In dressing a window, put in goods just a little in advance of the season—but not too far.

You will be surprised how often people will come in in a month, six months, or or even long after, and say: "I saw such and such things in your windows a little while ago," not realizing just when it was. There is no doubt that well-dressed windows make lasting impressions of high selling value.

Study Your Windows

The window should be spotlessly clean and re-dressed at least once a week. Study your own windows with the idea of making the most of them. Sometimes a very little ingenuity will put a window all to the good.

There was an Eastern dealer whose hardware window was high, rather narrow and staring in appearance. He concentrated on the problem, and this is what he did.

He had a broad band of rich crimson two feet and a half deep, painted right across the top of that window. There was a gold band at either edge, outlined with black. On the red were the letters in gold and white "—— For Hardware." It showed up about ten times as well as his weather-beaten sign over the door, and really put his store on the map. You couldn't look up or down the street without seeing it first. It just demanded attention. Besides that, it lowered his window and gave it much better proportions.

Seeing how well this plan succeeded a hardware merchant in a nearby city lowered his own windows with a border of prism glass in leaded frames. The effect was very rich and the prism glass lighted up beautifully at night.

WANT EARLY CLOSING

The hardware dealers in Ottawa have petitioned the Board of Control to pass the necessary by-law closing all hardware stores in the city at seven o'clock every day in the week, including Saturday. The petition being signed by a sufficient number of dealers, the board will agree to go ahead with the necessary legal requirements.

Current Events in Photographs



SIR DAVID BEATTY IS NOW OUT OF WORK

It must seem rather strange for Admiral Beatty, after nearly five years of ceaseless night and day patrolling of the Atlantic to find himself out of a job. In the photo he is shown entering St. George's Hall at Liverpool with the Lord Mayor who presented him with the freedom of the city. The trim, natty uniform of the great leader of the Navy makes rather a striking contrast with that of the Lord Mayor.



A GOOD PLACE TO "REST UP"

A simple, bare room, this used to be. Now, with a few chairs and tables in it, and curtained windows, it makes a cozy club room where the men can come to eat their lunches, smoke, and have a game or two.

MAKING BORROWED IDEAS WORK

MY MERCHANDISING JOB TO-DAY

Take a Plan From a Manufacturer, Another From a Wholesaler; Combine Them and Make Them Yield a Profit in Retail Business —That Gives an Idea of How This Concern's Policy Works Out —A Number of the Plans, and the Results They Bring, Are Described Here by the Merchant Who Uses Them

By WALLACE J. STEBBINS
OF THE STEBBINS HARDWARE COMPANY

(Reproduced by courtesy of "System")

MY biggest job is carrying a notebook. At least, that is the part of my work that yields the biggest share of profits.

Into the notebook go all the good plans that I encounter. The only test that I apply before I write them down is: "Can we use it in our business?"

My brother keeps a similar notebook. And out of the two comes the grist of ideas which make our business progressively profitable.

We believe thoroughly in the value of the other fellow's idea. We seize every workable plan that comes our way; we never let go of it until we can supplant it with a better.

Unusual Conditions

In the next few months we expect to meet unusual conditions, and to overcome them—with the aid of our notebooks full of ideas. If you were to ask me what is my merchandising job to-day, I would answer: "Meeting the difficulties by the aid of the other man's ideas."

We do not always use the plan just as we find it; 9 times out of 10 we have to change it to suit our particular requirements. Often we combine outside ideas, change them a little, and evolve a result that pays us better than the original idea paid its originator. It does not follow that we have any special ingenuity; give nearly any business man something to start on and he can improve it, I believe. The out-of-the-ordinary part of our method is not that we improve the ideas, but that we deliberately accumulate them.

Rack for Mowers

Take, for instance, a comparatively small plan which we use in our business, a rack for lawn mowers. The floor space that a stock of lawn mowers requires for display in the average hardware store is out of all proportion to the sales and profits. Most merchants in our line of business realize this fact.

Several years ago there appeared in a trade paper a diagram of a wooden lawn-mower rack which had a good many advantages over the usual method of leaving on the floor. But the rack had a good many disadvantages; so we stowed the clipping away and waited.

A year or so after that I was on a hunt for ideas when I encountered an entirely different type of wooden lawn-mower rack in a Minnesota store. This too had its drawbacks.

Worked it Out

Off and on I gave a lot of study to the question of handling lawn-mowers during the next few months. Then one day I called in my assistant and gave him instructions to work out a rack that would serve our purpose. Pretty soon he had laid out plans for a rack that eliminated the flaws of the other two, and combined their good points; and for good measure it accommodates our weather strip stock. In the winter months the whole rack is given over to weather strips; in the spring these are pushed over to one side, a few more joints of pipe are screwed in,

and the rack displays 15 lawn-mowers as well as the weather-strips. That's what I mean by adopting the other fellow's ideas to your own needs and improving them.

Makes Many Notes

I mentioned that I saw the second type of rack while I was on a hunt for ideas. Perhaps that requires a word of explanation. My brother and I take frequent out-of-town trips, armed with a pencil, a carpenter's rule, and our old standby, a notebook. In the notebook we have already written down questions that we want to get answered. In it, as we visit other stores, go the answers; we make sketches of stockkeeping methods; we preserve small slips and price tags for future use by pasting them in; we accumulate dozens of good forms.

By the time we get back home we have more money-making plans than we can put to work in years. But that does not deter us from going in search of others in a few months. We usually get hold on each trip of at least one method that we instal at once and that one idea generally makes enough money for us in six months' use to pay for a dozen trips.

Can be Put to Work

We decided several years ago that we wanted to know how many customers one salesman should handle in a day. So we wrote to a number of concerns in our line of business and put the question down in our notebook for investigation on the next trip.

Some of the concerns we wrote to had never thought of keeping track of that point. But they started in right away and in a month or so supplied us with their figures; others answered at once. And about a week later my brother made a short trip.

Our collected figures showed that the salesmen of one concern were averaging 225 sales a day; another store was getting only 75; our figure of 125 seemed just about the average.

But we are not content to remain at the average figure in any branch of our business. We are constantly aiming for the best mark attainable—and these figures had just shown us that our facilities for serving customers quickly were not all they should be.

Not Completed

The results of that investigation are not yet completed. We are still improving our methods of display, re-arranging our stock, working out plans to save the salesman time. But right now in some of our departments each salesman makes sales to more than 225 customers every day; in others we have not been able, so far, to increase the figure beyond 175. But our average is close to 200, an increase of 60 per cent. that we can trace directly to our business habit of getting the other man's idea and putting it to work.

We accomplished this by making our sample displays easier to get at, and the stock more accessible. We have different methods in different departments.

Build the Futures

We build most of our unusual fixtures and devices in a little workroom that is tucked away in a corner of our third floor. Two men have the task of working out our new methods there. They will build, for instance, a new set of drawers to hold our padlocks. When the set is completed they tear out the old shelving and build in the new—while the store is closed, if possible. Thus when the salesmen of the department leave at 6 o'clock their stock is arranged by the old plan. When they return next morning at 8 it is in the new drawers, ready to sell.

Our store is constantly being remodeled, a little here and a little there. We are never satisfied with everything as it stands. We get used to a new method of sampling key-blanks, for instance. Then in perhaps two years we learn of another plan so much better than the one we are using that we have to substitute it, or else forgo a profit. Result? Out comes the old fixtures, in go the new. And by that time we have a plan for reorganizing the cutlery repair department.

Not all our plans require rebuilding or remodeling of the store, however. Often we change other parts of our business.

An Idea Brought In

Last summer I happened to pass through a city in the summer resort region of Michigan. From force of habit I called on the leading hardware merchant there. And from a few minutes' talk with him in his store I got a good idea for our business. It was just at time when Government supervision was beginning to direct all steel into essential channels. Hardware dealers were required to show that every pound of steel they sold was going into essential work. We had as yet not worked out a plan to supply us with information on which we could base this guarantee.

The Michigan merchant, however, had developed a pledge card which he made his customers sign before they obtained steel goods — a pledge that the goods which the customer bought at the time and all the goods that he might buy in the future would be used only in essential work. That card was exactly what we wanted.

Took it Bodily

We took it over bodily, and by the time the armistice was signed we had accumulated several thousand signed cards. The plan afforded us a definite proof that our goods were sold for essential use; if the customer violated his pledge no blame could attach to us.

A method that we have adopted within the last few weeks enables us to change our window display in about 20 minutes, except for the floor. If we change the floor trim it takes us about two hours. Perhaps what this means can best be explained by saying that one of our competitors has had his window empty for 10 days now; how much longer it will be before he has the job completed, I don't know. But I do know that he has lost several hundred dollars in sales if his windows are as valuable to him as ours are to us. We can sell six times as many of a given article at a fair profit by putting a sample in the window with a price-tag as we can sell at an actual loss by spending $100 in newspaper advertising.



THE MEN LEARN TO SELL HERE
New men start their selling behind this "kindergarten" counter, as Mr. Stebbens calls it. It quickly proves whether they "have the makings."



THE "NEW METHODS" WORKROOM
In this workshop two men are all the time building unusual fixtures and display devices, thus materializing in wood and metal the ideas that Mr. Stebbens and his brother borrow from other concerns.



HE HAD TO "HUNT AND ASK," FORMERLY—
The display cases shown here, used at one time by Mr. Stebbins, were time-consumers, as the salesman had to rummage through several drawers before he found what the customer wanted.



—BUT NOW IT'S IN PLAIN SIGHT
The same goods are now displayed this way. The customer selects from a sample board. The salesman instantly finds the stock in a numbered drawer right behind the board.

Change Quickly

We got from a Cincinnati merchant, who has back of his window made up in steps, the idea which enables us to change our window-trim so quickly. He dresses an extra set of steps, then tears out his previous window trim and substitutes the new one for it. The job takes about a day, and he loses the display value of the window for that length of time.

We have worked out a method of panels made up with a fine wire screen stretched on a frame. On this we fasten the velvet and then fasten the goods on the velvet by sewing it with fish line so that the netting supports the weight. The panels are interchangeable. Consequently we take out one panel and slip in the new display in about two minutes. Then we substitute the next panel, and the next. Our window is trimmed all the while; and in 20 minutes the whole display is changed.

The instances I have cited of borrowed ideas may tend to give the impression that we adopt only the methods of other hardware dealers. Not at all. A good many of our best plans have come from concerns in lines of business entirely different from our own, and some of these plans, so far as I know, have never been used in another hardware store.

Empioyees' Club

Take our employees' club, for example. For some time my brother and I had been wondering whether we might not work out a plan by which our men—there are only 50 of them—could have a club like the employees' clubs of some big corporations; and we mentally specified that we did not want a club just for the sake of having one but for the good of it. Finally we helped a few leaders among the men to organize a club, in the face of opposition from some of the other men.

We have no space in our store for club meetings or anything not immediately concerned with the sale of hardware. So crowded are we, in fact, that our men had never had a place where they could eat the lunches they carried from home.

We turned over to the club a good-sized room which we rented in an office building nearby. Then we furnished it with a few folding chairs and a table or two. Within a day the men started eating their lunches there. Then they decided that a small gas stove would increase their comfort because it would enable them to have coffee with their lunches.

Fixed it Up

Pretty soon they built shelves in the coat locker and filled them with china and glassware enough to serve 50 people.

They bought curtains for the windows and carpets for the floor. They purchased table covers and checkerboards. They added a good-sized sum to a Christmas gift the firm made the club and bought a few big leather chairs. They have kept improving the club-room out of the dues of less than a cent and a half a day from each of 43 men.

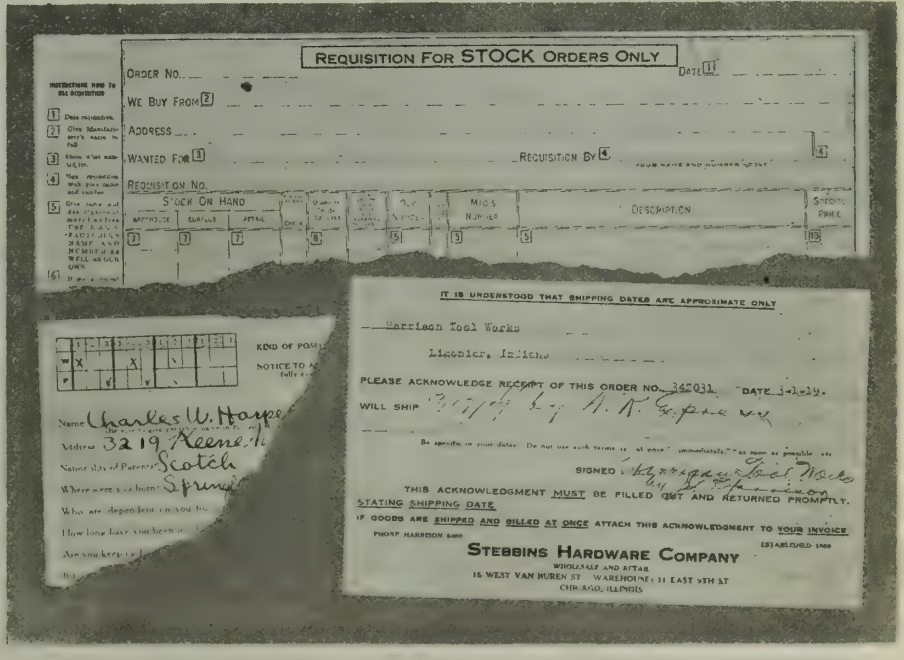
The club has a dinner once a month; two of the men from the store slip over to the room about 4.30 in the afternoon and get the meal. They all sit down to the table as soon as the store closes. After dinner a few of the men wash the dishes, while the rest of them play cards and checkers, and smoke.

Only the Rent

The cost of the club to the firm is merely the rent of the room. The only rule we have made is that no gambling shall take place there. We leave to the men the enforcement of the single rule and are satisfied to leave to them the making of all other regulations. They make them, too; and one or two violators have been given good stiff, disciplinary treatment by the club officers.

Does the club pay us? I asked one of the men the other day how the other fellows felt about the club. "W. J.," he

Continued on page 68


REQUISITION FOR STOCK ORDERS ONLY

ORDER NO.

WE BUY FROM

ADDRESS

WANTED FOR

REQUISITION BY

REQUISITION NO.

STOCK ON HAND

DESCRIPTION

IT IS UNDERSTOOD THAT SHIPPING DATES ARE APPROXIMATE ONLY

Harrison Tool Works

Lincoln, Indiana

PLEASE ACKNOWLEDGE RECEIPT OF THIS ORDER NO. 342031 DATE July

WILL SHIP

SIGNED

THIS ACKNOWLEDGMENT MUST BE FILLED OUT AND RETURNED PROMPTLY, STATING SHIPPING DATE.

IF GOODS ARE SHIPPED AND BILLED AT ONCE ATTACH THIS ACKNOWLEDGMENT TO YOUR INVOICE

STEBBINS HARDWARE COMPANY

WHOLESALE AND RETAIL

15 WEST VAN BUREN ST. WAREHOUSE: 21 EAST 5TH ST.

CHICAGO, ILLINOIS

THREE "BETTER" PLANS—BORROWED FROM 20 CONCERNS
Plans in at least a score of concerns were studied before these forms were designed. The numbers on the upper sheet make it foolproof. The ruled box on the applicationblank helps in hiring. The acknowledgement keeps stocks complete.

EDITORIAL COMMENT

ONE of these fine mornings the world will awaken to read that a new feat has been accomplished and that a successful air flight has been made across the Atlantic.

* * *

THE successful business man facing a doubtful situation in general conditions sees all the more reason to hustle. He pushes harder for business and usually gets all he can handle.

* * *

CROP CONDITIONS GOOD

REPORTS from all parts of the country indicate that the wheat acreage this year will be very large. The unusual weather conditions have resulted in the winter wheat being in better shape now than for many seasons past. In many places in former years, as a result of heavy frosts and other climatic conditions, there had been a great deal of deterioration. This year the average condition of the crops up to the present time shows up most satisfactorily. All this means that there is likely to be a big demand for binder twine. From the West come reports that indicate heavy buying of farming implements and machinery in anticipation of handling big crops.

THE BUSINESS SITUATION

IT is important, in judging trade conditions to keep in mind the fact that the reduction in our business activity has been from a peak that, until the climax of the war, had never been attained. Relatively to the latter part of the war period, business is indeed being conducted on a restricted scale. Relatively to any other period, however, it is being conducted on a large scale, and though readjustment, with its great mass of conflicting elements, is in progress, we have evidence of a far more sane and orderly adjustment of affairs than many had hoped for.

From the angle of the money market, the demand for commercial funds has grown sufficiently less urgent, since the early part of the year, to bring about an easing of rates. General business throughout the country is sound and well sustained, and despite continued readjustment, it ought to be even better sustained when the present waiting attitude is abandoned by those people who think that prices of material and labor are higher than warranted, and are about to drop far down.

TAKING THE DISCOUNT

LOOKING at it in one way, two per cent. does not seem to be a matter of great consequence to the merchant, yet a cash discount taken on every available occasion will, in a year's business, amount to a very considerable sum and will prove a very comfortable nest egg to use in furthering the business. But this is not all. The merchant who takes his discounts regularly achieves a position with those he deals with that in itself is a valuable asset. To the wholesalers' credit man, the merchant who takes his discounts regularly stands out as a preferred risk. He shows himself alive to every opportunity, an aggressive, far-seeing, careful business man. This is a reputation that is worth earning. These are points worth pondering and to give added food for thought. Here is a table taken from the "Credit Men's Bulletin" that demonstrates very forcibly the actual money value of a habit of paying cash when applied to the year's purchases:

1%	ten days, net thirty days	18%
2%	ten days, net thirty days	36%
3%	ten days, net thirty days	54%
3%	spot cash, net thirty days	36%
5%	ten days, net thirty days	90%
6%	ten days, net thirty days	108%
8%	ten days, net thirty days	142%
2%	ten days, net sixty days	144%
3%	ten days, net sixty days	216%
2%	thirty days, net sixty days	24%
5%	thirty days, net four months	20%
3%	thirty days, net sixty days	36%

REMOVING EYESORES

THE council at Glencoe, Ont., has just passed a by-law which hardware dealers in many parts of the Dominion might urge their civic fathers to adopt, not only in the interests of business but of town improvement and reduction of fire hazard. In Glencoe there are some old buildings which not only detract from the appearance of the town but are in such a condition as to be unsafe, it is stated, and

a constant danger from fire and risk of accident. The council deeming it advisable in every way that these should be removed has passed a by-law giving itself power to "pull down or repair at the expense of the owner or owners thereof, any building, fence or structure, which, by reason of its ruinous or dilapidated condition, faulty structure or otherwise, is in an unsafe condition as regards danger from fire or risk of accident." The by-law is not only passed but it is to be strictly enforced, and it is expected that material benefit to adjoining properties will result, besides perhaps reducing insurance rates. There are hundreds, perhaps thousands of these old buildings in the various towns and villages of Canada. Many of them are too far gone to do anything with but tear down, but unless the councils take action such as was taken at Glencoe, the structures will remain until they either fall down or burn.

MUST MAINTAIN QUALITY

ADVERTISING a poor article is bad business at any time. People who are led to believe that they are getting something worth while in responding to an advertisement and then find out they have been fooled are not only disappointed but tell their experience to numerous friends. The public has learned that in the great majority of instances advertising is a protection to the buyer against inferior quality. When a firm advertises it calls sharp attention to the good points of its product, so that people who use what the advertiser sells are alert. They look out for and expect the advantages described in the advertising. The goods have to live up to the description, for if they fail to do so, the advertising will hurt more than help.

ARRANGING SETTLEMENTS

MAY Day is likely to see a great deal less trouble in the industrial world than many thought possible two weeks ago. Not for a long time had there been so many threats of strikes and demands upon employers. Many of these have been amicably arranged in the past few days, and others are in the process of adjustment that leaves room for every hope that strikes will be averted. From the standpoint of many retailers the settlement of the trouble between one of the express companies and its employees is especially gratifying. Hardware men and other merchants who had to depend largely upon this one line were seriously inconvenienced when the service was discontinued. The settlement of threatened troubles in the building trades in many parts of the Dominion is expected, and it is hoped that this may help in stimulating construction work. There is a lot of good business in these lines in sight but some of it has been held up until those who planned work are satisfied that if they start they will be able to finish.

WHAT OTHER EDITORS SAY

WHILE great care must be employed not to demoralize the labor situation, with all the dangers that would follow, still we believe the business situation is so sound, and so much enterprise and production work is waiting only for a chance to start on a sound and safe price basis, that if the price situation was allowed to take care of itself, and buyers knew that no artificial control was being exerted, prices would soon adjust themselves to actual conditions, and business would steadily increase in volume. Neither would the freedom of negotiation between buyer and seller lead to any severe declines, nor would labor be affected except favorably by increased employment. What we need is consumption, and it is knocking at the door eager to be taken care of. If prices are left to their natural course, as governed by cost, supply and demand, and Government efforts limited to the placing of generous orders for its requirements in an open market at the best prices obtainable, we predict that with very little temporary unsettlement the trade of the country would become very active, and in cases where values are below costs advances would follow. The demand for labor would be increased and the wages paid would be commensurate with the cost of living, and the improved position that the worker is to enjoy in the future.—"Steel and Metal Digest."

* * *

MORE than six months ago the City Hall decided to appoint a commission to provide more housing. At the time, Finance Commissioner Bradshaw stated that the commission would be appointed at once so that it would have its plans all ready to commence building in the spring. Spring is here and the commission, while tentatively named, has not been appointed, and the chances of a big building programme under civic auspices getting under way during the summer are becoming slim.

The city is faced with no more urgent problem at this time than the provision of houses for its citizens. At least five thousand more houses are needed for the population now in the city, and two to three thousand more will be required for the multitude of soldiers and their dependents who will arrive during the next three months. —Toronto "Star."

* * *

ADVERTISING is an evidence of community loyalty as well as good business.

Advertising will do more than build your business. It will build your community.

It will encourage the people in your community to buy at home more.

It will counteract the effect of outside advertising and keep so much more money in the district.

And your community, after all, is only the aggregation of yourself and the rest of us.

Advertising to-day is, therefore, the business and the patriotic duty of the business men in this community.

And the logical medium is your home paper, as it reaches every buyer in the whole district.—"The Commoner," Armstrong, B.C.

* * *

THE public is now floundering in a welter of opinion as to what is for the good of the country, whether a shake-out in values that will furnish a basis upon which market activity can develop, or the sustaining of prices until business is ready to go ahead on such prices. Is it for the good of the country that prices should be maintained or that they should be reduced? Rarely is the question put so baldly, yet nearly all discussion of economic conditions and business prospects revolves around this question even though it does not face it. It would be good if men would address themselves squarely to this question.—"The American Metal Market."

EVENTS IN THE TRADE

Business Changes

Rathwell, Sask.—W. L. Dawkins succeeds W. A. Caswell, hardware.

Lachine, Que.—J. A. Denault is negotiating sale to the LaSalle Hardware Co.

Shelburne, Ont.—J. A. Crawford has purchased the hardware business of D. F. Smith.

Beatty, Sask.—The Dafoe Hagglund Hardware and Supply Co. has purchased the business of A. C. Gerow.

Lougheed, Alta.—Messrs. Shouse & Newberry have purchased the Lougheed Hardware Co. from Messrs. Moss & Bullock.

Ayton, Ont.—T. N. Meyer & Son have dissolved partnership, T. N. Meyer taking over the business at Neustadt, Ont., and J. E. Meyer, the branch at Ayton.

New Firms

J. G. Tweddle, who recently purchased the hardware business of A. E. Nichols, at Fergus, Ont., is re-opening this week, having completed stocktaking.

Fire Losses

The premises of C. J. Wyers, hardware, Brandon, Man., were damaged by fire.

The mop factory of J. H. Hammond, at South Stukely, Quebec, was damaged by fire.

A loss of several thousand dollars was caused by fire and water in the premises of the Canadian Pneumatic Tool Co., Ltd., 345 Craig St., Montreal.

Obituary

The death occurred at Mount Dennis, Ont., of N. O. Ramsden, hardware.

The death occurred at New Liskeard, Ont., of Robert Gibson, for many years a member of the staff of the Taylor Hardware Co., at Cobalt, Ont.

John Lennox, aged 60, head of the firm of John Lennox & Co., Hamilton, Ont., trunks and leather goods was drowned on Wednesday at his summer home at the Beach, near Hamilton.

Personals

D. A. Macnab, of Orillia, Ont., was in Toronto on business during the week.

Armand Rivet has accepted a position with Fortier & Beauchesne, hardware and furniture, Sturgeon Falls, Ont.

Philip Lanthier hes resumed the position he held before going overseas as clerk in the Cochrane Hardware, Ltd., Sudbury, Ont.

Albert Michaud, of Adam & Michaud, Sudbury, has joined the firm of Michaud & Levesque, Sturgeon Falls, where he is employed in the hardware department.

E. V. A. Kennedy, of the Imperial Oil Co staff at Sarnia, Ont., has been aupoited treasurer. N. C. Copeman of the costs department is being transferred to Toronto.

Wilbert Lendon, son of H. Lendon, Leamington, Ont. has returned after serving for three years overseas with the Transport Corps.

Frederick Moore, general manager, Benjamin Moore & Co., West Toronto, left on Wednesday night for New York on a business trip.

E. F. Hibberd, general purchasing agent, Brandram-Henderson Ltd., Montreal, was in Toronto Wednesday and Thursday of this week on special business.

J. F. Sutherland, of St. Thomas, Ont., who enlisted in the 1st machine gun corps, and saw nearly four year service in France, is resuming his position with the George A. McMurtry Co.

Major Phillip Walker, of Walker's, Ltd., Winnipeg, has returned after being in France since 1914, and is now back at work.

Chas. R. Thompson, of the sales department of C. C. Craig Co., Winnipeg, has returned from Saskatoon, calling at the principal towns on his way back to Winnipeg.

F. A. Healey, a buyer in the hardware department of Revillon Freres, Edmonton, has left for Vancouver, where he has a position with the Pacific Roofing Company.

Prior to his departure from Sarnia, Ont., J. H. Archbold was the guest of honor at a banquet tendered him by the heads of the various departments of the Imperial Oil Co., and was presented with a handsome diamond stickpin. Mr. Archbold, who was assistant treasurer at the Sarnia offices, will be assistant auditor at the head office in Toronto.

Trade Notes

Trudeau and Lemay Foundry, Acton Vale, Quebec, have dissolved.

The Kelly Hardware Co., Ltd., has closed its business at Brandon, Manitoba.

S. B. Andrews, tinsmith, Minnedosa, Manitoba, has added a hardware stock to his other lines.

The plant of the Empire Paper Products Co., of Sombra, Ont., is being moved to Sarnia, Ont.

Wm. A. Dubuc has registered partnership in the W. A. Dubuc Hardware Co. at Fort Saskatchewan, Alberta.

G. T. Clarkson has been appointed interim liquidator of the Alloy Steel Works Ltd., Toronto, manufacturers of castings.

The Wilson Auto Specialties Co., formerly 20 John St. S., Hamilton, Ont., have moved their wholesale department to 17-19 Main St. East.

The Hampel Paper Box Co., of Brantford, Ont., has leased premises and will open a branch factory at Woodstock, Ont.

Canada Doors and Trim, Ltd., a new concern, has taken over the business of the Knight Bros. Mfg. Co., at Meaford, Ont. J. A. Sinclair, formerly with Seaman Kent Co., is manager.

Electrical Sales Engineers, Inc., and Koch & Sandidge, of Chicago, have been succeeded by Paul W. Koch & Co., 19 South Wells Street.

T. B. Chalk and J. R. Kennedy have leased the Barrett milling property at Port Hope, Ont., and will commence the manufacture of veneer.

George C. Kaitting, of Galt, Ont., has purchased the McKay Carding mill property at Galt, and will convert it into a factory for the manufacture of washing machines.

Speaking of business conditions, the John Stevens Co., Ltd., wholesale plumbing supplies, Winnipeg, stated that there had been a decided improvement shown during the past week, and if the same improvement continued for a month, business would be about normal again.

Montreal News

The M. Philbin Hardware Co., Montreal, is opening a branch store on Bleury Street.

Herman Croxall, of the National Hardware Co., Orillia, was in Montreal recently.

Mr. Richardson, of the Canadian Warren Axe and Tool Co., was in Montreal territory this week.

John A. Frazer, sales manager of Lewis Bros., Limited, Montreal, was in Ottawa this week.

The Bissell Carpet Sweeper Co. of Grand Rapids, was represented in Montreal recently by Chas. Bass.

G. R. Muzzy, representative for the Bemis and Call Hardware and Tool Company, was in Montreal this week.

Alfred Goyette, retail hardware dealer, Ontario Street, is opening a branch on St. Denis Street.

Jesse H. Stanton, of the Turner and Stanton Co., Norwich, Conn., makers of wire specialty goods, was in Montreal recently.

Winnipeg Notes

W. T. Parker, proprietor of the Wood Hardware Co., Regina, is in the city this week. He reports business in Regina is brisk in all seasonable lines, and is looking for a big year's business.

A. L. Fitzgerald, sales manager for Merrick-Anderson Co., has left for the West on a short business trip.

H. C. McIntyre, manager of the J. H. Ashdown Co's wholesale plumbing department, will leave shortly for a trip through the West, calling at the larger centres in Manitoba and Saskatchewan.

Maritime Notes

Alexander Fraser, sr., who for many years conducted a general store in Rexton, N.B., is dead at the age of eighty-seven years.

S. E. Elkin, M.P., managing director of the Maritime Nail Works, Ltd., St. John, was added to the directorate of the Nova Scotia Underwear Co., at the annual meeting held in Windsor, N.S.

The Rogers Hardware Co., of Charlottetown, P.E.I., has purchased a site and will erect a building, which will enable the firm to enlarge its stock of their present lines and add building hardware and farm machinerey.

The Maritime Foundry Co., Ltd., head office Chatham, N.B., and capital stock $45,000, has been incorporated on petition of A. S. Creighton and H. A. Powell, of St. John, and Chas. O. Morris, of Lancaster.

The newly-organized Retail Merchants' Association of Digby, N.S., has arranged for the observance of Thursday afternoon as a weekly half-holiday from May until September 30.

Incorporations

The Durham Flax Co., Ltd., head office Bowmanville, Ont., capital $40,000; plans to manufacture and deal in hemp, flax, twine and yarn.

Toronto Veneer Co., Ltd., head office Toronto, capital $100,000; plans to manufacture and deal in foreign and domestic veneers.

W. A. Burt, Ltd., capital $40.000, head office, Toronto; plans to manufacture and deal in batteries, battery lamps, battery supplies, auto accessories and motor supplies.

The J. C. Wilson Mfg. Co., Ltd., capital $200,000, head office Belleville, Ont.; plans to manufacture metal casings and carry on a general foundry business.

Perth Flax & Fibre Co., Ltd., capital $40,000, head office Stratford, Ont.; plans to deal in flax products.

Fauver Music Co., Ltd., head office Toronto, capital $40.000; plans to manufacture phonographs and musical instruments.

C. & W. Dolls & Pottery, Ltd., capital $50,000, head office Toronto; plans to manufacture and deal in dolls' heads, dolls and pottery.

Premier Retread Co., Ltd., capital $25,000, head office Toronto; plans to manufacture and deal in tires for autos, motorcycles and bicycles.

Sees High Prices for Some Time to Come; The Outlook in Great Britain



T. B. WILLIAMSON

Buyer, H. S. Howland Sons & Co., Ltd., Toronto, who has just returned from a trip to the Old Country.

T. B. WILLIAMSON, buyer, H. S. Howland, Sons & Co., Toronto, returned on Saturday last from a trip to the Old Country extending over several weeks.

While in Great Britain, Mr. Williamson took the opportunity of calling on many manufacturers and finds that readjustments to a peace basis, while coming around slowly, are coming surely.

"The outlook seems just a little uncertain," Mr. Williamson stated to HARDWARE AND METAL. "Manufacturers using steel are securing supplies in slightly increasing quantities from the Government, and in this respect are hopeful, but the element of greatest doubt to them now is that of labor. The demands being made are enormously high, and there seems no way out."

"Were a manufacturer to release one man to take on another at a lower figure, that would mean an immediate walk-out," Mr. Williamson continued. "There is also not one manufacturer who would take on a returned soldier at a wage less than that paid to men already employed, in spite of the fact that the soldier's producing power might be much less for some months, or perhaps a couple of years. These are elements which I believe are going to result in continued high prices, and, in many lines, increased prices for a very long time to come."

Mr. Williamson stated that when he was in England the situation looked pretty dark. Labor troubles were pronounced, and, owing to demobilization proceeding slower than some wished, there was a tendency to be restless under the delay; materials were not easy to get. "However, in going over the situation on my return on the boat, I couldn't get away from the fact that Great Britain invariably comes out on top. Their troubles are many, but that other countries will experience the same conditions with respect to labor is undoubtedly true. The manufacturers in Canada are getting a big export business now and watching their opportunities closely for a greater expansion in this connection, but it is true also that labor here is watching the situation in Great Britain and may be expected to institute demands that will be in line with their brothers overseas. In view of this, I am convinced that Great Britain is going through her worst period now, and that here, and in the United States, labor demands will be equally insistent and productive of higher wages. That means high prices for manufactured goods, and whereas there have been some revisions downward, and may be more, it seems quite evident some lines may react to higher levels again."

Offers Congratulations On Early Closing Move

It is not very often that a retail firm will devote its entire advertising space to a eulogy of a move adopted by other retailers, especially when the advertising space is three columns wide and eleven inches deep. In London, Ont., however, the drygoods firm of Smallman & Ingram recently gave its entire space to the following message:

CONGRATULATIONS

To Our Hardware Merchants

The announcement from the hardware merchants of London that they will in future close their respective places of business at 6 o'clock on Saturdays is too important a move to pass unnoticed by this store. We are pleased to have this opportunity to extend our congratulations to each and every hardware merchant in this city, at the same time feeling confident that every citizen of London will join with us in this and loyally support and commend you for the stand you have taken for shorter hours, bettering conditions both for for your employees and customers.

Hoping that your example will be quickly followed by all other branches of the retail trade, and that London will lead the way for shorter hours and better service.

We Congratulate You

Smallman & Ingram, some time ago in the face of all sorts of predictions as to what would happen, adopted an early closing policy, and it is stated that it has worked out most satisfactorily in every way.

Boosts Sales of Leather Goods by Monthly Window Displays

"IT is something that a hardware store does not usually carry. We have had the department here for two years now, and it has gone ahead by leaps and bounds," said the window dresser of the Ashdown Hardware Co., at Calgary, when a representative of HARDWARE AND METAL stepped in to compliment him on a fine window display of leather goods.

"I use the window every month for bags and leather goods, and we find the results very gratifying, as there is a difference at once in the sales. Of course, there is always a steady demand, but by drawing the attention of the public every month by means of an advertisement in the papers, backed by the window, people do not forget that we handle this line. The plan we follow is to put on a few lines at a special price, and that draws the trade in. It is, of course, up to the salesman after that. If the article the customer has seen in the window does not suit him, we can generally manage to sell him another line.

"Leather still remains very high, although the prices are guaranteed not to go down, and they may go up. However, that seems to make little difference. If a man needs a kit bag, he will pay the price asked."

Ashdown's keep their bag and trunk department on the top floor, but they take good care to see that it is brought regularly to the front by means of the store window, the great silent salesman of the mercantile world.

Says Cutlery Stocks In West Not Heavy

C. C. Craig has just returned to Winnipeg after a long trip through Western Canada. When seen by a representative of HARDWARE AND METAL he stated that it looked as though stocks of cutlery in Western Canada are not heavy, but that dealers, both retail and wholesale, have been holding off from buying, expecting deliveries would soon start from England, but so far indications of shipments to amount to anything from England had not been very marked, so that buying would soon have to begin with a rush.

Mr. Craig noticed that the holding off had been especially true in the case of pocket knives, but not so much in the case of razors, supplies of which have been coming from the United States, and have been very satisfactory.

A CHANGE AT JOHN WATSON'S

J. P. Ritchie, who has been assistant manager for the John Watson Manufacturing Co., Ltd., Winnipeg, for some years, is now in charge of that business. E. S. Strachan has severed his connection with that company, and is now manager of the Swedish Separator Co., in Western Canada. Mr. Ritchie states that the John Watson Co. are gradually working themselves out of a number of the lines which they have been handling in Western Canada, and will confine themselves more or less to their own lines in future.

JAMES McLARTY BACK

James McLarty, of Cunningham & McLarty, Macleod, Alta., called on the hardware trade while in Winnipeg enroute to his home, after being overseas for the past three years. Mr. McLarty was in the thick of the fight with the Princess Pats, but did not even get a scratch.

Mr. McLarty is well known in Manitoba, having been in the retail business in Killarney and at Homefield. Prior to going into business for himself, he was connected with the J. H. Ashdown retail store at Calgary, also with Marshall-Mitchell Hardware Co., Medicine Hat.

WILL MANAGE ACCESSORY DEPARTMENT

The J. H. Ashdown Hardware Co., Ltd., have appointed H. W. Bland manager for their automobile accessory department in their retail store on Main Street. He has been for the past two years in Ashdown's wholesale accessory department. For over four years Mr. Bland was with Michael Ert Co., Ltd., Winnipeg.

SEES BUSINESS IMPROVEMENT

E. P. Plewes, head of Plewes, Ltd., of Winnipeg, speaking to a representative of HARDWARE AND METAL, stated that he expected that business, which had been very quiet during the last few months, would come in a big rush. He stated that he found on other lines, which are now seasonable, that the sorting orders were never as large as they are at the present time, and he predicted that the same thing would happen with hardware.

ENTERTAIN MALE STAFF

Brandram-Henderson Ltd., Toronto, were the guests at a dinner tendered to the male employees of the company on Tuesday night of this week at the Carls-Rite Hotel. The dinner was held in the blue room of the hotel and the entire male staff from the office, manufacturing, shipping and stock departments was in attendance. After a splendid dinner the evening was filled in by interesting talks by the management and heads of the various departments.

MOVE TO NEW QUARTERS

The Ontario Oil & Turpentine Co. have moved to new quarters at 106-108 Vine Ave., West Toronto. The building is of steel and concrete construction and furnishes the company with what it is indicated are very desirable and commodious quarters. The company have purchased the present building, and with trackage right at the door, are, it is stated, in a favorable position to handle the increased business now being done.

Clerks' Association Has Over 200 Members

The St. John Hardware Clerk's Association, of St. John, N.B., has been organized with a charter membership of more than 200. The object is the promotion of social relations between clerks and better relations between employers and employees. Women clerks are included among the members. The officers are: president, Chas. O. Morris; vice-president, Harry D. Sullivan; secretary-treasurer, R. A. Willet, with a managing committee including one representative from each hardware establishment in the city.

The organization of a wholesale and retail clerks' association, taking in the various branches of trade in St. John, N.B., not otherwise organized, is progressing rapidly, and a committee is now at work on the constitution and by-laws. The association is open to women clerks as well as the men.

Retail store clerks of Glace Bay, N.S., have completed organization and have applied for a charter. Officers were elected as follows: president, B. H. Hill; vice-president, E. Hilton; treasurer, F. Wadden; secretary, A. Rideout; corresponding secretary, Miss A. McAdam. A committee of the new association is endeavoring to arrange for a general observance of Wednesday afternoon as a weekly half-holiday.

Favor Early Closing And Daylight Saving

Efforts of Secretary T. C. Ray, of the Border Cities' Retail Merchants' Association to ascertain the feeling of the members relative to the daylight saving and early closing indicate a decided majority in favor of the scheme. Postal cards were sent to every member of the organization, and of the 88 replies received, all but ten favored adoption of a general early closing.

OUTLOOK FOR LENSES

H. W. Bland, of J. H. Ashdown Hardware Co., Ltd., Winnipeg, discussing the future for no-glare lenses, stated that it all depended on what the Province of Manitoba did this summer. Last year the Government announced a no-glare law, and went to considerable expense in getting experts to find out which lenses complied with the law. As a result there was an unprecedented demand for lenses, and all the wholesale houses and retail stores were swamped with orders. If the law is in force again this year then the same thing is likely to happen. At present, however, the lense business is almost dead, and many of the wholesale houses are well stocked with supplies.

Modern Advertising is Bringing the People to the Retailer

A C. McQUISTION, of Philadelphia, advertising manager of the Westinghouse Co., gave a very interesting address Tuesday evening before the members of the Hamilton Advertising Club after their closing banquet of the season on, "The Uplifting Influence of Modern Advertising."

He pointed out that the antiquated buckboard idea of introducing and selling goods was a thing of the past and that instead of dragging a sewing machine, a vacuum cleaner, or cream separator around the country on the back of a buckboard as in days gone by, modern advertising was bringing the people to the retailer in quest of the goods advertised, and modern advertising was uplifting, creating a desire for better living, better homes, and better conditions, brought about by modern appliances.

He emphasized strongly the advisability of the merchant linking up with national advertising campaigns and "cashing in" on the efforts of the manufacturer to create a desire for his goods. He used as an illustration the high voltage feed wires running from the large power plants at Niagara Falls. "They're no good, absolutely useless, no matter how much energy is behind them," he said, "unless they are tapped and the various localities supplied with energy to operate appliances and to obtain light."

His contention is that national advertising is the high-feed wire, and that unless the merchant tapped it and completed the circuit, the greatest good was not obtained from the advertising, and that the merchant was losing a real opportunity if he did not take advantage of the desire created by such advertising effort.

As an instance he mentioned the programme that the electrical firms in the States outlined. They got together and arranged that whatever else they did they would advertise and push the sales of electric ranges in the month of May; electric irons in June, and electric fans during July, and so on. Each firm kept these goods before the buying public these months, and they urged the retailers to do the same. They urged them to display these lines in their windows and on their counters and to keep them before the public through their salesmen and the medium of the local newspapers. In this way there was a complete circuit and the full benefit of the money spent in advertising would be reaped by all.

In concluding, Mr. McQuistion related the case of the hardware dealer who took advantage of the season to lower his cost of doing business. He could see that it wasn't paying him to conduct his business along the lines which he was pursuing. His two auto trucks were kept busy running around with little orders here and there and he figured his trade didn't warrant that expense so he went about making a change. First he went over his books and picked out a list of good paying customers and then wrote to each somewhat to this effect:

"Dear Sir,—You name appears on our books as a customer, and we are glad it is there and hope you will feel free to order any time such lines as you may require and have them charged to your account. Spring is here and you no doubt wish to have things as beautiful as possible around your home and garden so we taken this opportunity to call your attention to a number of lines which may be of interest to you and may remind you of your needs.

"Kindly check over this list and mark the goods you require and we will have them delivered to you subject to your approval." A fair list of goods were mentioned including garden tools, hoe, rake, shovel, trowel, etc., seeds, paint, brushes etc.

This hardware dealer claimed that the results were worth the effort for the orders came in, and were delivered all at once, thus saving the delivery of many small orders, and the one auto did the work formerly requiring the two.

This is a suggestion which could be worked out in any hardware store, large and small, and especially during the spring and fall seasons.

CHARLES B. SEGER IS NEW PRESIDENT

At the annual meeting of the Canadian Consolidated Rubber Company held in Montreal on Tuesday, a number of changes in the executive were made. Charles B. Seger, president of the United States Rubber Company, which controls the Canadian enterprise, was elected president, and Sir Mortimer Davis and J. B. Waddell were added to the board of directors. W. A. Eden and Victor E. Mitchell, K.C., were elected vice-presidents. As announced in a previous issue of HARDWARE AND METAL, T. H. Rieder, formerly president and general manaer of the company, retires from both offices to become associated with another important enterprise locally.

The board of directors is now composed of: Charles B. Seger, president; Sir Mortimer B. Davis, Colonel Samuel P. Colt, Victor E. Mitchell, K.C., E. W. Nesbitt, M.P., W. A. Eden, R. E. Jamieson, J. B. Waddell, R. C. Colt, A. D. Thornton, H. Wellein, and Homer E. Sawyer, J. N. Gunn, E. S. Williams and Ernest Hopkinson, vice-presidents of the United States Rubber Company. Walter Binmore was appointed secretary; H. P. Nellis, assistant secretary; Hugo Weilein, treasurer, and J. P. B. Daigneau, assistant treasurer.

The Canadian Sanitas Co., Ltd., head office Montreal, capital $100.000; plans to carry on the business of chemists and oil and color men, making paints, varnishes and cements, also electrical, chemical and photographic equipment.



Fork Ferrules

Erie Basket Co., Ltd., Leamington, Ont.—Could you tell us who manufactures ferrules for hay forks, rakes, etc?

These are made by Welland Vale Mfg. Co., St. Catharines; Maple Leaf Harvest Tool Co., Tillsonburg, and you might try the McKinnon Industries, Ltd., St. Catharines. Manufacturers in the U.S. are M. F. Cahill, Boston, Mass., and the Union Fork & Hoe Co., Columbus, O. —Ed.

Electric Vacuum Sweeper

Bonthron & Drysdale, Hensall, Ont.—Kindly let us know if any firm in Ontario is handling the Apex Electric Vacuum Sweeper.

The Ontario representatives are McDonald & Willson, Ltd., Toronto.—Ed.

Clay Birds

W. W. Cooper Co., Ltd., Swuft Current, Sask.—We would like to know who makes the silver bird or white bird for target shooting, or anyone making clay birds for target shooting in Canada.

As far as we can learn the bulk of clay birds come from the Chamberlain Cartridge & Target Co., Cleveland, O. Our records do not show where these are manufactured in Canada as yet. Could any of our readers supply the information.—Ed.

TAKING CARE OF ORDERS

Montreal.—While the strike of the carters has been serious enough, involving as it does some 5,000 or 6,000 men, the hardware jobbers are making efforts to get shipments forward to the trade as quickly as circumstances will permit. Many have trucks of their own and men to run them. Trouble has been experienced in some instances in getting loads through to the depots and to the wharves, but with some police assistance difficulties have been overcome. The sympathy of the wharf and depot freight handlers is being sought, and they would add material difficulty to the present situation if they walked out. More money will probably satisfy the carters, and this may have to be given them. The trade may look confidently forward to the hardware jobbers taking care of orders with reasonable promptness if new difficulties do not arise.

CO-OPERATING WITH MERCHANTS

WINDSOR, ONT.—In response to an invitation extended to the Trades and Labor Council by the Border Cities' Retail Merchants' Association, F. J. Clancy has been appointed by the labor organization as a representative on the retailers' executive. Already he is taking an active part in the work, and this co-operation between the merchants and the labor council has already resulted, it is stated, in a better mutual understanding.

THE CLERKS DEPARTMENT

Edward Filene Tells What to Do When You Get a Good Idea

How to Hold the Right Kind of a "Pull" With the Boss—Ideas Which Develop Into Successful Work Are What Take a Man Along

EDWARD A. FILENE, president of the William Filene, Sons Company, one of Boston's largest retail firms, employing over 2,700 people, has some interesting ideas on "pull." In the *American Magazine*, he says:

Most people who are employed think that their advancement depends upon 'pull" with the boss. They are quite right; it does. Therefore they scheme about for methods by which to attract the attention of the boss, and thereby get a "pull." They are right again. You certainly cannot get a pull with the boss unless he knows you; and in a big place he is not likely to know you—at least not for a year or two—unless you attract his attention in some striking way.

Must Show It

It is all well enough to talk of advancing solely on merit; but I have yet to discover how an employer can ferret our merit unless its possessor shows it in some way. Faithful, plodding service is admirable, and it brings its faithful, plodding reward. Every employer likes to have some of the faithful, plodding kind. But unless he is a stupid employer he infinitely prefers the bright, active spirits who are willing to take any chance, and who express dissatisfaction with their present conditions and salary, not by mere grumbling, but by scheming and planning to make themselves more valuable.

So there really is a great deal to this matter of pull; the trouble comes in defining what "pull" is. It is a perfectly legitimate favoritism, if caused by a special mental alertness on the part of the person who is supposed to have the pull. It is not legitimate if founded on the boss's personal fancy or anything that comes under the general head of "boot-licking."

Most so-called pulls are legitimate. They are recognitions of good ideas and good work. Ideas which develop into successful work are what take a man along. They bring pull and advancement. The trouble is that very few people really know a good idea from a bad one; the failures in life are those who never learn to distinguish one from the other. They find that their ideas do not develop into successful work, and within a few years they are so disgusted that they stop having ideas. They are the people who have only "unlucky" days and who are always envying the "lucky" man.

Luck Is Chance

I found that this notion of "luck" prevailed so largely among our own employees that, instead of trying to say there's no such thing as luck—which isn't true, for there is—we put up a definition of luck. Here it is:

Luck is chance, and chance comes to everybody. When chance comes to the man who is ready for it, he is lucky.

Because the average man depends upon this element of chance to label his ideas as good or bad, he is likely to make a mistake and discard the good ideas instead of the bad ones.

I know this from an experience of many years. I have seen thousands of people come and go. I have seen youngsters rise quickly to responsible positions and high salaries; I have myself tried out hundreds of plans and ideas. I have seen some of them succeed and others fail, until finally it began to dawn on me that there were rules by which to separate the chaff of the bad ideas from the wheat of the good; and that the rules, although not infallible, will insure success about nine times out of ten—which is a good enough working average for anyone. They will save you a lot of the mortification which comes from offering what you think is a good idea, and which turns out to be nothing at all. No end of mighty bright boys have become wooden-headed because of the derision their first plans aroused. They were derided because they were formless; but these boys would not have left them formless if they had obeyed the first rule of all successful work. Here it is:

I. Make your plan in writing.

Almost everybody has a big idea once in his life. It may take the form of an invention; I have never heard of anyone who has not at some time in his life invented something. It may be a new way of doing the work in the store, or the office, or the factory. It may be a different method of selling.

Most of us carry our plans in our heads. At night, in bed, they seem particularly marvelous. Objections occur to us, but instantly the plan extends itself and overcomes the objections. The reason they seem so splendid and so adaptable to any emergency is that they have no real form. And that they have no real form shows up instantly when you try to put them down within the four corners of a sheet of white paper. The idea may be all right, but you will find that what you have of it is nothing more than the germ, until you have put it in definite form in a drawing or a paragraph.

Will Show Up

Then you know what you really have, and what you have forgotten to clinch. If it is a really good idea that will bear development the weak points will show up, and they can be strengthened. But if there is really nothing to the idea, that fact, too, will be apparent, and you can put away your dreams about being a world-beater on that particular thing, and go on to something else. An architect could not start to build a house with nothing more than a general notion of how he would like to have the facade look. Neither can you build for any successful work if you have nothing but a shapeless, spongy, unphrased "hunch."

II. Compare it with the methods of the most successful men.

It is a splendid thing to be a pioneer; but even pioneers do not hew a way through a dense thicket when they might as well travel the nearby broad road. The place for pioneering to begin is at the end of the established road. The real pioneers start where the others have left off. They either extend the old road or go over and prove the road which has already been built.

All of us are inclined to be conceited about our ideas. They strike us as being so very good that it is really unnecessary to look about and see what other people have done in the same line. This is a thoroughly unscientific method. Suppose you wanted to study electricity. You would either take a course in some technical institution or get hold of all the books you could find on the subject. Unless you were insane, you would not attempt to develop the whole subject for yourself from the very beginning. Schools and books exist for the sole purpose of being able quickly to give a line on what has gone before. But we seldom carry that thought into the examination of our own plans.

How It Worked

I recall the owner of a store who boasted to me that he had not been inside another store within fifteen years. He had been very successful in the past, but that remark made me pay particular attention to his future progress. Some time later he told me that he had decided not to bother with the popular trade, but to confine himself to select customers—which was only another way of saying, although he did not know it, that he had frozen and withered to such an extent that no one bothered to come into his place except those who had already got into the habit. He had erected barriers of conceit about himself; he called them "conservative methods." He had the frame of a business without the spirit, and I was not in the least surprised to learn within a very few years, that he had decided to retire.

All Must Study

No one is so brilliantly endowed by nature that he does not have to study eagerly. The most successful men—merchants, manufacturers, or followers of the professions—are keen students. They are always checking up on what others are doing. No matter how new and perfect you may think a plan or an idea is, someone, somewhere, will have in use something that you can profitably add to your plan. It may be the merest detail, but success is made up of details. And discovering the best details is only a matter of having the will to discover them.

I do not know of any present practice in the management of a business or of men and women which is not susceptible of very great improvement. For instance, present methods of distribution are thoroughly unscientific. It costs far too much to get goods from their raw state into the hands of the ultimate consumer. So far, nobody has discovered the best way to persuade people to work in groups to the best of their several abilities. In fact, we do not know how to work to the best of our *own* ability, which, probably, is the reason we cannot teach others to do so. Enormous prizes are awaiting those who can learn to manage men, who

can learn how to "army-ize"; that is, learn to mobilize and equip an industrial or commercial army which will really begin to express some of the latent powers that are in the individuals.

Many Opportunities

This may seem to be getting away from the idea of comparing your plan with the best standards and practices. I am only attempting to show that there are opportunities everywhere. Comparison saves unnecessary labor through duplication of effort. No life is long enough to start at the very beginning of any subject and work it all out.

Hundreds of plans have been submitted to me as new, when every one of them was either already in use in the store or had long since been tried and discarded. That same energy might as easily have been applied to improving existing practices, or to finding a new angle on those which had failed.

III. This is most important: Have your plan criticized in advance by those it will affect and by anyone else that can be helpful. Our plans are bound to be criticized, either before or after they are put in operation. If we have them criticized in advance, the chances are that they will be more favorably received, and even defended as their own ideas, by those upon whom they depend for success.

I mark this as most important of all, because more good plans fail from not taking into account the reaction on those affected than from any other reason. Criticism is not necessarily fault-finding; but *constructive* criticism is unknown to most people. If you say, "Give me your criticism on this," the hearer will understand you to mean, "What is the matter with this?" Then he will cudgel his brains to find something that he thinks is, or may be, wrong with it. He will try to find something to object to, simply because he wants to gain a reputation for sagacity. If he does this, meet his objections squarely; talk them over, and either make the changes he advises, or convince him that he is in error. If you do this tactfully you will have converted a "knocker" into a "booster." Henceforth the plan will be his baby, too.

Talk Over Plans

Talking over plans before putting them into execution is one of the secrets of successful management of employees. But, if employees only knew it, it is also one of the secrets of successful management of employers.

The boy in the ranks thinks he should take his idea directly to the head of the office. He is afraid that if he presents it to a superintendent, or a foreman, or anybody else near him, that person will steal the idea. So he tries to get attention at the top. If he does get that attention, the "top" will undoubtedly call into conference precisely the men whom the employee would not take into consultation. These men will even resent his having gone over their heads and, no matter how good the idea may be, they will probably oppose it. The boss will not care to put into effect anything that is actively opposed, and so the idea may be killed.

If, on the other hand, the boy had started with the subordinates and asked them, one by one, for advice about his idea, and made a few modifications to suit them, his plan would have been presented finally to the boss with the active co-operation and endorsement of all those affected.

The Difference

The difference between receiving and not receiving criticism and advice is the difference between success and failure. No plan is perfect, no invention is perfect. The incandescent light to-day is very different from the one Edison first put on the market. Look at a typewriter, a sewing machine, or any of the well-known inventions, and you will find that they are covered by dozens of patents, each representing an improvement on something which had gone before. The difference between democracy and autocracy is that, in the first method of government, plans are criticized in advance by those whom they will affect, while in autocracy they are not.

Would Lose Sales

Take an instance of this from the employer's standpoint. Women like to wear pretty dresses, which is a very natural and proper desire. Therefore, salesgirls like to wear pretty dresses. And, since they see more people in the store than anywhere else, they very naturally want to wear them while at work. But suppose a girl, very nicely dressed in violet, tried to sell a red dress; or suppose she wore an old rose waist, and tried to interest a customer in a green waist; would not the contrast be so disagreeable that the sale would be lost? And, of course, taste in clothes varies. Some girls like to be gaudy, and turn themselves out in execrable taste. How could such a girl sell a neat, well-made gown? That is the reason why department stores insist upon a uniformity in dress.

Saw the Point

We had this question up with the people in our own store. Some of them wanted to dress exactly as they pleased. Instead of simply postjng a notice that they would have to dress in a certain way, and letting it go at that, we called a mass meeting and told the girls exactly the reasons for uniform dress. They all receive commissions on sales. The moment they discovered that absolute freedom in dress might mean reduced sales *for them*, they were practically unanimous against this freedom. We told them to arrange the details themselves, and they turned out three or four styles in black and white which they found would not clash with the merchandise, and which yet gave enough choice of style to permit individuality. Where many had been rebelling against dress regulations, now they are unitedly in favor. Why? Because they saw the reason for the new regulation and had a hand in making it.

The point is that it is sensible and wise to have just as many people as possible feel that they have a part in a plan and some responsibility for its success.

IV. Put it into operation.

V. See that it keeps itself in operation until rescinded. Until your plan keeps in operation automatically you have not organized it.

These two rules represent separate actions, but they are governed by nearly the same principles. It is almost superfluous to say that no plan is complete until it is put into operation. But how many inventions are acclaimed as splendid achievements which are never really tried out, even on the smallest scale?

I have heard hundreds of people bemoan that they have never had a chance with their ideas, when they have never, as a matter of fact, taken their ideas beyond the nebulous stage. Putting an idea into operation is really a corollary to putting it in writing. You advance one step when you put your thoughts on paper; you then have the opportunity to see what is wrong, and as you advance through the stages of comparison and criticism you perfect the idea. But you cannot know all of the defects until you actually make a trial. If you are an employee and want to gain the right sort of pull, you will, after you have taken an idea through the preliminary stages, and are reinforced with outside criticism, ask to have your project given a fair trial first in a small way. It is always best to try out in a small way before plunging. This is merely common-sense, but the reply of the idea-holder is usually that he is no "piker," and wants his idea tested "right" or not at all.

An Exceptional Case

Some men do not hesitate to make sweeping changes, once they are convinced that an idea is sound. I know one manufacturer of international reputation who will spend hundreds of thousands of dollars on an idea, and then scrap it just as quickly if it proves wrong. He is an exceptional case, and probably much of his success is due not so much to his willingness to plunge as to his willingness to acknowledge that he is in error.

Once a plan is in effect—especially any plan that deals with human beings—it should be able, within a very short time, to operate almost automatically. If things will not go right without your personal attention, then the plan is defective. Business men or employees holding responsible positions will often make their plans depend upon their own personal motive force. Their business thus becomes like an inverted pyramid, with the point resting on their shoulders; they must support the whole structure. After a time the weight becomes too great and the back breaks under the strain.

Co-operation Counts

A really big thing cannot be planned to rest on one individual. Success with plans involving human beings is attained by letting everyone know all about the workings of the plan, so that each individual will supply some of the propelling force.

That is the idea of successful business on a big scale, and precisely the same principles work just as well with little everyday affairs.

There should be two sets of rules for doing every bit of work: The first are the major rules and are broad enough to take in almost any emergency. They are principles rather than rules. The second are the lesser rules, and they should not lightly be broken; but they are of convenience and to be treated as such. "Red tape" arises from mixing the important and the unimportant rules. And red tape is the fabric of the shroud of business.

Red tape is not the exclusive property of the Government; individuals often tie themselves inextricably in a mass of it. Their plans fail because they devote more attention to the observance of the non-essential than to the essential. This is particularly the case with the inexperienced; it is not a vice peculiar to any class or either sex.

VI. Keep the plan open to revision, but do not allow it to be changed except after the most careful reasoning.

This rule marks the difference between planning and mere opportunism. If one has carefully mapped out an idea, and finally put it into operation, the initial results are almost certain to be somewhat different from those which were expected. There will be an immediate demand for a change; more especially if the plan touches the habits of individuals. A carefully prepared plan should be abandoned only after reasoning just as careful as that which preceded it. The first flurry does not give facts enough on which to base anything.

FAVOR COMPROMISE

Automobile manufacturers of the border cities, comprising Ford, Walkerville, Sandwich, Windsor and Ojibway, favor a compromise in British tariff regulations that will permit Canadian products, provided they are 66 2-3% of Canadian manufacture, to enter the British Isles.

A number of Canadian automobile factories are subsidiaries of United States concerns, and are utilized largely for assembling purposes, although recent activities indicate that in future more actual manufacturing will be done in the Dominion.

Under present regulations, United States automobiles and parts are not allowed in the British Isles, and well-founded rumors reaching the Border Chamber of Commerce are to the effect that British manufacturers are opposed to admitting even cars from Canada, provided less than eighty per cent. construction work is done in this country.

NEW HARDWARE GOODS

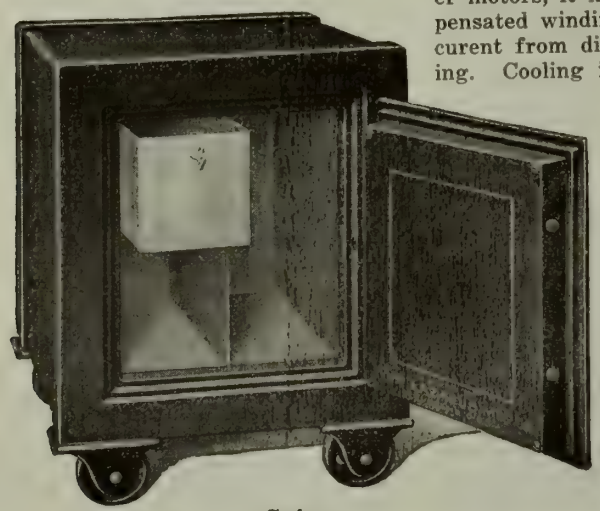
OFFERED TO CANADIAN HARDWAREMEN

NEW KASEMENT FEATURE

The Kasement Skrene Dore Company, 183 Church street, Toronto, have adopted a new feature in the form of full size window screens. This company makes up full size window screens on the Kasement principle and these, it is said, work out splendidly on windows, easy to put up and take down, and make it possible for householders to open their windows up from the bottom and down from the top, thereby getting a much better ventilation. On the new line the company is quoting to the hardware trade 17c per square foot for made-to-order screens with black wire, 20c with 14 mesh galvanoid wire and 36c with bronze wire. All under six inches counts as 6 inches, and all over 6 inches count as one foot. The company states that under this new plan all the hardware merchant has to do is send them the sizes and they make up the screens to order and ship them to the dealer who can turn them over to the householder. Complete details will be forwarded to the trade upon request.

LIBERTY SAFES

Liberty Safes, manufactured by the Lazarus Manufacturing Co., 750-800 Prospect Avenue, Cleveland, Ohio, are all constructed, it is stated, with interlocking door tongue. This, it is claimed, is a positive protection as even though the hinges of the door were blown off it would still be impossible, it is stated, to remove the door, as the tongue fits into the frame, rendering it as secure as the side walls. The steel walls and interior compartments, it is stated, are all electrically welded. The safes are finished in black enamel with a six color blended transfer design on the door. Each safe, it is stated, has a substantial combination lock, of which no two in a thousand, it is claimed, are alike. There is a special lock on the sub-treasury drawer. The approximate weight of the model shown in the illustration is 125 pounds. All the safes, it is stated, are mounted by means of a vane impeller mounted on the armature shaft, which causes a forced circulation of air all through the housing. The gears run in grease in a grease tight compartment like an automobile transmission.

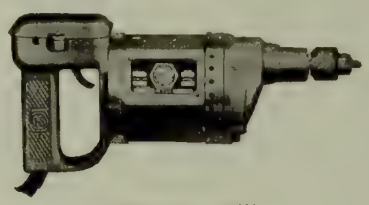


Safe

ELECTRIC DRILL

The Black & Decker Mfg. Co., Baltimore, Md., have placed on the market two new models: a 3-16 in. and a 1-4 in. portable electric drill **with the pistol grip and trigger switch.**

These two models, it is stated, are one-hand drills, which is made possible



Electric Drill

by the pistol grip and trigger switch. This makes it possible, it is claimed, to handle the tool like an automatic pistol, the current being controlled by pulling the trigger without the necessity, it is stated, for changing the position of the hand holding the drill. In addition to the advantage of convenience, this control, it is stated, saves the breakage of drill bits so often caused by the drill sagging on the bit when the operator changes the position of his hands to switch off the current.

These two models have 1-6 horsepower motors, it is stated, with series compensated windings, and operates on any curent from direct to 60 cycle alternating. Cooling is arranged, it is stated,

FUEL SAVER AND HEAT INTENSIFIER

The Thermos fuel saver and heat intensifier, now offered to the trade by the Heating Specialty Co., 505 Queen St. W., Toronto, will, it is claimed save from 25 per cent, to 75 per cent. of the fuel bills.

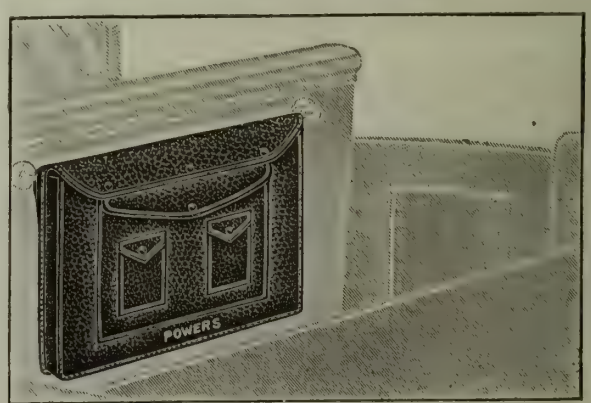
It is stated that it is manufactured of heavy galvanized iron, and can be installed on any stove, range, furnace or boiler.

The saving is accomplished, it is claimed, by the retention of the combustible gases in the fire chamber, thus confining the heat in the furnace or boiler, thereby creating a hotter circulation of air or water.

It is further claimed that the smoke pipe remains comparatively cold, while an intense heat circulates through the register pipes or radiators.

ROBE RAIL POCKET

The Powers robe rail pocket, manufactured by the Powers Manufacturing Co. of Waterloo, Iowa, it is stated, is to an automobile what a desk is to an office or a bureau to a home. It furnishes a place for everything, it is stated, and is freely accessible at all times. The pocket, it is stated, is made of a good grade of artificial leather, double stitched and neatly bound around with artificial leather binding. There are snap buttons on each pocket, it is stated, and reinforced web straps on the back to hang to the robe rail. The size is 18 in. x 24 in.



Rail Pocket

WEEKLY HARDWARE MARKET REPORTS

STATEMENTS FROM BUYING CENTRES

THE MARKETS AT A GLANCE

AN important change has been made in galvanized sheets this week. Besides a decline of about 45c per 100 pounds, there is a revision in the differential between 10¾ oz. and 28 gauge, same being increased 10c. It is noted also that on 10¾ oz. and 28 gauge sheets, shipped 3 feet wide, that an extra of 20c per 100 pounds over 30 inch widths is now effective. Jobbers report splendid business being handled and anticipate present scale of prices should further increase volume of orders.

Revisions have been effected by manufacturers of building papers and sheathings, which provide for declines from former levels. It is intimated these are in line with prevailing costs to-day and that as far as can be seen, the present basis is lowest that will be reached for months to come if any change is possible during the year.

Linseed oil is soaring, following the substantial advances made in flax seed and prices are from 6c to 15c per gallon over figures in effect one week ago. The situation in the Argentine does not reveal any tendency towards marked improvement as yet, the movement of seed to United States ports being still held up. Crushers in the United States are anxious for seed and with the opening of navigation will be buying larger quantities of the Canadian product. The demand for home trade and for export is increasing, so all factors are combining to strengthen the position on oil. No relief from present price basis seems probable during the next month or so and even higher levels are a prospect.

Ingot metals show some changes, tin declining 3c per pound and lead coming down ¾c per pound. There is a fair amount of business being handled and the same is true of other metals as well. The easier feeling in tin and lead are responsible for declines which have been named on solder, prices on this commodity coming down from 2c to 3c per pound.

Many miscellaneous lines have been changed this week, among them being valves, sash weights, brass butts and lamp burners which have declined. Wire and wire products are down in some markets, too, along with bolts and nuts. Chair seats are higher and whip lashes have also advanced.

MONTREAL MARKETS

MONTREAL, April 24—Changes have been made on some lines and reductions are made effective for roofings and building papers of certain brands. Valves are down and so are sash weights. Clothes lines and picture wire have been lowered in price, and chain and lamp burners are down. Solder has declined three cents per pound and there is a revision downward in lead sheets. Old rubbers and pipe scrap have moved up a little and tires are down. The ingot markets are particularly quiet.

Roofing and Paper Are Marked Down

Montreal

ROOFING, BUILDING PAPER.—Reductions have been made in the prices on several lines of roofing and building paper. These prices apply to Montreal and territory served from here, and the new prices follow: Tarred felt, Red Star brand, 7 oz., $3.80; 10 oz. Bison, $3.80, and 16 oz. Buck, $3.80 per cwt. The old price was $4.10. Two-ply Red Star Brand ready roofing is reduced 5c per roll and is selling at $1.35 per roll for 2-ply, and $1.65 for 3-ply. Everlastic brand (rubber) roofing, 1-ply, is down 10c to $1.70 for 1-ply, and $2.00 for 2-ply, while 3-ply is down 5c to $2.35. Panamoid brand is lower by 10c per roll for one and two-ply to $1.60 and $1.85, respectively, while 3-ply is down 5c to $2.20.

Anchor brand dry sheathing is down 5c for No. 2 to 60c per roll, while heavy dry sheathing (straw) is reduced to $3.05 for Red Star brand, this being a reduction of 30c. Stag brand sheathing (Surprise) is down 5c to 66c per roll, while heavy tarred straw sheathing is reduced 30c for Scythe brand to 78c per roll. Everlastic slate surface roofing is down to $3.20 per roll in 100 roll lots, and $3.25 in 50 to 100 rolls, while less than 50 rolls are quoted at $3.30 per roll. The reduction is 15c per roll.

Valves Decline; Sash Weights, Too

Montreal

SASH WEIGHTS, VALVES.—Lower prices prevail for sash weights. These are quoted at $3.25 for solid pattern, and at $4.75 per cwt. for sectional.

Jenkins' Globe valves are now quoted at 17½ per cent. off list, and iron body gate at 30 per cent. off. Compression goods are selling under an increased discount, the new figure being 50 per cent. Standard Globe and Angle are quoted also at 23 per cent. discount, and "Emco" goods at 22 per cent.

Clothes Lines, Picture Wire Down

Montreal.

CLOTHES LINES, WIRE.—Declines have been effected for galvanized wire clothes lines. The basis on No. 18 gauge is as follows: Fifty foot, per dozen, $3.25; 100 foot, per dozen, $6.40; 1,000 foot per dozen, $64.00. The relative prices for 19 gauge are: $3.25, $5.40, and $54.00.

Picture wire, in both tinned and gilt styles, is reduced about 10 per cent.

Chain is Lower; Also Lamp Burners

Montreal.

CHAIN, BURNERS. — Reductions have been made in the prices of lamp and lantern burners. While net prices are not available, the reduction for lantern burners totals about 7½ per cent., and that for lamp burners about 25 per cent.

Electricweld chain is reduced in price, too, at least fireweld has been placed on the same price basis. The new prices are as follows: Proof firewelded and electricwelded coil chain, ⅛ inch, $18.05 per 100 lbs.; 3-16 in., $16.35; 1-4 in., $14.95; 5-16 in., $13.00; 3-8 in., $11.55; 7-16 in., $11.30; 1-2 in., $11.00; 5-8 in., $10.75; 3-4 in., $10.40. B.B.B. fireweld is also reduced and prices are: 1-4 in., $20.60; 5-16 in., $16.40; 3-8 in., $15.00; 7-16 in., $14.40; 1-2 in., $14.15; 5-8 in., $13.85; 3-4 in., $13.50; 7-8 in., $13.40; and 1 in., $13.30.

Hemp is Firm And Rope Held

Montreal

ROPE.—Hemp markets are holding firm and there are indications that they will so continue. This means that rope prices are likely to rule steady on the present basis, and, in any case, there is no change held in contemplation at this time. The jobbers report a fair business, but no large orders are received to speak of. Pure manila holds at 34c, British manila at 30c, and sisal at 27½c per pound base.

Summer Stoves and Wares Very Active

Montreal.

STOVES, WARES.—The movement of oil stoves, electric and gas ranges has begun in real earnest, and there is also a good prospect for the smaller stoves which will be wanted after moving day has subsided. There is likewise much activity in wares. Sales, reported by the jobbing trade, are very satisfactory, and this indicates that the retailers are doing well. The undertone on stoves is firm.

Movement Good On Gasoline; Oil

Montreal

GASOLINE, COAL OIL.—There is a good movement of gasoline, which increases as the roads improve. Prices have held without change, motor grade selling at 34c per gallon. Coal oil is steady and in seasonable demand, with prices ranging from 20 to 23c per gallon.

Nails and Wire Have Moved Some

Montreal.

NAILS, WIRE.—The movement is steady of nails and wire, though no large business is reported. The outlook is good, and confidence is expressed regarding building operations. This may be delayed somewhat, for uncertainties as to price-fixing will have to be dissipated before the people will build. Standard wire nails are selling at a base price of $4.75 per 100 pounds; cut nails are quoted $4.75, base, per 100 pounds.

Smooth steel wire is selling at $5 per 100 pounds base.

Steel and Iron Move Slowly

Montreal.

IRON AND STEEL.—Jobbers are continually making shipments of orders, which are received in a fairly satisfactory number. The quantities asked for are, however, small. None wish to secure supplies at present prices beyond their near needs, and it is apparent that little impetus will be given this business until price controversies are definitely settled in the United States.

Common bar iron, per 100 lbs.	3 75
Refined iron, per 100 lbs.	4 75
Mild steel	3 75
Iron finish machinery steel	3 80
Norway iron	12 00
Single reeled machinery steel	5 50
Spring steel	5 50
Sleigh shoe steel	3 75
Tire steel	3 95
Toe calk steel, per 100 lbs.	4 65
Band steel	3 75
Harrow tooth steel	3 90
Mining tool steel, per lb.	0 17½-0 19
Black Diamond tool steel, per lb.	0 18 -0 19
Black Diamond cast steel, lb.	0 22

Should Be Sales Of Steel Sheets

Montreal

SHEETS AND PLATES.—Supplies of galvanized and black sheets are satisfactory here, and there is no difficulty in filling orders. Prices have held without change, and the jobbers feel that present quotations are very close. There should be a larger movement, and this may show itself when navigation gets into full swing.

	Per 100 lbs.	
BLACK SHEETS—		
10 gauge	$5 40	$6 25
12 gauge	5 45	6 30
14 gauge	5 50	6 35
16 gauge	5 60	6 50
18-20 gauge	6 15	6 35
22-24 gauge	6 20	6 40
26 gauge	6 25	6 50
28 gauge	6 60	7 00
GALVANIZED SHEETS—		
10¾ oz.		$9 25
28 gauge		8 75
26 gauge		8 50
22 and 24 gauge		8 35
20 gauge		8 35
18 gauge		8 35
16 gauge		8 00

NOTE—These prices are for full bundles, an extra charge of 25c to 35c per 100 lbs. is made for broken lots.

Solder is Down; Lead Sheets, Too

Montreal

LEAD PRODUCTS.—Lower prices are in effect for lead sheets. This is in accord with the last change made for pig lead. Traps and bends and lead wool hold at the same quotations. Solder is down three cents per pound all around. There is little movement and stocks are in good shape.

Lead pipe	0 11½
Lead waste	0 12½
Lead traps and bends	Net list
Lead traps and bends	15%
Lead wool, lb.	0 14
Lead sheets, 3 to 3½ lbs., sq. ft., lb.	0 10½
Lead sheets, 4 to 8 lbs, sq. ft.	0 09½
Cut sheets ¾c lb. extra, and cut sheets to size, 1c. lb. extra.	
Solder, guaranteed, lb.	0 35
Solder, strictly, lb.	0 32
Solder, commercial, lb.	0 30
Solder, wiping, lb.	0 28
Solder wire (8 gauge)—	
40-60	0 34
45-55	0 36¾
50-50	0 39¼
Zinc sheets, casks	0 17
Do., broken lots	0 18

Old Pipe; Rubbers Up; Tires Down

Montreal

OLD MATERIALS.—The large operators in old material express confidence relative to immediate future business. At present, prices are a little better for pipe scrap, $9.00 to $10.00 being the price range here. Old rubbers, boots and shoes are up somewhat, and auto tires are down to 3c per pound. The big buyers of steel and iron scrap are still awaiting settlement of the steel controversy before they place orders.

Dealers' Buying Prices—		
Pipe scrap, ton	9 00	10 00
Stove plate, ton		15 00
No. 2 busheling		5 00
Old rubbers, boots and shoes	0 06½	0 07
Overshoes, lumbermen's rubber boots		0 03½
Bicycle tires		0 03
Automobile tires		0 03
Yellow brass		0 08½
Red brass	0 12	0 12½
Light brass	0 06	0 07
Scrap zinc		0 04¾
Heavy copper	0 13	0 13½
Wrought iron, No. 1, per gr. ton		11 00
No. 1 machinery cast		18 00
Heavy melting steel		10 00

Quiet Are All Ingot Markets

Montreal.

INGOT METALS.—There is really a very quiet condition in this market, and there is no feature to any item of outstanding interest.

COPPER.—Sales are limited to such quantities as are required for immediate use, and the price remains at 18c per pound.

TIN.—The price of 56c per pound, quoted last week, is still in effect. The selling is very confined and stocks are in good shape, considering the demand.

LEAD.—New York price on this still holds at a low figure, but, even so, there is a dull condition. Local price is unchanged, 6¾c to 7c per pound being quoted.

ANTIMONY. — Local interest lags. The price holds around 8½c per pound still, and while there is noted a larger interest in futures in the States, the situation there in spot stocks is quiet.

SPELTER.—While no change has been made in this market, the speculative elements in the States have been operating on a lower basis. Local basis is 8½c per pound, and this may be reduced later.

ALUMINUM.—The market is very

quiet, and there is really nothing new. Basis holds without change at 40c per pound.

PIG IRON.—Until there is some change made in the basis on the United States side of the line, prices here are unchanged and the quotation holds at $45 per ton.

TORONTO MARKETS

TORONTO, April 24.—Lower prices have been named this week on solder, valves, brass butts and at least one line of poultry netting. Coil chain has shown a revision upward. Ingot metals show some declines, tin and lead easing away this week. The markets otherwise are quite steady and no great change is looked for in the immediate future. Business shows a marked improvement this week and reports from all centres are most encouraging.

Poultry Netting Registers Decline

Toronto.

POULTRY NETTING—A revision downward has been made in galvanized poultry netting, American mesh, this now being quoted to the trade at a discount of 10%. A very fair movement to the retail channels has been in progress, it is stated.

Higher Chain Prices Named

Toronto.

COIL CHAIN.—Higher prices have been named in some quarters on coil chain, 3-16 inch x 5, $19.80 per 100 lbs.; prevailing read as follows: Proof coil chain 3-16 inch x 5 $19.80 per 100 lbs.; 3-16 inch $16.80; ¼ inch $15.00; 5-16 inch $12.90; 3-8 inch $11.40; 7-16 inch $11.10; ½ inch $10.80; 5-8 inch $10.50. The price on BB quality chain shows an extra of $1.80 per 100 lbs. over these figures and quotations on BBB quality chain are $2.50 per 100 lbs. extra on proof coil chain figures.

Brass Butts Show Substantial Decline

Toronto.

BRASS BUTTS—A substantial decline in the price of brass butts has been recorded. From a price determined by adding a percentage to the list, quotations have dropped to where a discount is now prevailing, the said discount being 15% from standard list.

New discounts issued on globe and check valves provide for a decline of 7½% from former figures.

More Activity in Nails; Wire Steady

Toronto.

NAILS, WIRE—More activity is shown in the business offering on nails, though the volume of orders is still small. Prices have held steadily without any change, wire nails being quoted at a base of $4.70 per 100 lbs. and cut nails at $4.75.

A better trade is shown in wire but it could be larger. Prices are unchanged, smooth steel wire holding at a base of $5.00 per 100 lbs.

Stoves Steady; Wares Holding

Toronto.

STOVES, WARES — The market seems to be somewhat steadier on stoves and ranges following last week's announcement on conditions surrounding the trade. Summer lines continue to go forward in fair quantities with prices steady and unchanged.

The sale of the various lines of wares has fallen off in the last few days but is causing no uneasiness. Reports from retail centres are encouraging as to the amount of business being done and this should reflect on jobbers' and manufacturers' sales later.

Coal Oil Moving; Gasoline Active

Toronto.

OILS, GASOLINE—Much activity is reported in sales of coal oil with prices holding at unchanged figures, 19½ to 22½c per gallon according to grade. Gasoline is selling very freely, the price remaining at 33c per gallon.

Lubricating oils are steady and an increased volume of business is reported, motor oils, tractor oils and in fact all lines reporting decided briskness.

Galvanized Sheets Under Revision

Toronto.

SHEETS, PLATES. — Galvanized sheets have come in for further revision this week, prices showing a decline of about 45c per 100 pounds. The differential between 10¾-oz. and 28-ga. sheets has been changed to 40c instead of 30c. It is also to be noted that 10¾-oz. and 28-ga. sheets, when shipped in widths of 3 feet, take an extra of 20c over prices listed below. There is no differential charged on other gauges. Black sheets remain steady and unchanged. Business is reported splendid and jobbers are well satisfied with volume of orders they are handling.

BLACK SHEETS.	Per 100 lbs.	
10 gauge	$5 00	$5 45
12 gauge	5 05	5 50
14 gauge	5 10	5 15
16 gauge	5 20	5 25
18-20 gauge	5 80	....
22-24 gauge	5 85	....
26 gauge	5 90	....
28 gauge	6 00	....
3-16 inch plate	4 90	6 25
¼-inch boiler plate	4 50	5 80

Prices shown are for full cases. An extra charge of from 25c per 100 lbs. is made for less than case lots.

GALVANIZED SHEETS.		
10¾ oz.	$7 80	$8 25
U.S. 28	7 40	7 95
U.S. 26	7 10	7 65
22 and 24	6 95	7 50
18 and 20	6 80	7 35
16	6 65	7 20
12 and 14	6 50	7 10

An extra is now charged on galvanized sheets, 10¾ oz. and 28 ga., when shipped out in sheets 3 feet wide. The extra charged over prices shown above is 20c per 100 pounds. Other gauges show no change for different widths.

Prices shown are for full cases. An extra charge of 25c per 100 lbs. is made for less than case lots.

Iron and Steel Trade Steady

Toronto.

IRON AND STEEL—There seems to be quite a steady volume of orders coming for bar iron and steel. Individual orders are not so large but in the aggregate the total is very good. Prices show no change from following levels:

Common bar steel	4 25	4 50
Common bar iron	$4 25	$4 50
Refined iron	4 65	4 90
Angle base	4 50	4 75
Horseshoe iron	4 50	4 75
Tire steel	4 45	4 70
Mild steel	4 25	4 50
Norway iron	11 50	15 00
Toe caulk steel	5 15	5 45
Sleigh shoe steel	4 25	4 50
Band steel, No. 10	4 50	4 75
Do., No. 12	4 75	5 00
Spring steel	9 50	11 50
Mining drill steel	21 00	30 00
Sheet cast steel	0 42	0 45
Tool steel	0 22	0 90

Better Movement Corrugated Sheets

Toronto.

CORRUGATED SHEETS—There is a better feeling in manufacturing circles over actual business and outlook for business in corrugated sheets and kindred lines. Activity is being shown in eavetrough, conductor pipe, ridge roll and altogether the situation is satisfactory. Discount on the latter lines are shown in current market quotations; prices on corrugated sheets follow:

	Per 100 sq. ft.	
Corrugated Sheets—	Gal'zed	Painted
No. 28 gauge	$8 25	$7 00
No. 26 gauge	9 00	8 00
No. 24 gauge	13 50	10 00
No. 22 gauge	16 00	12 50
No. 20 gauge	19 00	16 00
No. 18 gauge	24 00	19 50

Discount, 7½ per cent.

On shipments of 300 lbs. and over, freight is allowed south and east of and including North Bay; also several western counties in Quebec Province. Places north and west of North Bay, the freight is equalized on North Bay. For Quebec and Maritime Provinces, freight is equalized on Montreal.

Wrought Pipe Holds; Boiler Tubes, Too

Toronto.

WROUGHT PIPE, BOILER TUBES—There have been no new developments in the market on wrought pipe this week. A very fair amount of business is being done and prices hold at figures shown in current market quotations.

Boiler tubes seem to have steadied down after a period of many changes, and prices remain at levels shown below. Business is very good and stocks ample,

BOILER TUBES—	Per 100 feet Seamless	Lapweld
1¼ inch	27 00	.....
1½ inch	28 00	.....
1¾ inch	30 00	26 00
2 inch	30 00	26 00
2¼ inch	33 00	28 00
2½ inch	40 00	32 00
3 inch	46 00	38 00
3¼ inch	.....	45 00
3½ inch	56 00	42 00
4 inch	70 00	54 00

Solder Prices Revised Downward

Toronto.

LEAD AND ZINC PRODUCTS—Prices during the week as applied to solder show revision downward, the decline generally amounting to about 2c per lb. On the present basis guaranteed solder is quoted at 33c to 38c per lb.; strictly at 31c to 33c; commercial at 28c to 32c; wiping at 27½ to 29½c and wire at 34c to 40c.

No further change is shown in lead pipe or traps and bends. Business is considered very good.

Lead pipe, lb.	....	$0 11½
Lead waste pipe, lb.	....	0 12½
Lead traps and bends	....	15%
Lead wool, lb.	....	0 14
Lead sheets, 4 to 6 lbs., sq. ft., in rolls, lb.	0 11	0 12½
Cut sheets ½ to ¾c lb. extra and cut sheets to size, 1c lb. extra.		
Solder, guaranteed, lb.	0 33	0 38
Solder, strictly, lb.	0 31	0 33
Solder, commercial, lb.	0 28	0 32
Solder, wiping, lb.	0 27½	0 29½
Solder, wire, lb.	0 34	0 40
Zinc sheets, per lb.	....	0 17

No Activity in Old Materials

Toronto.

OLD MATERIALS.—There is no activity in any item on the list. Dealers are not anxious to buy and sales are few and far between. Range of quotations follows; it is unchanged.

Dealers' Buying Prices—		
Tea lead	....	0 03
Heavy lead pipe	....	0 04
Pipe scrap	....	8 00
Stove plate, per ton	....	10 00
No. 2 busheling	....	8 00
Yellow brass	....	0 06
Red brass	....	0 08½
Light brass	....	0 05
Scrap zinc	....	0 05
Heavy copper	....	0 15
Wrought iron, No. 1, per gr. ton	....	15 00
No. 1 machinery cast	....	14 00
Heavy melting steel	....	9 00
Old rubbers, boots and shoes	0 06	0 06¼
Overshoes, lumbermen's rubber boots	....	0 04½
Bicycle tires	....	0 04½
Automobile tires	0 03½	0 04

Rope Unchanged; Twine Moving

Toronto.

CORDAGE, TWINE — There have been no new developments of a particularly interesting nature this week as related to rope. Sales are not being made in very large quantities. Prices remain at unchanged levels,, pure manila being quoted at 34c per lb. base; British manila at 30c; New Zealand hemp at 30c; sisal 27½ and sisal lath yarn 27½c.

It is indicated that some very nice export business for binder twine has been undertaken by Canadian manufacturers. Roumania is said to be the buyer and the quantity so far mentioned is between 10,00 and 1,500 tons.

Cement Steady; Plaster of Paris, Too

Toronto.

CEMENT, PLASTER OF PARIS—A steady market is shown in regard to cement. Dealers are experiencing quite a goodly amount of business and hope present activity is the forerunner of even larger sales. Prices hold at levels shown in current market quotations.

Plaster of Paris is active and sales are being made in good quantities. Prices have shown no change from figures shown in current market quotations.

Change Made in Sheathing Prices

Toronto.

SHEATHING.—Changes have been made this week in quotations on some lines of building papers and sheathing. The new prices named are declines, manufacturers indicating that the reduction is as great as prevailing costs of manufacture will allow. The manufacturers further state that "after a pretty thorough study of all conditions which affect, or are liable to affect this industry, and basing their opinion on probable manufacturing costs they do not see how any further reduction can possibly be looked for for several months to come, if indeed this year." Quotations named to-day are for tarred felt $3.75; dry sheathing No. 2 60c; Surprise sheathing 66c; dry straw $3.05; tarred sheathing No. 2 78c; tarred straw $3.20. No change is reported in ready-roofings.

Tin Goes Lower; Lead Down, Too

Toronto.

INGOT METALS—Changes this week are confined to tin, which is down 3c, and lead which has declined ¾c per lb. Business all the way through is considered good and present basis seems likely to hold for some little time.

COPPER—There is a fair amount of activity reported and whereas stocks are not heavy, there is sufficient to go around. The price holds at 18c per lb.

TIN—A decline of 3c per lb. has been recorded in this metal this week, bringing the quotation down to 57c per lb. Business is fairly good.

SPELTER—No new developments are reported in the market on spelter, price holding steadily at 8¼c to 8½c per lb.

LEAD—The market has eased away and the quotations are down ¾c from the figures of last week to 6½c per lb. Business is quite active and supplies ample.

ALUMINUM—There are no features of interest, nominally quotations being spoken of as ranging at 50c, with actual buyers able to contract at lower figures per lb.

ANTIMONY—The price of 8c per lb. still holds and trade is within rather narrow limits.

LONDON MARKETS

LONDON, April 24.—Lower prices have been named on sheet glue, brass valves and brass butts, while advances are shown in the prices issued on veneer chair seats and whip lashes. Linseed oil and turpentine are higher also. Business here continues good in spite of the unsettled weather. A splendid season is expected with the coming of warmer weather. Collections are good in London and district.

Whip Lashes Go Higher, Poultry Netting

London, Ont.

WHIP LASHES, NETTING.—Higher prices have been named this week on braided whip lashes. The new quotations now prevailing are for the 4-ft., $2.40 per doz.; 4½-ft. $2.70, and 5-ft., $3. An improved sale of poultry netting is reported. Prices are unchanged, the Canadian galvanized hexagon netting being quoted at 15 per cent. from list. Blue Ribbon poultry fence is steady at the following net prices per 10-rod roll: 24-in., $4.30; 36-in. $5.50; 48-in., $6.50; 60-in., $7.65; 72-in., $8.75.

Brass Butts Take New Discount

London, Ont.

BRASS BUTTS.—Lower prices have been named on brass butts this week. The narrow, middle and desk butts which have been selling at an advance of 40 per cent. on list are now reduced to 20 per cent. advance on list.

Advance in Veneer Chair Seats

London, Ont.

CHAIR SEATS.—Higher prices are being quoted this week on veneer chair seats. The figures now prevailing to the trade are: 14-in. $1.65 per doz.; 15-in., $1.85; 16-in., $2.10. A very good sale is reported.

Valves Decline; Spring Hinges Hold

London, Ont.

VALVES, SPRING HINGES.—A little lower price has been brought about on brass valves this week, the Standard being quoted at a discount of 23 per cent. off list and Jenkins' pattern at 22 per cent. off list. Sales of screen door spring

hinges are better and prices are steady at following figures on some of the more familiar lines: No. 20, $19.50 per gross pair; No. 7/11 loose pin, $20; No. 50, double acting, $5.45 per doz. pair; No. 192, offset, $2.25 per doz. pair; No. 2255, screen door sets, $3.25 per dozen.

Lawn Hose Remains Unchanged

London, Ont.

LAWN HOSE.—There has been no new feature of particular interest develop in the market on lawn hose. A little more activity is noted and prices remain steady at following figures: Corrugated, ½-in., 17½c per ft.; ⅝-in., 20½c; ¾-in., 23½c; 1 in., 35c. Less 5 per cent. in full reels of 500 feet. ½-in., 3 ply, 11½c per ft.; ⅝-in., 3 ply, 13½c; ¾-in., 3 ply, 15½c; ½-in., 4 ply, 13c; ⅝-in., 4 ply, 16c; ¾-in.. 4 ply, 17½c; ½-in., 5 ply, 14½c; ⅝-in. 5 ply, 17½c; ¾-in., 5 ply, 19½c.

Hose Fittings Holding Steadily

London, Ont.

HOSE FITTINGS.—Activity is becoming more apparent in hose fittings such as clamps, couplings, menders and nozzles. Prices remain steady and unchanged at following figures:

Galvanized Bands or Clamps.—½ inch, 35c dozen; ⅝ inch, 38c; ¾ inch, 38c; 1 inch, 60c; 1¼ inch, 95c; 1½ inch, $1.20.

Brass Hose Couplings.—½ inch, $1.70 dozen; ⅝ inch, $1.75; ¾ inch, $1.80; 1 inch, $3.50.

Cast Splicers or Menders.—½ inch, 50c dozen; ⅝ inch, 55c; ¾ inch, 60c; 1 inch. 80c.

Gem Hose Nozzles.—$6.50 dozen.

Fishing Tackle Moving; Wagons Too

London, Ont.

FISHING TACKLE, WAGONS.—The rivers and creeks in this district are full of pike this year, and the sale of fishing tackle has started out good. A big demand is reported for coaster wagons too, with prices remaining steady. The figures ruling on the Auto Wheel coaster wagon are: No. 00, $22.88 per dozen; No. 01, $45.04; No. 1, $54.34; No. 2, $60.06; No. 3, $66.50; No. 4, $75.79.

Rope Unchanged; Nails Holding

London, Ont.

NAILS. ROPE.—Prices on rope are unchanged this week, the basis being as follows, per pound: Pure manila, 34c; British manila, 30c; New Zealand hemp, 30c; sisal, 27½c. Nails are also steady with a little more business coming to hand. Wire nails are quoted at $4.70 per 100 pounds base and cut nails at $4.75; unchanged figures.

Sheet Glue Lower; White Lead in Oil

London, Ont.

SHEET GLUE, WHITE LEAD IN OIL.—Lower prices are in evidence this week on sheet glue. Quotations now prevailing are: Common broken, 16c per pound; ground glue, 16c; white glue, 26c. White lead in oil at $16.30 per 100 pounds in ton lots, and $16.65 in smaller quantities, show no change. More business is noticeable with opening up of painting season.

Linseed Oil Higher; Turpentine Too

London, Ont.

LINSEED OIL, TURPENTINE.—Higher prices are again in order on linseed oil. The flax market continues its upward trend and this can only mean one thing. Business is improving on linseed oil. Quotations appear below. Turpentine is moving forward in better quantities with prices up from levels shown last week. The price prevailing follows:

Linseed Oil—	Raw	Boiled
	Per Gal.	
1 to 2 bbls	$1 95	$1 98
3 to 5 bbls.	1 94	1 97
6 to 9 bbls	1 92	1 95

Less bbls. add 10 cents gal.

Turpentine—	Per Imp. Gal.
1 bbl. lots	$1 15
2 to 4 bbl. lots	1 14
5 gal. lots	1 25

WINNIPEG MARKETS

WINNIPEG, April 24.—Price changes during the week have again been very numerous and include many of the heavy hardware lines such as nails, barb wire, galvanized wire, staples, bale ties, annealed baling wire and coiled spring wire, solder, carriage bolts, machine bolts, plow bolts, tire bolts, elevator bolts, coach screws, wood screws and twist drills have also been revised and show reductions from former prices. Business is reported very brisk at present, many wholesalers working overtime to get out the orders, while the reductions in many of the staple lines is expected to greatly increase business, as high prices have been responsible to a certain extent for dealers holding off.

Twist Drills Register Declines

Winnipeg.

TWIST DRILLS—Following revised prices issued some time ago by the manufacturers, a reduction in twist drills is recorded during the week. Present figures show a drop of from 10 to 20 per cent. from former quotations. The discounts on the various lines are given herewith, together with net prices:

Bit Stock Drills: No. 108—Discount 45 per cent.

Net prices as follows: 3-32 inch, $1.50; ⅛ inch, $1.65; 5-32 inch, $1.90; 3-16 inch, $2.20; 7-32 inch, $2.50; ¼ inch, $2.75; 9-32 inch, $3.30; 5-16 inch, $3.85; 11-32 inch, $4.40; ⅜ inch, $4.70; 17-32 inch, $5.10; 7-16 inch, $5.75; 15-32 inch, $6.45; ½ inch, $7.15; 9-16 inch, $8.50; ⅝ inch, $9.90; ¾ inch, $13.20; ⅞ inch, $16.50 per dozen.

Blacksmith Drills: ½ inch Shank, No. 112—Discount 40 per cent.

Net prices as follows: 3-32 inch, 24c; ⅛ inch, 24c; 5-32 inch, 27c; 3-16 inch, 30c; 7-32 inch, 33c; ¼ inch, 36c; 9-32 inch, 39c; 5-16 inch, 42c; 11-32 inch, 45c; ⅜ inch, 48c; 13-32 inch, 51c; 7-16 inch, 54c; 15-32 inch, 57c; ½ inch, 60c; 17-32 inch, 63c; 9-16 inch, 66c; 19-32 inch, 72c; ⅝ inch, 78c; 21-32 inch, 84c; 11-16 inch, 90c; 23-32 inch, 96c; ¾ inch, $1.02; 25-32 inch, $1.08; 13-16 inch, $1.14; 27-32 inch, $1.20; ⅞ inch, $1.26; 29-32 inch, $1.32; 15-16 inch, $1.38; 31-32 inch, $1.44; 1 inch, $1.50; 33-32 inch, $1.56 each.

Taper Square Shank Drills: No. 104A—Discount, 12½ per cent.

Net prices as follows:—3-16 inch, 85c; ¼ inch, 88c; 5-16 inch, 96c; ⅜ inch, $1.05; 7-16 inch, $1.10; ½ inch, $1.15; 9-16 inch, $1.20; ⅝ inch, $1.25; 11-16 inch, $1.30; ¾ inch, $1.35; 13-16 inch, $1.55; ⅞ inch, $1.80; 15-16 inch, $2 each.

Jobbers' Drills: No. 105—Discount 40 per cent.

Net prices as follows:—3-32 inch, $1; ⅛ inch, $1.10; 5-32 inch, $1.15; 3-16 inch, $1.35; 7-32 inch, $1.65; ¼ inch, $1.95; 9-32 inch, $2.30; 5-16 inch, $2.60 per dozen.

Bit Stock Drills for wood: No. 109A—Discount 45 per cent.

Net prices as follows:—4-32 inch, $1.80; 5-32 inch, $1.95; 6-32 inch, $2.20; 9-32 inch, $2.75; 10-32 inch, $3.30; 12-32 inch; $3.85; 14-32 inch, $4.40 per dozen.

Lower Prices on Boiler Tubes

Winnipeg.

BOILER TUBES—New prices are just to hand covering boiler tubes which again register a slight decline. To-day's selling prices on the different sizes are as follows: 1½ inch 27c; 2 inch 27c; 2¼ inch 29c; 2½ inch 32c; 3 inch 38c; 4 inch 60c per foot.

Wire, Wire Products Reach Lower Levels

Winnipeg.

WIRE, WIRE PRODUCTS—The new prices set by the United States War Trade Board, together with the opening of navigation, which means lower tranportation rates—are responsible for the present reduction in the price of barb wire, nails, galvanized wire and kindred lines. This will mean a considerable saving to the building trades and other users. These reductions were predicted some time ago by HARDWARE AND METAL. New prices now ruling for shipment from Winnipeg and from the head of the lakes are as follows:

	Wpg.	Hd. of Lakes
Barb Wire, Lyman 4-point, spool	$4.65	$4.45
Do., Glidden, 2-point, spool	4.65	4.30
Do., Baker, 2-point, spool	4.55	4.20
Wire Nails, base	5.65	5.15
Fence staples, 100 lbs.	5.65	5.15
Plain galvanized wire, 9 Ga., 100 lbs.	5.50	5.00
Do., 12 Ga., 100 lbs.	5.65	5.15
Do., 13 Ga., 100 lbs.	5.75	5.25
Coiled spring wire, 9 Ga,, 100 lbs.	5.55	5.05
Do., 12 Ga., 100 lbs.	5.70	5.20
Bale ties, single loop, 9½ ft.	7.25	6.75
Do., Do., 10 ft.	7.25	6.75
Do., Do., 10½ ft.	7.25	6.75

Annealed wire (Winnipeg).—No. 9. $6: No. 10. $6.06; No. 11, $6.12; No. 12, $6.20; No. 13, $6.30; No. 14, $6.40; No. 15, $6.55; No. 16, $6.70 per 100 pounds.

Decline of 2c Noted in Solder

Winnipeg.

SOLDER.—Solder prices, which have been steadily decreasing for the past few weeks, again show a drop of 2c per lb., which makes to-day's selling price as follows: Full case lots 34c per lb.; less than case lots 35c per lb.

New Discounts Named on Bolts

Winnipeg.

BOLTS—As predicted by HARDWARE AND METAL, new prices are now effective covering all kinds of bolts. These show substantial reductions. New discounts ruling to-day are given herewith:

Carriage bolts, ⅜ and smaller, up to 6" long, 30%
Do., ⅜ and smaller, over 6" long.....15%
Do., 7-16 and larger, all lengths.....10%
Machine bolts, ⅜ and smaller, up to 4" long, 35%
Do., ⅜ and smaller, over 4" long.....20%
Do., 7-16 and larger, all lengths.....20%
Coach screws 45%
Plow bolts 25%
Elevator bolts 20%
Tire bolts 45%

Square Blank Nuts—Less than case lots—No. 1 x ¼ inch, $17 per 100 pounds; No. 2 x 5-16 inch, $15.50; No. 3 x ⅜ inch, $14; No. 4 x 7-16 inch, $13.20; No. 5 x ½ inch, $13.10; No. 7 x 9-16 inch, $12.60; No. 8 x ⅝ inch, $12.80; No. 10 x ¾ inch, $12.60.

Full case lots are $1 per 100 pounds less than these prices.

Hexagon Tapped Nuts—Less than case lots—No. 27 x ¼ inch, $26.50 per 100 pounds; No. 28 x 5-16 inch, $22; No. 29 x ⅜ inch, $18.60; No. 30 x 7-16 inch, $16.70; No. 32 x ½ inch, $16.35; No. 33 x 9-16 inch, $15.30; No. 35 x ⅝ inch, $15.30; No. 37 x ¾ inch, $14.75.

Full case lots are $1 per 100 pounds less than these prices.

Hexagon Blank Nuts—Less than case lots—No. 27 x ¼ inch, $24.25 per 100 pounds; No. 28 x 5-16 inch, $20.25; No. 29 x ⅜ inch, $17.25; No. 30 x 7-16 inch, $15.65; No. 31 x ½ inch, $15.60; No. 34 x ⅝ inch, $14.85.

Full case lots are $1 per 100 pounds less than these prices.

Linseed Oil Holds; Turpentine Firm

Winnipeg.

LINSEED OIL, TURPENTINE — Prices on linseed oil still hold firm on the local market at former quotations, with the usual spring demand. Prices are confirmed as follows: Raw linseed oil, $1.85 gal.; boiled, $1.88 gal. in single barrel lots.

Turpentine shows no change over former quotations and is selling to-day as follows: Barrels $1.25 gal.; ½ barrels $1.28 gal.; 5 gal. lots $1.30 gal.; 1 gal. lots $1.30 gal., plus the usual extras for containers.

Wood Screws Decline Substantially

Winnipeg.

WOOD SCREWS—Prices on wood screws, which have been firm for the past year or more, have been revised to lower levels during the week, showing a drop of from 10 to 15 per cent. To-day's ruling discounts are given as follows:

Flat Head Bright Screws 70%
Oval and Round Head 65%
Flat Head Brass 35%
Oval and Round Head 30%
Flat Head Bronze 25%
Oval and Round Head 22½%

Lower Prices on Galvanized Wire

Winnipeg.

GALVANIZED WIRE. — Reduced prices are just to hand covering plain galvanized wire, based on new costs for raw material. These show a substantial reduction over former quotations. New prices are as follows:

Plain Galvanized Wire.—0-9 ga., $5.50; 10 ga., $5.95; 11 ga., $6; 12 ga., $5.65; 13 ga., $5.75; 14 ga., $6.35; 15 ga., $6.50; 16 ga., $6.70 per 100 pounds.

Fifty Cent Drop in Black Sheets

Winnipeg.

BLACK SHEETS.—New prices have been named on black steel sheets showing a reduction of approximately 50c per 100 pounds. To-day's selling prices are as follows: 28-ga. $7.50; 26-ga. $7.40; 24-ga. $7.35; 22-ga. $7.35; 20-ga. $7.30; 18-ga. $7.30; 16-ga. $6.70; 14-ga. $6.60; 12-ga. $6.55; 10-ga. $6.50 per 100 pounds.

Blank and Tapped Nuts Down 50c to $1.00

Winnipeg.

BLANK, TAPPED NUTS.—Based on new prices from manufacturers the following reduction is now effective on blank and tapped nuts, showing a drop of from 50c to $1 per 100 pounds.

Square Tapped Nuts.—Less than case lots—No. 1 x ¼ inch, $18.75 per 100 pounds; No. 2 x 5-16 inch, $16.75; No. 3 x ⅜ inch, $14.85; No. 4 x 7-16 inch, $13.85; No. 6 x ½ inch, $13.55; No. 7 x 9-16 inch, $12.95; No. 8 x ⅝ inch, $13.05; No. 10 x ¾ inch, $12.75; No. 13 x ⅞ inch, $12.65; No. 16 x 1 inch, $12.65.

Full case lots are $1 per 100 pounds less than these prices.

PITTSBURGH MARKETS

PITTSBURGH, Pa., April 24.—The pig iron and steel markets have shown no improvement in the past week, but rather have grown quieter. There is universal complaint among steel producers as to the small amount of business they are receiving, their reference to market conditions suggesting the notion that they are booking practically no business at all. Cross questioning, however, develops the fact that they really are booking a moderate amount of business every day, the objectionable feature being that it is all for immediate shipment, evidencing no confidence in the future prices on the part of buyers, while the volume of business is quite insufficient to support present mill operations, which are predicated to a considerable extent upon old orders. While mills operated at an average of 77 per cent. during March they are operating only between 65 and 70 per cent. at present, and half or nearly half the production is against old orders.

In pig iron business is even lighter than in finished steel, but there is no complaint on the part of the merchant furnacemen. They recognize that conditions are not propitious, and are quite content to let matters work out. They have had very high costs, and costs are still quite high, and the merchant furnacemen recognize that the only way to get costs down is to have a period of relative idleness. An open market, which the steel producers seem to fear, has no terrors for the merchant furnacemen, since until the Government took control by reason of the war, pig iron always had an open market. The furnaces made money in one or two years out of three, and they are content to take an off period now.

Feeling Regarding Industrial Board

About few things is a wider difference of opinion expressed than about the operations, or perhaps failure to operate would be a better expression, of the Industrial Board at Washington. It will be recalled that the original program announced by Secretary of Commerce Redfield was that the industrial board would be set up for the purpose of restoring the play of the law of supply and demand, inflating prices, bringing buyer and seller together and starting business on the move. As to restoring the play of the law of supply and demand, what the board did was to set prices for the remainder of the year. As to deflating prices, it brought about reductions in steel prices averaging 9.4 per cent., leaving them 81 per cent. above the ten-year pre-war average, while copper had dropped to its pre-war average. As to bringing buyer and seller together, what the industrial board did was to reach an agreement with the sellers, the committee of the iron and steel industry, then tried to induce the railroad administration to endorse the prices and place orders, which the railroad administration refused to do, claiming first that the prices were unreasonably high, and secondly that the whole thing was illegal. The Navy Department opened bids for 20,000 tons of steel, after the industrial board's prices had been announced, and finding that they were all at the same prices returned the bids, on the basis that the law requires competitive bidding. With the railroad administration the industrial board got into a controversy, which has been given much space in the daily newspapers, while with the Navy Department it appears to have had no communication.

The curious thing about the situation is that the daily press despatches from Washington have been uniformly colored along the line that the railroad administration was wrong and the industrial board's efforts to help the country were being needlessly interfered with by the railroad administration. On the other hand, strangely enough, among the very people most interested in prices being maintained, namely the pig iron and steel producers, there has been a constantly growing feeling that the railroad administration is right. Of course, the producers are making no effort to advertise their attitude, but no difficulty is experienced in ascertaining that many of them hold this view.

It may be that these producers have turned against the industrial board simply because it has not succeeded. A more plausible theory, which, of course, it would be difficult to confirm specifically, is that the producers' real cause

of dissatisfaction is that the industrial board misrepresented its prospects of securing approval of the Department of Justice. This much is frankly admitted, that at one time the producers regarded it a settled fact that a system of steel price maintenance had been established, not with the Government as neutral in the matter, but with its active countenance and support. This view has, of course, been entirely dispelled by the Attorney-General stating flatly that he has not approved the plan and will not do so. The steel producers lose more by that than by the holding back of a few railroad orders, as there was not much business to be placed in any event.

The only thing that has kept the subject alive at all has been the fact that at the close of last week Secretary Redfield received a cable from the President, to whom both the industrial board and the railroad administration had made appeals, stating their respective viewpoints. The text was not made public, but one might reasonably infer that the President asked that the industrial board endeavor to offer better terms to the railroad administration. If the President had desired to instruct the railroad administration to accept the steel prices, as the industrial board had expressed hopes he would do, the cable presumably would have been sent to the railroad administration instead of to the other party in the controversy.

The steel market is telling its own story, however. Prices are being strictly maintained, indicating that while the producers have lately been talking much of prospects of an open market they are not yet ready to put such a thing into operation. The buyers are not taking hold, and evidently are waiting for lower prices, perhaps for various other things as well. Among middle interests, well trained in observing matters from a neutral viewpoint, there are predictions made that there will be further steel price reductions by about the middle of June. Whether there will simply be formal reductions or irregular reduction, with more or less of open market conditions, whatever that often-used term really means, is the chief matter of doubt.

There is no question that steel prices can be very greatly reduced without serious injury to producers. The small producers, who are given so much sympathy in the trade and daily press, are in many cases closed already, not because of high costs but because of lack of orders. The high costs frequently cited by large steel producers are due largely to the inclusion of overhead, which is very heavy at present because tonnage is so light. Undoubtedly the steel producers would not make their reductions now if they felt business would be greatly stimulated. Evidently they are not sanguine about the near future in business, but when the peace treaty is signed they may become more hopeful and be willing to make terms with buyers. Even if plans to do so were fully formulated no inkling of the fact would be allowed to leak out.

Pig iron presents theoretically an open market, but inquiry has been for such extremely small lots, generally carloads to 100 tons, that there has been no inducement thus far to quote cut prices. The furnaces will be glad to cut prices when actual demand develops, but by that time few will be in operation, and no great decline is to be expected, at least in the near future.

PRICE SITUATION UNSETTLED

The "Iron Trade Review," under date of April 24, says:

Fruitless weeks of waiting for Washington to put in working form its plan of general price readjustment have undone largely whatever recovery the iron and steel market previously had been able to attain. Now, with the failure of the stabilizing movement generally recognized, the industry finds itself obliged to make a fresh start on a lower plane of prices, with order books greatly depleted and with production still declining. Judge Gary's statement that the Government price plan is dead is accepted as a correct appraisal of the present state of affairs, and it is recognized as forecasting the immediate presence of an open market if it does not actually signalize the restoration of such conditions. Were it not that business is in such a contracted state the influence of the new market conditions probably would be more plainly apparent. While events continue to bring about an uncontrolled price situation, Government officials in response to several cablegrams from President Wilson are making renewed efforts to patch up an understanding between the Industrial Board and the Railway Administration. It is greatly doubted, however, that anything they can do will overcome the fatal lack of confidence that now marks the general attitude toward Government co-operation. New business in finished lines, generally speaking, is on a low basis of tonnage compared with mill capacity, yet the situation is a little better than the preceding week, when the market was extremely dull. The leading producer in the Chicago district has been entering new tonnage, about 25 per cent. of that being shipped. Mill activities in all lines largely come within the range of 50 to 60 per cent. There is nothing to show that price-cutting on mill products is becoming more extensive. The principal irregularities continue in such lines as rerolled bars, strip steel, etc. There are reports of a wide range of concessions in semi-finished steel, but these remain to be verified. Satisfaction among pig iron producers over the 20 cent reduction allowed in water freights on lake ore has been dimmed somewhat by a proposal to raise the unloading charge from 10 to 15 cents. Further sales of ore for the season have been made at the price of $5.55 net, at lower lake ports for Mesabi non-Bessemer. This price also has been applied to a contract previously negotiated in accordance with the provisional clause covering changes in freight. Pig iron production still is declining, as producers are extremely reluctant to pile iron at present costs. In the Mahoning and Shenango valleys, 21 out of 46 stacks now are out. Shipments by merchant furnaces show no improvement, and sales are light. Price shading on foundry iron up to $2 a ton has appeared in the East. Virginia iron is obtainable at 50 cents less. What a round tonnage would bring forth in practically any district, is an unsettled question, because such inquiry is lacking. Large sellers at Cleveland have decided to revise to the $26.75 basis such contracts as had been made subject to price change by Government agency.

SCORES NEWSPAPER WHICH FAVORED MAIL ORDER FIRM

The following editorial brief appeared in a recent issue of the Toronto Globe:

"The proposal to tax mail order houses doing business outside of municipal limits is a restriction on trade which the body of consumers in the country will not assent to."

The Tribune, of Welland, Ont., says in reply:

"It is but natural that the Globe should take an attitude of opposition to Welland's resolution—going out of the way to voice its opposition before the introduction of the resolution to the meeting. The Globe benefits to a large degree by the advertising of Toronto mail order houses, who to a large extent, cripple local trade by being allowed to do business here absolutely free of charge, while local merchants pay property, business and income taxes in proportion to the volume of their trade. The Globe is a consistent enemy of monopolies and combines, respecting railways and pork packers. But there consistency ends. The Globe, perhaps, loves not combines less but the T. Eaton Co. more.

"The mail order business is a withering force in small communities. They have an unfair advantage of local merchants who pay heavily for the privilege of doing business while the mail order merchant pays nothing. Local trade is cramped, stultified and weakened with the result that the money which should by all economic laws circulate here, being earned here, goes to Toronto or elsewhere. The community is thus weakened; and to the same extent to which Welland is weakened is the state weakened. The mail order business is absolutely wrong; and while the Globe's advocacy of tax exemption may profit the Globe it doesn't help the country any.

"And upon what ground does the Globe assert that the country consumers will not agree to the proposal? Country consumers, through their councils, tax country merchants, and as a tax on mail order business done in the township would enrich the township and reduce the tax rate, as well as put the mail order octopus on the same footing as the local merchant, we should think that rural consumers should welcome the tax, in spite of the Globe's none too disinterested advice to the contrary."



Training the Future Paint Dealer

There is More Money in Developing Young Men Than in Discouraging Them—Broad Gauge Principles of Bigger Business Can be Applied in the Small Store With Good Results

A PAINT dealer may have the best line of paints and varnishes that can be procured; he may have the most up-to-date and complete equipment and arrangement of his paint department; he may have the best selling location in his community, but without efficient sales help, he will lack the life-giving element that makes success.

Inasmuch as the boy is father to the man, so does the junior clerk beget the boss of to-morrow.

Equally true is the fact that the tree is inclined as the twig is bent. The boss of to-day has it in his hands to bend the twigs as he wills.

Sooner or later comes the day when the boss must relinquish the care and worry of the details of his business and leave them in the hands of a younger generation. What are you doing to fit someone on your staff to shoulder these responsibilities? Are you leaving it to chance, or are you fitting someone to take up these responsibilities?

Can You Do So?

You who have labored and sweated and worried through all the hazards of business until you have met the measure of success you feel is yours and you feel that you ought to loaf a bit and enjoy the good things of life; can you do so, feeling that there is someone who will do the things that ought to be done with the efficiency and initiative that characterized the making of your own success; or are you fettered to your business because you failed to provide a boss against the day when you wanted to get from under the load and join the other boys of 50 or 60 on the golf links?

Remember that in dealing with your staff, you are dealing with humans of all grades; some will never want to be much more than truck pushers; they will never of their own volition push themselves farther than they are pushed. They will reach their own level; but there is seldom a store but that has some junior clerk who is full of the same ambition that you had when in the hey-day of your activity.

Seek Inspiration

What inspiration towards initiative are you giving such a boy? If you don't provide it, he will seek employment with someone who will, and yours will be the loss both to-day and to-morrow, when you will need that boy's ambition to take care of your business.

Mr. Fallis of the Sherwin-Williams Company, struck a mighty important note at the recent convention of the Retail Hardware Association at Hamilton, when he said,—"The great crying need of the business world to-day is for capable men; teach your clerks capability, initiative and courtesy, and develop their latent energies."

Out of all the noise and debate that was made at this Convention about high prices, materials and scarcity of materials, there was sounded in this remark a truth that that was of more vital importance than prices. Materials galore or no materials at all; high prices or low prices, of what avail are they if the country lacks men capable of coping with the business conditions that arise?

He Wants to Grow

An ambitious boy enters your employ to get just as much out of the job as he can; just as you entered business to get as much out of it as you could; whether you keep a watchful eye on him or not, he is keeping an eye on you, as boss, to see whether you will give him his chance when the right time comes. When you get this kind of a boy, it is up to you as boss to play up to his ambition. He wants to grow into the right of having a bigger job just as naturally as he will grow into the privilege of wearing long trousers. The right kind of ambition knows that you are boss to-day. All that he asks is the privilege of growing into the job of being boss when you are through. These are the sort that become managers, or partners of bosses of to-morrow.

There is, in his ambition, a latent energy that can be developed to your advantage. If you don't take advantage of it, he will place himself with someone who will, which explains to some extent the seeming restlessness seen among boys who are coming on. Too often the boss is as much responsible for this shifting spirit as the boy himself.

A Great Problem

The development of capable young men is perhaps as great a problem in our reconstruction effort as any we have to face and yet what little importance is given to it in the constant discussions that are taking place.

The ambitious clerk seeks responsibility; he is keen to take upon his shoulders some task that embodies accomplishment. He is hungry for the opportunity to point out something worth while that he has conceived and accomplished.

There are many departments in a hardware store that

Continued on page 66



There's Something To A Name!

Every hardware dealer sells paint. Some more—some less.

The dealers handling "Moore's" are invariably selling more and more paint all the time. The name "Moore" is their assurance of increased paint sales.

A display of Moore's Paints and Varnishes in your window or on your shelves affords your prospect such a complete line of highest quality guaranteed paints and varnishes to choose from that an ultimate sale is always assured.

Moore's Paints dry hard but retain sufficient elasticity to prevent cracking or peeling. Thus they combine tip-top appearance with unbeatable wear.

The Moore Agency proposition will interest you. Write for particulars.

Benjamin Moore & Co., Ltd.

West Toronto

Ontario

offer the chance he is looking for. Perhaps none offer a better opportunity for this development along such lines than the paint department.

Gets Rid of Detail

Not so very long ago a sterling old hardware and paint retailer came to the advertising manager of a large paint manufacturer, and requested that he put down in writing some of the more outstanding selling arguments and uses for his lines of paints and varnishes. Said he: "You know, I'm getting to the stage where it isn't as easy for me to remember such details as it used to be, and I've got to have something handy to refer to when such customers ask me questions." The advertising man readily complied with his request; at the same time, diplomatically took the opportunity to advise that perhaps he would be farther ahead if he would hand over the details of his paint department to younger shoulders and more absorbing mental activity. The old man saw the point and concluded that life would be easier if he shoved such detail onto a younger man.

Train Young Men

Some day old-timers will have to relinquish the game and he might as well let youth share the benefit of his ripened experience. Even the man in his prime can leave himself free to branch out into other channels if he will train the young fellows to take the responsibility of detail efficiently into their own hands.

Paint and varnish selling has come to the stage where both technical knowledge, and a sense of service are requisite to its successful advancement. With the realization that paints and varnishes can minister to a fundamental economic need that is both national and individual, there is need for a fresh, ambitious viewpoint. Herein lies an immense opportunity for development for the ambitious sales clerk. It not ouly offers a chance for the development of the paint department, but it offers an opportunity for personal merchandising training and development as well.

Get Service Idea

One of the greatest needs for the advancement of retail paint and varnish selling is a further knowledge of what these products can do in service to the consumer. This implies more or less technical knowledge. What is not known by the "just average" clerk, would fill sufficient volumes to put a large sized crimp in Andrew Carnegie's library fund.

What can be learned about them would provide a lengthy course in home study by the ambitious young man anxious to fill in his off hours with self-improvement training, and it is the young man who does work on some plan of self-improvement who eventually gets ahead of others in the organization.

Sooner or later the old man must realize that his time for new tricks is past. His part is to pass judgment from his riper experience on the venture of the young man. He can restrain over-zealousness or encourage initiative and enterprise through the light of his own experience. The older man has neither the time nor the mental activity to concentrate on the detailed study that the younger man's mental activity is capable of. Why should he? To a certain degree he has an obligation to society which he must fulfill in the training of the younger man to take up his share of work when he is ready to lay it down.

Provide Incentive

And in this training, he can turn to profitable account, both the fresh mental and physical activity of the generation coming on. The truly ambitious boy oftentimes will find his own incentive and work towards it despite discouragements. It is infinitely better for the boss to provide an incentive by sharing the responsibility of his paint department. Make the younger man feel that he is something more than a cog in the machine, and he will more than make himself worth his salary.

While few stores are sufficiently large to delegate all of one man's time to the paint department, yet it may be made a starting point. Delegate the responsibility of your paint and varnish buying and selling to some one clerk under your own guidance. Watch his developments there, and when he is ready to graduate from that, add some other department to his responsibilities. There is a lot to learn in a paint department, and if it is mastered successfully it will show the young man's capacity for larger responsibility. With such an incentive before the right kind of boy, he is pretty sure to earn all he is paid for, and then some.

No matter what attitude the readers of this article may have towards the departmental stores, they have adopted

The Brush Department

Says Market Conditions Indicate Higher Prices for Brushes

World Demand for Bristles is Big Factor in the Situation—Russian Market Has Been Cleared of Raw Stock and China is Now Source of Supply

HIGHER prices for brushes are predicted by Dwight J. Reed, commissioner of the American Brush Manufacturers' Association, following a careful survey of market conditions. His report is as follows:

"A careful survey of the brush market made by the American Brush Manufacturers' Association develops the interesting fact that the prices quoted at this time are lower than they should be with raw material, particularly bristle, at the prices they command.

The Association's investigation develops the fact that most manufacturers bought their bristles last spring at prices ranging from $1.80 to $2.40 per lb. for fifty-five case assortments, and are now averaging their assortment cost at from $2 to $2.25 per lb. When these stocks are exhausted they cannot be replaced for less than $2.70 per lb., the price obtaining at this time.

It is apparent that there must be a material reduction in the Chinese bristle market before the prices at which manufacturers are figuring their bristle cost, i.e., $2 to $2.25 per lb., is reached. It therefore seems certain that American brush makers must increase the prices asked for their product and wait for a materially lower raw material market before lowering of prices will be possible.

The situation in Russia is so uncertain that it seems safe to state that the extreme prices at which Russian bristles are held will obtain for some time. This naturally will make an abnormal demand upon the Chinese market for long sizes of bristle.

All reports indicate positively that the Russian market has been cleared of raw stock. Some dealers have been forced to carry over into the new season orders which were contracted for 1918 delivery. Therefore, as soon as the season opens in China they will be compelled to rush into the market and get raw bristle. This will create a big demand and stiffen prices right at the beginning of the season.

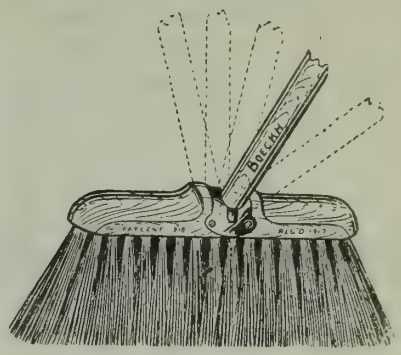
Europe is also certain to be a heavy buyer this season and will help keep the price of all bristle up.

From the above facts the following is evident:

If the present prices in China continue brush manufacturers will be obliged to increase their selling prices when they replace their present stock of bristle.

Before a reduction can be made China prices must drop below the prices on which present brush costs are figured, and this is not at all likely to obtain this season, as all available information points to present Chinese quotations being maintained or advanced."

BOECKH'S HOUSEHOLD BRUSHES



The housewife is the one who knows what brand of brooms and brushes serve and pay her best, by ease in operation, length of service and maximum accomplishment. Experience teaches that





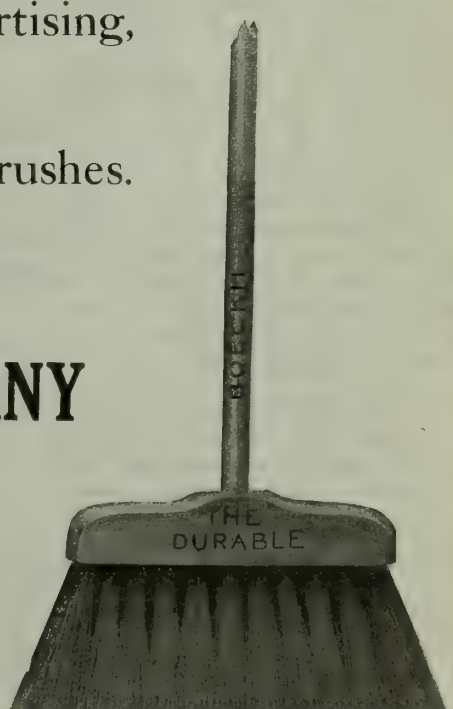
BOECKH'S HOUSEHOLD BRUSHES

are the best buy. They wear longer and work better than other makes.

You can safely recommend Boeckh's Brushes. The demand, created through their exceptional merits, and our extensive consumer advertising, makes for incessant sales.

Stock and display Boeckh's Household Brushes. It will pay you.





THE BOECKH COMPANY
LIMITED

TORONTO
CANADA

methods of developing and advancing their sales help, from which the smaller retail stores can take some lessons.

A departmental manager was up against the yearly problem of advancing his record over the previous year. It seemed to him that he had about exhausted every method that had been suggested or that he could devise,—till the the idea came that his staff could be of greater service to his customers by broadening their knowledge of paints and varnishes. He found that all of them needed larger knowledge of the make-up of paints and varnishes, as well as the broader idea of their use and application. He obtained several pamphlets which gave this information in condensed form. Each week he distributed one of these to each of his clerks. After he had distributed them, he gave each clerk a typewritten set of questions to answer, which were based on the facts given in these booklets. A monetary reward was given to the three turning in the best set of answers. As a result he found that his staff were giving his trade much better and more satisfactory service, with fewer complaints. Close checking of their sales records also revealed increased sales. Perhaps the most satisfactory result of this self-help incentive was the fact that he was able to pick out one young man for a more responsible position that he had in mind for some time.

Will Get Results

By directing the minds of your staff towards some definite goal with some incentive behind it, you can do more towards advancing the interests of your paint or any other department than if you attempt to keep all there is to know under your own hat and endeavor to direct your staff in their individual actions. Try and instil underlying principles in a broad way and then let them work out the details in their own individual way. The difference between the broad gauge store and the narrow gauge store is found in the fact that the former is made up of men capable of carrying out the big boss's ideas with initiative and enterprise and with an incentive before them, while the latter is a one man concern in which the boss is afraid to delegate responsibility to others; in consequence of which he cannot retain the man with ambition to do something on his own hook.

Is An Organizer

The big boss of the former is an organizer and director of capable men; the latter is continually handicapped by doing things that others ought to do for him. The big boss attracts ambitious men who make money for him. The small gauge store repels young men who might make money for it,—but can't.

There is more money in developing young men than in discouraging them. Look to the human element that comes under your control for your profits. Your store may be small but can be run on broad gauge principles towards bigger business. Train and keep the young men that will run it for you with big business ideas.

MAKING BORROWED IDEAS WORK

Continued from page 47

said earnestly, "if you tried to do away with the club you'd have three times as much opposition as you had from a few of us when you started the plan." To my mind that proves that the club has succeeded.

Must Fill In

The questions on the application we require a man to fill in when he asks us for a job are adopted from the application blanks of a great many concerns. They are so worded that we usually get the true answer—and not non-committal evasions. The methods of other concerns have shown us how to ask our questions to the best advantage.

Next time we have a lot printed, however we are going to revise some of the questions. A clothing manufacturer, we have found, asked them more skilfully; we are going to borrow parts of his phrasing.

In the upper left-hand corner of our blank—shown on page 47—is a little ruling headed "W" and "F" horizontally, and "1, 2, 3" over the vertical columns. In that ruling my brother and I put our personal impressions of the man. "F" is Fred, my brother; "W" is myself. Before either one of us hires a man he puts a check mark in the square to indicate whether he considers him first, second, or third-class and sends him to the other brother. I may judge a man 1; Fred may judge him 3. And if he does he passes him back to me to interview once more. This time I may come down to 2 and send him again to my brother. Eventually we agree in which class the man rightly belongs, and pay him accordingly.

Is Pretty Small

We do not pretend to be infallible; but the chance that we will both go wrong in judging a man is pretty small, experience has shown us. We usually get good men.

Another idea that we got from a concern in another line is the purchase order acknowledgment, reproduced on page 47. This is used by a big mail-order house. We made almost no change in the form, and adopted it as soon as it came to our attention. The sheet has a gummed edge by which we attach it to every order that goes out of our buying departments.

Since we started using it we have not had to depend on guesswork to give us delivery dates. The day after a supplier fails to make good his promise we follow him up; and to that form we attribute the fact that under the extraordinary difficult market conditions prevailing during the last two years we have had a fairly complete stock at all times—so near complete that not only other retail dealers but also even local jobbers continually come to us to get goods they cannot obtain elsewhere.

Send to Jobber

Occasionally when we haven't an article we send the customer to a jobber or a manufacturer to see if he can find there what he wants. This is, of course, a common practice in most retail and wholesale lines.

We used to have a lot of grief because of it, though. We would send a customer to a factory with an order on the supplier to sell him what he wished and charge it to our account. The customer would ask the price on the article; the manufacturer's salesman, thinking 10 per cent a handsome mark-up, would add 10 per cent. to the price he would charge us. And the goods would be charged to us at an actual loss over what it cost us to handle them on our books.

Bettered the Situation

Often as not, the manufacturer would invoice the goods to us, without mentioning that he had delivered them to one of our customers. As a result the customer was likely to escape all responsibility for his purchase. We had, you see, two distinct reasons why we did not like to send our customers to a supplier's showrooms.

Then about 18 months ago one of our executives went to a Chicago wholesale dry goods house to make a purchase for us. The wholesaler did not have the goods in stock, but sent our man to a manufacturer. The slip he gave him to show at the salesroom was so good that next day we had the printer make up some of them for us. The main difference between the form as we now use it and the slip that most concerns issue is that ours directs the supplier to show the goods and telephone us for an order number and price, while the ordinary slip is a purchasing order. We never lose a charge in this way any more. And we get a chance to set the selling price instead of depending on someone outside our organization to do it.

From Inside Too

But we do not get all our ideas from outside. We have been profitably shown from time to time that the steady flow of new ideas from the outside stimulates a similar flow from the inside. When men see improvements being made all the time they are likely to get the fever; once they are inoculated with the desire to introduce good ideas they are almost sure to produce something that pays in dollars and cents.

One of the most profitable methods we have of training our salesmen is starting them at what we term our kindergarten counter. This is the counter where we sell a thousand and one small items—nails, screws, hooks, bolts, and the like. This department is really a losing proposition, for a sale there rarely runs over 25 cents; more often the sale is 3 cents or 7 cents.

After a new employee has had his training in the stockroom we give him his selling tryout at this counter. If he can stand the gaff there, making peanut sales all day, he is not a floater, and in the

Continued on page 72



Varnish Service

Length of Service is the real measure of varnish value. It is the qualification that makes the most lasting appeal to the consumer. No matter how cheap varnishes are by the gallon, if they lack durability they are dear bargains, since it costs as much to apply a poor varnish as a good one.

Berry Brothers' varnishes, stains and enamels have an established reputation for producing handsome finishing effects that retain their beauty for many years. This long wearing period means economy.

Berry Brothers' label has for 61 years been accepted as the mark of efficient varnish service by discriminating buyers.

Partial list of distributors of Berry Brothers' products

Marks, Clavett, Dobie Co., Ltd., Port Arthur, Ont.
Whites, Ltd. - - - Collingwood, Ont.
Sanderson Pearcy & Co., Ltd. - Toronto
A. M. Bell & Co., Ltd. - - Halifax, N.S.
Lariviere, Inc. - - - - Montreal, Que.
L. H. Gaudry & Co. - - Quebec, P.Q.
Wood, Vallance, Ltd. - - Winnipeg, Man.
Wood, Vallance & Adams, Ltd., Calgary, Alta.
Revillon Wholesale, Ltd. - Edmonton, Alta.
Hunter-Henderson Paint Co., Ltd., Vancouver, B.C.
Wood, Vallance Hardware Co., Ltd., Nelson, B.C.
Frank A. Gillis Co. - - Halifax, N.S.

BERRY BROTHERS INC
World's Largest Makers
Varnishes and Paint Specialties
Walkerville, Ont.

(754)

WEEKLY PAINT MARKETS

MONTREAL

MONTREAL, April 24.—Changes of the week in paint markets are confined to a stiff advance of six to nine cents per gallon for linseed oil. Some look for seed to reach $4 per bushel in the immediate future, and the price to-day is very high. Turpentine is firmer. A car or two was received this week, and while the distribution of this will be quickly made, it will serve to help matters somewhat. Putty, white lead in oil and other lines are moving well. Mixed paint sales are large, and each week brings increased business.

Another Jump In Linseed Oil

Montreal

LINSEED OIL.—Another stiff advance is effected for linseed oil this week and there seems to be every evidence that seed prices will reach the $4 mark within a few days, if something unforeseen does not occur. At this writing, seed is selling at around $3.88 per bushel. The range of oil prices has advanced six to nine cents per gallon, and cheap oil does not seem likely. There is a fair movement.

One crusher looks for some English oil to reach the Canadian market in the immediate future. The "fixed" price of flax in the United Kingdom has prompted this, it is pointed out, this price being somewhat less than the present quotations made in this market.

Raw—		Imp. Gal.
1 to 4 bbls	$1 74	$1 77
5 to 9 bbls	1 72	1 73 1 76
10 to 2 5bbls	1 71	1 72 1 75

Boiled—		Imp. Gal.
1 to 4 bbls	$1 76½	$1 79½
5 to 9 bbls.	1 75½	1 74½ 1 78½
10 to 25 bbls.	1 73½	1 74½ 1 77½

Turpentine is $1.12; Still Lacking

Montreal

TURPENTINE.—Several jobbers are still unable to supply turpentine, although two carloads have been received this week. It has relieved the shortage to a limited extent, but the supply will not last long with the season opening, as it immediately will. Prices firmed to the extent of two cents per gallon, and there is no indication of lower prices. Increases are more likely.

Turpentine—		Imp. Gal.
1 to 4 barrels	....	$1 12
Small lots	$1 17	1 22

(Packages extra.)

Delivery of Putty Continues Good

Montreal

PUTTY.—A seasonably good movement of putty is made in this market, and there is a likelihood of this continuing in the coming weeks. Evidences are encouraging as relating to immediate future business. Some things have been conspiring to hold back operations, but with good weather conditions and a completing of plans for building, movement will increase.

Standard Putty—	5 ton	1 ton	Less
Bulk, in barrels	$5 00	$5 25	$5 60
Do., ½ barrels	5 15	5 40	5 75
Do., 100 lbs.	5 85	6 10	6 45
Do., 25 lbs.	6 10	6 35	6 70
Do., 12½ lbs.	6 35	6 60	6 95
3 and 5 lb. tins	8 10	8 35	8 70
1 and 3 lb. tins	8 60	8 85	9 20
Do., in 100 lb. cases	7 15	7 40	7 75

Pure linseed oil putty, $2 per 100 lbs. advance on above prices.

Glaziers' putty—$1.60 per 100 lbs. advance on above prices.

Terms—2%, 15 days, net 60.

White Lead Steady; Market Firm

Montreal

WHITE LEAD IN OIL.—There is a continuance of good business for white lead in oil, and the sales made are frequent rather than for heavy lots. At the same time the total volume is large, and much tonnage has been sent forward. Prices are firm under the advances made for linseed oil, and the following basis obtains in this market: Standard lead, five ton lots, $15.50 per 100 pounds; ton lots, $16; smaller quantities, $15.35.

Much Good Business For Paints, Etc.

Montreal

PAINTS, ETC.—Orders to the paint makers here are reported large, and the volume of business in prospect is big. A continuance of fine weather conditions is all that is now needed to make for a good season, and the time is really here when large operations will be begun. Reports indicate a beginning of new building in various parts of the country, and once this spirit is manifest, it will gain headway quickly.

TORONTO

TORONTO, April 24. — Higher prices on linseed oil have followed the sharp advances on flax seed and quotations are up from 6c to 15c per gallon over figures of last week. Turpentine remains in a firm position but there is no quotable change in the market here. Business is coming along very nicely, manufacturers of mixed paints and brushes being well pleased with volume of orders they are handling.

Linseed Oil Makes Big Gains

Toronto.

LINSEED OIL.—Big advances have been made in the prices of linseed oil this week following the substantial gains recorded in the flax seed markets. Tendencies of the seed market still seem upward and the outlook at present and for the next month is that prices will remain high. United States interests are buying oil and seed and there seems no immediate relief in sight from receipts of Argentine seed. There is some export business on linseed oil being done, too, from Canada, and with a very good demand locally the tendencies are all quite strong. A wide range of prices is shown this week, some factors selling raw oil at $2 per gallon in single barrel lots.

Linseed Oil		Raw	
1 to 2 barrels, gal.	$1 80	$1 95	$2 00
3 to 5 barrels, gal.	1 79	1 94	1 99
10 bbls. and over	1 77	1 92	1 97
		Boiled	
1 to 2 barrels, gal.	$1 82½	$1 98	$2 03
3 to 5 barrels, gal.	1 81½	1 97	2 02
10 barrels and over	1 79½	1 95	2 00

Prices shown are those ruling on Thursday of current week and subject to daily fluctuations of the market.

Turpentine Holds In Firm Position

Toronto.

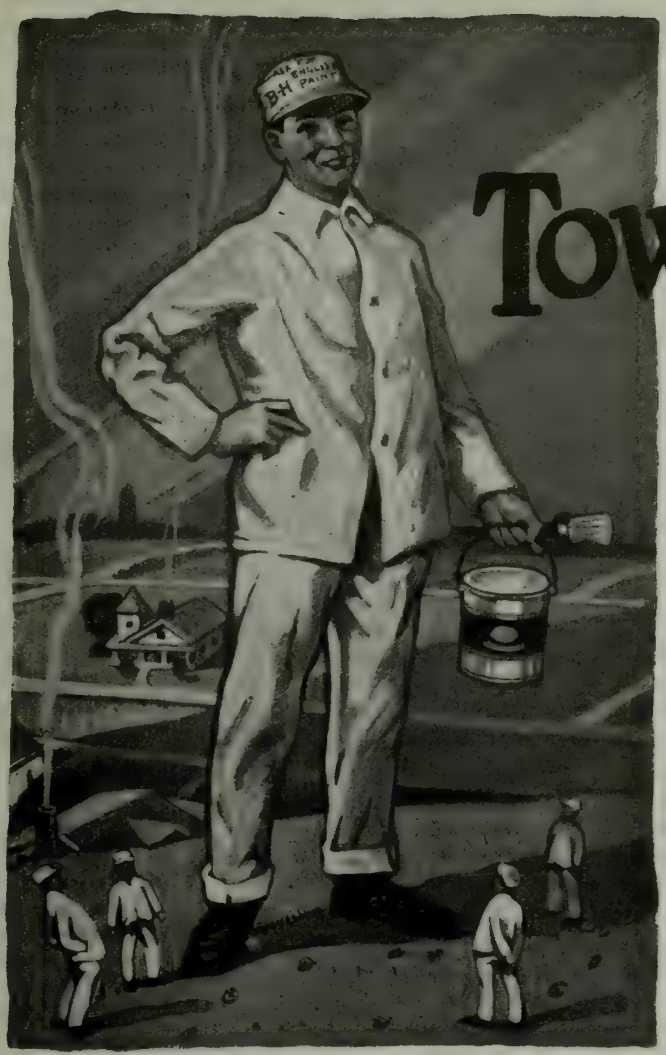
TURPENTINE.—The market remains in a very firm position. Reports from the South indicate that receipts from the new crop are small and a very good demand is noted, both of which factors tend to strengthen the market. Locally supplies are very good and shipments are coming along quite satisfactorily. Prices here are:

Turpentine—	Imp. Gal.
1 barrel (barrel included)	$1.12-$1.15
2 to 4 barrels (barrel included)	1.11- 1.14
5 gallon lots	1.22- 1.25

Mixed Paint Business Good

Toronto.

MIXED PAINTS.—Business may be termed good in mixed paints and manufacturers are handling quite a large volume of orders. The undertone to the market is strong in view of the situation in linseed oil but no quotable changes are reported, the figures in current market quotations holding.



Towering High

above all other paint propositions—

Every B-H Agent realizes that he is in a position to offer his customers a "paint proposition" that his competitors have no means of equaling. He never has to say a word to his customers about B-H Quality—the Guarantee Label pasted on every can says it for him—and says it so emphatically as to place beyond all argument or doubt the goodness of

B-H "English" Paint

70% Pure White Lead
30% Pure White Zinc
100% Pure Paint

Consider first this outstanding fact of quality. Then consider the overwhelming superiority of the B-H publicity—which day by day is winning new converts to the use of B-H "English" Paint. Finally, bear in mind that you can sell this paint at as low a price as any other standard line and still make quite as much profit. All this means that the "profit and prestige" possibilities that go with B-H representation are such as to make our proposition tower high above any other paint representation ever offered to Canadian hardware dealers.

BRANDRAM-HENDERSON LIMITED

MONTREAL HALIFAX ST. JOHN TORONTO WINNIPEG
MEDICINE HAT CALGARY EDMONTON VANCOUVER

Activity In Brushes Noted

Toronto.

BRUSHES.—Manufacturers report a marked increase in the number of orders coming to hand—repeat business which usually comes at a little later date and which indicates that retailers must be getting the goods off their shelves early. Prices are firm and well maintained.

White Lead in Oil Holding Steadily

Toronto.

WHITE LEAD IN OIL.—The marked increase in linseed oil has tended to strengthen the market in white lead in oil although the price of the metal is lower. A better trade is being done with quotations unchanged, 5-ton lots being quoted at $15.80 per 100 pounds; 1-ton lots at $16.30 and less quantities at $16.65.

Glass Holds Firm; Putty Unchanged

Toronto.

GLASS, PUTTY.—The undertone to the glass market is firm and there is no indication of any immediate recession from present values. Stocks are ample for the demand but not heavy. Putty shows little of interest as yet. Prices are well maintained but orders are not very heavy.

	Per 100 lbs.		
Standard Putty—	5 ton	1 ton	Less
Bulk, in barrels	$5 30	$5 55	$5 90
Do., 100 lb. irons	6 15	6 40	6 75
Do., 25 lb. irons	6 40	6 65	7 00
Do., 12½ lb. irons	6 65	6 90	7 25
Bladder, in barrels	7 05	7 30	7 65

Pure putty advance $2 per 100 lbs. over above prices.

GLASS PRICES FIRM

According to those in close touch with the window glass situation there is no possibility of pre-war prices prevailing for some time. As far as Canada is concerned the supply will have to come from the United States, with no prospect of getting any from either England or Belgium. Manufacturers in the United States have placed their cards on the table with the Industrial Board at Washington, and the Board has publicly announced that if American dealers are hesitating over prices or expecting them to drop materially, their attitude in this connection should be dropped.

Ottawa Contractors Form Association

The Ottawa branch of the association of Canadian Building and Construction Industries came into existence at a meeting of the capital's contractors and supply dealers, held in the Chateau Laurier.

J. P. Anglin, president of the Association of Canadian Building and Construction Industries, outlined the aims and work of the association. Speaking on the increased cost in living and industries, he declared that since 1913 building costs, including supplies and labor, have only increased 57 per cent., which is relatively speaking, the lowest increase of any of the industries.

Other Increases

Statistics produced show that farm produce has increased 123 per cent.; clothing, 152 per cent.; drugs, 104 per cent.; and house furnishings, 133 per cent. In outlining the importance of an organization for contractors, Mr. Anglin stated that the building fraternity would eventually put themselves and their industries on the map. In the past years contractors had never been consulted by the Government on matters dealing with reconstruction and other important problems, and he stated that strong organization was the only means by which the fraternity would be able to command recognition. He outlined the propaganda scheme and voiced his approval of a standard form of contract, which would provide for labor troubles and arbitration clause.

Urges Co-operation

"If Canada is to get ahead in the next few years we will all have to work together for a maximum amount of production in all lines," he said. "As it is now, we are only getting about 25 per cent. efficiency, where it should be at least 50 per cent. We pay the men the wages they demand, but to increase our efficiency there must be some other incentive. Get your men to understand and take an interest in your business, and it will aid as a solution in solving the reconstruction problem."

Preliminary steps were taken by the contractors at the meeting to cope with any trouble that may arise with the building unions next month, which has been anticipated by many of the local contractors. A representative from each line of contractors and supply dealers was appointed on an executive committee who will interview the Minister of Labor on the labor question and appoint a council to meet representatives of organized labor to arrange a compromise should any trouble arise.

A. S. Clarson, general secretary of the Canadian association said that without efficient public and private education the corporation of contractors would easily wander into Bolshevism of industry. A primary duty of reconstruction is not only a better understanding between all builders and contractors, but towards better education. To this end they should have a representative sitting on every Government commission that may be appointed which has to do with repatriation, reconstruction, immigration or any other progressive movement that may arise along the lines of conservation of energy and ability. Public opening of tenders was another aim.

MAKING BORROWED IDEAS WORK

Continued from page 68

course of time he may become a good hardware salesman. We fill all vacancies in the other departments from kindergarten counter. And the comparatively low turnover of our salesmen is, we feel, largely due to the training and the test that they first get selling three bolts and five nails all day long.

Phones Stockroom

A good deal of our stock we must of necessity carry in our third floor stockroom, because keeping more than a sample on the selling floor requires too much space. When a salesman wants one of these items he telephones the stockroom and the merchandise is sent down on a dumb waiter.

The stockman can seldom tell offhand whether or not the item is in stock. And that used to mean that the salesman had to telephone upstairs again to find out what had happened to his order or else the stockman had to call him back to tell him.

One of our men, however, figured out a better method of handling this work. Now when the salesman calls up to order an item, the stockman writes his order on a small printed slip. If the goods are in stock the stockman puts the slip and the goods on the dumb waiter and sends them down. If they are not, he marks "o" on the slip to indicate "out," and sends the slip down the pneumatic tube, which runs beside the dumb waiter.

Saves His Time

Sonsequently when the salesman steps back to the dumb waiter he finds there either the goods or the slip. Less of his time has been wasted; and just one-half as many telephone connections to the stockroom are now made through our switchboard.

Some of our forms are of necessity rather complicated; and some of these complicated blanks must be filled out by employees who can not, perhaps, be expected to handle them always without an error. One of our more recent forms we have made as near foolproof, I am convinced, as any form can be made. The device that we use on this sheet is shown on page 000.

The various operations required in making out the sheet are numbered. The number of each operation is placed, surrounded by a heavy square, in the blank space where that operation is required. In the left-hand margin of the sheet the numbers are explained carefully. When the employee fills out this form he cannot go wrong if he follows directions which are constantly before your eyes.

That is a good form; but I have no doubt that before we have need for a reprint of it we shall have worked out several improvements. We seldom have a second edition of any form printed without making some change—in fact we are planning to use the little numbers on almost every form in our store. We seldom leave any method unchanged for more than a year or two.

The steady flow of new ideas is what makes our business earn bigger profits every day. And new ideas won't let us stand still.

MARTIN-SENOUR
PAINTS AND VARNISHES

Made in Canada



Sold on Merit

PIONEERS
of
PURE PAINT
and still FIRST
in the Estimation
of
Paint Users

are now being advertised extensively throughout the Dominion, the widest range of mediums ever used by any Paint Concern being used. These include newspapers, magazines, farm and religious journals. Each advertisement is of such a size as to dominate the page on which it appears and wherever possible our Dealer Agent's name is incorporated in his local paper.

OUR CONSUMER'S MAILING FOLDER, bearing the name of our local Dealer Agent is now being mailed to thousands of paint prospects and will bring them to your store for their supplies.

Now is the time to use our WINDOW TRIM which has been supplied to all Dealer Agents and to dress your window, thereby connecting your store with our National Publicity Campaign and with your local Clean-Up and Paint-Up week.

KEEP YOUR STOCK COMPLETE

Do not lose sales through not having sufficient stock and when short on any lines take advantage of our efficient mail order service to quickly replenish your stock.

The MARTIN-SENOUR Co.
LIMITED
PRODUCERS OF PAINTS AND VARNISHES
WINNIPEG VANCOUVER **MONTREAL** TORONTO HALIFAX

CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION

Dominion Metallica — B.B. Caps 25% B.B. Caps, 20%; 22 short black, 22 long, black, 22 long smokeless, 20%; 22 short lesmok or 22 long lesmok, 20%; 22 short, smokeless, 30%; 22 long rifle, black, 22 long rifle, smokeless, 7½%; other rim fire, 10%; center fire pistol, add 35% list; center fire sporting, add 60%; shot cartridges, same as ball; brass shot shell, 20%; primers, add 35% list; empty shot shells, 5%; blanks, add 25%; bullets, add 40%.

Terms: Net 90 days, or 2% discount for cash in 30 days.

"Dominion" Loaded Paper Shells "Crown" Black Powder, 10% on list; "Sovereign" Bulk Smokeless Powder, net list; "Regal" Dense Smokeless Powder, net list; "Canuck" Shells, Smokeless, $41 per M, net; Empty Shells, 5%; 90 days net.

F.O.B. Montreal, Toronto, London, Hamilton.

AMERICAN AMMUNITION

List of Prices.

Subject to 22½% advance on list.

B.B. caps, $3.50 per M.; B.B. caps, concave ball, $4.40; 22 short, $5; 22 long, $6; 22 long rifle, $7; 22 short smokeless, $5.35; 22 long smokeless, $7.50; 22 long rifle, smokeless, $8.75 per M.

Sporting Cartridges—Centre Fire Smokeless 303 Winchester, $72.25 per M.; 303 Savage, $72.25; 303 British, $95; 32 Winchester special, $72.25; 38-55 Winchester, $76; 401 Winchester self-loading, $76 per M.

Primers—Nos. 1, 1½ and 2½, $3.60; Nos. 1 and 2 (100 in box), $3.80; Nos. 1-W, 1½-W, 2½-W and 3-W and 5, and 5½, 100 in box, $3.80; Berdan Nos. 1, 1½, 2 (250 in box), $3.60; Berdan Nos. 1, 1½, 2 (100 in box), $3.80; new No. 4, $5.50; U.M.C., 33, $5.50.

Shot, standard, 100 lbs., Toronto, $16.45-$17.35; Montreal, $18; net extras, as follows, subject to cash discount only: Chilled, $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal Toronto, Hamilton, London, St John and Halifax freight equalized

AUGER BITS

Standard List Prices per dozen.			
3/16.....	$ 6.00	18/16.....	$12.00
4/16.....	5.00	19/16.....	14.00
5/16.....	5.00	20/16.....	14.00
6/16.....	5.00	21/16.....	16.00
7/16.....	5.00	22/16.....	16.00
8/16.....	5.00	23/16.....	18.00
9/16.....	6.00	24/16.....	18.00
10/16.....	6.00	25/16.....	21.00
11/16.....	7.00	26/16.....	21.00
12/16.....	7.00	27/16.....	24.00
13/16.....	8.25	28/16.....	24.00
14/16.....	8.25	29/16.....	27.00
15/16.....	9.50	30/16.....	27.00
16/16.....	9.50	31/16.....	30.00
17/16.....	12.00	32/16.....	30.00

Discounts from Standard List prices:

Beaver, 57½%.
Ford's Auger Bits, 35 to 37½%.
Gilmour Auger Bits, 47½%.
Gilmour Car Bits, 37½%.
Gilmour Eye Augers, 35%.
Gilmour Ship Augurs, add 10%
Rockford Auger Bits, 50 and 10%
Irwin Auger Bits, 10% off list in Catalogue o. 10, 1905.

F.O.B. Toronto, Montreal, London and Hamilton.

AXES

Single Bits, doz....	$13 25	$16 00
Double Bit	16 50	19 50
Boys' Axes	12 00	14 00
Hunters' Axes	11 00	12 00
Bench—No 2. doz...	12 50	13 20
No. 3, doz...	13 50	14 20
No. 4, doz...	14 50	15 25

BABBITT

Prices on babbitt fluctuate with the metal markets and prices are quoted on application. Prices range from 8c to 75c a lb.

BARS, CLOTHES

No. 1, dozen	$ 8 00
No. 2, dozen	10 80
No. 3, dozen	8 40
No. 4, dozen	$10 00
No. 5, dozen	12 00
No. 6, dozen	14 00

BELTING (Leather)

Discounts apply to Revised List of Feb. 14, 1907.

Extra Quality, 30%.
Standard Quality, 30, 10%.
Side Lace Leather, lb..$1.70-$1.90
Cut Lace Leather, lb... 1.90- 2.20
F.O.B. Montreal, Toronto.

BELLS (Farm)

No. 1 x 40, lb.....	$4 00
No. 2 x 50, lb.....	5 00
No. 3 x 60, lb.....	7 50
No. 4 x 100 lb.....	10 00

F.O.B. Montreal, Toronto.

BOARDS, BAKE

No. 1, 18 x 24 in., dozen$ 8 50
No. 2, 18 x 28 in., dozen 10 50
No. 3, 20 x 30 in., dozen 12 00

BOARDS, IRONING

No. 1, dozen $19 20

BOARDS, SLEEVE—

No. 3, dozen .....$ 5 50

BOARDS, SKIRT—

No. 11, dozen $11 00
No. 32, 5 x 12 in., doz...$11 00
No. 35, dozen 25 00
No. 36, dozen 29 00

BOLTS AND NUTS

Discounts apply to list of Feb. 1, 1918.

Carriage Bolts ($1 list), ⅜ in. dia. and smaller, 6 in. and shorter, 35%.
Carriage Bolts ($1 list), ⅜ in. dia and smaller, longer lengths, 20%.
Carriage Bolts ($1 list), 7-16 dia and larger, 15%.
Machine Bolts, ⅜ in. dia. and smaller, 4 in. and shorter, 40%.
Machine Bolts, ⅜ in. dia. and smaller, longer lengths, 25%.
Machine Bolts, 7-16 in. dia. and arger, 25%.
Sleigh Shoe Bolts, all sizes, net list.
Coach and Lag Screws, 50%.
Square Head Blank Bolts, 25%.
Bolt Ends,, 25%.
Plow Bolts, 25%.
Elevator Bolts 25%.
Fancy Heal Bolts, 25%.
Shaft Bolts ($3 list), 25%.
Step Bolts, large head ($3 list), 25%.
Whiffltree Bolts, 25%.
Nuts, square, blank, add to list, .75.
Nuts square, tapped, add to list $1.00.
Nuts hexagon, blank, add to list $1.00.
Nuts, hexagon, tapped, add to list, $1.25.
Stove Bolts, 65%. Tire bolts, 50%
Terms: 2% off 30 days from date of shipment
F.O.B. Montreal, Toronto, Hamilton, London, Ont.

BORAX

Lump Crystal Borax, lb. ...11c-12c
F.O.B. Montreal, London, Toronto.

BRASS

Spring sheets, 24 gauge and heavier, base	$0 35
Rods, base ½ to 1 in., round	0 34
Tubing, seamless, base	0 42
Copper tubing, iron pipe size, base, ¾ in. up to 3 in.....	0 44

F.O.B. Montreal and Toronto.

BOILERS (Range)

30-gal., extra heavy	$14 50
30-gal., Standard	12 25

BOARDS (Wash), Zinc

	Doz.
Pony	$2 35
Improved Globe	5 15
Neptune	5 15
Standard Globe	5 15
Original Globe	5 65
Jubilee	5 80
Newmarket King	5 80
Western King (enamel)	8 00
Beaver (brass)	7 35
Diamond Ring (glass)	6 30

F.O.B. Newmarket.

BUTTS Wrought Steel:—

No. 840	5%
No. 800	2½%
No. 838	5%
No. 808	5%
No. 80 4.....	15%
Nos. 802, 842, 844	5%
Nos. 810 and 814	net list
No. 830	2½%

F.O.B. Toronto, Montreal, London, Hamilton.

Spring Butts

Chicago Spring Hinges, list + 5%.
Triplex Spring Hinges, 20-10%.
Chicago Mortise Floor (5,000), 20, 7½ and 5%.
Chicago Relax Floor (6,000), 25-10-10-2½%.
Chicago Premier (4000), 12½%.
Chicago Ajax (3,000), 12½%.
Chicago Fire Station, add 10% to list.
Lavatory Door Hinges, 20%.
Chicago Screen Door (2000), 40 2½%.
Chicago Screen Door (3000), 16 2-3 %.
Non-Hold Back Screen Door, on application. F.O.B. Chicago.

CANS

For discount on milk and cream cans, etc., see list under head of wares, etc.

CHAIN

	Proof Coil B.B. Mont'l	Proof Coil B.B. Tor'to	Welded B.B.B. Mont'l	Welded B.B.B. Tor'to
3-16 in.	$22.75	$21.40	$.....	$27.40
¼ in. ..	16.75	17.75	20.60	23.60
5-16 in..	14 75	14.60	16.40	18 40
⅜ in....	13.00	13.40	15.00	17.25
7-16 in. .	12.75	13.15	14.40	16.65
½ in. ..	12.50	12.80	14.15	16.50
⅝ in. ..	12.35	12.75	13.85	16.15
¾ in. ..	12.25	12.70	13.50	16.00
⅞ in. ..	12.05	12.40	13.40	15.80
1 in. ...	11.90	12.30	13.30	15.65

	Electric Welded B.B.	Electric Welded B.B.B.
¼ in. ..	.....	18.05
3-16 in. .	.....	16.35
¼ in. ..	14.95	14.95
5-16 in. .	12.55	13.50
⅜ in ..	11.35	12.25
7-16 in. .	11.10	12.00
½ in. ..	10.95	11.80
⅝ in. ..	10.70	11.55
¾ in. ..	10.40	11.25

	Montreal and Toronto American Proof Coil Chain B.B.	B.B.B.
3-16 in.	$17.25	$.....
5-16 in.	14.25	17.25
⅜ in.	13.00	16.00
7-16 in.	12.75	15.45
½ in.	12.55	15.25
⅝ in.	12.25	.....

Electric Welded B.B.B.—Chain, ¼ in., $13.75; 5-16 in., $12: F.o.b Toronto.

Cow ties, 20%; trace chains net list: dog chains, 12½%; halter chains, 12½%; tie-out chains 37½%; stall fixtures, No. 1 or heavy, $2 dozen: stamped, No. 3 or Dominion, $1.40 dozen: breast chains, No. 220, $16 dozen pairs. F.O.B. Montreal, Toronto, Hamilton, London.

CEMENT

Cement, per bbl., $3.25 in car lots; 80c. pe rbbl., or 20c each is allowed for sacks returned in good condition, freight paid.

Paris plaster, five-barrel lots $4.00; single barrel, $4.50. F.O.B. Toronto.

CHAIRS

Step ladder, dozen $27 00

CHURNS

List price hand churns—No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.

List prices power churns—No. 0 $11; No. 1, $11; No. 2, $12; No. 3, $13; No. 4, $17; No. 5, $20.

Discount of 20% f.o.b. Toronto Hamilton, Fergus, London, St. John, N.B.

Discount of 17½% f.o.b. Montreal, Ottawa, Kingston.

CHOPPERS, FOOD

Universal—Dozen—No. 0, $19.25; No. 1, $23.30; No. 2, $28.35; No. 3, $36.45.

Russwin—Dozen—No. 0, $19.20; No. 1, $23.40; No. 2, $28.20; No. 3, $36 60.

F. o. b. Montreal, Toronto.

CLOTHES LINE (Galvanized)

No.	Per 1000 ft
17—7-strand, 100 ft. lengths..	$6.85
17—7-strand, 50 ft. lengths..	7 00
18—6-strand, 100 ft. lengths..	5 60
18—6-strand, 50 ft. lengths..	5 33
19—6-strand, 100 ft. lengths..	4 50
19—6-strand, 50 ft. lengths..	5 00

F.O.B. Montreal, Toronto, London

COPPER .. ... Montreal Toronto

Casting ingot, see weekly report.

Rods, ½ to 2 in. ...	$30 00	$28 00
Plain sheets, base, 16 oz. and heavier ..	30 00	....
Copper sheet, tinned, 14x60 in., 14 oz...	34 00	36 00
Copper sheet, planished, base 16 oz. and heavier	40 00	50 00

Above prices are full sheets and bars. Cut sheets and bars are 5c per lb. higher.

COMBS

Curry combs: No. 111, $1.55; No 121, $1.70; No. 122, $2.25; No. 127 $2.25; No. 100, $2.80 per dozen.

F.O.B. Montreal, Toronto, Hamilton, London

CORD (SASH)

No. 6, lb.	71
No. 7, lb.	70
Nos. 8, 9, 10, 12	69

F.O.B. Montreal, Toronto, Hamilton, London

CANADA PLATES

Prices nominal.	Montreal	Toronto
Ordinary, 52 sheets.	$ 8 50	$ 8 00
Do., 60 sheets.	8 60	8 10

COKE, TIN PLATES

	Per box
IC, 20x28 base	$20 00
IX, 20x28 base	23 00
IXX, 20x28 base.....	27 00
IXXX, 20x28 base.....	31 00

F.O.B. Toronto

TERNE PLATES

I. C. 20x28, 112 sheets.....$20 50
F.O.B. Toronto.

"DOMINION CROWN BEST"—DOUBLE COATED TISSUE

	Nominal
IC. 14x20 base	$15 00
IX. 14x20 base	17 00
IXX. 14x20 base	19 00

F.O.B. Montreal.

WE HAVE THE LARGEST AND BEST EQUIPPED FACTORY IN THE DOMINION OF CANADA

FOR MANUFACTURING

BABBITT, SOLDER, LEAD PIPE, SHEET LEAD



HARRIS HEAVY PRESSURE

IS

AN IDEAL BABBITT METAL

FOR

THE HARDWARE TRADE

We Guarantee It Will Give Excellent Service

Order a Box from Our Nearest Factory and ask for Free Show Stand

THE CANADA METAL CO., LIMITED
TORONTO

34 Jackson Street, East HAMILTON | Park Ave., C.P.R. Tracks MONTREAL | 301 Chambers Street WINNIPEG | 1428 Granville Street VANCOUVER

BICYCLE WEEK—May 3rd to 10th

THIS is the week when everyone concerned joins in boosting the Bicycle. Its convenience, utility and economy are impressed on the public as at no other time.

Naturally a good many bicycles will be sold by dealers who jump right in and take advantage of the opportunity.

Will you be ready with an ample supply of

C·C·M· Bicycles

90% Made-in-Canada



They are so well made and well known that they are comparatively easy to sell. Their real quality ensures satisfaction and builds up good-will for your store.

For prices and agency particulars, write Head Office or nearest Branch.

The "C.C.M. Family" includes these well-known name-plates:
Gendron
Columbia
Red Bird
Ivanhoe
Cleveland
Massey
Perfect

Canada Cycle & Motor Co., Limited

Vancouver **Winnipeg** **WEST ON** **Toronto** **Montre**

CLOCKS

Big Ben	$2 92
Good Morning, each	1 15
Lookout	1 45-1 50
Sleepmeter	1 65

F.O.B. Montreal, Toronto, London, Hamilton

CROWBARS, $10.50 per 100 lbs

DRILLS—

Standard Lists.

Blacksmiths', ½ in. x 2½ in. shank. List each.

1/8	$0.45	19/32	$1.20
5/32	.45	5/8	1.30
3/16	.50	21/32	1.40
7/32	.55	11/16	1.50
1/4	.60	23/32	1.60
9/32	.65	3/4	1.70
5/16	.70	25/32	1.80
11/32	.75	13/16	1.90
3/8	.80	27/32	2.00
13/32	.85	7/8	2.10
7/16	.90	29/32	2.20
15932	.95	15/16	2.30
1/2	1.00	31/32	2.40
17/32	1.05	1	2.50
9/16	1.10		

Intermediate sizes take list of next larger.

Bit Stock, list per dozen—

3/32	$2 70	3/8	$ 8 50
1/8	3 00	7/16	10 50
5/32	3 50	1/2	13 00
3/16	4 00	9/16	15 50
7/32	4 50	5/8	18 00
1/4	5 00	11/16	21 00
9/32	6 00	3/4	24 00
5/16	7 00	7/8	30 00

Bit Stock Drills	45%
Blacksmiths', ½-in. shank	40%
Straight Shank	40%
Straight Shank, wire	40%
Taper Shank	40%

DOORS

See Screen Doors.
F.o.b. Toronto.

EMERY CLOTH

See under Sandpaper.

ENAMELWARE

See prices under heading Wares.

FILES AND RASPS

Discounts below apply to list of Nov. 1, 1899.

	%
Great Western, Amer	50
Kearney & Foot, Arcade	50
J. Barton Smith, Eagle	50
P. H. and Imperial	50
Disston Brand	40
Globe	50
Nicholson	35
Black Diamond	35
Delta Files	20
Firth Files	50

F.o.b. Toronto, Montreal, London and Hamilton.

FITTINGS

Cast iron fittings, 20%; Malleable bushings, 35%; cast bushings, 35%; unions, 50%; plugs, 35% off list. Net prices Class B, black, 21c lb.; Class C, 14c lb.; galvanized, Class B, 30c lb.; Class C, 21c lb.

Toronto and Montreal.

GRILLS, ELECTRIC

Single heat, round	$7 50
Three heat, round	8 25

F.o.b. Toronto.

GRINDSTONES Per 100 lbs.

Over 40 lbs. and 2 in. thick	$3 00
Under 40 lbs.	3 25
Bi-Treadle, each	7 00

F.o.b. Toronto.

HALTERS (SNAP AND RING)

	Doz.
Russet rope shank, 1"	$11.25-$12.75
Perfect, No. 1½	13 20-13 80
Russet rope shank, 1¼ in.	13 85
Black rope shank, 1 in.	13 75
Black rope shank, 1¼"	12.50-13 85
Hand sewn, no shank, 1 in.	17 40
Hand sewn, no shank, 1¼"	18 75

Halters (Sisal)

7-16 in. gross, $24; 9-16 in., $36 F.o.b. Toronto, London—7-16 in., $2.10 doz.; ½ in., $2.65 doz.

HAMMERS, SLEDGE

Can, 5 lbs. and over, cwt.	$17 50
Masons, 5 lbs. and over, per cwt.	20 00
Masons, 5 lbs. and under	22 50
Napping, up to 2 lbs.	25 00

F.o.b. Montreal, Toronto, Hamilton, London.

HANDLES (WOOD)

All hickory handles, list, plus 10%. All fork, hoe, rake, shovel and mall. D handles, 10%. All other handles, net list. All neck-yokes, whiffletrees and doubletrees, 10%. Wood hay rakes, horse pokes, 10%. Pike poles, ash or maple, net list.

F.o.b. St. Thomas, London, Strathroy, Toronto, St. Mary's.

HANGERS, BARN AND PARLOR

	List
Atlas, No. 0	$13 30
Atlas, No. 1	13 80
Atlas, No. 2	15 80
Stearns, 4 in.	9 75
Stearns, 5 in.	13 20
Perfect, No. 1	10 45
Storm King and safety hangers, doz.	10 60
Steel track, 1¼ in.	9 00-12 00

F.o.b. Montreal, Toronto.

HEATERS, ELECTRIC

Majestic, 1 Burner	7 50
Majestic, 2 Burner	11 25

F.o.b. Toronto.

HINGES, TEE AND STRAP

Heavy, Net Prices.

	Strap Doz. pairs.	Tee pairs.
4-inch	$ 2 70	$ 2 30
5-inch	3 33	2 88
6-inch	3 60	3 24
8-inch	4 86	3 69
10-inch	8 64	6 57
12-inch	10 71	10 44
14-inch	12 24	10 62

Light, Net Prices, figured at discount 10%.

3-inch, doz. pairs	$0 90	$0 90
4-inch	1 08	0 99
5-inch	1 26	1 17
6-inch	1 53	1 35
8-inch	2 25	1 60
10-inch	....	....

Screw Hook and Strap Hinges—List prices, per dozen pairs—6 in., $4.30; 8-in., $4.80; 10-in., $6.40; 12-in., $7; 15-in., $7.50; 18-in., $11; 21-in., $12.40; 24-in., $16; 27-in., $17.20; 30-in., $18.50; 33-in., $21.50; 36-in., $24.50.

Discount, 25%.

F.o.b. Toronto, London, Hamilton and Montreal.

HAY KNIVES

Spear Point	$14 00
Lighting	12 50
Heath's	12 50
HOES, Grub	$10.50 11 00

HOOKS, GRASS

	Canadian	English Fox
No. 2, per doz.	$4 15	$5 00-$5 50
No. 3, per doz.	4 25	5 50- 6 40
No. 4, per doz.	4 35	6 00- 7 40
Little Giant	6 00	....
Barden Patent	6 00	....

F.o.b. Montreal, Toronto.

HORSESHOES Price per keg

Patterns	Sizes made	No. 2 and larger Less 20c.	No. 1 and smaller
Light iron	0-7	$7 75	$8 00
Long heel light iron	3-7	7 75	....
Medium iron	1-8	7 75	8 00
Heavy iron	6-8	7 75	....
Snow	1-6	8 00	8 25
New-light "XL" steel	1-6	8 20	8 45
Featherweight "XL" steel	0-4	9 60	....
Special-countersunk	0-4	10 10	....
Toe-weight (front only)	1-4	10 60	....

Packing—Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra.

F.o.b. Montreal and Belleville.

Terms—Cash in thirty days, less 2% discount.

TOE CAULKS

Nos. 0, 1, 2 and larger, sharp and blunt, $2.25 to $2.90 box.

HOSE, LAWN Toronto

Corrugated, ½ in., 100 ft.	$17 50
Corrugated, ⅝ in., 100 ft.	20 50
Corrugated, ¾ in.	23 50
Corrugated, 1 in., 100 ft.	35 00

Less 5% for full reels, 500 ft.

F.o.b. Toronto and London.

HAT AND COAT HOOKS

Coppered wire, 3 in., $1.10 gross.

F.o.b. Montreal, Toronto, Hamilton, London.

IRON AND STEEL

See weekly report.

IRON, TINNED

Prices nominal. Subject to premium where stocks are obtainable.

72x30 up to 24 gauge, case lots	....
72x30, 26 gauge, case lots	....

Less than case, 50c per 100 lbs. extra. F.o.b. Montreal.

IRONS, (SAD)

Mrs. Potts, No. 55, polished, per set	$1 95
Mrs. Potts, No. 50, nickel-plated, set	2 10
Mrs. Potts, handles, japanned, doz.	1 65
Sad irons, common, plain, 3, 4 and 5 lbs.	9 20
Sad irons, plain, 6 lbs. up	7 00
Sad irons, common, plated	5 50
Princess Electric, each	$4 00 4 10
Canadian Beauty Electric Irons—Style A	4 50
Style B	4 88
Hotpoint Domestic Electric Irons, each	5 25
Gasoline Sad Irons, each	4 25

F.o.b. Montreal, Toronto, London, Hamilton.

LADDERS, Etc.

Step Ladders	Per ft.
Perfect, 6 to 16 ft. only	$0 32
Hercules, 4 to 10 ft.	0 34
Hercules, 12 to 14 ft.	0 39
Faultless, 4 to 10 ft. only	0 30
Ontario, 4 to 10 ft. only	0 27
Shelf Lock, 4 to 8 ft. only	0 22
Gardner, No. 1	0 19
Do., No. 2, bolted	0 22
Dominion, No. 3	0 23
Do., No. 4, bolted	0 26

Single and Fruit Picking

10 ft. to 16 ft.	20c ft.
18 ft. to 20 ft.	23c ft.
Chair ladders, each	2 00

F.o.b. Toronto, Hamilton, London.

Roped and Straight Extension Ladders Per ft.

20 to 32 ft.	$0 24
36 to 40 ft.	0 27
44 ft.	0 30
Over 44 ft.	0 40

F.o.b. Toronto, London, Montreal, Stratford.

Fire ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

LANTERNS Per doz.

Short Globe, plain	$12 50
Do., Japd.	13 25
Long Globe, plain	12 50
Do., Japd.	13 25
Dash, plain	15 50
Do., Japd.	16 25
Do., Search (r'nd reflec.)	17 00
Little Bobs	2 10-4 20

F.o.b. Toronto, Hamilton, London, Montreal.

LANTERN GLOBES Dozen

Cold blast, short	$0 95-$1 10
Cold blast	1 00- 1 10

3 doz. cases, 95c doz.; 6 doz. cases, 90c doz.

Cold blast, genuine ruby	$4 75

F.o.b. Toronto, London, Hamilton and Montreal.

LATCHES Per doz.

Steel Thumb, No. 2	$1 90-$2 00
Steel Thumb, No. 3	2 50- 2 70
Steel Thumb, No. 4	4 75
Barn Door, No. 5	2 75
Barn Door, No. 9	5 10

F.o.b. Montreal, Toronto, London.

LEAD

For pig lead and lead and zinc products see weekly report.

MACHINES (WASHING)

	List each
Canadian	$10 00
Dowswell	10 00
Noiseless	15 50
Hamilton	12 00
Ottawa	10 50
Peerless	10 50
Snowball	15 00
Momentum	16 50
New Century, style A	16 50
New Century, style B	18 00
Playtime, engine drive	22 00
Ideal Power	28 00
Seafoam, electric	107 00
Seafoam, engine drive	49 00
New Idea, electric	134 00
Sunshine	9 50
Popular, No. 1	10 50
Popular, No. 2	10 00
Economic	12 50
Champion	17 00
New Excell-All	18 00
Blue Bell, without stand	16 50
Puritan Water Motor Washer, complete	28 00
Hydro, 1 Tub, engine drive	50 50
Do., do., electric	108 50
Low pressure water motor washer, each	30 00
Connor ball-bearing, with rack	18 50
I X L	18 50
Perfection, engine drive	55 50
Perfection, engine drive	15 50
Gem	16 50
Winner, plain	13 50
Connor Improved	10 00
Jubilee	9 50
Canada First	19 00

Discount, 30% and 10%. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

MALLETS Per doz.

Tinsmiths, 2½ x 5½ in.	$1.00-$1.75
Carpenters', No. 3	5.80

F.o.b. Montreal, Toronto, Hamilton.

MATTOCKS

Cutter, doz.	$12 50	$13 25
Pick, doz.	12 50	13 25

F.o.b. Montreal, Toronto, London, Hamilton.

MIXERS, BREAD

Canuck—		
No. 4, dozen	$29 40	
No. 8, dozen	33 60	
Universal—		
No. 4, dozen	$38 10	39 60
No. 8, dozen	46 40	48 60

MOPS

O-Cedar, doz. net	$12 00
Sprustex, No. 2, doz.	$8 00 8 40
S.W. Mops, complete, doz.	5 25 5 40
Mop Sticks, doz., No. 8	2 00
Cast Head Mop, doz.	2 00
Crescent, doz., No. 10	2 50 3 35
Crank wringing, doz.	8 25

F.o.b. Montreal, Toronto, Hamilton, London.

MOWERS, LAWN

Adanac	40-10%
Woodyatt	35%
Empress	35%
Mayflower	35%
Star, Ontario, Daisy	35%

F.o.b. Toronto, Guelph, London, Hamilton.

NAILS

List adopted July 10, 1912.

Advance over base on common wire nails in kegs.

		2¾ inch	15c
1 inch	$1	3 inch	10c
1¼ inch	1	3¼ inch	10c
1¼ inch	65c	3½ inch	10c
1½ inch	40c	4 inch	5c
1¾ inch	40c	4½ inch	5c
2 inch	30c	5-inch base.	
2¼ inch	30c	5½-ipch base.	
2½ inch	15c	6-inch base.	

6½ to 12-inch-2 Ga. and heavier, 25c over base.

Standard Steel Wire Nails, f.o.b. Toronto, London, Hamilton, Milton, $4.70 base.

Freight equalized on above points.

F.o.b. Montreal, Gananoque, Collingwood and Owen Sound. $4.75 base.

Freight equalized on above points.

Windsor, Walkerville, Sandwich f.o.b. factory prices, carload freight allowed, $4.80.

Sault Ste. Marie, Port Arthur, Fort William, $5.05 base, f.o.b. factory; no freight allowance.



Business Brightens When Jamieson's Arrives!

Sales are made easier when you give your customer, client and friends what is Best for his needs.

Get our line on your shelves quickly. They'll need our paint to-morrow.

There will be more paint sold in your locality if you stock "Jamieson's."

A post card will bring a paint and varnish proposition—profitable to you.

R. C. Jamieson & Co., Limited

Calgary Montreal Vancouver

Owning and Operating P. D. Dods & Co., Limited

Moulding, Flooring, Slating, Box, Fence, Barrel Nails, 25c per 100 lbs. over common nail prices. Finishing Nails, 50c per 100 lbs. advance over common nail price. Clinch Nails and Sash Pins, 75c per 100 lbs. over common nail price.

Miscellaneous wire nails, 60% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton, London.

Cut Nails—Montreal, $4.75 base; Toronto, $4.75 base; London, $4.75; Hamilton, $4.75; no equalization of freights.

Roofing Nails—American, large head, keg, $8.50; 25-lb. boxes, per 100 lbs., $9.00.

F.o.b. Montreal, Toronto, Hamilton.

NAILS (HORSE)

C Brand

Size	Per 100 lbs.
Capewell—	
No. 5	$23 00
No. 6	22 00
No. 7	21 00
No. 8	20 00
Nos. 9 to 12	19 00

Discount, 10%

"M.R.M." BRAND

No.	Net Price List Lengths	Per box of 25 lbs.
3	1⅝"	$20 00
4	1¾"	10 00
5	1 15-16"	5 00
6	2⅛"	4 75
7	2 5-16"	4 50
8	2½"	4 50
9	2 11-16"	4 25
10	2⅞"	4 25
11	3 1-16"	4 25
12	3¼"	4 25

F.o.b. London, Hamilton, Montreal, Toronto

NETTING, POULTRY

List prices per roll of 50 lineal yards. Adopted March, 1909.

2-inch mesh and 19 ga. wire.

12 inch	$1 80	48 inch	$ 6 20
18 inch	2 65	60 inch	7 70
24 inch	3 40	72 inch	9 20
30 inch	4 00	84 inch	10 50
36 inch	4 75	96 inch	12 00
42 inch	5 50		

1½ inch mesh and 19 ga. wire.

12 inch	$3 50	42 inch	$10 50
18 inch	5 00	48 inch	12 00
24 inch	6 30	60 inch	15 00
30 inch	7 75	72 inch	18 00
36 inch	9 90		

1 inch mesh and 20 ga. wire.

12 inch	$4 00	42 inch	$12 00
18 inch	5 50	48 inch	14 00
24 inch	7 00	60 inch	17 00
30 inch	8 50	72 inch	20 00

¾ inch mesh and 20 ga. wire.

24 inch	$10 50	36 inch	$15 00
30 inch	12 75		

½ inch mess and 22 ga. wire.

24 inch	$16 50	36 inch	$24 00
30 inch	20 10		

Discounts at present quoted apply only to 1 and 2 inch mesh netting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Montreal, Canadian netting 15% off list.

American netting, 10% off list.

	Per rod
Invincible—1640	$ 0 75
1848	0 85
2060	0 95

Put up in 10, 20 and 30-rod rolls.

F.o.b. Montreal.

Blue Ribbon—	
24-inch, per roll	$4 95
36-inch, per roll	6 50
48-inch, per roll	7 60
60-inch, per roll	9 00
72-inch, per roll	10 85

Put up in 10 rod rolls.

OAKUM

Best (American)	$21 00-$22 00
U.S. Navy (unspun)	
Clipper (spun)	21 00
Clipper (unspun)	19 50
U.S. Navy (unspun)	
U.S. Navy (spun)	21 50
Plumbers (spun)	$10 00- 10 50

F.o.b. Montreal, Toronto.

OILS

	Montreal	Toronto
Royalite, gal.	0 20½	0 19½
Palacine, gal.	0 23½	0 22½
Gasoline, net, gal.	0 34	0 33
	List	Gallon
Black oil (Summer)	0 19½	0 16
Black oil (Winter)	0 20½	0 17
Imperial Kerosene		
Tractor	0 60	
Capital cylinder	0 62	0 61
Machine oil, regular grades	0 36	0 38½
Standard gas engine oil	0 40½	0 39½
Paraffine	0 25	0 23½

List, less 15% on above.

Polarine Oil, list	0 90
Polarine Oil, heavy, list.	0 90
Polarine A, list	1 00
Gargoyle Mobiloil, list	1 33

List, less 25% on above.

Fuel oil, bbls. net	0 08½
Fuel oil, tank cars, net	0 07 7-10

Prices shown are barrel basis unless otherwise specified. Barrels charged extra.

OLD MATERIALS

See weekly report.

PACKING

	Per lb.
Fine jute	$0 20
Coarse jute	0 15
Hemp	0 34
Square braided hemp	0 38
No. 1 Italian	0 44
No. 2 Italian	0 36

F.o.b. Montreal and Toronto.

PAPER

	Per 400-ft. roll
Dry Fibre, No. 1 roll	$1 10-$1 20
Dry Fibre, No. 2 roll	0 60
Anchor Brand	1 20
Rosin Sized Sheeting, red	1 05
Do., blue	1 10
Tarred Fibre, No. 1 roll	1 25- 1 30
Tarred Fibre, No. 2 roll	0 78
Surprise Fibre	0 66
Tarred felt, per cwt.	3 75
Cyclone (dry)	1 20
Cyclone (tarred)	1 30
Joliet (dry fibre)	0 65
Monarch Sheathing (per 100 lbs.)	4 00
Asbestos sheeeting (per 100 lbs.)	13½ 0 15
Carpet Felt, 16 oz. per 10 lbs.	$5 00

F.o.b. Toronto, Hamilton, London, Montreal, freight equalized thereon.

PASTE

Stick-Fast

1-lb. pkgs., gross	$22 00
2-lb. pkgs., gross	42 00
In barrels 250 lbs., lb.	0 12½
Barrels of 5 lbs., cotton bags, lb.	0 13½
In kegs 125 lbs., lb.	0 14
In 50-lb. boxes, lb.	0 16
In 25-lb. boxes, lb.	0 17

PICKS

Clay—	
5 to 6 lbs., doz.	$12 00
6 to 7 lbs., doz.	12 75
7 to 8 lbs., doz.	13 50
Rock—	
7 to 8 lbs., doz.	12 50

F.o.b. Montreal and Toronto.

PINS, CLOTHES

	Per case
5 gross, 4-in. (loose)	1 45
4 gross (cartons), 4½ in.	1 45

F.o.b. Montreal and Toronto.

WROUGHT PIPE

Price List No. 39, April 3, 1919

Standard Buttweld

Per 100 feet.

	Steel Blk.	Steel Gal.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Gal.
⅛ in.	$ 6 00	$ 8 00	$.....	$.....
¼ in.	4 53	6 60	5 13	7 26
⅜ in.	4 53	6 66	5 13	7 26
½ in.	5 99	7 57	6 84	8 42
¾ in.	7 53	9 66	8 68	10 81
1 in.	11 14	14 28	12 84	15 98
1¼ in.	15 07	19 32	17 37	21 62
1½ in.	18 01	23 10	20 76	25 85
2 in.	22 24	31 08	27 94	34 78
2 in.	22 24	31 08	27 94	34 78
2½ in.	38 90	49 73	....	....
3 in.	50 87	65 03	....	....
3½ in.	64 86	81 88	....	....
4 in.	76 85	97 01	....	....

Standard Lapweld

	Steel Blk.	Steel Gal.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Gal.
2 in.	$27 94	$34 78	$31 64	$38 11
2½ in.	40 66	51 48	46 51	57 35
3 in.	53 17	67 32	60 82	74 97
3½ in.	66 70	83 72	75 90	92 92
4 in.	79 03	99 19	89 93	110 09
4½ in.	88 00	113 00	107 00	132 00
5 in.	103 00	132 00	125 00	154 00
6 in.	133 00	171 00	162 00	200 00
7 in.	175 00	224 00	211 00	259 00
8 L in.	184 00	235 00	221 00	273 00
8 in.	212 00	271 00	255 00	314 00
9 in.	254 00	324 00	305 00	376 00
10 L in.	235 00	301 00	283 00	349 00
10 in.	303 00	387 00	365 00	449 00

Terms 2% 30 days, approved credit.

Freight equalized on Chatham, Guelph, Hamilton, London, Montreal, Toronto, Welland.

WROUGHT NIPPLES

4" and under, 60%.

4½" and larger, 50%.

4" and under, running thread, 30%.

Standard couplings, 4" and under, 40%.

4½" and larger, 20%.

Terms, 2% 30 days. Approved credit, Ontario, Quebec and Maritime Provinces.

PIPE (Conductor)

	Plain	List
2 in., in 10-ft. lengths, list.	$ 8 00	
3 in., in 10-ft. lengths, list.	9 70	
4 in., in 10-ft. lengths, list.	12 80	
5 in., in 10-ft. lengths, list.	17 50	
6 in., in 10-ft. lengths, list.	21 30	

List less 10%.

F.o.b. Toronto, Ottawa, Oshawa.

PIPE, LEAD

See weekly report.

PIPE (SOIL)

Medium and extra heavy pipe, to to 6 inch	20%
Medium and extra heavy fittings, 2 to 6 inch	35%
8 inch pipe and fittings	15%

F.o.b. Toronto, Montreal.

PIPE (STOVE)

See prices under Wares, etc.

PITCH

Pine, black, per bbl.	8 50
Navy pitch, per bbl.	6 50

F.o.b. Montreal, Toronto.

PLANTERS, CORN

King of Field, dozen	$11 25
Triumph, doz.	9 40

POLISH (O-Cedar)

4-oz. bottles, doz., list.	3 00
12-oz. bottles, doz., list.	6 00
1-qt. can, doz., list.	15 00
½-gal. cans, doz., list.	24 00
1-gal. cans, doz., list.	36 00

Discount, 33 1-3 per cent.

Liquid Veneer—	
4 oz., doz.	$2 00
12 oz., doz.	4 00
32 oz., doz.	8 40
64 oz., each	1 20
128 oz., each	2 10

F.o.b. Toronto, London.

POLISH, METAL

Bon-Ton

Size	Case	Doz.	Case
¼ pts., 3 doz.		$1 15	$3 40
½ pts., 3 doz.		2 10	6 00
Pints, 2 doz.		3 15	6 00
Quarts, 2 doz.		4 65	9 00
½ gal., 1 doz.		8 40	8 40
Gal., ½ doz.		....	6 90

PUMPS

	Pitcher Spout	Closed Spout
No. 1	$2 75	$2 95
No. 2	3 05	3 30
No. 3	3 40	3 65

F.o.b. Montreal, Toronto, Hamilton, London.

RIVETS AND BURRS

Iron rivets, 7-16 inch and smaller, blacked and tinned, 40 and 5%; Iron Burrs, 40 and 5%.

Copper rivets, usual proportion of burrs, discount 15%; burrs, add 20 to 25%.

Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¾-lb. pkgs., 2c lbs. Coppered Rivets, net extras, 3c per lb.

F.o.b. Montreal, Toronto, London.

ROOFING

	Per square
Samson, 1-ply, roll	$2 30
Samson, 2-ply, roll	2 75
Samson, 3-ply, roll	3 30
R. S. Special, 1 ply	1 75
R. S. Special, 2 ply	2 00
Kasement, No. 1, 2 ft. 8 in.,	
R. S. Special, 3 ply	2 25
Everlastic, 1-ply	1 70
Everlastic, 2-ply	2 00
Everlastic, 3-ply	2 35
Good Luck, 1-ply	1 80
Good Luck, 2-ply	2 10
Good Luck, 3-ply	2 40
McCombe Sp., 1-ply	1 60
McCombe Sp., 2-ply	1 85
McCombe Sp., 3-ply	2 20
Black Cat, 1-ply	1 95
Black Cat, 2-ply	2 25
Black Cat, 3-ply	2 60
Black Diamond Ready Roofing, 2 ply	1 12
Black Diamond Ready Roofing, 3 ply	1 38
Liquid roofing cement, per gal., in barrels	0 31
5 and 10 gal. lots, per gal.	0 44
Coal Tar (refined), bbl.	8 25
Roofing Pitch, per cwt.	1 20

F.o.b. Montreal.

ROPE

	Lb.
Pure Manila basis	34
British Manila basis	30
New Zealand hemp basis	30
Sisal basis	27½

Above quotations are basis prices, ¾ in. and larger diameter. The following advances over basis are made for smaller sizes:—⅝ in., ½c; 9-16 to 7-16 in. inclusive, 1c; ⅜ in., 1½c; ¼ and 5-16 in., 2c; 3-16 in., 2½c extra.

Single lath yarn basis	27½
Double lath yarn	28
Yacht marline, tarred	54
Halyards	47
Hemp, deep sea line basis	47
Hemp, tarred ratline basis	40
Hemp, tarred bolt rope basis	42
Marline and Houseline	42
Italian rope basis.	On application
Cotton, ⅛ in.	0 81¾
5-32 in.	0 80¾
3-16 in.	0 69
¼-in. and up	0 68

F.o.b. Toronto, Montreal, Brantford, London, Hamilton.

RULES, BOXWOOD (LUFKIN)—

651B (68), $2.10 dozen; 751 (61), $2.70; 851 (51), $3.25; 771 (84), $6.35; 781 (62), $7.80; 861A (53½), $7.85; 852 (73), $5.10; 752B (7), $6; 386 (32), $6.90; 3851 (66½), $5.85; 465 (69), $1.80; 171 (36), $4.60.

F.o.b. Montreal, Toronto, London.

TAPES, MEASURING (LUFKIN)—

	Each
263, 50 ft. Challenge Steel	$3 95
103, 50 ft. Reliable Jr. Steel	4 05
243, 50 ft. Rival Steel	3 50
1243, 50 ft. Rival Jr. Steel	3 50
603, 50 ft. Metallic	3 00
604, 66 ft.	3 30
403, 50 ft. Linen	2 15
	Dozen
713, 50 ft. Ass Skin	5 40
714, 66 ft. Ass Skin	6 50
143, 3 ft. Steel Pocket	7 10
145, 5 ft. Steel Pocket	9 65
175, 5 ft. Linnine Pocket	5 55
165, 5 ft. Cotton Pocket	1 60

F.o.b. Montreal, Toronto, London.

SANDPAPER

B. & A. sandpaper, 12½% off list.

Star sandpaper, 12½% off list.

B. & A. emery cloth, 30% on list.

F.o.b. Toronto, Montreal.

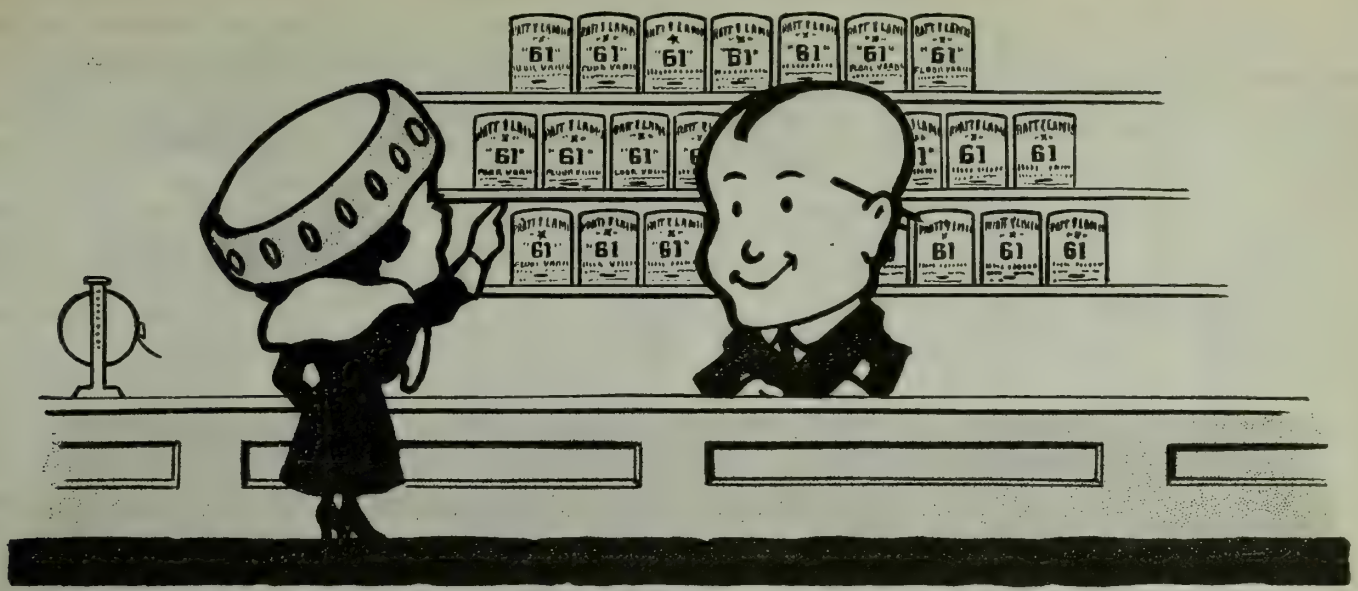
SCALES

	Scale List	Stamping extra
Champion—		
4 lb.	$5 50	$0 80
10 lb.	7 50	0 30
240 lb.	12 50	0 50
600 lb.	28 00	1 00
1200 lb.	35 00	1 00
2000 lb.	50 00	1 00
2000 lb. Drop lever	57 00	1 00
10-lb. Household	5 00	0 10
25-lb. Household	6 00	0 30

Champion list prices subject to discount of 5%; Standard scales, 10% discount; Weigh Beams, 5% discount. No discount allowed on stamping charge. F.o.b. Toronto, Montreal, Hamilton.

SCYTHES

	Doz.
Cast Steel	$15 00
Golden Clipper	16 00
Little Giant	17 00



P&L Dealers Have Steady Call For "61" Floor Varnish

WHY? Because it is advertised in a really *big* way. "61" Floor Varnish is a product which proved its quality *years ago!*

And "61" has gone right on giving just a little longer wear than we ever claimed for it; giving just a little better satisfaction than we ever said it would give.

What is the result?

Today dealers in all parts of the Country are reaping the harvest and profiting because their stores are identified with this steady-selling quality product — "61" Floor Varnish in Colors.

Are you one of these dealers?

If you're not, just jot down your name and address on the margin of this advertisement and mail it to us — we'll send you full particulars of our Introductory Assortment.

PRATT & LAMBERT-INC.
VARNISH MAKERS 70 YEARS
24 COURTWRIGHT ST., BRIDGEBURG, ONT.
FACTORIES
BRIDGEBURG, ONTARIO
NEW YORK BUFFALO CHICAGO
LONDON PARIS SYDNEY

"61" FLOOR VARNISH

for Floors, Furniture and all Woodwork

Now made in Eight Colors

Bush 15 50
F.o.b. Toronto, London.

SCREEN DOORS

$28.80; 2 ft. 10 in., $30; 3 ft., $31.20; Nos. 2, 3 and 4, 2 ft. 8 in., $31.20; 2 ft. 10 in., $32.40; 3 ft., $34.20 dozen.

SNATHS

	Doz.
00 Patent	$13 75
1	13 20
2	12 65
3	11 55

SCREWS

Discounts off Standard List adopted Aug. 1, 1903.

Wood, F. H., bright	75
Wood, R. H., bright	70
Wood, O. H., bright	70
Wood, F. H., brass	40
Wood, R. H., brass	35
Wood, O. H., brass	35
Wood, F. H., bronze	30
Wood, R. H., bronze	27½
Wood, O. H., bronze	27½
Square cap	20
Hexagon cap	20

Wooden Bench Screws

Dozen $7 00

SHEETS, BLACK

See Montreal and Toronto report.

SHEETS, CORRUGATED

See weekly report.

SHEETS, GALVANIZED

Premier Galvanized

10¾ oz.	$8 25
U.S. 28	8 85
U.S. 26	7 55
22 and 24	7 40
18 and 20	7 25
16	7 10
14	6 95

F.o.b. Hamilton and Toronto.

SHINGLES Per sq.

Standard galvanized	$10 00
Standard painted	8 00

Discount 7½%.

SIDING METAL

Standard galvanized	$8 50
Standard painted	6 50

Discount 7½%.

On shipments of 300 lbs. and over, freight is allowed south and east of and including North Bay; also several western counties in Quebec Province. Places north and west of North Bay, the freight is equalized on North Bay. For Quebec and Maritime Provinces, freight is equalized on Montreal.

SOLDERING COPPERS

Base, 3 to 8 lbs., 42c, F.o.b. Toronto and Hamilton.

SOLDER, BAR

See weekly report.

SPOUTS, SAP

Eureka, per M.....$13 50 $16 50

STAPLES

See Wire Products.

STOVES

Oil Burning Cooking	List each
Perfection No. 32, 2-burner	18 75
Perfection, No. 33, 3-burner	24 25
Perfection, No. 34, 4-burner	30 75
No. 22G oven for above stoves	7 25

Discount, 25% off list.

Freight allowed on shipments of 12 stoves.

McClary Glass Front Oven No. 70, each, net	4 25
Detroit Glass Front Oven, No. 85, each, net	4 50

F.o.b. Sarnia, London, Toronto, Ottawa.

Oil Burning Heaters.	List
No. 525, each	7 00
No. 530, each	8 25
No. 630, each	10 25

Discount 25% off list.

Freight allowed on shipments of 24 heaters.

STRETCHERS, CURTAIN—

No. 33, per doz.	$34 50
No. 98, per doz.	18 50
No. 99, per doz.	23 00
Star, No. 1, doz.	$21 00
Star, No. 2, doz.	24 00
Adjustable Pin, No. 44, doz.	30 00

STRETCHERS, WIRE

Hercules, doz.	$2 60
Sampson, doz.	7 50

SPADES, SHOVELS AND SCOOPS

	1st Grade %	2nd Grade %	4th Grade %
Plain Back Shovels and Spades	25 and 25	25 and 25	25 and 25
Draining Tools	25 and 25	25 and 25	.....
Hollow Back Scoops	25 and 25	.....	25 and 25
Sand Shovels	25 and 25	.....	25 and 25
Hollow Back Shovels	25 and 25	.....	25 and 25
Hollow Back Coal Shovels	25 and 25	.....	25 and 25
Riveted Back Scoops	25 and 25	25 and 25	25 and 25
Miners' Spring Point Shovels	25 and 25	.....	.....

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as follows:

BLACK LIST PRICES			
Plain Back Shovels and Spades	$29.00	$28.00	$25.00
Draining Tools, No. 2, black	29.00	27.50	.....
Hollow Back Scoops, No. 2, black	34.50	.....	32.00
Coal Shovels, Hollow Back, No. 2, black	32.00	.....	30.00
Sand Shovels, No. 2, black	27.50	.....	24.00
Hollow Back Shovels, No. 2, black	27.50	.....	24.00
Riveted Back Scoops, No. 2, black	37.50	35.50	34.00
Miners' Spring Point Shovel, No. 2, black	36.50	.....	.....

NET EXTRAS—

For each size larger than No. 2, add 25c dozen net.

F.o.b. London, Hamilton, Toronto, Gananoque, Ottawa, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon.

SWEEPERS, CARPET Bissell's Doz.

American Queen, Nickeled Fittings, Cyco Ball Bearing	$48 00
Club, Jap. Cyco Bearing	102 00
Champion, Nickeled Fittings	40 00
Champion, Japan'd Fittings	34 00
Grand, Nic., Cyco B.B.	61 00
Grand, Jap., Cyco B.B.	55 00
Grand Rapids, Nic., Cyco B.B.	45 00
Grand Rapids, Jp., Cyco B.B.	39 00
Parlor Queen, Nic., Cyco, B.B.	51 00
Princess, Nic., Cyco B.B.	46 00
Standard, Nickeled Fittings	42 00
Standard, Jap'd Fittings	36 00
Universal, Nic., Cyco Bearing	43 00
Universal, Jap., Cyco Bearing	37 00

SWEEPERS, VACUUM Bissell's Doz.

Grand Rapids, Nic.	$98 00
Household, Jap.	88 00
Superba, Nic.	114 00

F.o.b. factory Niagara Falls, Ont.

Prices guaranteed by manufacturers against their own decline to Dec. 31, 1919. Also stocked by jobbers.

SWEEPERS (ELECTRIC)

Steel frame	$36 40
Aluminum frame	43 90
Attachments, set	8 25

F.o.b. Toronto, Hamilton, London.

TACKS Discount

Wire Tacks	60 and 10%
Revised Hardware Tack List adopted Jan. 1, 1916	60 and 15%
Double pointed tacks	60 10%
Shoe findings list adopted July 5, 1917	Net List
List of Capped Goods adopted Jan. 1, 1916	60 and 15%

F.o.b. Toronto, Hamilton, Montreal, London.

TINNERS' TRIMMINGS

See prices under head of Wares.

TOASTERS, ELECTRIC

Canadian Beauty	$4 50
Upright, with rack	6 40

TOOLS, HARVEST

Waverly, Wellandvale, Rixford, Maple Leaf, Bedford, 17½% discount. Samson, 12½% discount.

F.o.b. Montreal, Toronto, Hamilton, London.

TROUGH (EAVE)

O. G. Square bead and half round:

Size in girth	Per 100 ft.		
8 in.	$ 6 90	15 in.	$12 50
10 in.	7 70	18 in.	16 00
12 in.	9 10	List less 10%.	

F.o.b. Toronto, Oshawa, Ottawa.

TRAPS (GAME) Doz. with chain

Victor, No. 1	$2 20
Jump, No. 1	2 95
Hawley & Norton, No. 1	3 45
Newhouse, No. 1	5 00

F.o.b. Toronto, London, Hamilton, Montreal.

TWINE (BINDER) Per lb.

600 ft.	$0 22
550 ft.	0 23¾
600 ft.	0 25
650 ft.	0 26½

In 5-ton lots, ¼c discount from above; 10 tons and upwards, ¼c discount. Freight paid on 300 lbs. and over to nearest station.

F.o.b. Montreal, Toronto, Brantford, Hamilton, London.

TWINE (COTTON)

3-ply wrapping, lb.	0.65½
4-ply wrapping, lb.	0.69

F.o.b. Toronto, Hamilton, London.

WOOD TUBS

No. 0, per dozen	$19 80
No. 1, per dozen	17 60
No. 2, per dozen	15 40
No. 3, per dozen	13 20

F.o.b. Newmarket.

VALVES %

Compression work, standard	45
High grade	49
Fuller work, standard	45
High grade	38
Basin cocks, No. 0, Standard	40
High grade	40
Bath cocks, compression	50
Flatway stop and waste cocks, standard	50
High grade	47
Roundway stop and waste cocks, standard	50
High grade	47
Brass steam cocks, standard	10% advance on list
Radiator valves, standard	10
Do., removable seat	Net list
Patent quick opening valves	30
Globe, angle and check valves, standard	Net
Do., Jenkins Disc, 5% advance on list.	

F.o.b. Toronto.

WARES, ETC.

Scotch Grey Ware, 50%.
Colonial, 33 1-3%.
Imperial Ware, 33 1-3%.
Pearl, 33 1-3%.
Premier, 10%.
Canada Ware, 10%.
Diamond, 10%, White Ware, 50%.
Japanned Ware, list plus 20%.
Japanned Ware. White, list, plus 30%.
Plain and Jap. Sprinklers, list plus 20%.
Stamped Ware, plain, 50%.
Stamped Ware, retinned, 45%.
Copper Bottoms, net list.
Tinners' Trimmings, 50%.
Tinners' Trimmings, retinned, 45%.
Tinners' Trimmings, general, list plus 10%.
Factory Milk Cans, list plus 50%.
Milk Can Trimmings, list, plus 60%.
Cream Cans, list, plus 25%.
Railroad Cans, list, plus 20%.
Sheet Iron Ware, list, plus 10%.
Pieced Ware, ordinary, list, plus 30%. Fry pans, 40 and 10%.
Pieced Tinware, C.B., list, plus 50%.
Spiders, steel, 10% off; cast iron, 10%.
Fire Shovels, Japanned, list, plus 20%.
Steel Sinks, painted, list plus 25%.
Steel Sinks, painted, list plus 15%.
Light Galv. Pails and Tubs, list plus 20%.
Heavy Galv. Pails and Tubs, list, plus 10%.
Garbage Pails, list, plus 10%.
Jap. Coal Hods, list, plus 40%.
Galv. Coal Hods, list, plus 50%.
Paper Lined Boards, 30 and 10%.
Wood Lined Boards, 30%.
Stove Pipe, patent, per 100, 6 in., $22.28; 7 in., $23.87.
Common, made-up, per 100, 5 and 6 in., $24.67; 7 in., $26.07.
Polished, made-up, per 100, 5 and 6 in., ...; 7 in., ...
Stove Pipe Thimbles, 45%.
Copper Boilers, net list.
Copper Tea Kettles, net list.
Copper Tea Kettles, 3 doz. lots, list less 10%.
Copper Tea and Coffee Pots, net list.
Copper Tea and Coffee Pots in 3 doz lots, less 10%.
Nickel-plated Ware, 50%.

F.o.b. Montreal, Toronto, London, Hamilton.

WROUGHT WASHERS

Round plain. Sizes given are size of hole. In boxes of 50 lbs., list prices, per 100 lbs.—¼ in., $28.00; 5-16 in., $24.40; ⅜ in., $22.80; 7-16 in., $21.00; ½ in., $19.60; 9-16 in., $18.80; ⅝ in., $18.60; 11-16 in., $18.40; ¾ in., $18.20; 13-16 in., $18.00; 1 1-16 in., 1⅛ in., 1¼ in., $18.00; 1 1-1½ in., 1⅜ in., 1¼ in., 1 5-16 in., $18.00; 1⅜ in., 1½ in., 1⅝ in., $18.40; 1¾ in., 1⅞ in., 2 in., 2⅛ in., $19.00. Discount 45 per cent. Net extras, 26 to 49 lbs. of a size, $1.00; 25 lbs. of a size or less, $2.00 per 100 lbs. Package allowances—if taken in kegs about 175 lbs. each, allowance 10c per 100 lbs.; if taken in bags about 100 lbs., allowance 15c per 100 lbs

WEIGHTS, SASH

	Tor'to	Lond'n	Mont'l
Sectional, 1 lb., per 100 lbs.	$4.75	$4.00	$4.75
Section, ½ lb., per 100 lbs.	4.75	4.50	4.75
Solid, 3 to 30 lbs., per cwt.	3.25	3.25	3.25

WHEELBARROWS

Navvy, steel wheel, doz.	$60 00
Garden, steel, doz.	64 25
Light garden, doz.	46 80

F.o.b. Montreal, Toronto, London.

WIRE PRODUCTS

F.o.b. Toronto, London, Hamilton Montreal, St. John, freight equalized.

Cut Hay Wire	Per 100 lbs.
No. 9	$5 40
No. 10	5 50
No. 11	5 55
No. 12	5 65
No. 13	5 75
No. 13½	5 75
No. 14	5 95
No. 15	6 15
No. 16	6 35

Stovepipe Wire

No. 18	8 25
No. 19	8 75

Fine wire, list plus 20%.

Smooth Steel Wire

Nos. 0-9 gauge, base 5 00

Extras over base sizes on smaller gauges are as follows:

No. 10, 6c extra; No. 11, 12c; No. 12, 30c; No. 13, 30c; No. 14, 40c; No. 15, 55c; No. 16, 70c extra.

Extra net per 100 lbs.—Oiled wire 10c; spring wire, $2.50; bright, soft drawn, 15c; charcoal (extra quality), $1.25; packed in casks or cases, 15c; bagging and paperings.



Does the Paint You Sell Make a Permanent Customer of Each Casual Buyer?

DOES it give such satisfaction that he will always return to you for that particular brand? Has it increased his faith in your store?

Does it cause him to look with more favor on your general line of goods which he has formerly bought from your opposition?

Remember every can of paint you sell is an advertisement for you and your store—good or bad according to the satisfaction it gives the buyer.

Paint is not a thing that can be used once and then forgotten. It stands in front of your customer's eyes day after day and month after month, and if it breaks down, chalks, scales off or fades he blames not only the brand but the store where he bought it.

Sell the best paint—it will pay you. Sell Lowe Brothers' Paint—with the quality in the can and the reputation behind it.

Lowe Brothers Paints

Have a reputation which proves a very valuable asset to every store which carries them.

They bring you that class of trade which every merchant prizes most highly—people who want the best and have the money to pay for it.

They draw to your store buyers you would not ordinarily expect to sell—people out of your territory—old customers of your competitors.

For Lowe Brothers' Paints are noted for their brilliant and permanent colors, their great spreading capacity, hiding power, easy working qualities and durability.

Write us for information about our special dealer's offer.

LOWE BROTHERS, LIMITED, TORONTO

Dayton New York Chicago Kansas City Minneapolis Atlanta

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE
Colors and white—2½-lb. packages, $8.90 for 100 lbs.; 5-lb. packages, $8.40 for 100 lbs. F.o.b. Montreal, Toronto, London.

BRONZING LIQUID
Bronzing liquid, No. 1..$1.50-$2.00
Banana oil, gal. 3.50- 7.00
F.o.b. Montreal, Toronto.

BLUE STONE	Montreal	Toronto
Per lb.	13-14	15-16

COLORS (DRY)	Per lb.
Raw Umber, No. 1, 100-lb. kegs	0 07
Do., pure, 100-lb. kegs	0 15
Burnt Umber, No. 1, 100-lb. kegs	0 07
Do., pure, 100 lb. kegs	0 15
Raw Sienna, No. 1, 100-lb. kegs	0 07
Do., pure, 100-lb. kegs	0 15
Burnt Sienna, No. 1, 100-lb. kegs	0 07
Do., pure, 100-lb. kegs	0 15
Imp. green, 100-lb. kegs	0 25
Chrome green, pure	0 35
Chrome yellow	17-31
Brunswick green, 100-lb. kg	0 12
Indian red, 100-lb. kegs	0 15
Indian red, No. 1, 100-lb. k.	0 06
Venetian red, best bright	0 04
Venetian red, No. 1	0 02½
Drop black, pure dry	0 15
Golden ochre, 100-lb. kegs	0 06½
White ochre, 100-lb. kegs	0 04
White ochre, barrels	0 03
Yellow ochre, barrels	0 03½-5
French ochre, barrels	0 06
Spruce ochre, 100-lb. kegs	0 07-8
Canadian red oxide, bbls.	0 02-2¼
Super magnetic red	0 02¼-2½
Vermilion	0 40
English vermilion	2 50

F.o.b. Montreal, Toronto

COLORS IN OIL, PURE	
1 lb. tins—	
Venetian red	0 21
Indian red	0 35
Chrome yellow, pure	0 53
Golden ochre, pure	30-32
French spruce ochre, pure	25-28
Greens, pure	28-35
Siennas	0 32
Umbers	0 32
Ultramarine blue	0 52
Prussian blue	1 50
Chinese blue	1 50
Drop black	0 30
Ivory black	0 31
Signwriters' black, pure	0 40
Lampblack	0 40
Marine black, 5-lb. irons	0 20

F.o.b. Montreal, Toronto

ENAMELS (white)	Gal.
Duralite	$6 50
Albagloss	3 50

GLUE	Per lb.
Brantford All Round Glue—	
Case No. 7—50 1-lb. pkgs.	$25 00
Case No. 8—100 ½-lb. pkgs.	28 00
Case No. 9—200 ¼-lb. pkgs.	35 00
Discount—	
French medal (prices withdrawn).	
English common sheet	32-34
English prima	35-38
White pigsfoot	0 50
Cake bone, 112-lb. bags	0 35
Hide, 112-lb. bags	0 45
Gelatine, 112-lb. bags	45-60
Ground glues, 112-lb. bags, No. 1	28-30
Ground glue, No. 2, 112-lb. bags	22-24
Do., No. 2, less than bags	0 24

GLASS	Single Thick	Double Thick
Per 100 ft.		
Under 25	$16 80	$22 90
26 to 34	17 80	24 85
35 to 40	18 35	26 40
41 to 50	23 50	30 00
51 to 60	24 60	30 80
61 to 70	26 50	32 70
71 to 80	29 70	35 40
81 to 85	....	45 45
86 to 90	....	48 85
91 to 94	....	49 80
95 to 100	....	58 55
101 to 105	....	65 35
106 to 110	....	73 10

Discount box glass, 20 to 25%.
Sheet glass, 5 to 10%. Cash 2%.
F.o.b. Montreal, Toronto, London, Hamilton.

GLASS, PLATE

Plates up to 1 foot, each	$0 80
Plates from 1 to 2 feet, each	0 90
" 2 to 3 "	0 95
" 3 to 4 "	1 15
" 4 to 5 "	1 35
" 5 to 7 "	1 50
" 7 to 10 "	1 70
" 10 to 12 "	1 75
" 12 to 15 "	1 85
" 15 to 25 "	1 95
" 25 to 50 "	2 15
" 50 to 75 "	2 20
" 75 to 90 "	2 25
" 90 to 100 "	2 30
" 100 to 120 "	2 60
" 120 to 140 "	2 90
Plates 101 to 110 wide containing not over 100 ft. each	3 00
Plates 111 to 120 wide containing not over 100 ft., each	3 40
Plates 101 to 110 wide containing over 100 ft., each	3 40
Plates 111 to 120 wide containing over 100 ft., each	3 75

Trade Discount, 25%.
City deliveries, 33 1-3%.
Montreal, London, Hamilton, Toronto, Kitchener.

GLAZIERS' POINTS
Zinc coated, $1.56-$1.62 per doz. packages 6 lbs. gross.
Zinc, pure, prices withdrawn.
F.o.b. Montreal, Toronto.

LEAD, WHITE (Ground in oil).
Prices are per 100 lbs. in ton lots. Less than ton lots are 35c per 100 lbs. higher than quoted below. F.o.b. Ottawa, 20c advance per 100 lbs. F.o.b. London and Windsor, 40c per 100 lbs. F.o.b. Toronto and Hamilton, 30c per 100 lbs. F.o.b. Fort William and Port Arthur, ... per 100 lbs.
Maritime differential 35c per 100 lbs. over Montreal

	Montreal	Toronto
Anchor, Pure	$16 00	$16 30
Crown Diamond	16 00	16 30
Crown, Pure	16 00	16 30
Green Seal	16 00	16 30
Ramsay's Pure	16 00	16 30
Moore's Pure	16 00	16 30
Tiger, Pure	16 00	16 30
O.P.W. Dec. Pure	16 00	16 30
Red Seal	16 00	16 30
Decorators' Pure	16 00	16 30
O.P.W. English	16 20	16 50
Elephant Genuine	16 50	16 80

B.B. Genuine Lead, less than tons, $18.45, Toronto; $18.15, Montreal. Ton lots 5% off; five-ton lots, 10% off.

LEAD (RED DRY)

Genuine, 560-pound casks, per cwt.	$13 50	$14 50
Genuine, 100-pound kegs, per cwt.	14 25	15 50
Less quantity	15 50	17 00

F.o.b. Montreal, Toronto.

LEAD, ARSENATE

	Per pound Dry	Paste
Barrels, 600 lbs.	$....	$0 21
200s	0 32½	....
100s	0 33	0 22
50s	0 33	0 23
25s	0 34½	0 23
10s	0 35	....
5s	0 36	0 25
2s	....	0 26½
1s	0 39½	0 29
½s	0 43½	....

F.o.b. Toronto, Montreal, Hamilton and London.

MURESCO
Tints, 5-lb. packages, per 100 lbs., $9.60; white, 5-lb. packages, $9.00.
F.o.b. Toronto.

LINSEED OIL
For prices see weekly report.

PAINTS, PREPARED
Price per gallon, 1 gallon can basis

Elephant, white	$4 20
Elephant, colors	3 80
B.H. English, white	4 30
B.H. English, colors	4 05
B.H. Floor	3 50
B.H. Porch Floor	4 05
Minerva, white	4 15
Minerva, colors	3 90
Crown Diamond, white	4 05
Crown Diamond, colors	3 80
Crown Diamond, floor	3 50
B.H. Fresconette, white	3 35
B.H. Fresconette, colors	3 25
Moore's House Colors, white	4 05
Moore's House Colors, colors	3 90
Moore's Egyptian Paint, all colors	3 25
Moore's Floor Paint	3 50
Moore's Sani-Flat	3 00
Moore's Moorapel	6 50
Jamieson's Crown Anchor	3 55
C.P.C. Pure, white	4 30
C.P.C. Pure, colors	4 05
O.P.W. Canada Brand, white	4 05
O.P.W. Canada Brand, colors	3 75
O.P.W. Canada Brand, floor	3 50
O.P.W. Flat Wall, white	3 35
O P.W. Flat Wall, colors	3 25
Ramsay's Pure, white	4 15
Ramsay's Pure, colors	3 85
Martin-Senour, 100%, white	4 30
Martin-Senour, 100%, colors	4 05
Martin-Senour, Porch Paint	4 05
Martin-Senour, Neutone, white	3 35
Martin-Senour, Neutone, colors	3 25
Senour's Floor Paint	3 50
Sherwin-Williams, white	4 30
Sherwin-Williams, colors	4 05
Sherwin-Williams, floor	3 50
Flat Tone, white	3 35
Flat Tone, colors	3 25
Lowe Bros., H.S., white	4 30
Lowe Bros., H.S., colors	4 05
Lowe Bros., hard drying floor	3 50
Mellotone, white	3 50
Mellotone, colors	3 35
Sanitone, white	3 35
Maple Leaf, white	4 30
Maple Leaf, colors	4 05
Maple Leaf, floor	3 50
Pearcy's Prepared, colors	3 50
Pearcy's Prepared, white	3 75

F.o.b. Montreal, Toronto.

PARIS GREEN	Per lb.
In barrels, about 600 lbs.	$0 48
In kegs, about 250 lbs.	0 48½
In 50 lb. and 100 lb. drums	0 49
In 25 lb. drums	0 50
In 1 lb. packets, 100 lbs. in case	0 52
In ½ lb. packets, 100 lbs. in case	0 54

F.o.b. Montreal, Quebec, Moncton, St. John and Halifax, Toronto, Hamilton, London and Ottawa. Terms one month net or 1% in 15 days.

PUTTY	Montreal	Toronto
Standard	Less than tons	
Bulk, in casks	$5 60	$5 90
Bulk, 100-lb. drums	6 45	6 75
Bulk, 25-lb. drums	6 70	7 00
Bulk, 12½-lb. irons	6 95	7 25
Bladder, in bbls.	7 35	7 65

Ton lots standard are 35 per hundred pounds less; five-ton lots 60c less than above prices.
Pure Putty, $2 cwt. advance.
Ottawa prices are 20c; Hamilton 30c; London and Windsor 40c per 100 lbs. over Montreal quotations.

ROSIN

Barrels, 100 lbs.	$8 00
Less, per lb.	0 10

SHELLAC
Pure White, gal. (1 gal. tins) $4 25
Pure Orange, gal. (1 gal. tins) 3 75
Gum Shellac, TN, 74-76c lb.; finest orange, 79-95c; bone dry white, 85c. F.o.b. Toronto, London.

PAINT AND VARNISH REMOVER

Taxite, 1 gal. cans	$3 30
B.H. Vanisher	3 00
Cumoff	3 30
Takof	3 25
O.P.W. Presto	2 75
Lingerwett	2 80-3 25
Solvo	3 00

F.o.b. Montreal, Toronto.

VARNISHES	Per gal. cans
No. 1 Furniture, extra, barrels, $1.10-$1.21 gal.; gal. tins	$1.32-$1.43
B.H. Stovepipe Varnish, Anchor, ½ pints, per doz.	1 40
Depend-on, list	3 50
B.H. Maritime Spar, list	7 20
Everlastic, Depend-on and Maritime Spar subject to discount of	40%.
Elastilite	3 50
Granitine Floor Finish	3 50
Hydrox Spar	3 64
Sun Varnish	2 60
Sun Spar	4 63
Sun Waterproof Floor	3 40
Jasperite Interior and Exterior	3 00
Jasperite Pale Hard Oil	2 25
Jasperite Indestructo Floor Varnish	3 00
Jamieson's Copaline	3 02
M-S Marble-Ite Floor	3 29
M-S Wood-Var	3 29
M-S Double Spar	4 57
M-S Finest Interior	3 84
Elastic Interior	2 64
Mar-not	3 40
Quick Action House	2 40
Rexspar	4 62
Smear-Not	3 34
Kyanize Spar	4 94
Kyanize Cabinet Rubbing	3 84
Kyanize Interior	3 84
Luxeberry light	3 80
Luxeberry granite	3 52
Luxeberry spar	4 93
Ramsay's Universal	2 92
Crown Diamond Floor	2 60

F.o.b. Montreal, Toronto.

WATER PAINTS	
Opalite, 300 lb. bbls.	0 13½
Opalite, 100 lb. kegs	0 14
1 gal. packages, per pkg.	0 75
½ gal. package, per pkg.	0 40
Coralite, 5-lb. pkgs., white	0 07
Coralite, 5-lb. pkgs., colors	0 07½
B.H. Frescota, 5-lb. pkge., white	7 80
B.H. Frescota, 5-lb. pkge., colors	8 40

F.o.b. Montreal, Toronto.

WASTE	
Cream, Polishing	$0 20

WHITE	
XXX	0 19
XX	0 18
X	0 16½
XC	0 15
Japanese	0 14
XXX Extra	0 19½
XX	0 18¼
XLCR	0 17
X Empire	0 15½
X Press	0 14

COLORED	
No. 5	0 15
No. 1	0 13½
No. 7	0 12
No. 1A	0 10¾
No. 1B	0 09½
Fancy	0 15½
Lion	0 14
Standard	0 12½
Popular	0 11
Keen	0 09½

Above lines subject to trade discount for quantity.

WAX	Per lb.
C. & B. Floor Wax	$0 40
B.H. Wax	0 40
Ronuk Floor Wax, lb.	0 38
Berry Bros.	0 34
Imperial Floor Wax	0 40
Anchor	0 33
O.P.W. Lion Brand	0 45
Old English	0 53 0 62
Johnson's	0 62
Jamieson's liquid wax, gal.	2 75
Gold Medal	0 42
Edwards, lb.	0 40
Ramsay's	0 45
S. & W.	0 54
Crown Diamond	0 45

F.o.b. Montreal and Toronto.

WHITING	
Plain, in bbls.	$2 50

F.o.b. Montreal, Toronto, London.
Gilders, bolted, in bbls. $3 00

WOOD ALCOHOL	Per gal.
In five gallons	....
In barrels	....

$4 extra for barrels.
F.o.b. Montreal, Toronto, London.

TRADE SIMMS SET IN RUBBER MARK



Profits From Your Painter Customers.

The Simms Set-in-Rubber Paint and Varnish Brushes have a setting that is absolutely proof against the action of acid, boiling water, alcohol, paint-remover, turpentine, etc.

The bristles are set to stay in FOREVER, by our exclusive patented process, whereby the bristles are set in vulcanized rubber and guaranteed to hold securely in the socket for all time.

Demanded of dealers all over the world. You will have **your** share of calls. See that you can fill them all.

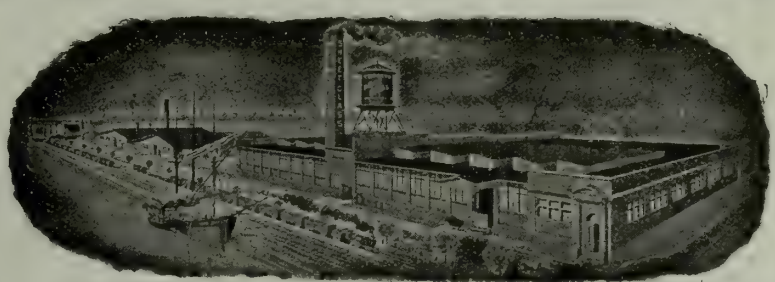
Order a good supply to-day.

T. S. SIMMS & CO., LIMITED

ST. JOHN, N. B.

Branches: Montreal, Toronto, London

RED S BRAND WINDOW GLASS



GLASS BENDERS TO THE TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

DON ROADWAY TORONTO

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863
Twelve Medals of Award at INTERNATIONAL Expositions.



INCORPORATED 1895
Special Grand Prize
GOLD MEDAL
Atlanta, 1895.

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY - - - - PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, $11.00.

Shot, soft, per cwt., $17.20; chilled, $18.70; buckshot, $18.00; ball, $18.40.

Dominion Metallics—B.B. Caps, $2.80; C.B. Caps, $3.50; 22 Short Black or Lesmok, $4; 22 Long Black or Lesmok, $4.80; 22 Short Smokeless, $4.30; 22 Long Smokeless, $6; 22 Long Rifle Black, $5.60; 22 Long Rifle Smokeless, $7 per M. net. Center Fire Pistol, 22%; Center Fire Sporting, 25% off American list.

American Metallics—B.B. Caps, $3.06; C.B. Caps, $3.85; 22 Short Black, $4.35; 22 Long Black, $5.25; 22 Long Rifle Black, $7.70; 22 Short Smokeless, $4.69; 22 Long Smokeless, $6.55; 22 Long Rifle Smoke, $7.65 per M. net. Center Fire Pistol, 10% on list; Center Fire Sporting, 10% on list.

Loaded Shells—Crown Black Powder, 12 ga., $31; Sovereign Smokeless, 12 ga., $38; Regale Smokeless, 12 ga., $38; Nitro Club Smokeless, 12 ga., $45; Canuck Smokeless, 12 ga., $41 per M. net. Empty Paper Shot Shells, $14 per M.; Empty Brass Shot Shells, $6.65 per 100.

ANVILS

Peter Wright, 80 lbs. and up, 25c per lb.; clip horn, 26c lb.

Norris, 80 lbs. and over, 16c.

AXES

Single Bit	$14 50	$20 00
Rouble Bit	16 50	21 50
Broad Axes	32 00	35 00

AUGER BITS

Standard List Prices per Dozen

3/16	$6 00	18/16	$12 00
4	5 00	19	14 00
5	5 00	20	14 00
6	5 00	21	16 00
7	5 00	22	16 00
8	5 00	23	18 00
9	6 00	24	18 00
10	6 00	25	21 00
11	7 00	26	21 00
12	7 00	27	24 00
13	8 25	28	24 00
14	8 25	29	27 00
15	9 50	30	27 00
16	9 50	31	30 00
17	12 00	32	30 00

Discounts from standard list prices

Irwin	10%
Gilmour	45%

BARS, CROW. $11.25 per 100 lbs.

BAR IRON

Bar Iron—$5.25 base; Swedish iron, $5.25; sleigh shoe steel, $5.50; spring steel, $6.50; machinery steel, $8.00.

BELTING

Rubber, 6 in. and under, 20-5%; over 6 in., 15-2½%.

Agricultural or No. 1 leather belting, 30-10-7½% off list.

Standard, 27-10% off list. Extra 27%.

"The "double" list is just twice the price of "single."

BELT LACING

In sides, tanned, $1.60 per lb.; cut, $1.80 per lb.; rawhide, sides, $1.55; cut, $1.75.

Blue Stone (Vitriol), 11¾c.

BOLTS

Carriage, ⅜ and smaller, up to 6 inch, 30%; over 6 inch, 15%; 7-16 inch and larger, 10%, machine, ⅜ and under, up to 4 inch, 35%; over 4 inch, 20%; 7-16 and over, 20%; machine set screws, 20%; plough bolts, 25%; stove bolts, 50%; shaft bolts, 5% on list; tire bolts, 45%; sleigh shoe bolts to ⅜ and smaller, 5% on list; 7-16 and up, 5% on list

BORAX. Borax, per lb., 14c.

BUILDING PAPER

Tarred, $1.10 to $1.60 per roll, according to quality; plain, 80c to $1.45.

BUTTS

Plated—No. 241 Antique Copper and Dull Brass Finish

	Per pr.
2½ x 2½ in.	37
3 x 3 in.	39
3½ x 3½ in.	40
4 x 4 in.	52
4½ x 4½ in.	75
5 x 5 in.	94

Wrought Steel—

No. 840	Net list
No. 800	5% on list
No. 838	Net list
No. 804	5% off list

CHAIN

Coil, 3-16 in., $19.20; ¼, $16.25; 5-16 in., $13.75; ⅜, $12.75; 7-16, $12.35; ½, $12.25; 9-16, $12.25; ⅝, $12.00; ¾, $11.65; 1 in., $11.40; Logging, 5-16 in., $15.55; ⅜, $14.55; ½, $14.05; tie-out, 47½%.

CHURNS

Barrel, No. 0, $6.75; No. 1, $6.75; No. 2, $7.50; No. 3, $8.25; No. 4, $9.75 each.

CLEVISES, MALL. 15c per lb.

CLOCKS—Alarm

	Each
Big Ben	$2 90
Baby Ben	2 90
America	1 35
Lookout	1 75
Sleepmeter	1 85

COPPER

Sheet and planished copper, 60c per lb. Tinned, 55c.

CORD SASH

Coils or Hanks

8, 9, 10 ..... 76 lb.

DRILLS

Bit stock, 45%; Blacksmith, ½ in. round shank, 40%.

EAVETROUGH

Eavetrough, per 100 ft., 8 in., $6.10; 10 in., $6.80; 12 in., $8.00.

Conductor pipe, 2 in., per 100 ft., $7.15; 3 in., $8.65; 4 in., $11.40.

ENAMELWARE

See Wares.

FILES

Globe ..... Discount 40-5%
Nicholson Gen. ..... Discount 30%

FITTINGS—Malleable.

Class A	60%
Class B and C, off new list	60-10%
Bushings	10%
Unions	25%
Nipples 4" and under	40%

FORMALDEHYDE

400-lb. bbls., 32c lb.; 200-lb. bbls., 33c lb.; 100-lb. bbls., 34c lb.; 10-lb. jugs, $3.75 each; 5-lb. jugs, $2.00 each; 2-lb. jugs, 85c each.

GALVANIZED WARE

See Wares

GLASS, WINDOW

	Single	Double
Up to 25 in.	$15 50	19 50
26 to 40	16 50	22 00
41 to 50	19 50	25 00
51 to 60	20 50	25 50
61 to 70	21 50	27 00

GLASS (Plate)

Net list.

GLOBES—LANTERN

	Doz.
Short Pattern	$1 05
Cold Blast, regular	1 05

GRINDSTONES

Per 100 lbs., $3.50.
Mounted on steel frames, $6 to $7.50.

HARVEST TOOLS. 17½%.

HINGES

Light T and strap, 15% off.
Corrugated Strap Hinges — 4, $1.60; 5, $2.20; 6, $3.00; 8, $4.75; 10, $7.00; 12, $10.80.

Corrugated Tee Hinges—4, $2.00; 5, $2.50; 6, $3.40; 8, $5.70; 10, $8.50; 12, $12.00.

HORSESHOES

Iron, No. 0 to 1, $8.35; No. 2 and larger, $8.10; snowshoes, No. 0 to No. 1, $8.60; No. 2 and larger, $8.35; steel, No. 0 to 1, $8.80; No. 2 and larger, $8.55; featherweight, $9.95.

IRON, GALVANIZED

Apollo and "Fleur de Lis" Premier

10¾ oz. or 28 Eng.	$9 75
28 Am. or 26 Eng.	9 35
26 Am. or 26 Eng.	9 05
24	8 90
22	8 90
18 and 20	8 75
16	8 60

IRONS, SAD

Common Sad Irons, 8 lbs., 11c per lb.; 4 lbs., 14c per lb.

Mrs. Pott's No. 55, set	$2 00
Mrs. Pott's No. 50, set	2 15

Mrs. Pott's common and iron handles, $1.60 dozen. Mrs. Pott's improved, $2.10 a dozen.

JACKSCREWS

15% off list.

KNIVES—HAY

	Doz.
Heath's	$12 50
Lightning	12 50

LAMP CHIMNEYS

A, per case, 8 doz., $9.10 per doz., $1.25; B, per case 6 doz., $7.80; per doz., $1.40.

LANTERNS

No. 2, plain	$13 00
No. 25, Dash-board	17 50
Short Globe, doz.	13 00

LEAD PIPE, $12.40.

LEAD WASTE, $13.40.

LATCHES—THUMB, STEEL

	Doz.
2	$1 90
3	2 50
4	4 50

Barn Door

5	2 95
8	3 20
9	5 50

LINSEED OIL

See weekly report

MACHINES—WASHING

	Each
Dowswell	
New Century B	
New Idea	
Snowball	

Prices on application.

MATTOCKS

Pick, $13.85; cutter, $18.85.

MOPS

	Doz.
O'Cedar Polish, No. 1	$12 00
O'Cedar Polish, No. 3	12 00
Self-Wringing	5 75

MOWERS—LAWN

	14 in.	16 in
Woodyatt	$ 8 50	$ 9 00
Empress	11 00	11 50
Daisy	6 60	
Star	7 50	8 00

NAILS

Wire, f.o.b. Fort William, $5.35 base; Winnipeg, $5.85 base. Cut f.o.b. Winnipeg, $6.55.

NETTING—POULTRY

Net Prices per Roll.

1 in. mesh x 24 in.	$6 30
30 in.	7 65
36 in.	9 00
2 in. mesh x 24 in.	3 05
30 in.	3 60
36 in.	4 20
48 in.	5 60
60 in.	6 95
72 in.	8 30

NETTING. Poultry, Hexagon, 10%.

Banner Netting, 24 in., $4.75; 36 in., $6.10; 48 in., $7.25; 60 in., $8.50; 72 in., $9.75.

NUTS

Square, small lots, blank, 4½c tapped, 4¾c advance on list; Hexagon, small lots, blank, 4¾c; Tapped, 5c advance on list; case lots all styles, 1c less than above.

OILS

"Buffolite," 25c; Ideal Thresher, 50c; "B" Castor machine oil, 41c; Buffalo engine gasoline, 37c; Buffalo "A" gas engine oil, 55c; Royal gasoline, 37c; Family safety coal oil, 24½c; Summer black oil, 24½c; Kelso engine oil, 60c; Electro oil, 45c; Royalite oil, 21c; Standard gas engine oil, 45½c; Prairie Harvester oil, 53c.

PAINTS

Stephens' Out White, $4.45; Stephens' House, $4.20; Stephens' Floor, $3.65; Silkstone colors, $3.40; Silkstone white, $3.50; Stephens' Barn Paint, $1.45.

POLISH

O'Cedar —

	Doz.
4 oz.	$2 00
12 oz.	4 00
1 quart	10 00
½ gal.	16 00
1 gal.	24 00

Liquid Veneer—

4 oz.	$2 00
12 oz.	4 00
1 quart	8 40
½ gal.	14 40

(Continued on second page)

Bon Ton— Doz.

¼ pints	1 35
½ pints	2 10
Pints	3 15
Quarts	5 10
½ gal.	9 00
Gal.	15 00

Do householders remember WA-KO-VER Stain when they are in your store?



RIGHT now there should be a prominent counter display of Wa-Ko-Ver Stain where your customers cannot fail to see it. Nearly every householder is considering at this time of the year the best means of beautifying his home, and a well-placed display in your store would jog his memory at the right time and create sales for you. We can help you make your display effective and catchy. If you have not our latest counter display, write for one to-day.

Stephens
REGISTERED TRADE MARK

G. F. STEPHENS & CO.
LIMITED
PAINT AND VARNISH MAKERS
WINNIPEG and CALGARY

Winnipeg Hardware Quotations—Continued

PIPE, WROUGHT IRON

Per 100 ft.	Black	Galv.
¼ inch	$ 4 91	$ 7 20
⅜ inch	5 00	7 34
½ inch	6 66	8 37
¾ inch	8 33	10 71
1 inch	12 33	15 75
1¼ inch	16 65	21 29
1½ inch	19 94	25 43
2 inch	26 82	34 25
2½ inch	43 07	54 77
3 inch	56 40	71 70
3½ inch	73 86	.....
4 inch	87 25	.....
4½ inch	100 26	.....
5 inch	116 82	.....
6 inch	151 52	.....

PLASTER. Paris, per bbl., $4.50.

PLATES, CANADA

18 x 21 per box, half polish, $9.25; full polished, ...; 18 x 24, half polished, $9.25; full polished, ... 20 x 28, half polished, $9.50; full polished, ...

PUTTY

100-lb. irons	$7 20
25-lb. irons, per cwt.	7 80
1½-lb. tins	14½

RIVETS AND BURRS

Iron rivets, 30-10%; copper, No. 7, 45c lb.; No. 8, 46c; No. 10, 50c; No. 12, 54c.

Five-lb. assorted boxes, No. 8, 52c; No. 10, 55c lb.

Copper Burrs, No. 7, 45c; No. 8, 46c; No. 10, 50c; No. 12, 54c.

ROPE

Sisal, 28¼c base; pure Manila, 35¼c base; British Manila, 31¼c base; lath yarn, 28¼c base; African hemp, 31¼c base; cotton rope, ¼ and over, 66c lb.

Tarred Marline Hanks, per lb., 50c.

SANDPAPER—

Star—	Quire	Ream
00, 0	$0 33	$6 05
½	0 36	6 50
1	0 40	7 30
1½	0 45	8 25
2	0 52	9 30
2½	0 58	10 50
3	0 66	11 90

B. & A.—

00, 0	$0 37	$6 75
½	0 40	7 15
1	0 45	8 10
1½	0 52	9 45
2	0 60	10 90
2½	0 70	12 50
3	0 80	14 30

SASH BALANCES (Caldwell).

10% on list.

SAWS, BUCK

Happy Medium, $12.00; Watch Spring, $12.50; Lance Tooth or Lightning Blades, $13.20.

SCREWS

Bright iron round head, 65%; flat head, 70%; round head, brass, 30%, flat head, brass, 35%; coach, 45%. Set Screws, 20-10%.

SCYTHES—

	Doz.
Bramble	$15 50
Bush	15 50
Excelsior	17 00
Cast	15 00

SNATHS—

No. 2 loop	13 25
Bush	15 00

SWEEPERS, CARPET—

See list in regular "Current Market Quotations" Column, f.o.b. factory, Niagara Falls, Ont.

SWEEPERS, VACUUM—

	Doz.
Grand Rapids, Nic.	$101 00
Household, Jap.	91 00
Superba, Nic.	117 00

F.o.b. Jobbers' Warehouse, Winnipeg. Prices guaranteed by manufacturers against their own decline to December 31, 1919.

STEEL SHEETS, BLACK

10 gauge	$7 05
12 gauge	7 10
14 gauge	7 15
16 gauge	7 25
18-20 gauge	7 80
22-24 gauge	7 85
26 gauge	7 90
28 gauge	8 00

SHOVELS AND SPADES—

Shovels—Fox and Olds, D.H., Sqr. Pt., $15.05 per doz.; D.H. Rd. Pt., $15.05 per doz.; L.H. Sqr. Pt., $15.05; L.H. Rd. Pt., $15.05; Bulldog & Jones, D.H., Rd. Pt., $16.30; D.H. Sqr. Pt., $16.30; L.H. Rd. Pt., $16.30; L.H., Sqr. Pt., $16.30; L.H., Rd. Pt., $16.30; Black Cat and Crescent Scoops—No. 4, $19.00 doz.; No. 6, $19.50; No. 8, $20.00; No. 10, $20.50; Moose & Jones Scoops, No. 4, $19.90; No. 6, $20.90; No. 8, $21.40.

SOLDER. Per pound, 34 to 35.

SPIKES

Pressed, ¼ in., $8.30; 5-16, $7.95; ⅜, $7.75; ½, $7.55.

STAPLES

Bright wire, per cwt., $5.15 at Fort William, $5.65 Winnipeg; galvanized staples, $5.95 Fort William, $6.45 Winnipeg.

STEEL

Sleighshoe, $5.50 base per cwt.; plow, common, $6.50; crucible plow, $7.50; angle, $5.35; harrow, $5.75 base; cast, octagon tool steel, 20c base; square tool, 20c base; spring, $7.50; machine, $8.00 base; tire, $5.90. Mild, 3-16, ¼, 5-16, $7.75 base; other sizes $5.50 base. Band steel, $5.50 base.

STEEL HOOPS

½ in., $8.35; ⅝ in., $8.00; ¾ in., $7.40; ⅞ in., $7.10; 1 in., $7.00; 1¼ in., $6.90; 1½ in., $6.80.

STEEL SQUARES

15% on list.

TACKS. Carpet, 65% list.

TIES. Cow, 10%.

TIN AND TERNE PLATE—

20 x 28 I.C. box	$23 50
20 x 28 I.X. box	27 00
20 x 33 I.C. box	28 50
20 x 33 I.X. box	32 50
Terne plates	24 00

TRAPS, GAME—

	Victor	H.& N.	Jump	Doz.
No. 0	$1 95	$....	$....	
No. 1	2 30	3 60	3 10	
No. 1½	3 45	5 40	4 55	
No. 2	4 80	7 50	6 70	
No. 3	6 75	10 00	....	

TUBS—

	Wood	Fibre
No. 0	$21 35	$26 40
No. 1	18 80	22 65
No. 2	16 40	18 80
No. 3	14 00	15 95

TURPENTINE

See weekly report.

TWINE (WRAPPING)

	Lb.
Cotton, 3-ply, cones	$0 72
Cotton, 3-ply, balls	0 76
Cotton, 4-ply, cones	0 75
Cotton, 4-ply, balls	0 79

VARNISHES—

Stephens Luminette, gal.	$2 20
Stephens Exalite, gal.	3 00

WARES, ETC.—

Scotch Grey, 40% discount.

Colonial, Imperial, Pearl, 20-7½% discount.

Premier, Canada, Diamond, discount 2½%.

Whiteware, 40-10% discount.

Japanned Ware, list, plus 30%.

Japanned Ware, white, list, plus 40%.

Japanned Sprinklers, list, plus 30%.

Stamped Ware, plain, 40-10% discount.

Stamped Ware, ret'd, 40% discount.

Pieced Tinware, ordinary, list, plus 40%.

Pieced Tinware, copper bottoms, list, plus 60%.

Sheet Iron Ware, list, plus 20%.

Light Galv'd Pails and Tubs, list, plus 27½%.

Heavy Galv'd Pails and Tubs, plus 17½%.

Jap. Coal Hods, list, plus 35%.

Galv'd Coal Hods, list, plus 50%.

WASHERS—

Iron, small lots, 45% off list plus $1.50; full boxes, iron, 33 1/3% off list plus $1.00.

WHITE LEAD—

Decorators' pure, ton lots, $16.90; less than ton lots, $17.25.

WIRE, BARB—

Lyman, 4-point, $4.85 Winnipeg; Glidden Cattle, 2-pt., $4.65 Winnipeg; Baker, 2-pt., $4.55 Winnipeg; plain twist, cwt., Winnipeg, $7.00 100 lbs.; plain galvanized; Winnipeg, No. 9, $5.50; No. 12, $5.65; coil spring, Winnipeg, No. 9, $5.55; No. 12, $5.70.

Patented screen in 100-ft. rolls, $3.50 per hundred sq. ft.; in 50-ft. rolls, $3.60 per 100 sq. ft.

WIRE, PLAIN—

Bale ties, 14 gauge, single loop $7.25 Winnipeg; $6.75 Ft. William

Brass snare wire, per lb., 50c.

WIRE, ANNEALED—

No. 9, $6.00; 10, $6.06; 12, $6.20; 14, $6.40; 15, $6.55; 16, $6.70 per 100 lbs.

WRENCHES (NUT)—

Agricultural—	Doz.
6 in.	$7 00
8 in.	8 40
10 in.	9 80
12 in.	12 60
15 in.	16 80

Perfect Handle—	
6 in.	15 00
8 in.	18 00
10 in.	21 00
12 in.	27 00
15 in.	36 00
18 in.	48 00

WRENCHES (PIPE)—

Stillson—	Each
6 in.	$1 00
8 in.	1 15
10 in.	1 25
14 in.	1 75
18 in.	2 50
24 in.	3 65
36 in.	6 75

Trimo—	
10 in.	$1 50
14 in.	2 10
18 in.	3 00
24 in.	4 25

Always Ready—	Dozen Black	N.P.
No. 1	$4 20	$4 50
No. 2	5 75	6 00

WRINGERS—

Eze, $62.55 per doz. Reliance,



BRANSTON VIOLET RAY

HIGH FREQUENCY GENERATORS

Quick Results ***Easy to Operate***

Used and recommended by the most progressive Physicians, Hospitals, Sanitariums, Convalescent Homes.

THE VIOLET RAY BENEFITS

by sending its irresistible, revitalizing powers through every nerve, cell, fibre and part of the body, even the heart being saturated.

The Branston Violet Ray reaches and heats the cause of disease, and so strikes at the very root of the disturbance.

The new book, Health Rays, tells all about these generators. ASK FOR IT.



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GREAT WEST ELECTRIC COMPANY, LIMITED
WINNIPEG

Distributors of Laco Tungsten and Nitro Lamps



When you see the above Trade Mark on anything pertaining to Fishing Tackle you need have no hesitation in recommending it to your customers.

There is no possibility (except in a few articles) of prices for Fishing Tackle being reduced before next season, so that during the period of transition you would be well advised to place orders well ahead of your every-day requirements.

Orders for future delivery are now being booked, but owing to the great pressure we have had with Government work it will be some time yet before we are able to attain our pre-war output.

Our new General Catalogue is now in preparation, and we are placing on a Register the names of Fishing Tackle Dealers who will obtain a copy on publication. Have you sent in your name? If not, do so now.

In the meantime we invite and welcome your enquiries and will be pleased to quote you for anything we can supply. We are Wholesale only, and all enquiries from consumers direct are referred to the nearest retailer. We don't cut into his business.

Morris Carswell & Co., Ltd.
118 Howard Street, Glasgow, Scotland

MEHASCO

Another Mehasco Message

31



The popular Army Service khaki colored wagon with Rubber or Iron Tires in three sizes. No 79, 11" x 22", No. 80, 12" x 24", No. 81, 13" x 26". Other Steel Wagons are the Special, No. 59, 9 x 18; No. 61, 12 x 24; the Grey Artillery Car, No. 70, 12 x 24 and No. 72, 14 x 28; and No. 1½ Bent Rail Child's Wagon, 11 x 22.

The Auto Wheel Coaster Wagon is the most serviceable general purpose wagon on the market, has long roller bearings, steel axles, the spokes mitred to the hub, put up in corrugated cartons, each wagon guaranteed to carry 1140 lbs.

No. 01, 12" x 30" with 8-inch wheel; No. 2, 14" x 34" with 10-inch wheel; No. 4, 18" x 40", 12-inch wheel; No. 0, 12" x 28", with 6-inch wheel; No. 00, 12" x 28", with 6-inch wheel.

We have also a stock of Kiddie Kars and Boys' Velocipedes.

Merchants Hardware Specialties, Limited
CALGARY

THE BUYERS' GUIDE

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J. E. Beauchamp & Co., Montreal, Que.
Canada Sales Co., Toronto.
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Great West Electric Co., Ltd., Winnipeg, Man.
Homer & Wilson, Hamilton, Ont.
Hyslop Bros., Toronto.
North American Hardware Co., Ltd., Montreal.
Prairie Motor Sales Co., Moose Jaw, Sask.
The Royal Canadian Specialties, Hamilton, Ont.
Samuel Trees & Co., Ltd., Toronto.
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The All-Way Mfg. Co., Toronto, Ont.
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W. H. Banfield & Sons, Ltd., Toronto.
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Boston Varnish Co., Everett Station, Boston, Mass.
Barcalo Mfg. Co., Buffalo, N.Y.
Canada Cycle & Motor Co., Ltd., Weston, Ont.
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Canadian Winckley Co., Ltd., Windsor, Ont.
Cannon Oiler Co., Keithsburg, Ill.
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Canada Dry Cells, Ltd., Winnipeg.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
The Durke-Atwood Co., Toronto, Ont.
Gutta Percha & Rubber, Ltd., Toronto.
Kinzinger, Bruce & Co., Niagara Falls, Ont.
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The Lockwood-Ash Motor Co., Jackson, Mich.
The Marquette Manufacturing Co., Inc., St. Paul, Minn.
M. H. Merchant Corporation, Syracuse, N.Y.
Metal Specialties Mfg. Co., Chicago, Ill.
The Locktite Mfg. Co., Windsor, Ont.
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McKinnon Industries, Ltd., St. Catharines, Ont.
Northern Electric Co., Ltd., Montreal.
The Prismolite Sales Co., Westfield, N.Y.
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Rock Island Mfg. Co., Chicago, Ill.
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Trimont Mfg. Co., Roxbury, Mass.
Van Cleef Bros., Chicago, Ill.
The Van der Linde Rubber Co., Toronto.
Wilkinson & Kompass, Hamilton.
Williams & Co., J. H., Brooklyn, N.Y.
Wilson Auto Specialties, Ltd., Hamilton, Ont.

Automobiles
Canadian Pneumatic Tool Co., Ltd., Montreal.

Automobile Parts
Kinzinger, Bruce & Co., Ltd., Niagara Falls, N.Y.
McKinnon Industries, Ltd., St. Catharines, Ont.

Awnings
Finnie & Murray, Ltd., Winnipeg.
J. J. Turner & Co., Peterboro, Ont.

Axes
Canada Foundries & Forgings, Brockville, Ont.
Can. Warren Axe & Tool Co., St. Catharines.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.
Shurly-Dietrich Co., Ltd., Galt, Ont.

Axles
Guelph Spring & Axle Co., Ltd., Guelph, Ont.

Babbitt Metal
Thos. Birkett & Son Co., Ltd., Ottawa.
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal.
Hoyt Metal Co., Toronto.
Owl Metal Co., Winnipeg.
Lewis Bros., Ltd., Montreal.
Plewes, Ltd., Winnipeg, Man.
Tallman Brass & Metal Co., Hamilton.

Barb Wire
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Bars and Racks, Clothes
Stratford Mfg. Co., Ltd., Stratford, Ont.
Otterville Mfg. Co., Ltd., Otterville, Ont.

Barrel Covers
E. B. Eddy Co., Ltd., Hull, Que.

Barrel Liners
J. N. Warminton & Co., Montreal, Que.

Batteries, Dry
Canadian National Carbon Co., Ltd., Toronto.
Canada Dry Cells, Ltd., Winnipeg.
Great West Electric Co., Ltd., Winnipeg, Man.
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Dominion Battery Co., Ltd., Toronto, Ont.
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Canadian National Carbon Co., Ltd., Toronto.
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Kinzinger, Bruce & Co., Ltd., Niagara Falls.

Bends, Brass, Iron and Lead
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Bibbs, Basin and Bath Cocks, Compression
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Brass Goods
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Canada Metal Co., Toronto.
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Beekeepers' Supplies
Canadian Bee Supply & Honey Co.

Bevels
Stanley Rule & Level Co., New Britain, Conn.
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Belting, Transmission, Elevator and Conveyor
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Belting, Rubber
Can. Consolidated Rubber Co., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
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Belting, Cotton
Dominion Belting Co., Hamilton, Can.
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Burlington Windsor Blanket Co., Ltd., Toronto.
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Blankets, Horse
J. J. Turner & Co., Peterboro, Ont.

Bolts and Nuts
Canadian Tube & Iron Co., Ltd., Montreal.
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London Bolt & Hinge Works, London, Ont.
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Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
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Bolts, Eye
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Williams & Co., J. H., Brooklyn, N.Y.

Bolts, Panic
Wm. Newman & Sons, Birmingham, Eng.

Boring Bars
Williams & Co., J. H., Brooklyn, N.Y.

Boxes, Tin
A. R. Whittal Can. Co., Ltd., Montreal, Que.

Boots, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

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Boring Bars
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Bale Ties
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
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The Real Business Booster

DOUGALL'S DA-COTE MOTOR CAR ENAMEL

RED
GREEN
CREAM
YELLOW
BROWN



BLUE
GREY
BLACK
WHITE
KHAKI

As a means of linking up your store with the motoring community of your town, there isn't a better product on the market to-day than DOUGALL'S DA-COTE.

Economical to the consumer, it ensures a steady flow of business your way. Giving, as it does, entire satisfaction to the user (even though he be a Simon-pure amateur painter), there are no come-backs nor disagreeable tangles for you to straighten out.

DOUGALL'S DA-COTE is a sure means of your building up a permanent, profitable trade. It's the Motor Car Enamel of to-day, easy to use, sure to satisfy, costs very little as compared with what garage painting charges usually are.

DOUGALL'S DA-COTE may be successfully used in repainting Motorcycles, Buggies, Baby Carriages, Velocipedes, etc.

Ten shades, including Black and White.

Color Cards and selling helps free for the asking.

Write us to-day.

"Save the surface and you save all" *Paint & Varnish*

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MONTREAL
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National Mfg. Co., Sterling, Ill.
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The Steel Co. of Canada, Ltd., Hamilton, Ont.
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The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton.
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Stanley Rule & Level Co., New Britain, Conn.
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Meakins & Sons, Ltd., Hamilton.
Perfection Sanitary Brush Co., Toronto.
The Rubberset Co., Limited, Toronto.
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Walter Woods & Co., Hamilton.
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Caverhill, Learmont & Co., Montreal.
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Bits, Forstner
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Canada Cycle & Motor Co., Toronto.
Crown Cycle & Motor Co., Montreal, Que.
Hyslop Bros., Ltd., Toronto.
Iver Johnson Arms & Cycle Works, Ltd., Fitchburg, Mass.
Birch Seats
Canadian Veneering Co., Montreal, Que.
Brake Lining
Crown Cycle & Motor Co., Montreal, Que.
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Stevens-Hepner Co., Ltd., Port Elgin, Ont.
Walter Woods & Co., Ltd., Hamilton, Ont.
Brushes, Shaving
Boeck Bros. & Co., Ltd., Toronto.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Meakins & Sons, Ltd., Hamilton, Ont.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.
Brushes, Srub, Shoe and Stove
Meakins & Sons, Ltd., Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.
Brushes, Floor
Perfection Sanitary Brush Co., Toronto.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.
Brushes, General
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.
Buckles, Harness and Trunks
McKinnon Industries, Ltd., St. Catharines, Ont.
Builders' Hardware
Allith Mfg. Co., Ltd., Hamilton, Ont.
Caverhill, Learmont & Co., Montreal.
Canada Steel Goods Co., Hamilton.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
R. Johnson, Clapham & Morris, Ltd., Manchester, Eng.
National Hardware Co., Orillia, Ont.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.
Stratford Brass Co., Ltd., Stratford, Ont.
Bumpers, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Cabinet Hardware
Stratford Brass Co., Ltd., Stratford, Ont.
Canoes and Boats
Canadian Canoe Co., Peterborough, Ont.
Peterborough Canoe Co., Peterborough, Ont.
Calks, Boot
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.
Calipers and Dividers
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
L. S Starrett Co., Athol, Mass.
Caliper Gauges
Williams & Co., J. H., Brooklyn, N.Y.
Camp Furniture and Goods
Finnie & Murray, Ltd., Winnipeg.
J. J. Turner & Sons, Ltd., Peterboro, Ont.
Otterville Mfg. Co., Ltd., Otterville, Ont.
Cans, Milk
The A. R. Whittal Can. Co., Ltd., Montreal.
Cans, Paint
The A. R. Whittal Can. Co., Ltd., Montreal.
Cans
The A. R. Whittal Can. Co., Ltd., Montreal.
Cans, Oil
Cannon Oiler Co., Keithsburg, Ill.
Caps for Hubs
McKinnon Industries, Ltd., St. Catharines, Ont.
Carriage Hardware
Stratford Brass Co., Ltd., Stratford, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Cartridges
Dominion Cartridge Co., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.

Castings, Brass, Bronze and Aluminum
Wentworth Mfg. Co., Ltd., Hamilton, Ont.
Cash Carriers
Gipe-Hazard Store Service Co., Toronto.
Cash Registers
The National Cash Register Co. of Canada, Ltd., Toronto.
Casters
Canada Foundries & Forgings, Ltd., Brockville.
The Faultless Caster Co., Evansville, Ind.
Castor Oil
B. & S. H. Thompson & Co., Ltd., Montreal, Que.
Carpenters' Tools
Haddow Brokerage Co., Montreal, Que.
Carpet Sweepers
Bissell Carpet Sweeper Co, of Canada. Ltd., Niagara Falls, Ont.
Caverhill, Learmont & Co., Montreal.
Walter Woods & Co., Hamilton.
Carriage Castings
McKinnon Industries, Ltd., St. Catharines, Ont.
Casseroles
Wentworth Mfg. Co., Ltd., Hamilton, Ont.
Chains, Coil, Boom, Hammock, Tether, Dog, Halter, Cow, Breast, Trace, Tire
McKinnon Chain Co., St. Catharines, Ont.
Cable Carriers
Gipe-Hazard Store Service Co., Toronto.
Cellar Drainers
The Penberthy Injector Co., Ltd., Windsor, Ont.
Cement, Asbestos
Canadian Asbestos Co., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Cement, Rubber
Van Cleef Bros., Chicago, Ill.
Cement, Roofing
Geo. W. Reed & Co., Ltd., Montreal, Que.
Chains, Cut-Link
The Niagara Falls Metal Stamp'g Works, Niagara Falls, N.Y.
Chains, Folding
J. E. Beauchamp & Co., Montreal, Que.
Chain Pipe Wrenches
J. H. Williams & Co., Brooklyn, N.Y.
Chair Seats
J. E. Beauchamp & Co., Montreal, Que.
Canadian Veneering Co., Acton Vale, Que.
Chairs for Automobile, Camp and Boat
McKinnon Industries, Ltd., St. Catharines, Ont.
Choppers, Ice
The Haddow Brokerage Co., Montreal, Que.
L. & I. J. White Co., Buffalo, N.Y.
Chisels, Cape, Cold, etc.
Brown-Boggs Co., Ltd., Hamilton.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Check Protectors
W. G. Patrick & Co., Ltd., Toronto.
Checking Floor Hinges
Chicago Spring Butt Co., Chicago, Ill.
Chemical Closets
Wakyte Mfg. Co., Winnipeg, Man.
Chemical Specialties
B. & S. H. Thompson & Co., Ltd., Montreal, Que.
Van Cleef Bros., Chicago, Ill.
Vol-Peck Mfg. Co., Montreal.
Choppers, Food
Landers, Frary & Clark, New Britain, Conn.
Chucks, Tap
Wells Bros. of Canada, Galt.
Churns, Hand and Power
Beatty Bros., Ltd., Fergus.
Caverhill, Learmont & Co., Montreal.
Dowswell, Lees Co., Hamilton.
Landers, Frary & Clark, New Britain, Conn.
Medalta Stoneware Co., Ltd., Medalta, Ont.
Merchants Hardware Specialties, Ltd., Calgary.
Walter Woods & Co., Hamilton.
Clamps "C"
J. H. Williams & Co., Brooklyn, N.Y.
Clothes Bars and Racks
Otterville Mfg. Co., Ltd., Otterville, Ont.
Clothes Racks
Walter Woods & Co., Hamilton.
Clamps
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Williams & Co., J. H., Brooklyn, N.Y.
Clippers
Chicago Flexible Shaft Co., Chicago, Ill.
Closets
Wakyte Mfg. Co., Ltd., Winnipeg, Man.
Closet Seats
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Clothes Dryers
The Coleman Fare Box Co., Ltd., Toronto.
Dowswell, Lees Co., Ltd., Hamilton, Can.
Clothes Lines
The Coleman Fare Box Co., Ltd., Toronto.
Clothes Line (Wire)
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Clothes Horses
Stratford Mfg. Co., Stratford, Ont.
Coal Chutes
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Coffee Percolators and Urns
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Landers, Frary & Clark, New Britain, Conn.
Corrugated Fasteners
J. E. Beauchamp & Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.
Collar Balls
Wentworth Mfg. Co., Ltd., Hamilton, Ont.
Collar Pads
American Pad & Textile Co., Hhatham.
Burlington Windsor Blanket Co., Toronto, Ont.
Cotton Duck
Scythes & Co., Ltd., Toronto, Ont.
Cotton Gloves
American Pad & Textile Co., Chatham.
Coal Chutes
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Winnipeg Ceiling & Roofing Co., Winnipeg.
Coal Hods
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Cobblers' Sets
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.
Cookers, Steam
Louis McLain Co., Ltd., Winnipeg, Man.
Cookers, Fireless
Royal Fireless Cooker Co., Ottawa, Ont.
Conductor Pipe, Hooks, Heads, etc.
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Winnipeg Ceiling & Roofing Co., Winnipeg.
Wheeler & Bain, Toronto.
Connecting Rods
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Williams & Co., J. H., Brooklyn, N.Y.
Coopers' Tools
Haddow Brokerage Co., Montreal, Que.
Coping Saws
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Cordage
Brantford Cordage Co., Ltd., Brantford, Ont.
Consumers Cordage Co., Montreal.
Plymouth Cordage Co., North Plymouth, Mass.
Scythes & Co., Ltd., Toronto, Ont.
Corners, Chest
The Brainerd Mfg. Co., East Rochester, N.Y.
Crank Pulls (Wire)
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Crank Shafts
Williams & Co., J. H., Brooklyn, N.Y.
Crowbars
B. J. Coghlin & Co., Montreal.
Crocks, Butter
Medalta Stoneware Co., Ltd., Medicine Hat, Alta.
Crucibles
Canadian Asbestos Co., Montreal, Que.
Cultivators
J. E. Gilson Co., Port Washington, Wis.
C. S. Norcross & Sons. Bushnell, Ill.
Cutlery
Bridgeport Hdwe. Mfg. Co., Bridgeport, Conn.
The Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.
Geo. Butler & Co., Ltd., Sheffield, Eng.
The Canadian Wm. A. Rogers Co., Ltd., Toronto.
Caverhill, Learmont & Co., Montreal.
Geneva Cutlery Co., Geneva, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
James Hutton & Co., Montreal.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
Lewis Bros., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Oneida Community, Ltd., Oneida, N.Y.
Henry Rogers' Son & Co., Ltd., Sheffield, Eng.
Wm. Rogers Mfg. Co., Niagara Falls, Ont.
Cutters
Butterfield & Co., Inc., Rock Island, Que.
The Rapid Tool & Machine Co., Ltd., Montreal
Trimont Mfg. Co., Roxbury (Boston, Mass.).
Curry Combs
The Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.
Cuspidors
Thos. Davidson Mfg. Co., Ltd., Montreal.
E. B. Eddy Co., Ltd., Hull, Que.
Dairy Pails
Thos. Davidson Mfg. Co., Ltd., Montreal.
Soren Bros., Toronto, Ont.
Dampers, Stove Pipe
Canada Foundries & Forgings, Brockville, Ont.
Dashes, Buggy and Carriage
McKinnon Industries, Ltd., St. Catharines, Ont.
Desks, School
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Diaphragms, Rubber
Dies, Stocks, etc.
Butterfield & Co., Rock Island, Que.
Canadian Fairbanks-Morse Co., Montreal.
Pratt & Whitney Co. of Canada, Ltd., Dundas.
The Rapid Tool & Machine Co., Ltd., Montreal.
Wells Bros. Co. of Canada, Galt.
Disinfectants
J. E. Beauchamp & Co., Montreal, Que.
Display Racks and Stands
Cameron & Campbell, Toronto.
National Mfg. Co., Sterling, Ill.
Doors
Sanderson-Harold Co., Ltd., Paris, Ont.
Door Bolts
Canada Steel Goods Co., Hamilton, Can.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.
Door Knobs
Cartland & Son, Ltd., James, Birmingham, Eng.

The Trade Mark behind the "Hardware House of Quality"

DIAMOND A BRAND
A
ASHDOWN'S GUARANTEE

The Largest Wholesale Hardware Dealers in Canada

Easy to put up and easy to take down



Guaranteed not to sag or warp

KASEMENT SKRENE DORES

Screen door season will soon be here. You will have to hurry and stock up in time for the summer trade. Right in line with the policy of always selling only the best merchandise in your store, it will pay you to investigate the sales-creating features of **"Kasement Skrene Dores."**

There are no other screen doors like them on the market to-day. The strongest and lightest made. A man weighing 200 pounds can swing on a **"Kasement"** door like a gate without damaging door or hardware.

They cost no more than any make of good door—wear longer, and are the cheapest in the end.

Fit perfectly even on a casement that's "out of line." May be hung in 15 minutes. Save time and labor. Made of selected B.C. Fir thoroughly air dried and excellent quality mesh wire cloth, black painted. Plain designs, neat, attractive and in a variety of finishes.

A complete set of nickel-plated "Kasement" hardware, packed in individual cartons, is furnished with each door.

OUR GUARANTEE

We guarantee "Kasement" Skrene Dores NOT TO SAG OR WARP OR PULL APART, and to give absolute satisfaction. We authorize dealers to refund purchase price if customer is not entirely satisfied.

Send in a trial order to-day or write for more complete information. "Kasement Skrene Dores" will satisfy your customers and you will make good profits selling them.

The J. H. Ashdown Hardware Co., Limited

Calgary WINNIPEG Saskatoon

THE BUYERS' GUIDE

Door Checks
Canadian Yale & Towne, St. Catharines.
Wm. Newman & Sons, Birmingham, Eng.

Door Hangers
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Steel Goods Co., Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.
National Mfg. Co., Sterling, Ill.

Door Springs
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Wm. Newman & Sons, Birmingham, Eng.

Door Pulls
Stratford Brass Co., Ltd., Stratford, Ont.

Doubletrees
McKinnon Industries, Ltd., St. Catharines, Ont.
West-Woods, Ltd., Winnipeg, Man.

Draining Tools
Canadian Shovel & Tool Co., Hamilton, Can.

Drills, Breast
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.

Drill Chucks
Goodell-Pratt Co., Greenfield, Mass

Drills, Blacksmiths'
Canada Foundries & Forgings, Brockville.

Drills
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Butterfield & Co., Inc., Rock Island, Que.
Goodell-Pratt Co., Greenfield, Mass
Jones & Shipman, Ltd., Leicester, Eng.
North Bros. Mfg. Co., Philadelphia, Pa.
Plewes, Ltd., Winnipeg, Man.
Stanley Rule & Level Co., New Britain, Conn.
Wilkinson & Kompass, Hamilton, Ont.
Pratt & Whitney Co. of Canada, Ltd., Dundas, Ont.
Wilt Twist Drill Co. of Canada, Ltd., Walkerville, Ont.

Drills, Twist
Wilt Twist Drill Co. of Canada, Ltd., Walkerville, Ont.

Drop Forgings
McKinnon Industries, Ltd., St. Catharines, Ont.
Williams & Co., J. H., Brooklyn, N.Y.
Spielmann Agencies, Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Dry Colors
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
Ottawa Paint Works, Ottawa.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.
Martin-Senour Co., Ltd., Montreal.
McArthur Irwin, Montreal,
Stewart & Wood, Toronto.

Dusters
Channell Chemical Co., Toronto.

Dynamite
Du Pont American Industries, Wilmington, Del.

Dry Cells
Canada Dry Cells, Ltd., Winnipeg.
Canadian National Carbon Co., Toronto.
Canadian H. W. Johns-Manville Co., Toronto.
Canadian General Electric Co., Ltd., Toronto.
Dominion Battery Co., Toronto.
Great West Electric Co., Ltd Winnipeg Man
Spielmann Agencies, Ltd., Montreal, Que.

Eavetrough
Pedlar People, Limited Oshawa.
Thos Davidson Mfg Co Ltd. Montreal
Metal Shingle & Siding Co., Ltd., Preston, Ont.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg

Egg Beaters
Louis McLain Co., Ltd., Winnipeg Man
Collette Mfg. Co., Collingwood.

Egg Cases
Miller Bros. Co., Ltd., Montreal, Que
Walter Woods & Co., Hamilton.

Egg Case Fillers
Miller Bros. Co., Ltd., Montreal, Que.
Walter Woods & Co., Hamilton, Can.

Electors and Syphons
The Penberthy Injector Co., Ltd., Windsor, Ont.
Jas. Morrison Brass Mfg. Co., Toronto

Elbows
Thos. Davidson Mfg. Co., Ltd., Montreal
Pedlar People, Ltd., Oshawa, Ont.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg

Electric Bells
Canadian General Electric Co., Ltd., Toronto
Great West Electric Co., Ltd., Winnipeg, Man

Electric Fans
Canadian General Electric Co., Ltd. Toronto
Great West Electric Co., Ltd., Winnipeg, Man
The A. C. Gilbert-Menzies Co., Toronto.
Northern Electric Co., Ltd., Montreal.

Electric Fixtures
W. H. Banfield & Sons, Ltd., Toronto.
Canadian General Electric Co., Ltd., Toronto
Great West Electric Co., Ltd., Winnipeg, Man
Northern Electric Co., Ltd., Montreal.
Tallman Brass & Metal Co., Hamilton.

Electric Grates
Great West Electric Co., Ltd., Winnipeg, Man

Electric Plates
Louis McLain Co., Ltd., Winnipeg, Man.

Electric Specialties
Benjamin Electric Co., Toronto.
Canadian General Electric Co., Ltd., Toronto
Canadian National Carbon Co., Toronto.
The Clemens Electrical Corporation, Hamilton.
Dominion Battery Co., Ltd., Toronto, Ont.
Great West Electric Co., Ltd., Winnipeg, Man
The Hessco Electric Mfg. Co., Toronto, Ont.
Landers, Frary & Clark, New Britain, Conn
National Electric Heating Co., Toronto.
North American Hardware Co., Ltd., Montreal Que.
Northern Electric Co., Ltd., Montreal
Spielmann Agencies Ltd., Montreal, Que.
Usona Mfg. Co., Windsor, Ont.

Electric Supplies
W. H. Banfield & Sons, Ltd., Toronto.
The Can. General Electric Co., Ltd., Toronto.
The Hessco Electric Mfg. Co., Toronto, Ont.

Emery
Dominion Glue & Emery Co., Montreal, Que.

Enamels
Boston Varnish Co., Everett Station Boston Mass
British America Paint Co., Ltd., Victoria, B.C.
Wm. Harland & Sons, Toronto.
Sturgeons, Ltd., Toronto.

Enamelled Ware
Thos Davidson Mfg. Co., Ltd., Montreal.
E. T. Wright & Co., Hamilton, Ont.
Sheet Metal Products Co. of Canada Ltd., Toronto

Emery Glass and Papers
John Oakey & Sons London, Eng

Emery (Grain and Sheets)
DesRochers Ltd Montreal P Q

Eveners for 2, 3, 4, 6 and 8 Horses
Gregg Mfg. Co., Ltd., Winnipeg, Man
D Ockland & Son Ltd. Winnipeg, Man.
McKinnon Industries Ltd., St Catharines, Ont.
West-Woods, Ltd., Winnipeg, Man.

Evaporators
Steel Trough & Machine Co., Ltd., Tweed, Ont.

Excelsior
Rankin & Co., Ltd., Toronto.

Explosives
Du Pont Powder Co Wilmington Del
Hercules Powder Co., Wilmington, Del.

Escutcheon Pins
Parmenter & Bullock Co. Ltd. Gananoque Ont
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Exterminator, Rat and Roach
The Common Sense Mfg. Co., Toronto.

Extinguishers, Fire
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man
H. W. Johns-Manville Co., New York.
Northern Electric Co., Montreal
Pyrene Mfg. Co., Ltd., Montreal, Que.

Fanlight Openers
Jas Cartland & Son Ltd Birmingham Eng

Fasteners, Storm, Sash and Screen
National Mfg. Co., Sterling, Ill.
Stratford Brass Co., Ltd., Stratford Ont
The Stanley Works, New Britain, Conn.

Farm Lighting Outfits
Canadian General Electric Co., Ltd., Toronto
Northern Electric Co., Montreal.

Faucets, Petroleum
Can. Foundries & Forgings, Ltd., Brockville Ont

Feed Boxes
Canada Foundries & Forgings, Brockville

Feed Cookers
Wheeler & Bain, Toronto

Felts (Tarred and Carpet)
Alex. McArthur & Co., Montreal, Que
J. H. McComb, Ltd., Montreal, Que.

Fencing and Gates
Banwell-Hoxie Wire Fence Co., Hamilton
McGregor-Banwell Fence Co. Ltd Walkerville
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
B. Greening Wire Co., Hamilton, Ont.
Standard Tube & Fence Co., Woodstock
Steel Co of Canada, Ltd., Hamilton

Fences, Woven Wire, Farm and Ornamental
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

Fenders for Buggy and Carriage
McKinnon Industries, Ltd., St. Catharines, Ont
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Fire Appliances and Liquids
Pyrene Mfg. Co., Ltd., Montreal, Que.

Fire Arms
Colts Patent Fire Arms Mfg. Co., Hartford Conn.
Harrington & Richardson Arms Co., Worcester, Mass.
Johnson Iver Arms & Cycle Works, Fitchburg Mass.

Files
E. C. Atkins Co., Hamilton, Can.
G. & H. Barnett Co., Philadelphia.
Delta File Works, Philadelphia.
Henry Disston & Sons, Ltd., Philadelphia, Pa
The Ingersoll File Co., Ingersoll, Ont.
Nicholson File Co., Port Hope, Ont.
Plewes, Ltd., Winnipeg.
Simonds Canada Saw Co., Montreal
Wilkinson & Kompass, Hamilton.
DesRochers, Ltd., Montreal, P.Q.

Fillers
Boston Varnish Co., Everett Station, Boston, Mass

Fire Door Fittings
Allith Mfg. Co., Ltd., Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.

Fire Extinguishers
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Pyrene Mfg. Co., Ltd., Montreal, Que.

Fire Department Supplies
Canadian Consolidated Rubber Co., Montreal
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
Northern Electric Co., Montreal.

Fire Escapes
The Dennis Wire & Iron Works Co., Ltd., London

Fire Pails
E. B. Eddy Co., Ltd., Hull, Que.

Fireplace Fixtures
Stover Mfg. & Engine Co., Freeport, Ill.

Fireplace Screens
Canada Wire & Iron Goods Co., Hamilton, Ont

Fishing Tackle and Accessories
Marble Arms & Mfg. Co., Gladstone, Mich.

Flags
J. J. Turner & Sons, Ltd., Peterboro, Ont.
Scythes & Co., Ltd., Toronto, Ont.
Finnie & Murray, Ltd., Winnipeg, Man.

Flashlights, Electric
Canadian General Electric Co., Ltd., Toronto
Canadian National Carbon Co., Toronto.
Canada Dry Cells, Ltd., Winnipeg.
Crown Cycle & Motor Co., Montreal.
Dominion Battery Co., Ltd., Toronto, Ont.
Great West Electric Co., Ltd., Winnipeg, Man
Merchants Hardware Specialties, Ltd., Calgary, Alta.
Metal Specialties Mfg. Co., Chicago
Northern Electric Co., Montreal.
Usona Mfg. Co., Windsor, Ont.
Ward & Gladstone, Manchester, Eng.

Flatware
Canadian Wm. A. Rogers, Toronto.
Oneida Community, Ltd., Oneida, N.Y

Flower Pots
E. B. Eddy Co., Ltd., Hull, Que.

Fly Swatters
Dunlop Tire & Rubber Goods Co., Ltd. Toronto

Food Choppers
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn
Merchants Hardware Specialties, Ltd., Calgary.

Force Cups
Canadian Consolidated Rubber Co., Toronto
Dunlop Tire & Rubber Goods Co Ltd., Toronto
Gutta Percha & Rubber, Ltd., Toronto.

Ford Car Parts
Crown Cycle & Motor Co., Montreal.

Ford Car Specialties
Benjamin Electric Co., Toronto.
Royal Canadian Specialties, Hamilton, Ont.

Forgings
McKinnon Industries, Ltd., St. Catharines, Ont

Forgings, Drop
McKinnon Industries, Ltd., St. Catharines, Ont

Funnels
Thos. Davidson Mfg. Co., Ltd., Montreal
Wentworth Mfg. Co., Ltd., Hamilton, Ont

Furnaces
The Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.
Canada Foundries & Forgings, Brockville
Enterprise Mfg. Co., Sackville, N.B.
The Empire Stove and Furnace Co., Ltd., Owen Sound.
The Hall-Zyrd Foundry Co., Ltd., Hespeler, Ont.
Jas. Stewart Mfg. Co., Ltd., Woodstock Ont
Merchants Hardware Specialties, Ltd., Calgary
Record Fdry. & Machine Co., Ltd., Moncton, N.B

Fruit Jars
Walter Woods & Co., Hamilton.

Furniture Polish
Buffalo Specialty Co., Buffalo, N.Y
Canada Paint Co., Montreal.
Channell Chemical Co., Toronto.
Imperial Oil Co., Ltd., Toronto.
Saunders & Co., Montreal, Que.
Sherwin-Williams Co., Montreal.
The Vlit Mfg. Co., Montreal, Que.

Fuses, Electric
The Hessco Electric Mfg. Co., Toronto.

Fuses, Electric, Refillable
The Clemens Electrical Corporation, Hamilton

Fuse Wire
Canada Metal Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Floor Stands
Jenkins Bros., Ltd., Montreal.

Floor Checks, Single or Double
Chicago Spring Butt Co., Chicago, Ill.

Flanges for Wheels
McKinnon Industries, Ltd., St. Catharines, Ont.

Flag Holders
J. E. Beauchamp & Co., Montreal.

Flint Cloths
John Oakey & Sons, London, Eng.

Floor Dressing
Imperial Oil Co., Ltd., Toronto, Ont.

Galvanizers
McKinnon Industries, Ltd., St. Catharines, Ont

Galvanized Steel Sheets
Dominion Sheet Metal Co., Ltd., Hamilton.
A. C. Leslie & Co, Montreal
Pedlar People Ltd., Oshawa, Ont.
B. & S. H. Thompson & Co., Ltd., Montreal, Que
Winnipeg Ceiling & Roofing Co., Winnipeg

Any member of the family can skim clean and get the same results with a

SHARPLES
SUCTION-FEED CREAM SEPARATOR

There are no substitutes for Dairy Foods.

Turning a Sharples is as simple as winding a clock—any member of the family can do it. Little Mary, with her childish strength, can turn the Sharples bowl as slow as she pleases and get just as much butterfat as big, strong father. Same with the boys. If they want to hurry through they can speed it up or if they feel lazy-like and turn slowly, the Sharples will skim clean. And mother can turn the Sharples Separator at the speed which best suits her, and not have to worry about a hard fixed speed. Do you wonder that the Sharples Separator is considered one of the family in thousands of homes?

To skim clean at any speed is only **one** big advantage that no other separator but the Sharples Suction-feed offers. The knee-low tank does away with heavy lifting—the one-piece bowl, without discs or plates means easy cleaning—the once-a-month oiling system saves—these are all **exclusive** with Sharples.



Dealers: Get in on the Sharples Plan

Not every dealer is eligible, as the Sharples contract is not being "hawked around." But those who can qualify have a big advertising campaign (of which this "ad" is a part); a 100% American organization and factory to back them up, and the fairest, most profitable contract on the market.

Correspondence invited from professional dealers. Write to nearest branch.

The Sharples Separator Co.

West Chester, Pa.

Sharples Milker---the ONLY milker with a squeeze. Send for Catalogue.

Branches: Chicago, San Francisco, Toronto

"Over 2,425,000 Sharples Separators in daily use."

Do High Prices of Machine Tools Hinder Sales?

THE question asked of a considerable dealer in Toronto by THE FINANCIAL POST is answered by him in THE POST of March 8th, in part, as follows:

> "New lists that are coming out do not show concessions in prices. As long as firms can sell at the present prices there is not much chance for a lower level of values."

The rest of that article in THE POST is interesting, and here are some other extracts worth noting from POST items of this week:

Implement Manufacturers May Unite for Export Trade

"Representatives of the implement manufacturers have been at Ottawa in consultation with the Canadian Trade Commission to arrange for the pushing of their export business. What is likely to be proposed to them is that they should work in concert, and their orders abroad should be placed through a central selling body, the expenses of conducting which should be maintained by a pro rata tax on each member of the association. They will provide their own credits from a common fund, which can be created by contributions gauged according to the respective interests involved."

Steel Market Is Still Unsettled

Big American Interests Co-operating in Secretary Redfield's Plan

The talk of lower prices for steel continues in the market. It is a fact that the "set prices" of the war period have, in many ways, spoiled the trade for what has followed. When prices were fixed, buyers and sellers knew their ground for the coming three months. Not only so, but they were quite certain that when changes would be made they would not be radical, and would be in keeping with the cost of material and labor entering into the output.

Last week a number of prominent steel producers were meeting in New York, and according to the authorized version they "discovered" that George N. Peek, recently named by Secretary Redfield as chairman of "The Industrial Board of the Department of Commerce" was in town, and accordingly they invited him in to explain Secretary Redfield's plan for the deflation of war-time prices. Indications are that the steel producers are going to make a show of resisting the movement, but will gracefully yield at the last moment.—"The Financial Post," March 8, 1919.

Above is part of a front-page news item in THE POST of March 8th.

Latest Activities of Steel and Iron Using Interests

Stove Manufacturers Out For Export Trade

"The Canadian stove and enamelled ware manufacturers are making an aggressive effort to develop export business and to secure orders from Europe, Australia, New Zealand and South Africa. A. M. Smith, sales manager of the McClary Manufacturing Company, will, on behalf of the manufacturers, make a personal investigation of European prospects."

New Ship Repair Plant For Vancouver

"Seattle men propose to build at Vancouver, B.C., a steel dock of 25,000 tons, capable of handling the largest ships which make the Port of Vancouver. Embraced in the enterprise will be a shipbuilding and repair plant, the whole to cost in the neighborhood of $4,000,000."

New Iron Industries For Border Cities

"Plans are being made for the location of a large malleable iron corporation with extensive connections in the United States, on the Windsor industrial site. Negotiations to this end have been pending for considerable time. Altogether, 12 large manufacturing firms with headquarters across the border are negotiating for sites in the Border Cities."

Business Building News Items Appear Each Week in *The Financial Post*

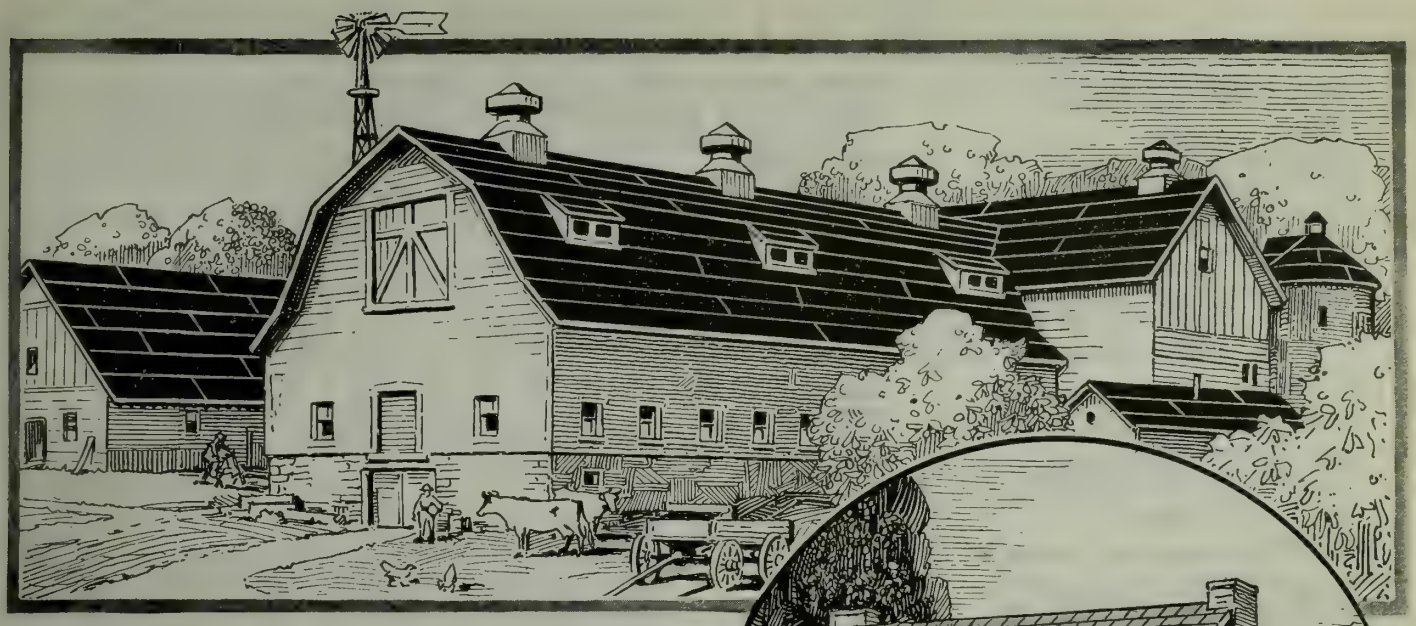
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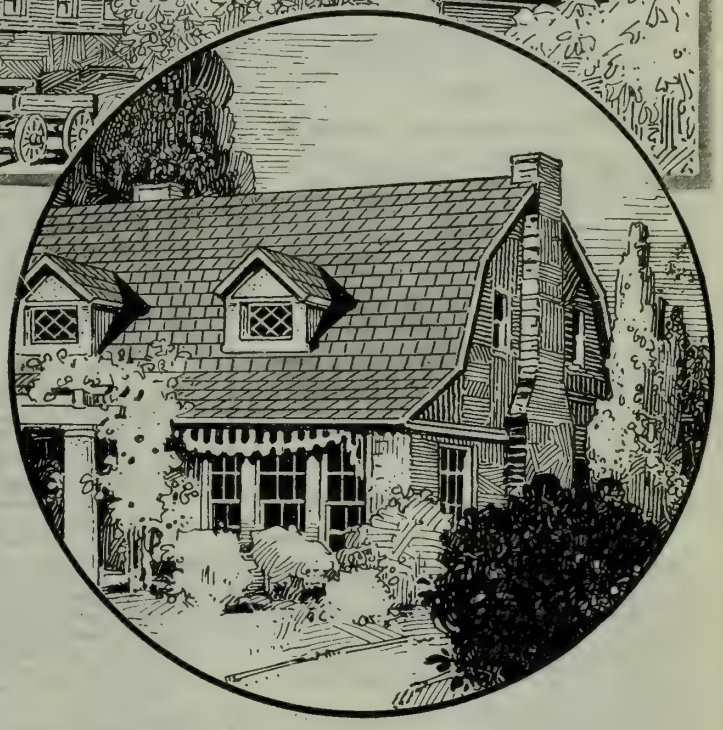
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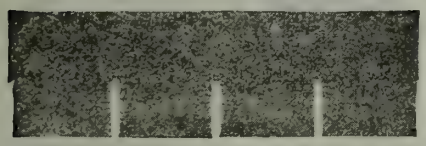




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B. Greening Wire Co., Ltd., Hamilton.

Powder, Gun
Hercules Powder Co., Delaware.

Poultry Leg Bands
Rideau Specialty Co., Smith's Falls, Ont.

Pulls
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Stover Mfg. & Engine Co., Freeport, Ill.

Pumps
Beatty Bros., Ltd., Fergus
Can. Foundries & Forgings, Ltd., Brockville, Ont.
R. McDougall Co., Ltd., Galt.
F. E. Myers & Bro., Ashland, Ohio.
Steel Trough & Machine Co., Ltd., Tweed, Ont.

Pumps, Hand and Power for Paints, Oils, Oil and Gasoline
The S. F. Bowser Co. of Canada, Ltd., Inc., Toronto, Ont.

Pumps, Curb, for Oil and Gasoline
The S. F. Bowser Co. of Canada, Ltd., Inc., Toronto, Ont.

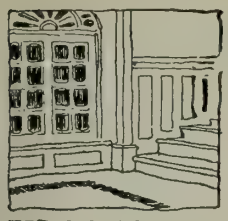
Pumps (Electric)
Hurley Machine Co., Ltd., Toronto.

Pump Oilers
Cannon Oiler Co., Keithsburg, Ill.

Punches, Centre Drive, etc.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.

Punches, Ticket
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Putty
Brandram-Henderson, Montreal.
R. C. Jamieson & Co., Ltd., Montreal
Canada Paint Co., Montreal
Benjamin Moore & Co., Ltd., Toronto
A. Ramsay & Son Co., Montreal
Steel Co. of Canada, Ltd., Hamilton
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Stewart & Wood, Toronto.
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Putty Irons
The A. R. Whittal Can. Co., Ltd., Montreal.

Pulleys
Canada Foundries & Forgings, Brockville
Stover Mfg. & Engine Co., Freeport, Ill.

Quoits
Can. Foundries & Forgings, Ltd., Brockville, Ont

Racks, Hay
Can. Foundries & Forgings, Ltd., Brockville, Ont

Radiators
The Dominion Radiator Co., Ltd., Toronto.
Rapid Radiators, Limited, Toronto, Ont.

Radiator Valves
Jenkins Bros., Ltd., Montreal

Radiolite Watches
R. H. Ingersoll & Bro., Montreal, Que.

Railroad Supplies, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Jas. Morrison Brass Mfg. Co., Toronto

Rat Poison
The Common Sense Mfg. Co., Toronto.

Rakes
Coleman Fare Box Co., Toronto.
Shurly-Dietrich Co., Ltd., Galt, Ont.
Ward & Payne, Sheffield, Eng.

Razors
Auto-Strop Safety Razor Co., Toronto
Geo. Butler & Co., Ltd., Sheffield, Eng
Caverhill, Learmont & Co., Montreal
Geneva Cutlery Co., Geneva, N.Y.
James Hutton & Co., Montreal
Gillette Safety Razor Co., Ltd., Montreal
Landers, Frary & Clark, New Britain, Conn
Wilkinson Sword Co., Limited, London, Eng.

Reamers
Pratt & Whitney Co. of Canada, Ltd., Dundas
Butterfield & Co., Rock Island, Que.

Ratchet Drills
Goodell-Pratt Co., Greenfield, Mass.

Reciprocating Drills
Goodell-Pratt Co., Greenfield, Mass.

Refrigerators
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sanderson-Harold Co., Ltd., Paris, Ont.
Soren Bros., Toronto

Refrigerator Drip Pans
E. B. Eddy Co., Ltd., Hull, Que.

Registers
Barton Netting Co., Ltd., Windsor, Ont.
Canada Foundries & Forgings, Brockville
Enterprise Mfg. Co., Sackville, N.B.
Jas. Stewart Mfg. Co., Woodstock, Ont.

Rifles
Harrington & Richardson Arms Co., Worcester, Mass.

Rivets
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man
Parmenter Bulloch Co., Gananoque, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Rivet Burrs
The Union Iron & Metal Co., Ltd., Toronto.

Rod Couplings
Edward E. Johnson, Inc., St. Paul, Minn.

Rods, Straightened
The Graham Nail Works, Toronto.

Roofing Cement and Paint
The Alpine Chemical Co., Ltd., Toronto.

Roofing, Ready
Bird & Son, Hamilton, Can.
Barrett Co., Ltd., Toronto, Ont.
Bishopric Wall Board Co., Ltd., Ottawa, Ont.
Brantford Roofing Co., Ltd., Brantford, Ont.
Canadian Roofing Co., Ltd., Windsor, Ont.
Standard Paint Co., of Canada, Ltd., Montreal
Alex. McArthur & Co., Montreal, Que.

Roofing, Rubber
Canadian Asbestos Co., Montreal, Que.

Rope Grips
Coleman Fare Box Co., Toronto.

Rope
Doon Twines, Ltd., Kitchener, Ont.
Plymouth Cordage Co., North Plymouth, Mass
Consumers Cordage Co., Montreal, Que.
Independent Cordage Co., Toronto, Ont.
Brantford Cordage Co., Brantford, Ont.

Rosin
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont
Fred Smith, Toronto, Ont.

Rubber Products
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber, Ltd., Toronto.

Rules
Jas. Chesterman & Co., Sheffield, Eng
L. S. Starrett Co., Athol, Mass

Rules, Steel, Straight and Folding Rules, Folding Boxwood
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Rules, Spring Joint
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Rules, Board and Log
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Sand Paper
United States Sand Paper Co., Williamsport, Pa.

Sanitary Tissue Towels
E. B. Eddy & Co., Hull, Que.

Saddlery Hardware
McKinnon Industries, Ltd., St. Catharines.

Sap Pans
Steel Trough & Machine Co., Ltd., Tweed, Ont.

Saws, Crosscut and Band
T. F. Shurly Co., Ltd., St. Catharines, Ont.
Shurly-Dietrich Co., Ltd., Galt, Ont.

Sawset
Taylor-Forbes Co., Limited, Guelph, Ont.

Saws, Butcher's
Shurly-Dietrich Co., Ltd., Galt, Ont.

Saws, Hand and Circular
E. C. Atkins Co., Hamilton, Can.
Henry Disston & Sons, Toronto.
Fry's (London), Limited, London, Eng.
T. F. Shurly Co., Ltd., St. Catharines, Ont.
Simonds Canada Saw Co., Montreal.
Shurly-Dietrich Co., Ltd., Galt, Ont.
Victor Saw Works, Hamilton, Ont.

Saws, Hack
The Millers Falls Co., Millers Falls, Mass.

Scales
The Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.
Canadian Fairbanks-Morse Co., Ltd., Montreal
Renfrew Scale Co., Ltd., Renfrew, Ont.

Scales, Machinists'
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Scrapers
Bateman-Wilkinson Co., Ltd., Toronto.

Scoops
Canadian Shovel & Tool Co., Hamilton, Can.

Screws
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Screws, Wood
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Screen Doors
The Kasement Skrene Dore Co., Toronto.
J. H. Williams & Co., Brooklyn, N.Y.
Sanderson-Harold Co., Ltd., Paris, Ont.

Screen Windows
The Kasement Skrene Dore Co., Toronto.
Sanderson-Harold Co., Ltd., Paris, Ont.

Screw Machines
Stratford Brass Co., Ltd., Stratford, Ont

Seats
Canadian Veneering Co., Acton Vale, Que.
J. E. Beauchamp & Co., Montreal, Que.

Gorden Seats
J. E. Beauchamp & Co., Montreal, Que.

Seats, Fibre
J. E. Beauchamp & Co., Montreal, Que.

Separators
Sharples Separator Co., West Chester, Pa.

Sewing Machines
Northern Electric Co., Ltd., Montreal, Que.

Shades, Electric
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Sheeting
Alex. McArthur & Co., Montreal, Que.

Sheets, Galvanized and Black
American Rolling Mills, Middleton, Ohio.
A. C. Leslie & Co., Montreal, Que.
Dominion Sheet Metal Co., Hamilton.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
B. & S. H. Thompson, Montreal, Que.

Ships' Bottom Composition
British America Paint Co., Ltd., Victoria, B.C.

Shovels
Canadian Shovel & Tool Co., Hamilton, Can.

Shovels, Snow
J. E. Beauchamp & Co., Montreal, Que.
Coleman Fare Box Co., Toronto.

Shingle Stains
The Alpine Chemical Co., Ltd., Toronto.
British America Paint Co., Ltd., Victoria, B.C.
Sturgeons, Ltd., Toronto.

Sifters, Ash
Furnival & Co., Toronto.
J. Samuels & Co., Toronto.

Signs, Street
The Niagara Falls Metal Stamp'g Works, Niagara Falls, N.Y.

Silo Lugs
Otterville Mfg. Co., Otterville, Ont.

Silverware
Can. Wm. A. Rogers Co., Ltd., Toronto.
Messrs. Wm. Rogers and His Son, Niagara Falls, Ont.
Caverhill, Learmont & Co., Montreal, Que.

Sinks
Can. Foundries & Forgings, Ltd., Brockville, Ont

Silver Plated Ware
Oneida Community, Ltd., Niagara Falls, Ont.

Sleighs
J. E. Beauchamp & Co., Montreal, Que.

Snow Shoes
The Northland Ski Co., St. Paul, Minn.

Snow Shoe Harness
The Northland Ski Co., St. Paul, Minn.

Skis
The Northland Ski Co., St. Paul, Minn.

Ski Accessories, Bindings, Wax and Poles
The Northland Ski Co., St. Paul, Minn.

Skates
The Canada Cycle & Motor Co., Ltd., Weston, Ont
The Can. Flexible Skate Co., Ltd., Parry Sound

Sifters, Ash
Collins Mfg. Co., Toronto, Ont.
Soren Bros., Toronto, Ont.

Solder
J. E. Beauchamp & Co., Montreal, Que.
Canada Metal Co., Toronto
Hoyt Metal Co., Toronto
Northern Electric Co., Montreal
Owl Metal Co., Ltd., Winnipeg
Geo. W. Reed, Montreal
Tallman Brass & Metal Co., Hamilton, Ont.

Soldering Paste
Canada Metal Co., Toronto
Great West Electric Co., Ltd., Winnipeg, Man

Soldering Irons (Electric)
The Clemens Electrical Corporation, Hamilton.

Solderall
Thos Davidson Mfg. Co., Ltd., Montreal.

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Anglo-Canadian Leather Co., Toronto.
Goodyear Tire & Rubber Co. of Canada, Ltd., Toronto, Ont.
Plewes Ltd., Winnipeg, Man.

Soot, Destroyer
Canada Witch Co., Ltd.
Moncrieff & Endress, Ltd., Winnipeg, Man.

Soap Dishes
Kinzinger Bruce & Co., Niagara Falls, Ont

Spades
Canadian Shovel & Tool Co., Hamilton, Ont

Spark Plugs
The Canadian National Carbon Co., Ltd., Toronto.
Canada Cycle & Motor Co., Ltd., Weston, Ont.
Canada Sales Co., Toronto, Can.
Great West Electric Co., Ltd., Winnipeg, Man
Champion Spark Plug Co., Windsor, Ont.
Dominion Battery Co., Ltd., Toronto, Ont.
Eclipse Mfg. Co., Indianapolis, Ind.
W. T. Evans, 1684 St. Urbain St., Montreal
Hyslop Bros., Toronto
The Lockwood-Ash Motor Co., Jackson, Mich
Northern Electric Co., Ltd., Toronto
The Royal Canadian Specialties, Hamilton.
Sharp Spark Plug Co., Cleveland, Ohio
Walker, Vallance, Limited, Hamilton, Ont.

Spanners
Williams & Co., J. H., Brooklyn, N.Y

Spice Tubs
E. B. Eddy Co., Ltd., Hull, Que.

Spiders
Can. Foundries & Forgings, Ltd., Brockville, Ont

Spinnings
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Spring and Presswork Specialties
Herbert Terry & Sons, Ltd., Redditch, Eng.

Spoke Shaves
Stanley Rule & Level Co., New Britain, Conn

Sponge Baskets
Kinzinger, Bruce & Co., Niagara Falls, Ont

Sporting Goods
J. E. Beauchamp & Co., Montreal, Que.

Sportsmen's Specialties
The Marble Arms & Mfg. Co., Gladstone, Mich.

Sprayers
Bateman-Wilkinson Co., Ltd., Toronto.
Collins Mfg. Co., Toronto
Thos Davidson Mfg. Co., Ltd., Montreal
Eureka Planter Co., Woodstock.

Springs
R. J. Coghlin Co., Ltd., Montreal, Que
Guelph Spring & Axle Co., Ltd., Guelph, Ont.

Spring Dies
Wells Bros. Co. of Canada, Galt

Stable Fittings
Beatty Bros., Fergus, Ont.
Canada Foundries & Forgings, Brockville

Stable Pails
E. B. Eddy Co., Ltd., Hull, Que.

Stains
Brandram-Henderson, Montreal
Canada Paint Co., Ltd., Montreal
Dougall Varnish Co., Ltd., Montreal
The Lowe Bros. Co., Toronto
R. C. Jamieson & Co., Ltd., Montreal
Manton Bros., Toronto.
Martin-Senour Co., Ltd., Montreal
McArthur-Irwin, Ltd.
Benjamin Moore & Co., Ltd., Toronto
A. Ramsay & Sons Co., Montreal
The Ottawa Paint Works, Ottawa.

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THE BUYERS' GUIDE

Sanderson Pearcy & Co., Toronto.
Sherwin-Williams Co., Montreal
Spielman Agencies Ltd., Montreal
G. F. Stephens & Co., Winnipeg
Stewart & Woods, Toronto.
Sturgeons, Ltd., Toronto.

Stains (Wood Preservatives)
Sturgeons, Ltd., Toronto.

Stampings
Coleman Fare Box Co., Toronto.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Staples
Canada Steel Goods Co., Hamilton
Laidlaw Bale-Tie Co., Ltd., Hamilton
National Mfg. Co., Sterling, Ill.
Steel Co. of Canada, Ltd., Hamilton
Western Wire & Nail Co., London

Steel Wool
The American Steel Wool Mfg. Co., New York.

Stoneware
Medalta Stoneware, Ltd., Medicine Hat, Alta.

Store Fixtures
Cameron & Campbell, Toronto.

Stoves
Beach Foundry Co., Ltd., Ottawa, Ont.
Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.
Canada Foundries & Forgings, Brockville
Canada Stove & Foundry Co., Ltd., St. Laurent, Montreal, Que.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Enterprise Foundry Co., Sackville, N.B
The Empire Stove and Furnace Co., Ltd., Owen Sound.
Findlay Bros. & Co., Ltd., Carleton Place, Ont.
The Galt Stove & Furnace Co., Ltd., Galt, Ont.
Hall, Zyrd Foundry Co., Ltd., Hespeler, Ont.
Gurney Foundry Co., Toronto
The Hamilton Stove & Heater Co., Hamilton, Ont.
Merchants Hardware Specialties, Ltd., Calgary.
Record Foundry & Machine Co., Moncton, N.B
Jas. Stewart Mfg. Co., Ltd., Woodstock

Stove Renovators
The Flexible Conduit Co., Ltd., Guelph, Ont.

Stoves, Vapor Oil
The Detroit Vapor Stove Co., Detroit, Mich.

Stoves, Fireless Cook
Louis McLain Co., Ltd., Winnipeg, Man.
Royal Fireless Cooker Co., Ottawa, Ont.

Stoves, Gas and Coal
The Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.

Stoves, Gasoline
National Stamping & Electric Works, Chicago

Stove Lining
Geo. W. Reed, Montreal

Stove Pipe
Collins Mfg. Co., Toronto
Thos. Davidson Mfg. Co., Ltd., Montreal.

Steel Bands
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Steel, Cold Rolled Band
J. E. Beauchamp & Co., Montreal, Que.
J. N. Warminton & Co., Montreal, Que.

Strapping, Box
The Acme Steel Goods Co., Ltd., Montreal.

Stretchers, Curtain
Otterville Mfg. Co., Otterville, Ont.

Stretchers, Wire
Banwell Hoxie Wire Fence Co., Ltd., Hamilton
Merchants Hardware Specialties, Ltd., Calgary.
Otterville Mfg. Co., Otterville, Ont.

Steel, Reinforcing
Canadian Rolling Mills Co., Ltd., Montreal
Canadian Tube & Iron Co., Ltd., Montreal
London Rolling Mill Co., London, Ont
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Steel, Strip
Dominion Sheet Metal Co., Ltd., Hamilton

Steel Lockers and Shelving
Dennis Wire & Iron Works, London, Ont.

Stencils and Ink
Hamilton Stamp & Stencil Co., Hamilton

Steamers and Boilers
Thos. Davidson Mfg. Co., Ltd., Montreal

Steel, Mild, Sleigh Shoe, Tire
Canadian Rolling Mills Co., Ltd., Montreal
Canadian Tube & Iron Co., Ltd., Montreal
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Steel Co. of Canada, Hamilton

Steel Wagon Hardware
McKinnon Industries, Ltd., St. C[illegible] Ont

Strops, Razor
The Fram Mfg. Co., Ltd., Birmingham, Eng.

STUCCO BOARD
Bishopric Wall Board Co., Ltd., Ottawa, Ont

Sulphite Fibre
E. B. Eddy Co., Ltd., Hull, Que.

Sweat Pads
American Pad & Textile Co., Chatham

Burlington Windsor Blanket Co., Toronto.

Switches, Switchboards
Canadian General Electric Co., Ltd., Toronto
Great West Electric Co., Ltd., Winnipeg, Man
Northern Electric Co., Montreal.

Tacks
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Tanks, Cistern
Beatty Bros., Ltd., Fergus, Ont.
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Taps
Butterfield & Co., Rock Island, Que.
Pratt & Whitney Co. of Canada, Ltd., Dundas
Wells Bros. Co. of Canada, Galt, Ont.

Tap Holders
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa

Tapping Attachments
Pratt & Whitney Co. of Canada, Ltd., Dundas
Wells Bros. of Canada, Galt

Tape, Rubber Friction
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Tapes, Measuring, Steel and Woven
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Tapes, Measuring
Caverhill, Learmont & Co., Montreal
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
L. S. Starrett Co., Athol, Mass.

Tapes, Pocket
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Tarpaulin
Scythes & Co., Ltd., Toronto, Ont.

Tea Pots and Urns, Tea Ball
Landers, Frary & Clark, New Britain, Conn
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Tents
Finnie & Murray, Ltd., Winnipeg.
Scythes & Co., Ltd., Toronto, Ont.
J. J. Turner & Sons, Ltd., Peterboro, Ont.

Terne Plates
A. C. Leslie & Co., Ltd., Montreal

Thimbles, Smoke Pipe
Can. Foundries & Forgings, Ltd., Brockville, Ont

Tiling, Walls and Floor
Barton Netting Co., Windsor

Tiling, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber Co., Ltd., Toronto

Tinsmiths' Machinery
Brown, Boggs Co., Hamilton, Ont.

Tinware
Soren Bros., Toronto, Ont.

Tin Plate
Joseph R. Martin & Co., Montreal, Que.
B. & S. H. Thompson & Co., Ltd., Montreal, Que

Tire Carriers, Automobile
Kinzinger Bruce & Co., Niagara Falls, Ont
North American Hardware Co., Ltd., Montreal, Q

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Crown Cycle & Motor Co., Montreal.
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Gutta Percha & Rubber, Ltd., Toronto.
Heslop Bros., Toronto, Ont.
K. & S. Canadian Tire & Rubber Co., Ltd., Toronto, Ont.
North American Hardware Co., Ltd., Montreal
The F. E. Partridge Rubber Co., Ltd., Guelph.
The Sterns Tire & Tube Co. of Canada, Ltd. Toronto, Ont.
The United Tire and Rubber Co., Toronto.
The Van Der Linde Rubber Co., Toronto.

Ties, Wall and Veneer
The Niagara Falls Metal Stamp'g Works, Niagara Falls, N.Y.

Tire Patch
Dunlop Tire and Rubber Goods Co., Ltd., Toronto
The Locktite Mfg. Co., Windsor, Ont.
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Toboggans
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Toboggan Cushions and Accessories
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Toilet Paper Cabinets
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R. J. Coghlin Co., Ltd., Montreal, Que
J. J. Turner & Sons, Ltd., Peterboro, Ont.
Jardine & Co., Ltd., A. B., Hespeler, Ont.
The Millers Falls Co., Millers Falls, Mass.
Northern Electric Co., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa
Pratt & Whitney, Dundas, Ont.
The Rapid Tool and Machine Co, Ltd., Montreal.
Smith & Heminway, Inc., Irvington, N.Y.
Ward & Payne, Sheffield, Eng.

Tools, Blacksmiths'
D. Ackland & Son, Winnipeg
Jardine & Co., Ltd., A. B., Hespeler, Ont.

Tool Cabinets
Eagle Mfg. Co., Hamilton, Ont.

Tools, Garden
Coleman Fare Box Co., Toronto, Ont.
Eureka Planter Co., Woodstock
Ward & Payne, Sheffield, Eng.

Tools, Harvest
Beatty Bros., Ltd., Fergus, Ont.
F. E. Myers & Bro., Ashland, O.

Tools, Hay
Louden Machinery Co., of Canada, Ltd., Guelph.

Tools, Logging and Lumbering
Canadian Warren Axe & Tool Co., St. Catharines
Thos. Pink Co., Ltd., Pembroke, Ont.

Tool Holders
Williams & Co., J. H., Brooklyn, N.Y.

Toys
J. E. Beauchamp & Co., Montreal, Que
The Belleville Hardware & Lock Mfg. Co. Belleville, Ont.
Coleman Fare Box Co., Toronto.
The Crown Mfg. Co., Hamilton, Ont.
Conron MacNeal Co., Kokomo, Ind.
Gendron Mfg. Co., Ltd., Toronto.
The A. C. Gilbert-Menzies Co., Toronto.

Tools, Machinists'
L. S. Starrett Co., Athol, Mass.
Goodell-Pratt Co., Greenfield, Mass.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.

Tools, Small
Pratt & Whitney Co. of Canada, Ltd., Dundas.

Towel Bars
Kinzinger Bruce & Co., Niagara Falls, Ont

Traps, Brass, Iron, Lead
Canada Metal Co., Toronto.

Traps, Game
The Niagara Falls Metal Stamp'g Works, Niagara Falls, N.Y.
Oneida Community, Ltd., Niagara Falls, Ont

Troughs
Beatty Bros., Fergus, Ont

Trammel Points
Stanley Rule & Level Co., New Britain, Conn.

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H. Disston & Sons, Toronto
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn
Ward & Payne, Sheffield, Eng.

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Canada Foundries & Forgings, Brockville
Wm. Kribs, Hespeler, Ont.
John Watson Mfg. Co., Ltd., Winnipeg, Man

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Henry Disston & Sons Co., Toronto
Stanley Rule & Level Co., New Britain, Conn

Truing Devices
Cleveland Stone Co., Cleveland, Ohio

Tube Rubber
K. and S. Canadian Tires, Ltd., Toronto, Ont.

Tungsten Lamps
Canadian Tungsten Lamp Co., Hamilton, Ont.
Canadian Laco-Phillips Co., Toronto
Great West Electric Co., Ltd., Winnipeg, Man
North American Hardware Co., Ltd., Montreal

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Jenkins Bros., Montreal, Que.
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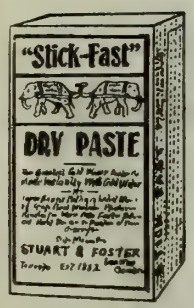
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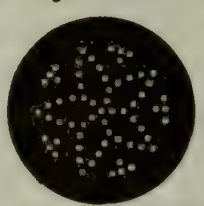


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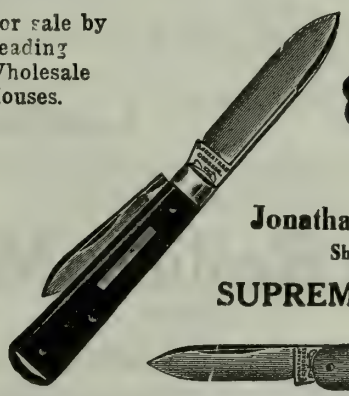
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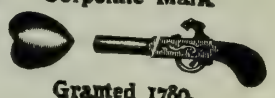
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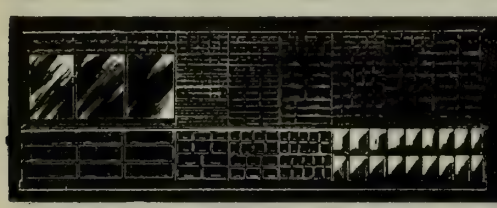
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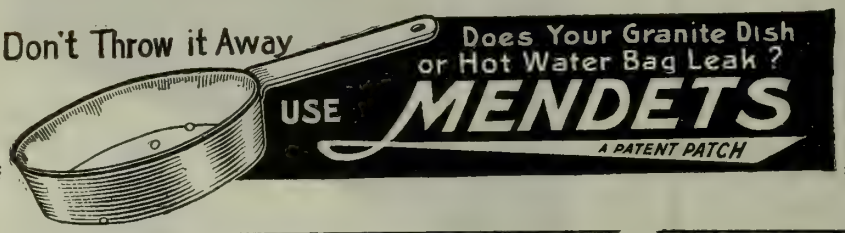
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G. T. MUMFORD
Manufacturers' Agents
GALT BUILDING
WINNIPEG CANADA
Bank and Commercial References

Mention this Paper When Writing to Advertisers

Mr. Hardware Dealer, — Every household is practising economy these days. **Mendets** is being used everywhere to lengthen the life of Kitchen Utensils. It has already established itself with the Canadian housewife. She knows its value. It needs but one of our displays upon your show-case to suggest a purchase. Order through your **Wholesale Hardware House.**



Collette Mfg. Company
Collingwood,
Ontario

Manufacturers
OF
WIRE
HEADQUARTERS FOR
WIRE BALE TIES
Largest Capacity and Stock in Canada
PROMPT SHIPMENT

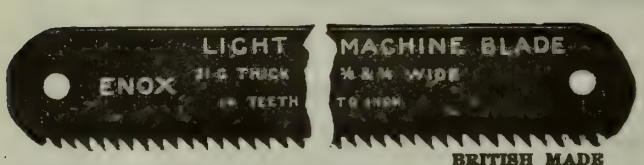
LAIDLAW BALE TIE COMPANY, Limited
HAMILTON, CANADA
Winnipeg Toronto Montreal
London, England

MADE IN CANADA

Blacksmiths'
Boiler Makers'
Machinists'
AND
Pipe Fitters'
Tools Write for Catalogue

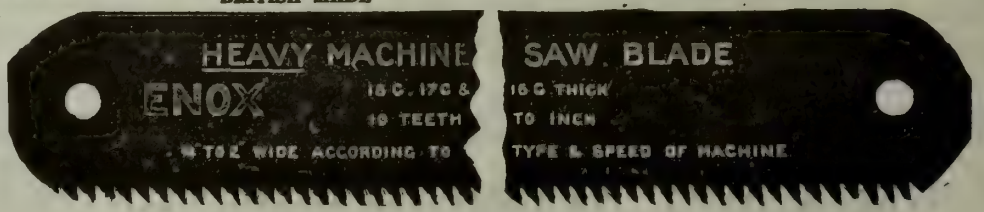
A. B. Jardine & Co.
LIMITED
HESPELER, ONT.

ENOX HACKSAW BLADES
ARE THE BEST





BRITISH MADE



AGENTS IN CANADIAN TOWNS WANTED
AN ENTIRELY BRITISH COMPANY

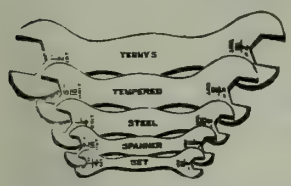
Liberal terms offered to firms willing to carry stocks and act as sole agents for the district.

SOLE MAKERS **FRY'S (LONDON) LIMITED, 46 Upper Thames St., London, E.C. 4, England. Works: Greenwich, S.E. 10**
The Standard Machinery & Supplies, Limited, 261 Notre Dame St., West, Montreal.
Agents for British Columbia—The A. R. Williams Machinery Co., 495 Railway St., Vancouver, B.C.

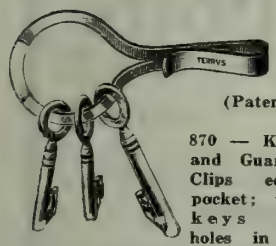


297A — Flexible armband, easy wearing, very serviceable. Attractively boxed in pairs.

Nickled, Gold or Silver plated finish.



544A—Set of 5 thin well-tempered Steel Spanners Grip range ¼" and 5-16" across flats. ⅛" to ½" Whitworth.



(Patented)

870 — Key Ring and Guard Clip. Clips edge of pocket; prevents keys sagging holes in pocket. Keys easily put on or taken off. Plated and Carded.

TERRY'S

Commercial Manager Now in Canada



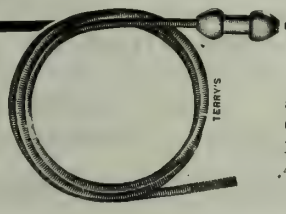
OUR MR. ERNEST CLARKE plans to visit every city of note, and his date for coming to your city will be given in the local press.

Samples of TERRY workmanship will be displayed, and if you are interested in "British to the base" goods, fix up an interview by letter.

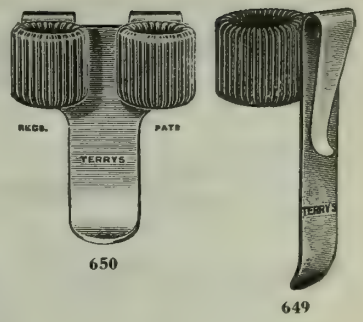
HERBERT TERRY & SONS, LTD.

The Spring and Presswork Specialists

REDDITCH, England. Estab. 1855



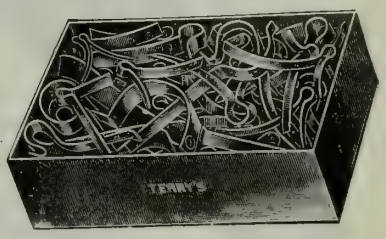
570.— "Midget" drain pipe cleaner. Goes round any bend with ease. Rust proof finish. Standard sizes 4½ and 6 ft. Other lengths to order.



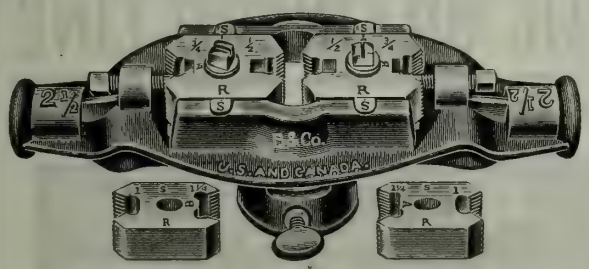
650

649

Terry's (pat. and regd.) "Avecta" pen, rule or pencil clip. A popular seller. Prevents loss of the article entrusted to its care. Plated and carded.



220.—Box 1 gross over 50 assorted pattern, well tempered high grade Lock Springs. Also, we put up assortments of washers, springs, hose clips, etc.



Solid Die Plates

Armstrong Adjustable Stock and Dies Pipe Cutters and Vises

We are the sole manufacturers of the above lines formerly made by Butterfields, and we are determined to maintain the reputation enjoyed by these goods.

They are one of the most profitable lines for the dealer to handle.

Send to-day for our catalogue and prices.

Prompt delivery guaranteed.

Rapid Tool & Machine Co., Ltd.

Lachine, Que. Branch: Iberville, Que.

BICYCLE

WHOLESALE ONLY

SUPPLIES FLASHLIGHTS

Mr. Dealer, if you are looking out for yourself and buying where you can make the most profit, GET IN TOUCH WITH US.

We Sell by Mail Only

Our prices positively defy competition. Our low overhead expenses, elimination of expensive salesmen enable us to sell goods of superior quality, at prices away below any of our competitors.

Write for Catalogue—FREE

CROWN CYCLE & MOTOR CO.

319 Craig St. West, MONTREAL

LARGEST WHOLESALE MAIL ORDER HOUSE IN CANADA

MAPLE LEAF SAWS

Unbreakable Handle



Something New

Ask your dealer for our

No. 1914

Blade extends through Handle—a protection against breakage.

Maple Leaf Saws—are all High Quality products made to render a distinct service to the purchaser.

Satisfied customers assured to the Dealer selling them.

Write for Catalogue.

Shurly-Dietrich Co., Ltd.

GALT - - - CANADA

GLASS

PLATE GLASS for windshields, store fronts, table tops.

WINDOW GLASS for domestic use, greenhouses (cut to any size).

FANCY GLASS for partitions, sliding doors, lamp shades.

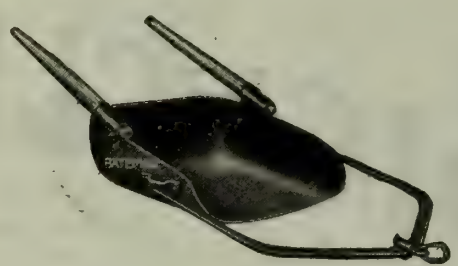
ROLLED GLASS for factory use (in any quantity).

Leeks & Potts

LIMITED

Hamilton Ontario

Large shipment of Johnstone's Paste Wood Filler just received



Drag Scrapers, together with our Contractors' Barrows, are a line of particular interest to live hardware dealers. These goods are high grade, all MADE IN CANADA.

Drag Scraper bowls are pressed out of the solid sheet of high carbon steel, have no seams, welds or riveted corners. Perfectly balanced, they fill easily and dump easily.

We have these Drag Scrapers in various sizes and styles, with or without runners.

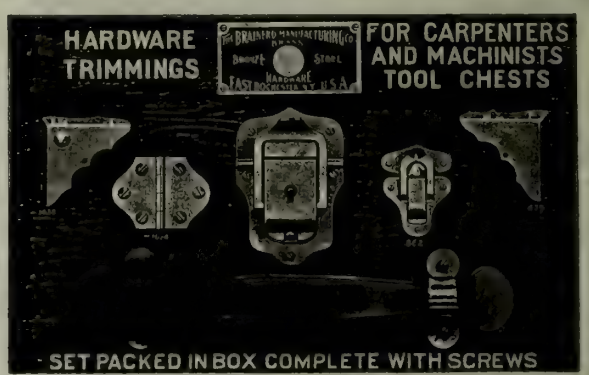
For further particulars, write for our fully illustrated catalogue to-day.

The Bateman-Wilkinson Co., Ltd.

810 Symington Ave., Toronto, Ont.

THE BRAINERD LINE

QUALITY SERVICE



DON'T

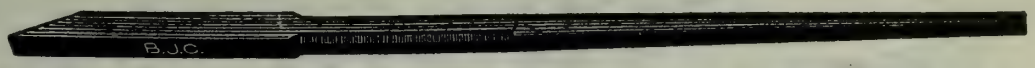
Buy this assortment unless you want to stock an item that will sell quickly, net you a good profit, and satisfy your customer.

Write for Descriptive Matter

THE BRAINERD MFG., COMPANY

EAST ROCHESTER, N.Y., U.S.A.

CROWBARS



No. 102-A—CHISEL POINT

We offer you bars made of High Carbon Steel at the same price as you are buying the Mild Steel Bar elsewhere. Send us a trial order.

B. J. COGHLIN CO., LIMITED, Office and Factory: Ontario Street East, MONTREAL.

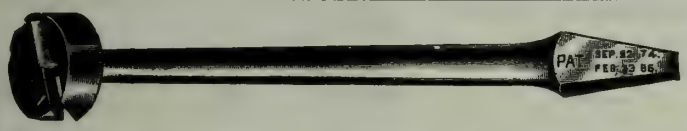
TARRED FELT

SPECIFY DOMINION BRAND

J. H. McCOMB, LIMITED

Manufacturers of all kinds of Building Paper, Pitch and Coal Tar

MONTREAL



THE PROGRESSIVE MANUFACTURING CO.
Torrington, Conn., U.S.A.

FORSTNER BITS

bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTER. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability. Made for Brace—made for Machine. Packed singly; packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Order through your jobber to-day.

FLAGS AND TARPAULINS—The demand for Flags is increasing and will continue while our men are coming home. If your stock is low, sort up now. We carry all sizes. Tarpaulins and Horse Covers find ready sale during Spring months, when horses must be kept dry, as well as goods being moved from place to place. Write for quotations.

J. J. TURNER & SONS, LIMITED **Peterborough Ontario**

CANADIAN ROLLING MILLS CO., LIMITED

WORKS: LACHINE CANAL, MONTREAL

Manufacturers of

BAR IRON and STEEL: Rounds, Squares and Flats

Also Twisted Steel Bars for Reinforcing

SELLING AGENTS:

CANADIAN TUBE & IRON COMPANY, Limited, MONTREAL

STORE MANAGEMENT—COMPLETE

16 Full-Page Illustrations



272 Pages Bound in Cloth

ANOTHER NEW BOOK
By FRANK FARRINGTON
A Companion book to **Retail Advertising Complete**
$1.00 POSTPAID

"Store Management—Complete" tells all about the management of a store so that not only the greatest sales but the largest profit may be realized.

THIRTEEN CHAPTERS

Here is a sample:

CHAPTER V.—**The Store Policy**—What it should be to hold trade. The money-back plan. Taking back goods. Meeting cut rates. Selling remnants. Delivering goods. Substitution. Handling telephone calls. Rebating railroad fare. Courtesy to customers.

ABSOLUTELY NEW **JUST PUBLISHED**

Send us $1.00. Keep the book ten days and if it isn't worth the price return it and get your money back.

Technical Book Dept., MacLean Publishing Co.
TORONTO

Buy "BON-TON" Cream



Canada's National Metal Polish

Has no superior.

Polishes in half the time with less labor.

Retains its brilliancy.

Contains no acid or injurious chemicals.

Order a case to-day from your wholesaler.

Manufactured only by

Stuart & Foster, Limited
Toronto, Can.



TRADE MARKS

Any trade-mark shown on this page, when stamped on an article of hardware, is the manufacturer's personal "O.K.," guaranteeing the quality of the product.

BRASS CHECKS

Drop a card for prices and particulars.

HAMILTON STAMP & STENCIL WORKS, LTD
HAMILTON, ONT.

STERLING

Hack Saw Blades and Machines

Manufactured by

Diamond Saw & Stamping Works
BUFFALO, N.Y.

BATH ROOM FITTINGS

K NIAGARA

KINZINGER, BRUCE & CO., LIMITED
NIAGARA FALLS, CANADA
WHAT WE MAKE WE GUARANTEE

AUTO ACCESSORIES

TRADE SAWYER MARK Registered

STITCHED CANVAS BELTS
"THE QUALITY BELT"
PLEWES LIMITED, Distributors, WINNIPEG
A good concern to do business with

TELL THE ADVERTISER WHERE YOU SAW HIS ADVERTISEMENT.

THE ORIGINAL RUBBER PUTTY

Vulcanizes without heat. Repairs tires, tubes, hot water bottles. Put up in three sizes: 25, 50, 150. Dealers wanted.

"TITE WAD"
"STICKS LIKE A BULL-DOG"

E. Schofield, 620 Dominion Bank Bldg., Toronto



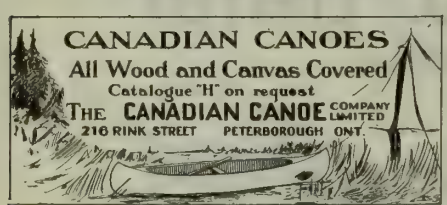
DOON TWINES, LIMITED

KITCHENER, ONT.

Manufacturers of all kinds of Twines and Cordage, Plow Lines, Clothes Lines, Ropes, etc. Write for samples and prices.

MILLS AT DOON, and KITCHENER, ON





Robert W. Hunt & Company's Report on Sodering Fluxes

at it since '93

All leading brands of soldering fluxes, including muriatic acid, were tested, in comparison with Allen Fluxes by Robert W. Hunt Co., Testing Engineers, Chicago. Allen Fluxes made joints that yielded at 15,224, 16,378 and 18,963 pounds per inch, while muriatic tested only 6,036 lbs. and various compounds at from 7,162 to 14,702 lbs.

BISSETT & WEBB, Ltd., 126 Lombard St., Winnipeg, Man



TENTS, AWNINGS

FLAGS ALL SIZES, ALL KINDS

Lumbermen's, Sportsmen's, Hunters' and Campers' Complete Outfits. Clothing, Footwear, Supplies and Accessories.

Send Postcard for Catalogue

GRANT, HOLDEN, GRAHAM LTD.
OTTAWA, CANADA

STOVE MICA

All sizes of Clear Mica in stock for immediate shipment.

Price List on Application

Mica Company of Canada, Limited
P.O. Box 156, Hull, Que.

GLUE

For all purposes, none better made, all qualities. Send for list prices and samples.

268 Centre St., Montreal.

DOMINION GLUE & EMERY CO.,







We make Canvas Covered and All Wood Canoes Skiffs, Motor Boats and Toboggans

The Peterborough Canoe Co., Limited
Peterborough, Canada

The PARMENTER BULLOCH CO., Ltd.

GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

Wanted

HELP WANTED

WANTED — HARDWARE CLERK WITH three or four years' experience. Kindly tell of experience, age, nationality, married or single and salary expected. Box 254, Hardware and Metal.

WANTED—TRAVELLING SALESMAN, THOROUGHLY acquainted with the wholesale hardware trade. Apply stating experience to Nicholson File Co., Port Hope, Ont.

WANTED—FURNACE SALESMAN—AN ENergetic salesman conversant with the installation of warm air heating systems. Canada Foundries & Forgings Ltd., James Smart Plant, Brockville, Ont.

EXPERIENCED HARDWARE MAN WHO IS thoroughly acquainted with Canadian hardware trade. Salary to start $2,000 year with splendid opportunity for advancement. This position is with a large Ontario company. Apply Box 246, Hardware and Metal.

WANTED — EXPERIENCED HARDWARE clerk for retail store in Cape Breton. State age, experience and salary expected. Apply Box 257, Hardware and Metal.

COMPETENT PRICE CLERK WITH GOOD warehouse and office experience seeks similar position. Apply Box 260, Hardware and Metal.

WANTED — A FIRST-CLASS HARDware man, to take second position in store employing ten other clerks. Must be well posted, aggressive, and capable of taking full charge if necessary. A good position for a good man. Apply to Box 262, Hardware and Metal.

FOR SALE

FOR SALE—HARDWARE BUSINESS RIGHT on the main street. Stock about $25,000.00. Building 25 x 120, two-storey. Can be leased for a term of years. Owner retiring. Robert Horne, P.O. Box 275, Sudbury, Ont.

FOR SALE — HARDWARE BUSINESS, WITH buildings and land, in good district New Ontario, doing cash business. Good reason for selling. Apply Box 253, Hardware and Metal.

POWER LAWN MOWER GRINDER, $10.00. Phone Gerrard 5728.

FOR SALE—IN THE TOWN OF DRYDEN, Ont., hardware store. Eight years established. Good chance for returned soldier. About $7,000 stock. Will take 10 per cent. less than wholesale price. Size of building, 24 x 56, with out buildings. Reason for selling, too much to look after. Large pulp and paper mill in town as well as good farming country. Apply John Rhodes, Dryden, Ont.

FOR SALE — HARDWARE BUSINESS ON Georgian Bay. Stock $6,000, turnover $18,000. Apply Kennedy Hardware Co., Toronto.

WANTED

WANTED — MANUFACTURERS' AGENT wants good reliable line to sell on commission in Western Canada. Address replies to T. F. Beresford, 327 North Brock Street, Sarnia, Ont.

WANTED—HEAVY BRAKE FOR 10 G. STEEL. Write to The Hall-Zyrd Foundry Co., Ltd., Hespeler, Ont.

AGENCIES WANTED

COMMISSION AGENT

SALESMAN—SIXTEEN YEARS' EXPERIENCE —wants to represent firms for the city and district of Quebec on commission basis. Best references given if necessary. Address J. R. Watters, 44 Cremazie St., Quebec.

MISCELLANEOUS

GOOD STENOGRAPHERS ARE WHAT EVERY employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Ltd. Supplied by the trade throughout Canada. (tf)

ADDING TYPEWRITER, WRITE, ADD OR subtract in one operation. Elliott Fisher, Limited, Room 314 Stair Building, Toronto.

DOUBLE YOUR FLOOR SPACE — BY INstalling an Otis-Fensome hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only $70. Write for catalogue "B," Otis Fensome Elevator Co., Toronto.

Hardware and Metal Subscribers

Buy for business as well as for private consumption. That is why one inquiry frequently pays for an entire year's advertising. Advertisers in HARDWARE AND METAL reach only the cream of the trade—the best and biggest buyers in Canada.

Help Wanted

An ad for help in the Classified Advertising Section will bring the right kind of replies.

Try It Out.

Hardware and Metal

Classified Advertising Section

143-153 University Ave., Toronto

TRANSLATIONS

ENGLISH INTO FRENCH. COMMERCIAL, Financial and Technical Literature. Advertising booklets, catalogues, circulars, posters. Private correspondence. Manufacturers and Manufacturers' Agents desiring English to French translations will secure expert service at a moderate rate by addressing Leon A. Archambault, P.O. Box 135, Station B, Montreal.

This page is the logical place for anyone in the Canadian hardware trade to place his "condensed" advertisements if he wants anything that can be supplied by any other Canadian hardwareman.

Do you want a clerk or store manager?

Do you want a position as clerk or travelling salesman?

Do you want a traveller?

Do you want to sell or exchange your business?

Do you want to buy a hardware business?

Do you want to buy or sell any store equipment?

If so, sit down now, and draft an advertisement for Hardware and Metal's "Wanted" page, setting forth just what you want, and stating your needs or qualifications.

Such an advertisement will automatically seek out for you, the only people you want to reach—those who are arctively engaged in selling hardware, in Canada.

The cost?

Trifling! Two cents per word for first insertion and one cent per word for each subsequent insertion of the same advertisement. Each figure is counted as a word, and a charge of 5 cents extra per insertion is made when Box Number is required. In this way the advertiser's name is kept confidential.

Copy for Condensed Advertisements should reach the Toronto office of Hardware and Metal not later than Thursday morning to catch the current week's issue. In order to save unnecessary correspondence and bookkeping, please remit with copy, preferably by money order.

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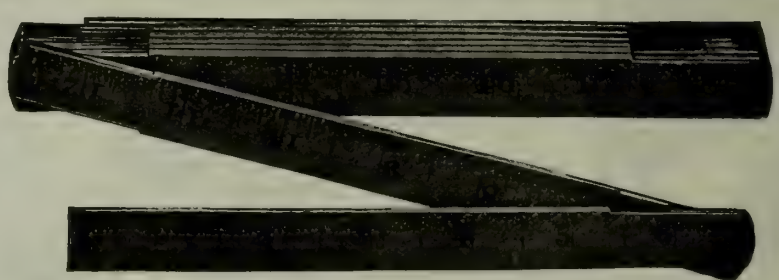
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LUFKIN SPRING JOINT WOOD RULES

THE LINE YOU SHOULD CARRY
EXCELLENT ASSORTMENT

ASK YOUR JOBBER
PROMPT SERVICE

Flexible, tough sections, with brass-plated joints smooth-working yet firm and hold the rules up properly to their work.

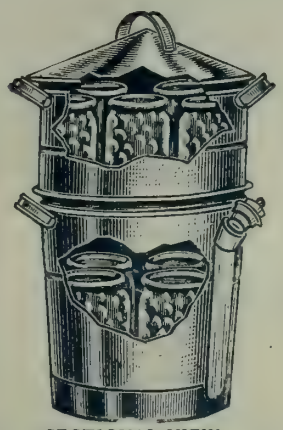




FOLDING END HOOK ATTACHMENT

This is an improved and exclusive feature supplied on any of LUFKIN Spring Joint Rules at a fraction of additional cost. Just the thing for taking measurements out of arm's reach. Handy for any work.

THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.



SECTIONAL VIEW
showing how fruit is canned



SECTIONAL VIEW

Bolstering Up Your Sales!

Sales make your business, you want them at a **"Top Notch"** level all the time. There is to be no **"letting down"** with you. Then why not investigate the

Peerless Steam Cooker

---a rapid seller at all seasons

There are always meals to get. The housewife is ever on the alert for up-to-date utensils to lighten her labors in the kitchen.

The **Peerless Steam Cooker** is the greatest Labor saver, Money saver and Time saver in the kitchen to-day. Will cook a whole meal, composed of any variety of dishes, at one operation over a single burner. Pays for itself in a short time in convenience, better cooking and fuel saved.

We want you to represent us in your district. Write us for our attractive agency proposition. There are good profits in the **Peerless Steam Cooker,** and it's easy to sell.

Onward Manufacturing Co.

Kitchener, Ont.



McKINNON INDUSTRIES ST CATHARINES ONTARIO CANADA

HARDWARE DEALERS

Write for Our New Catalogue

Harness Hardware
Light and Heavy Wagon Hardware
Carriage Hardware
Malleable Iron Castings
Drop Steel Forgings
Truss Rod Neck-yokes, Single-trees, Double-trees, etc.
Metal Stampings
Carriage Leather Dashes and Fenders (Splashboards)
Steel and Iron Hames
Automobile Accessories

We invite correspondence. Mark your Communication "General Sales Dept."

McKINNON INDUSTRIES LIMITED

ST. CATHARINES, ONTARIO, CANADA

HARDWARE AND METAL

Vol. XXXI
No. 18

PUBLISHED EVERY SATURDAY SINCE 1888

THE MACLEAN PUBLISHING COMPANY, LIMITED
PUBLICATION OFFICE: TORONTO, CANADA

MAY 3
1919

1864--1919

FIFTY-FIVE YEARS RECOGNIZED

THE

STANDARD

"The Kind Your Grandfather Used"

Livingston Brand

Best in Quality—Most Reliable

GUARANTEED ALWAYS

THERE IS NOTHING BETTER THAN THE BEST



GET WHAT YOU WANT

THE

Dominion Linseed Oil Co.,

LIMITED

BADEN, TORONTO, MONTREAL, WINNIPEG

Every Hardwareman Should Know

O-Cedar Polish

Should experience the satisfaction of its USE

HAVE you ever **used** O-Cedar Polish?

Have you ever tried it on your automobile, piano, furniture or floors?

You cannot be as enthusiastic about O-Cedar Polish as this product calls for, unless you have seen with your own eyes, the wonderful results you can obtain from its use on your car or furniture.



IF your automobile or some treasured piece of fine furniture has acquired a dull and lifeless look, try some O-Cedar on it. Get a piece of cheese-cloth, wet it with water, wring it until moist, pour on O'Cedar Polish until cloth contains as much O-Cedar as water—then go over the surface to be cleaned. Note the soft, soapy lather—see how this lather cleans the surface and brings up the beautiful color or grain of the wood.



FINALLY polish with a dry piece of cheesecloth—note how easily the water and polish not used in bringing up the lustre are removed. Now rub the dry back of your hand across the surface—see what a dry, hard, surface you have—O-Cedar cannot collect dust.

After you have had the above experience, how can you keep from selling O-Cedar Polish to your customers?

CHANNELL CHEMICAL COMPANY
LIMITED

369 Sorauren Avenue

TORONTO

HARDWARE AND METAL, May 3rd, 1919. Volume XXXI., No. 17. Published every Saturday at Toronto. Yearly subscription price, $3.00. Entered as second-class matter July 1st, 1912, at the Post Office at Buffalo, under the Act of March 3rd, 1879. Entered as second-class matter at the Post Office Department, Ottawa.

Be prepared for the first attack by the fly invaders

When the backyard gardening starts and the good housewife gets her housecleaning under way, the fly invaders begin to make their attack. It's then fly-time, and all resources are brought into action to prevent the overrunning of the home. We carry a most complete range of

SCREEN DOORS and WINDOWS

In various styles and widths, from 18 to 48-inch. Among our best selling styles are Nos. 1, 2, 8, 9 and 21, some of which are here illustrated.

Get quotations from our representatives on

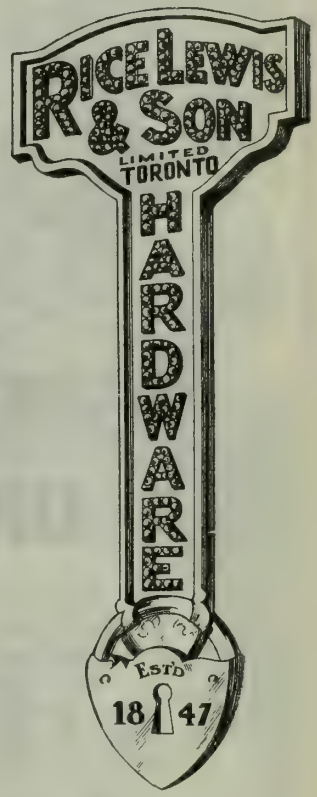
SCREEN CLOTHS

Black, Galvanized and Bronze

We carry in stock Galvanized Screen Cloth, 14 mesh, in 18, 20, 22, 24, 26, 30, 38 and 40-inch widths.
Bronze in 24, 30 and 36-inch.



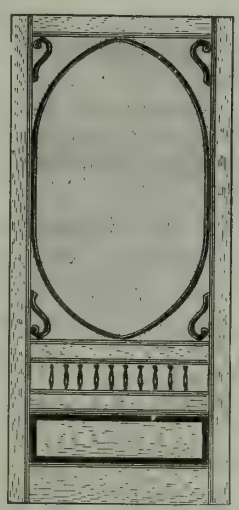
Screen Windows
Nos. 1 to 15



No. 8



No. 9



No. 1



Lawn Mowers

Look over and sort up your stock of Lawn Mowers. We carry the best makes.



We appreciate your enquiries and orders.

RICE LEWIS & SON, LIMITED

VICTORIA STREET, TORONTO



What Sells UNIVERSAL Home Needs?

They are the best in mechanical construction, material and quality. Nearly every home in your community is using with the utmost satisfaction, utensils bearing this UNIVERSAL Trade Mark.

Our national advertising in the prominent publications, such as The Saturday Evening Post, Delineator, Woman's Home Companion, Pictorial Review, Literary Digest and many others keep up the interest in UNIVERSAL Bread Makers, Food Choppers, Percolators, Electrical Appliances, Vacuum Bottles, Cutlery, Pocket Knives, etc.

Make our advertising your advertising by following it up with attractive window displays and advertising in your local papers for which we will furnish electrotypes. This will help exploit the idea that your store is headquarters for UNIVERSAL Home Needs.

UNIVERSAL Home Needs are made to meet the Home Service requirements of the consumer and the store profit requirements of the Dealer—act to-day, not to-morrow.

THE TRADE MARK KNOWN

UNIVERSAL

IN EVERY HOME

Canadian Representatives:

A. MACFARLANE & CO., LIMITED

Montreal **Quebec**

LANDERS · FRARY & CLARK

· NEW · BRITAIN · CONNECTICUT · ·

$7.50 Don't judge it by the price **$7.50**

Polar Cub Electric Fan

This is not a Heart Breaker
But a Heat Breaker

$7.50 **$7.50**

Don't judge it by the price **Don't judge it by the price**



$7.50 **$7.50**

Even at the above low price it pays the retailer a good profit

TWO SPEEDS
Adjustable to any Angle

Even at the above low price it pays the retailer a good profit

BLADE, 6 inches. HEIGHT, 8 inches. WEIGHT, 3 lbs. 5 ozs.
Equipped with 8-foot Cord and Plug.

IT'S AS GOOD IN EVERY RESPECT AS ANY OF THE HIGH-PRICED FANS

LEWIS BROS., LIMITED, MONTREAL

Automobile Supplies

EVERYTHING IN HARDWARE
RAILWAY CONTRACTORS' and PLUMBERS' SUPPLIES, SPORTING GOODS, CUTLERY PREPARED ROOFING, PAINTS and GLASS

Automobile Supplies



Dealers anticipate a larger demand for Freezers this year.



We carry the "GEM" and "BLIZZARD"

The best that years of experience has produced.

O-Cedar Mops and Polish



Round or Triangular

Order them by Name





PYRENE
FIRE
EXTINGUISHERS
REDUCE
AUTOMOBILE
INSURANCE



UNIVERSAL TOASTERS



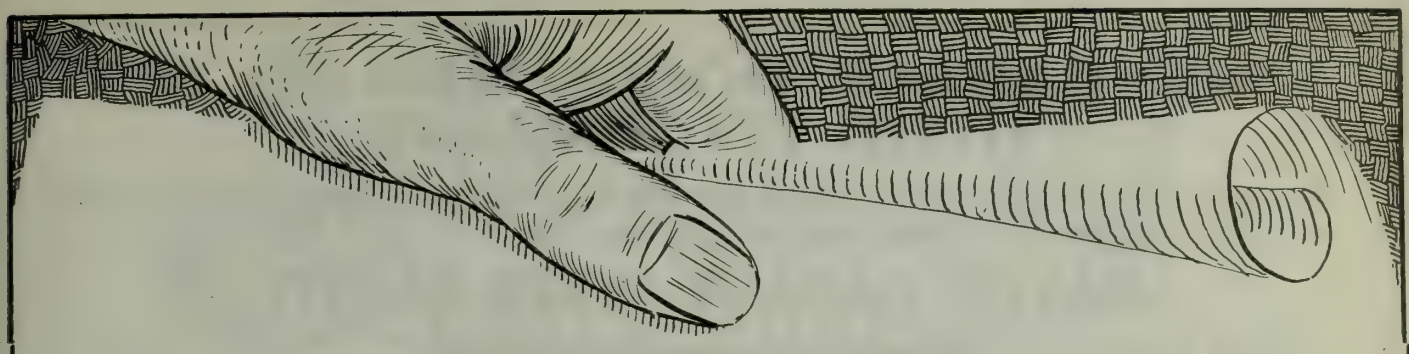
UNIVERSAL COFFEE PERCOLATORS



"VOL-PEEK" The Great Pot Mender.

Caverhill Learmont & Co.

MONTREAL





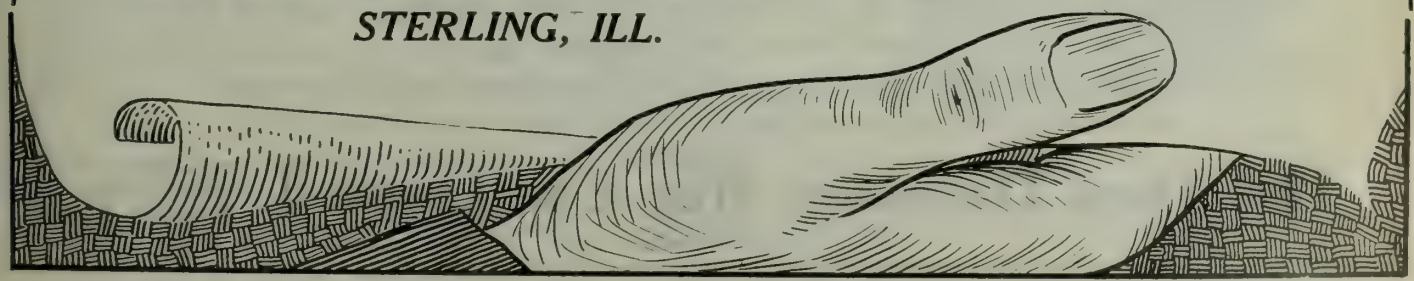
National Garage Door Set

To your customers demanding something distinctive, attractive in appearance and unquestionably better in every respect recommend our No. 805 Garage Door Set. The price is within the reach of all and every sale means another satisfied customer.

Set No. 805 includes: No. 29 Latch; 1 only Swivel Hanger; 6-foot Braced Rail; 4½ pair 4 x 4 inch Jap. No. 505 T.P. Butts; 1 only No. 820 Chain Bolt; 1 only No. 830 Foot Bolt; 1 only No. 5 Pull; 1 only 4½-inch No. 30 Safety Hasp. All necessary bolts and screws. Comes packed in the *"unusual national way."* Japan finished. Write for prices, etc.

NATIONAL MFG. CO.

STERLING, ILL.



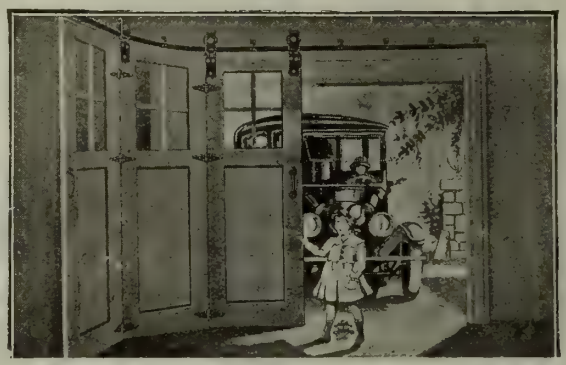
ALL GARAGE DOORS SHOULD BE HUNG ON ROLLERS

No equipment ever produced offers the many attractive features or gives such universal satisfaction to the user as does the

HATCH GARAGE DOOR OUTFIT

Outfit includes:

- **3 Special Swivel Door Rollers**
- **22 Feet of Track**
- **3 Pairs Special Garage Door Hinges**
- **3 Stay Rollers**
- **2 Extra Heavy Door Handles**
- **1 Safety Hasp**
- **1 Hook and Eye**



Makes doors weather-tight, sag-proof; prevents slamming, and does not get out of order.

The hinged door allows entrance without opening the other two.

Complete directions packed with every set.

The roller bearing swivel hangers hold the doors in place, take the bind off the hinges and roll the doors around the corner, on the inside of building to the side wall.

SWING IN NOW---WRITE OUR HANGER DEPT. TO-DAY.

CANADA STEEL GOODS COMPANY, LIMITED, Hamilton, Canada

SUMMER TOYS

Spring will soon be here. Before long the children will be out-doors again. Be sure you are stocked with a complete line of summer toys. Right now is the proper time to place your order. It will enable you to make a display of the new goods in time to capture some good business.



Sand Pails and Shovels

Here are two representative lines we manufacture:

Kiddies' Mechanical Humming Tops Finished in attractive colors, and whenever displayed result in an increase in sales. They should be ordered now, as the summer needs of your customers must be supplied soon.



Write for catalogue No. 44a, telling you all about Kiddies' toys.

Finished in attractive lithographed colours that delight the eyes of every child who sees them. Well made and extra strong.

The Thos. Davidson Mfg. Co., Limited, Toronto, Ont. Montreal, Que. Winnipeg, Man.

Sterling Spark Plugs

The Real Test

What a spark plug does in every-day use is the real test of its worth.

A practical plug—not a theoretical plug—is the kind that will keep your motor hitting on all cylinders.

Sterling Spark Plugs are practical plugs, made by a firm whose wide experience in the manufacture of gasoline engines has furnished first-hand information on spark plug requirements.

Sterling Spark Plugs were developed in actual service under most severe operating conditions and amply demonstrated their worth before being offered for public sale.

Test Sterling Plugs yourself—in your car—under actual conditions. That's a far better test than any laboratory test.

For sale by progressive garages and supply dealers everywhere.



A Style and Size for Every Car

Distributors for Canada and Newfoundland

Dominion Battery Company, Limited
736 Dundas Street East, Toronto

LOCKWOOD-ASH MOTOR COMPANY
Main Street, Jackson, Michigan

(58)

SEPARABLE  CLEANABLE



Swing 'Em Hard

"W & B" Nail Hammers have the true ring of the best drop forged steel.

They are not made under pressure, but are drop forged—

hard, dense, tough, true

Every "W & B" Hammer has all these necessary qualities:

it is accurately balanced;
it is carefully heat treated and tempered;
it has a straight grained white hickory handle;
it is the kind of tool the best workman likes.

All "W & B" Hammers of the same style are alike—in weight, finish, balance, design and serviceability.

Make your drive with "W & B" tools and you have sixty-five years of the most resourceful experience with you.

W&B

TRADE MARK REGISTERED

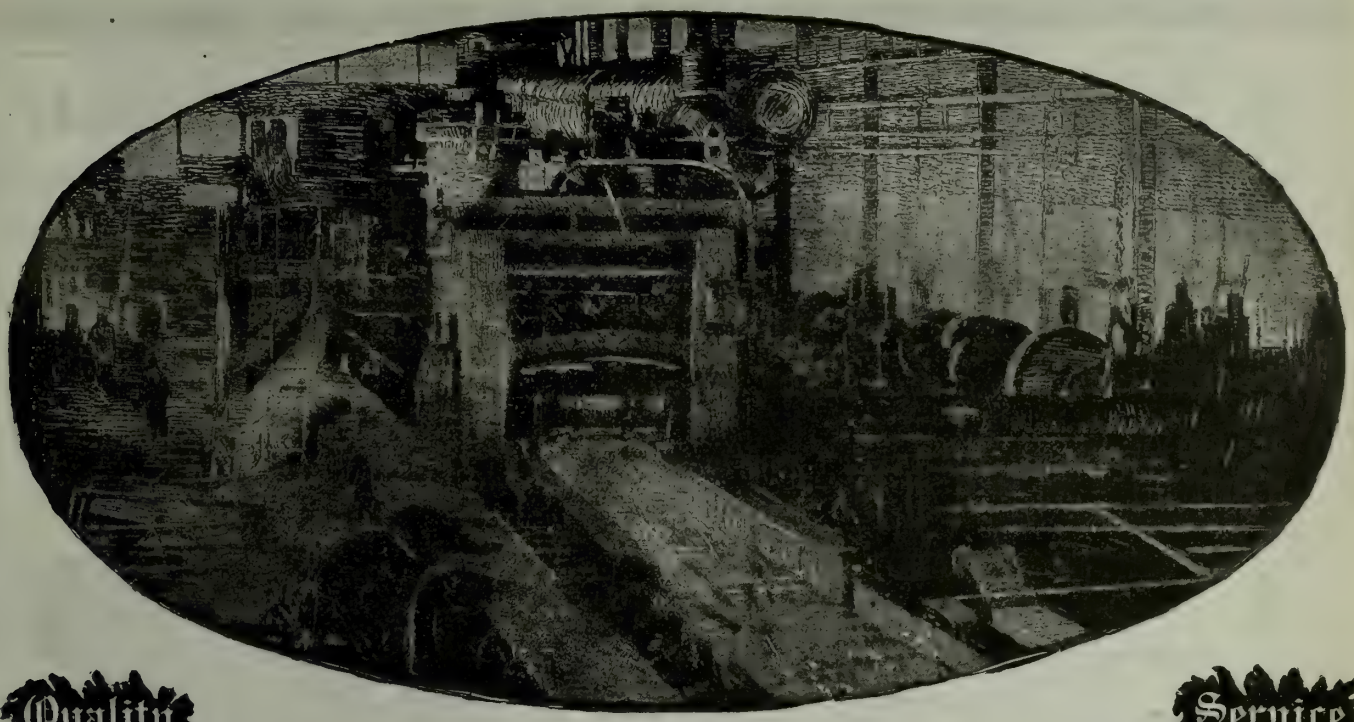
The Whitman & Barnes Manufacturing Co.

Office and Factory: St. Catharines, Ont. London Office: 139 Queen Victoria St., E.C.

Established 65 Years

Whitman & Barnes

TWIST DRILLS — REAMERS — WRENCHES — HAMMERS



Quality

Service

REASON IT OUT

Demand full value for every dollar by spending it where you earn it

PURCHASE THE PRODUCTS OF CANADIAN MILLS

A Canadian Dollar is Worth One Hundred Cents in Canada

THE STEEL COMPANY OF CANADA LIMITED

HAMILTON MONTREAL

Is Your Bank Account Positively Protected?

IF a crook gets possession of your check, raises it to any amount you dare think of, and cashes it at the bank, what evidence have you to show that the fault is not yours?

Don't trifle with your bank account. You can get "standard protection"—for the first time at the ridiculously low cost of **$10.00,** the price of the

DIMUNETTE CHECK PROTECTOR

FOR PERSONAL AND BUSINESS USE

It is true, a Dimunette Check Protector may never save you a cent. And it may save you every dollar you're worth.

That's why the jobbers are co-operating to get every merchant to protect his bank account — to drive the check crooks away from the hardware trade.

Folks who hesitated to get check protection lost over $20,000,000 last year alone.

Get a demonstration at once. Ask the next jobber's representative who calls.

$10.00 Will buy "Standard Protection" for your bank account. That is the process by which the check paper is shred and impregnated with acid-proof ink. Standard protection HAS NEVER FAILED. It defies the wiles of every check crook.



W. G. PATRICK & CO., Limited

MONTREAL TORONTO WINNIPEG

IF YOUR JOBBER CAN'T SUPPLY YOU, WRITE US DIRECT

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THE THOS. PINK COMPANY, LIMITED

Manufacturers of Lumber Tools

PEMBROKE - - - - - ONTARIO



It's a Pink anyway you take it.

E. Roy, 65½ St. Andre St., Montreal, Que.

A. S. Butchart 26 Adelaide St. W., Toronto

C. C. Cartwright, Union Trust Bldg., Winnipeg



4 Good Reasons ---READ 'EM!

Why you should sell Rolled Thread Bolts and Screws:

BETTER QUALITY—Rolled Thread Bolts can only be made from first quality Basic Open-Hearth Stock.

STRONGER—Actual tests show 13 per cent. greater strength than Cut Thread Bolts.

NO USELESS WEIGHT—Shanks are smaller than threads. No useless weight to pay freight on.

BIG FIRMS ADOPTING THEM—Some of the largest users on the continent will accept nothing else—and they always investigate before acting.

THE NORTHERN BOLT, SCREW AND WIRE COMPANY, LIMITED - OWEN SOUND, ONT.

WILT

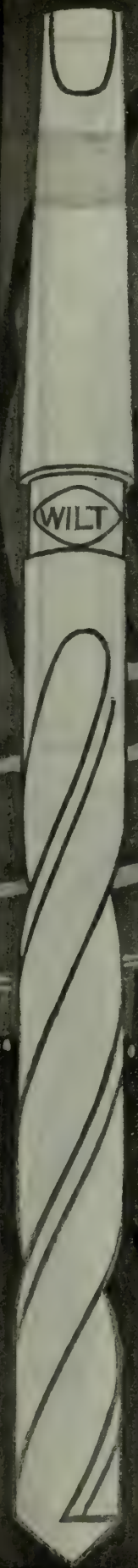
PERFORMANCE COUNTS

You can't fool the mechanic when it's a question of cutting tools. He knows what to expect of a good tool. Sell him a **WILT** and thus make another satisfied customer.

WILT High Speed and Carbon Twist Drills, Reamers and Milling Cutters have a record of satisfactory performance equal to any throughout the world.

Our guarantee to **make good always**, our policy of **the best in materials** and **workmanship**, and our system of **minute** and **careful inspection** is reaping its reward in increased business for the hardware dealer.

You should be selling **WILT Products.** May we tell you why? Write us.



HIGH SPEED AND CARBON TWIST DRILLS



WILT TWIST DRILL CO.
OF CANADA, LIMITED

Walkerville, Ontario.

London Office: Wilt Twist Drill Agency, Moorgate Hall, Finsbury Pavement, London, E.C.2, Eng.

"Where there's a WILT, —there's the Way."

WHERE QUALITY COUNTS

Your customers will pass judgment upon the mitts or gloves you sell them by the length of service they give.

You can sell "A.R.C." Brand Workmen's Mitts and Gloves in full confidence that they will satisfy your customers. The quality of these products is unsurpassed. They are made from the best materials. "A.R.C." Brand products have been well known amongst the Canadian trade for 50 years.

They sell at a price which gives a splendid margin of profit.



Write us to-day for complete information.

A. R. Clarke & Co., Limited, Toronto

Manufacturers—Gloves, Mills, Moccasins, Shirts, Sheep Lined and Mackinaw Clothing

Who Are Your Customers?

The local newspaper, the tinsmith, the plumber, the machine shop, the factory, the waterworks, the electric light plant, etc., are all possible customers.

What percentage of this field are **your** mixed metal customers? There are many reasons why **Hoyt Metals** will give them better service. May we help you to get a greater share of the mixed metal business in your town? Write us to-day.

HOYT METAL CO., Toronto

NEW YORK, N.Y. LONDON, ENG. ST. LOUIS, MO.

STEWART SHEEP-SHEARING MACHINE No. 9.

A Wonderful Seller Always

But especially so this year.

Tempted by the high prices of wool, and mutton, tens of thousands of farmers and stockmen have gone into sheep-raising in real earnest—for the first time in their lives.

And, old sheep-raisers have doubled and tripled the size of their flocks.

This means a tremendous increase in the demand for



Stewart No. 9 Ball Bearing Sheep-Shearing Machine

Have you increased your stocks of this machine in proportion to the increase in sheep-raising in your community?

If not, better wire your jobber (or wire us) for immediate shipment by express of your requirements, at list less 25%, list price, $19.00.

And don't let any sheep owner however small his flock, cheat himself out of 15% of his clip this year by using hand-shears!

The Stewart machine not only gets that extra 15% by clipping closer all over the animal, but it delivers the wool in more salable condition because it is free from the short-lengths that are always left by hand-shears.

Don't wait to send for our catalog but get your order in at once.

CHICAGO FLEXIBLE SHAFT CO.

12th Street and Central Ave. **CHICAGO, ILLINOIS**

ATKINS

Sterling Quality Cross-Cut Saws



The Saw that brings a *higher price*—a *bigger* profit. Their Service makes them worth it.

Sterling quality steel backed by sixty years' experience has produced these popular Saws. Get quotations and resale prices immediately. *Ask for catalog "H.M."*

Made in Canada.

E. C. ATKINS & CO.

Makers of Sterling Saws

Factory—Hamilton, Ont. **Vancouver Branch—109 Powell St.**

Manufacturers

OF

WIRE

HEADQUARTERS FOR

WIRE BALE TIES

Largest Capacity and Stock in Canada

PROMPT SHIPMENT

LAIDLAW BALE TIE COMPANY, Limited

HAMILTON, CANADA

Winnipeg Toronto Montreal
London, England

MADE IN CANADA

Blacksmiths'
Boiler Makers'
Machinists'
AND
Pipe Fitters'
Tools Write for Catalogue

A. B. Jardine & Co.
LIMITED
HESPELER, ONT.

CANADA
FOUNDRIES & FORGINGS
LIMITED

"Brockville" Lawn Mowers



Style "K"
8½ and 9 inch Driving Wheels.

Three, Four or Five Blades—10, 12, 14, 16, 18 or 20 in. cut.

The mere mention of "Smart's Brockville" mowers to the prospective lawn mower buyer, whether in Canada, England, Australia, or in fact any market in the world, is a complete sales argument in itself. Styles C, K, and B.B. Lawn Mowers are known wherever grass is grown.

Write for particulars *to-day*. Immediate shipment of all orders received. Ask your jobber for "Brockville" Mowers.

JAMES SMART PLANT

BROCKVILLE - CANADA

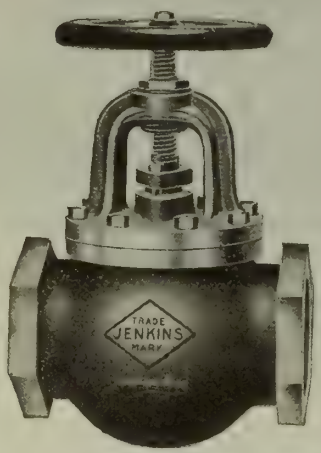


FIG. 141
JENKINS BROS.
Standard Pattern Iron Body Globe Valve Screwed with Yoke.

For use under steam service there are no valves quite as satisfactory as

JENKINS BROS.
Globe and Angle Valves
Fitted with Jenkins' No. 119 Discs

The composition of the disc is very hard, but becomes tough and flexible in service when under steam pressure.

It shows remarkable freedom from cracking and flaking and unrivalled durability in working steam pressures up to 150 pounds.

Write for Catalogue No. 8.

103 St. Remi St. **JENKINS BROS., Limited** MONTREAL
6 GREAT QUEEN STREET, KINGSWAY, LONDON, W.C. 2, ENGLAND

TRADE MARK **Red Devil Tools**



A Fast Selling Number

"Red Devil" Chain Drill No. 2018—a quality tool for mechanics who know that in the long run the best is the cheapest. Hardened steel ball bearings, improved Giant Universal Chuck, and adjustable **automatic** feed are some of its features.

We make other chain drills at various prices—a complete line to meet every requirement of work and purse. Write for catalogue.

Smith & Hemenway Co., Inc.
89 Coit Street, Irvington, N.J.

"Red Devil" is the expert mechanic's guide to known quality in Pliers, Electricians' Tools, Hack Saw Frames and Blades, Auger Bits, Chain Drills and other Hand Tools all of a class with "Red Devil" Glass Cutters, the biggest seller in the world.



EUREKA
Post Hole Diggers

Best and easiest working Digger for Sand, Clay or Gravel. Makes the work easy.

Length five feet.

Hardwood Handles.

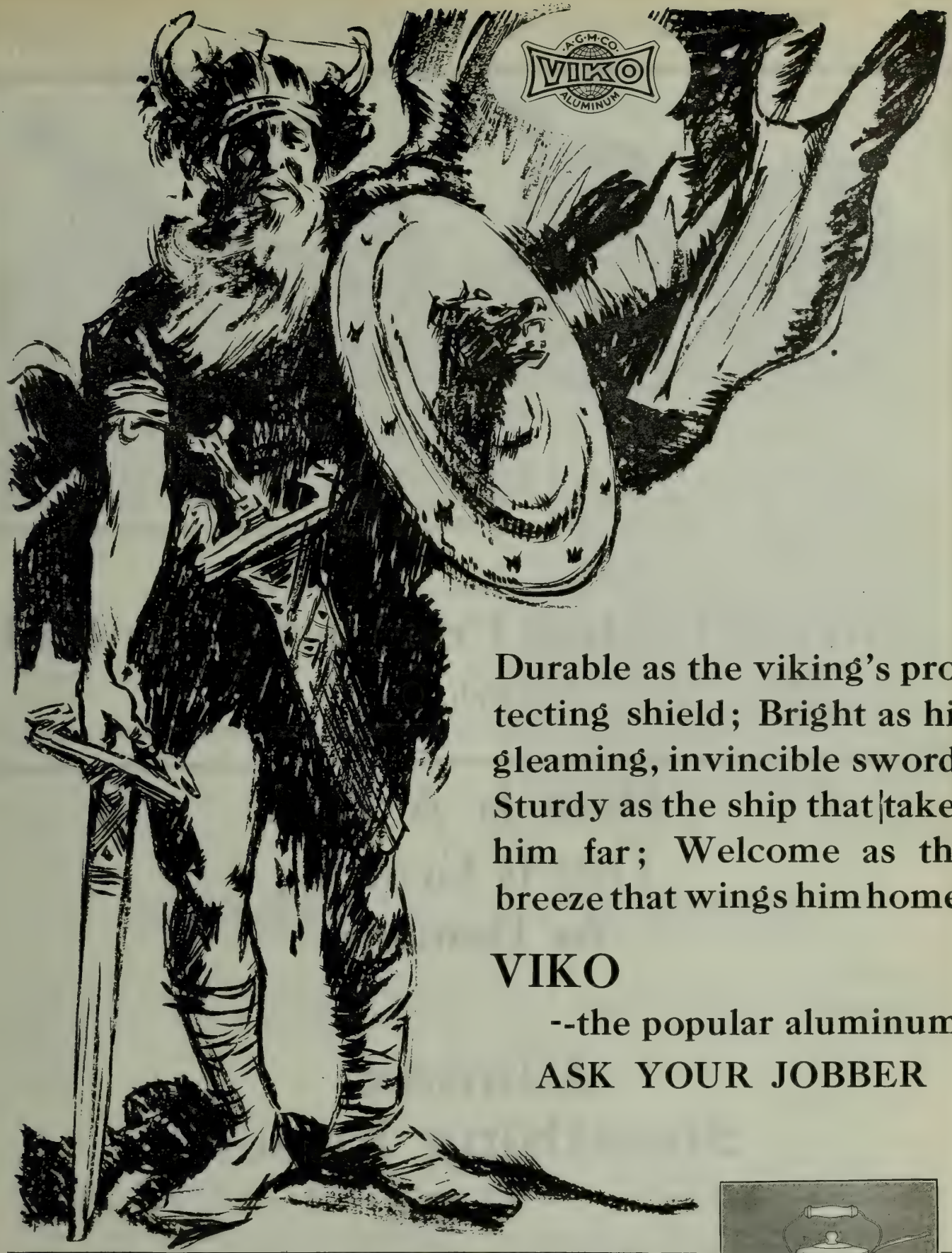
Blades of Best Heavy Steel.

Shipped ready for use.

For EXPORT, Shipped K.D.

Also: Tub Stands, Step Ladders, Step Ladder Chairs, Ironing Boards, Clothes Bars, Folding Curtain Stretchers, Lawn Benches, Camp and Verandah Chairs and Cots.

OTTERVILLE Mfg. Co., Limited,
OTTERVILLE, ONTARIO.



Durable as the viking's protecting shield; Bright as his gleaming, invincible sword; Sturdy as the ship that takes him far; Welcome as the breeze that wings him home.

VIKO

--the popular aluminum.

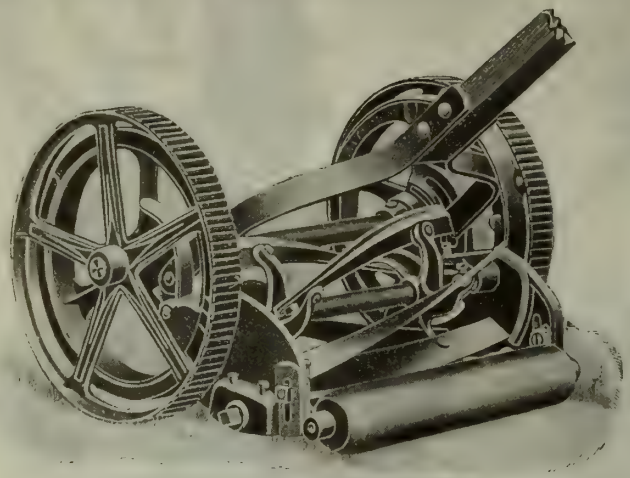
ASK YOUR JOBBER



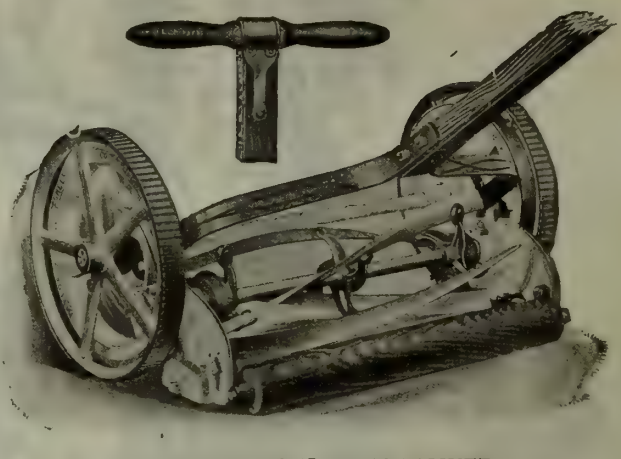
Combination Tea Kettle. One of the many Viko products.

VIKO

The Popular ALUMINUM



"WOODYATT" LAWN MOWER



"EMPRESS" LAWN MOWER

Build your sales on *T.-F. Lawn Mowers.* Now is the time to do it. Every sale means a satisfied customer. Empress, Adanac, Ontario, Woodyatt, Star and Daisy Lawn Mowers have been the favorites for forty years.

The Largest Manufacturers of Hardware in Canada

Taylor-Forbes Company, Limited

Taylor-Forbes Co., 246 Craig St. W., Montreal.
H. G. Rogers, Ltd., 147 Prince William Street, St. John, N.B.

Head Office and Works:
Guelph, Ont.

Taylor-Forbes Co., Ltd., 1070 Homer Street, Vancouver.
H. F. Moulden & Son, 314 Confederation Life Bldg., Winnipeg.

Here Is A Line That Is Growing In Demand

There has always been a need for a tough Kraft paper coated with asphalt to make it waterproof and durable. Therefore, when we put this paper on the market under the name

Climax Sheathing Paper

there was a demand waiting for it.

Climax is the ideal paper for damp-proofing, wind-proofing and insulating purposes. Architects and contractors recognize it as unexcelled for use between footing and foundation of buildings; between foundation and wall; between foundation exterior and the earth; below basement cement floors; underneath floors in houses; on walls before lath and plaster are put on.

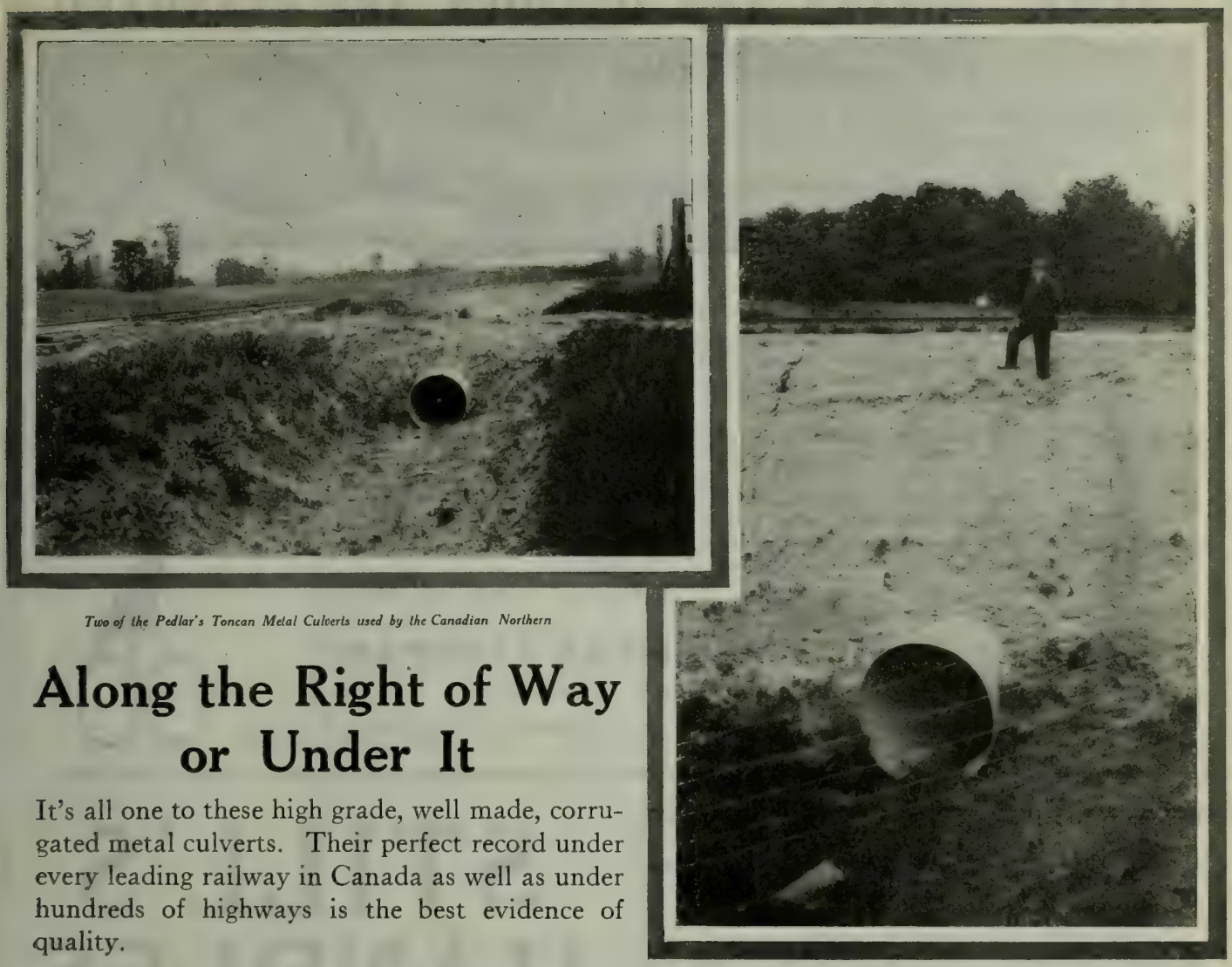
Climax makes a building dry. It makes it cooler in summer and warmer in winter. It saves coal.

With the large number of uses of Climax Sheathing Paper—and its exceptional quality considering its low cost—there is a splendid opportunity for hardware dealers to build up a large trade for it in their localities. Our consumer advertising will assist them to increase their sales.

Have you had samples and prices?

Brantford Roofing Co. Limited

Head Office and Factory: - Brantford, Canada
Branches at Toronto, Montreal, Halifax, Winnipeg



Two of the Pedlar's Toncan Metal Culverts used by the Canadian Northern

Along the Right of Way or Under It

It's all one to these high grade, well made, corrugated metal culverts. Their perfect record under every leading railway in Canada as well as under hundreds of highways is the best evidence of quality.

PEDLAR'S "PERFECT" TONCAN METAL CULVERTS

Unexcelled in workmanship and strength, these culverts offer a satisfactory solution to all culvert problems. They are easily installed and require no forms, end-walls or other special structures or materials.

Made of Toncan Metal, Pedlar's Culverts cost less per year of service than any other corrugated culvert; for Toncan Metal lasts indefinitely. Toncan Metal is the ideal material for all severe sheet metal service.

A line will bring you complete information—write now.

The Pedlar People Ltd., Oshawa, Ont.

Canadian Distributors Toncan Metal

The Stark Rolling Mill Co., Canton, Ohio
Sole Makers

The story of sheet metal and much valuable sheet metal data are found in our Corrosion book. Send for it.

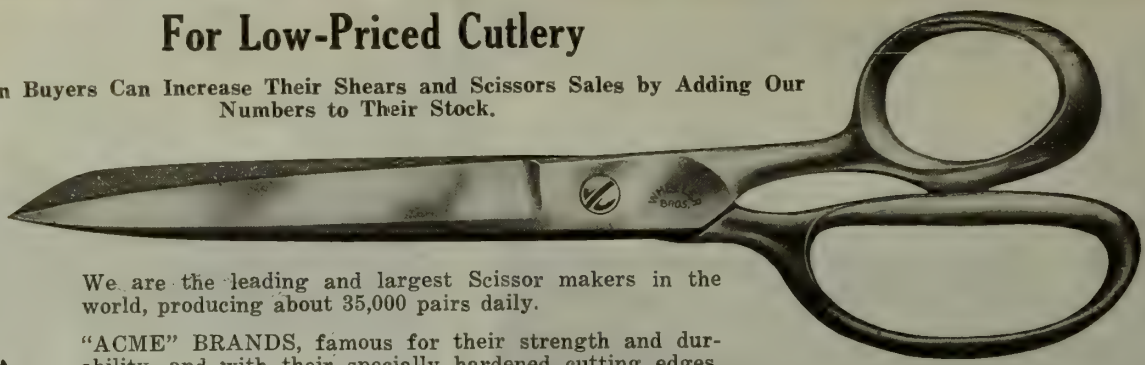
TONCAN METAL

Resists Corrosion

"ACME" SHEARS AND SCISSORS ARE STANDARD

For Low-Priced Cutlery

Canadian Buyers Can Increase Their Shears and Scissors Sales by Adding Our Numbers to Their Stock.



We are the leading and largest Scissor makers in the world, producing about 35,000 pairs daily.

"ACME" BRANDS, famous for their strength and durability, and with their specially hardened cutting edges, are being maintained to the high standards of quality and finish we have established.



Realizing the importance of prompt service to orders, we are now in a position, on account of improved manufacturing facilities, to give all Canadian orders special service.

Our Canadian representative at Toronto will be pleased to show our samples to you, or have his traveller call on you.

We would esteem it a favor to demonstrate through a trial order the excellent goods we furnish and their fast selling ability.

Have you seen our new No. 5 Catalogue? Let us mail one to you.



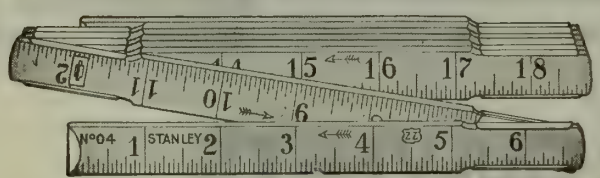
THE ACME SHEAR COMPANY

BRIDGEPORT, CONN., U.S.A.

ncorporated 1882
Cap. Stock, $500,000

Canadian Agent: Mr. A. J. McCrae
23 Scott St., Toronto

Stanley Tools



"ZIG ZAG" RULES

The term "ZIG ZAG" as applied to folding rules made of flexible wood is a trade-mark belonging to this Company.

They are made with two distinct types of joints, the Concealed Joint in which there is no hole through the wood, and the Rivet Joint in which the rivet is carried through both wood and joint. Both types contain a stiff spring which holds the rule rigid when open, even in the longest lengths.

Several other patented features add special value to the Stanley and Victor rules. Made in all standard lengths and finishes.

Manufactured by

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.

STILL'S HANDLES

For Every Use

We manufacture a wide variety of handles—Axe, Pick, Sledge and Hammer Handles, Canthook and Peavie Handles.

STILL'S HANDLES are known everywhere as the best value for the money. They are reliable, made from choice Canadian woods and give an unusual length of satisfactory service to the tradesmen.

The best handles for your customers to buy and the most profitable handles for you to sell.

J. H. Still Mfg. Company
ST. THOMAS :-: ONTARIO

Cleaner Oil, Economically Handled
No Waste, More Profits.

This sums up the advantages of the dust and dirt-proof, leak and waste-proof battery of

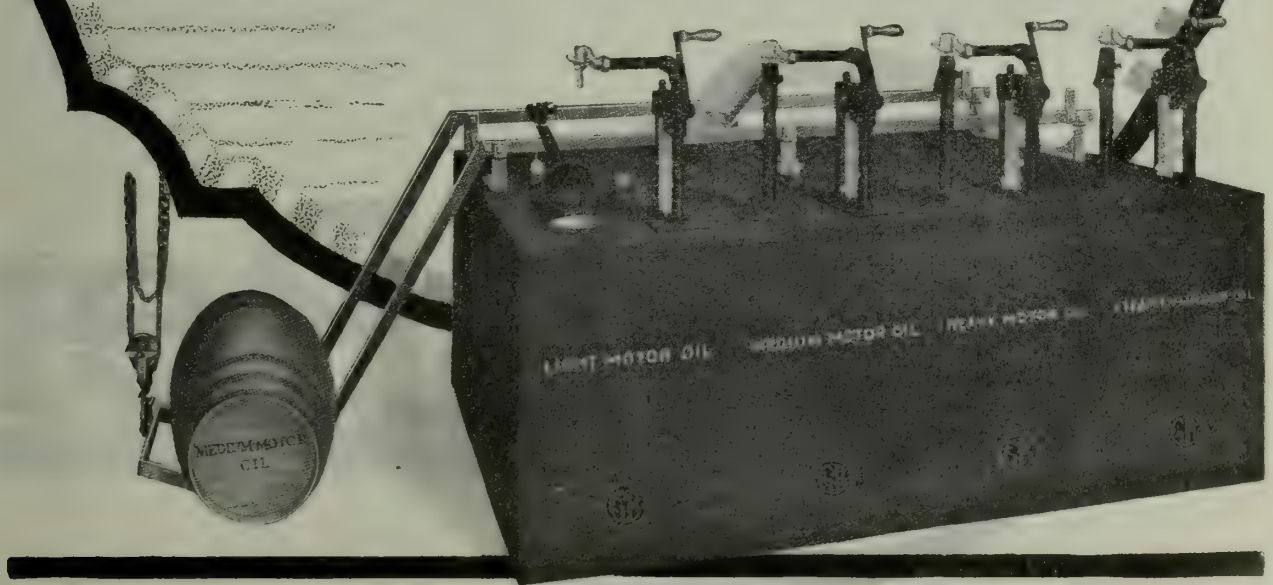
GILBERT & BARKER
T-230-L Lubricating Oil Outfit

It replaces the fire risk, mess and waste of barrel storage, with safety, convenience and economy. The oil is kept absolutely clean and cannot evaporate. The modern hardware dealer is making additional profits catering to the automobile trade.

This outfit can be put in the rear of the store, quickly available to serve the auto trade with oil. A barrel track and chain hoist enables any man to drain a barrel with ease and despatch. It's such a good investment, making for such positive economy and additional profits from the handling of oils, that it soon pays for itself. At least this has been the experience of thousands of users.

Why not send for Bulletin 52 to-day.
To-day is a better day than to-morrow.
Write.

Gilbert & Barker Mfg. Company
SPRINGFIELD, MASS., U.S.A.
Canadian Distributors: Imperial Oil Limited
Branches All Cities





Salesmakers for Salesmen→

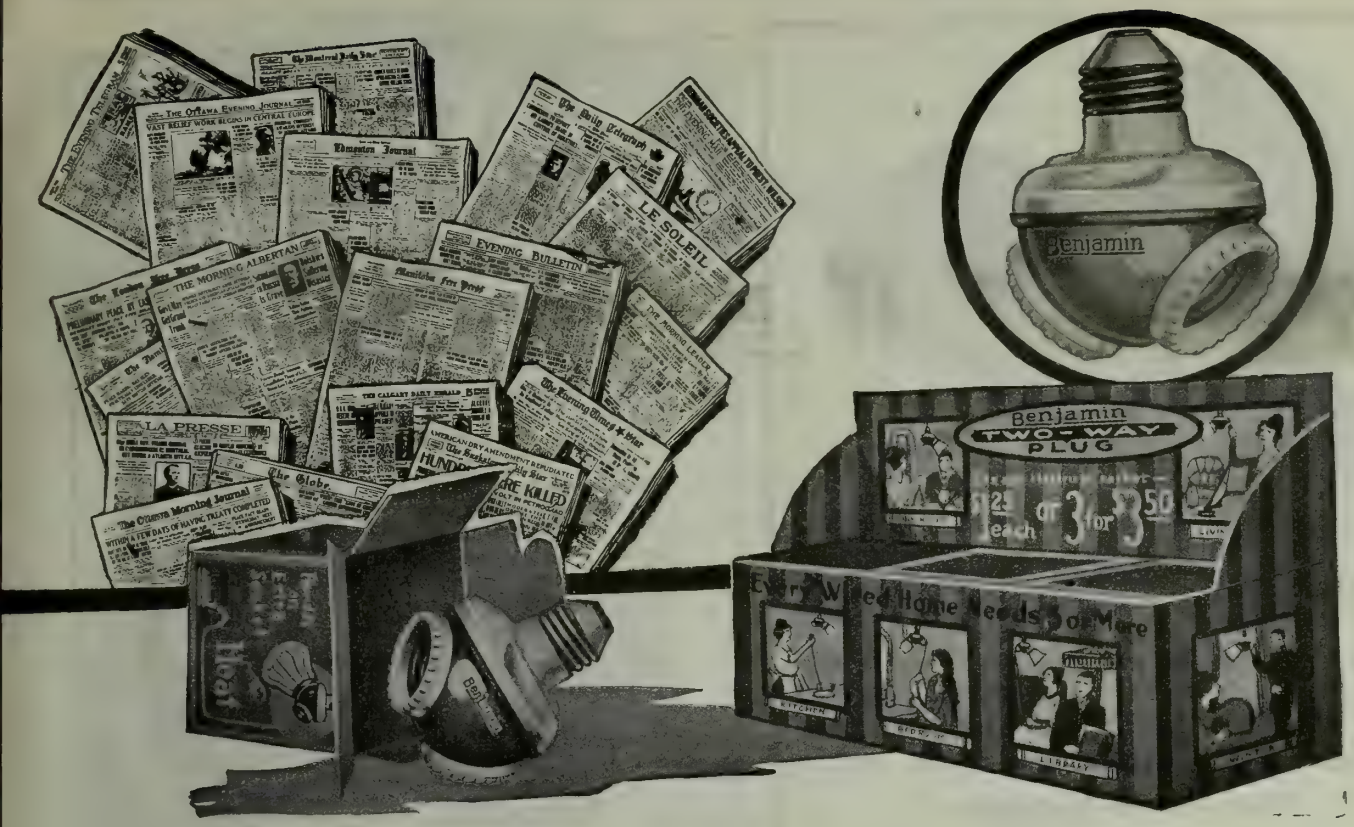
Benjamin Two-Way Plug

Advertising

EVERY salesman who is striving to increase his sales appreciates advertising co-operation. He appreciates even more a merchandising *idea* that has a real power to increase his sales of a product. This year's plans for advertising and merchandising the Benjamin Two-Way Plug mean easier and larger orders.



Ben



and Merchandising Plans

For instance, customers of all sizes and localities will respond quickly to the new self-selling "3 for $3.50" display carton. They will recognize the merits of the bigger, better campaign that is not only going to push Two-Way Plugs, but is planned to make the Benjamin name a household word. Newspapers all over Canada, will soon be emphasizing to the public the reasons why they *need* and should *insist* on *Benjamin Products.*

In addition there are display stands, folders, envelope stuffers, stickers and other sales helps, all supplied free of charge, for use in your store and distribution to your customers.

To merchants and salesmen—You can make profit out of this campaign for bigger sales by actively connecting up with our programme.

Benjamin Electric Mfg. Company
of Canada, Limited
11-17 Charlotte Street - - Toronto, Ontario

jamin



Canadian Pattern

Broad Axe

The kind the woodsman picks up, hefts, turns over, feels of the edge and says: "This is the one I want. How much?"

82 years of experience back of these.

Write for our Catalogue.

The L. & I. J. White Co.
55 Columbia St., Buffalo, N.Y.

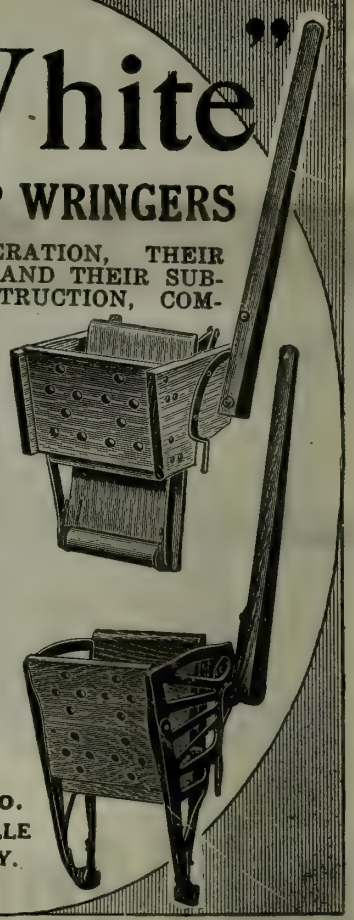
"White"

MOP WRINGERS

EASE OF OPERATION, THEIR GREAT UTILITY AND THEIR SUBSTANTIAL CONSTRUCTION, COMBINED WITH THEIR PRICE, MAKES THE WHITE MOP WRINGER A RAPID SELLER.

Made of malleable iron and the best of hard woods — Maple or Birch. Fits any kind of pail and wrings the mop thoroughly.

It has more than one use—often used for fruit and vegetable presses and works perfectly. The advent of the White Mop Wringer proved a boon to the housewife—it sells itself and is a good profit-maker.



White Mop Wringer Co.
FULTONVILLE N.Y.

Wrought and Steel Plate
WASHERS
OF ALL DESCRIPTIONS

ROUND AND SQUARE

PLAIN OR GALVANIZED



Annealed Rivet Burrs; Felloe Plates; Sheared and Punched Plates; Malleable Washers and Cast Iron Washers.

PROMPT SHIPMENTS

We Guarantee Quality and Service.

Wrought Washer Mfg. Co.
MILWAUKEE, WIS.

We Have

Safe Pack Waterproof Paper

Shippers Should Know About it

Walter Woods & Co.
Hamilton and Winnipeg



A High Quality Hardware Line—

"Morrison" Brass Valves

They always satisfy the purchaser. The dealer experiences no come backs. Morrison Valves are made to last and when lasting work.

They are renewable disc valves, with heavy bodies, spindles and valves, and fitted with gland follower in packing nut.

You can sell Morrison Brass Valves in the full assurance of handling a quality product that will sustain the good reputation of your store.

The James Morrison Brass Mfg. Co. Limited

93-97 Adelaide St. West, Toronto, Ont.



"Belleville" Hardware

A "Made-in-Canada" Product Equal to the Best in the World

We are all apt to look up to imported goods as superior to home-made lines. Pause before you concede anything to foreign products over "BELLEVILLE" HARDWARE. Here is a Canadian-made product that is as good as the best.

"Belleville" hardware is meeting the demand of the most particular architects and builders, and is recording wonderful success throughout Canada. It is a worthy Canadian product, worthy of the best Canadian patronage. All hardware looks very much alike to builders and architects until they have had experience with "Belleville."

Best line for dealers to handle. Has greatest demand. Get our proposition.

Belleville Hardware & Lock Mfg. Company

Belleville - Ontario

HORSE COLLAR PADS



Horse-owners appreciate the worth of good, serviceable **Horse Collar Pads.**

Recommend **"TAPATCO" Pads** to your customers. They give satisfaction. It's economy to use them in the prevention of **"Sore Shoulders."** Save time and money in keeping horses always on the job. Made of strong, durable and highly absorbent material. Well made and carefully sewn. Are soft and perfect fitting under the collar.

Possess our exclusive **"Patented Hook Attachment"** that lengthens the life of the pad.

Include **"TAPATCO" PADS** in your next order.

They sell at a splendid profit. **Order through your jobber.**

The American Pad & Textile Co.

CHATHAM, ONTARIO

GILSON GARDEN TOOLS

The gardener can do better work by using Gilson Garden Tools and you can increase your sales and profits by selling them. The Gilson Weeder here illustrated does four times the work of an ordinary hoe with half the effort. Made also for attaching to a wheel outfit. A very powerful tool for the destruction of weeds.



Progressive Hardware Dealers are handling Gilson Garden Tools. How about you? It will pay you to investigate. Write us to-day.

Order from any of these jobbers:

F. R. Murray Co., Ltd., Vancouver, B.C.; Brown, Fraser & Co., Ltd., Vancouver, B.C.; The Rogers Hardware Co., Charlottetown, P.E.I.; T. McAvity & Sons, Ltd., St. John, N.B.; J. H. Ashdown Hdwe. Co, Ltd, Winnipeg; Wood, Vallance, Ltd., Winnipeg, Man.

Manufactured by

J. E. GILSON CO.
PORT WASHINGTON
WISCONSIN U.S.A.

P H

TRADE MARK

FILES

"They Cut Faster and Wear Longer"

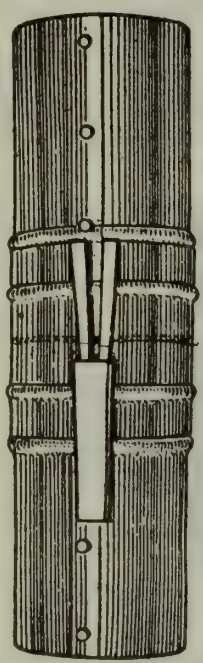
Ingersoll File Company, Limited

John Morrow Screw & Nut Co.
LIMITED
Sole Distributors:
Ingersoll, Ontario

IMPERIAL

TRADE MARK

"Ideal" Galvanized Well Casing



Patent Lock Joint. Made 20 gauge and heavier. All joints butt together. Will stand **hard driving.** Positive lock on joints. Will not telescope. Absolute smooth bore. Will not cut drilling rope. Over 100,000 feet used in Alberta during 1917-8. Costs less than half of price of Steel Casing. Lasts three times as long. Send for trial order. Circulars and price list on request.

Patented, 1918. "IDEAL" Screw Joint also made by us.

Manufactured by

IDEAL WELL CASING CO., Ltd.
CALGARY, ALBERTA

The Necessity of To-day!

The live dealer is right on the job this Spring—he realizes that the demand is all for labor-saving devices—the busy housewife must, and will have them.

CADILLAC

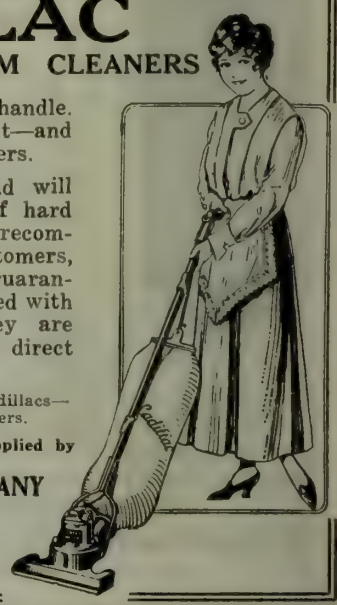
ELECTRIC VACUUM CLEANERS

are a profitable line to handle. They net you a good profit—and produce satisfied customers.

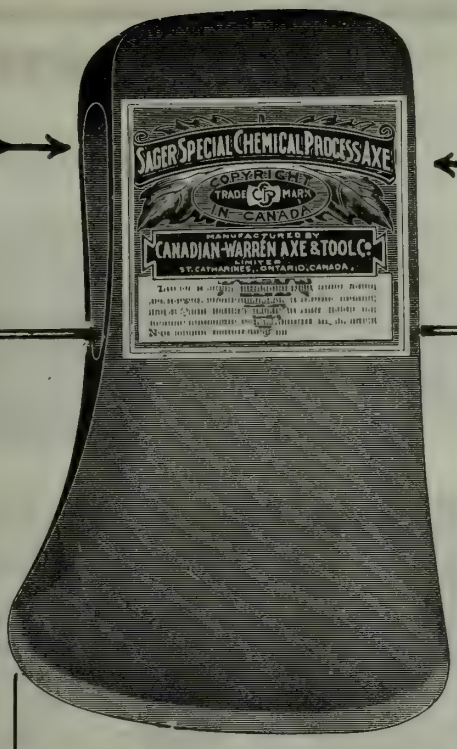
They are well made and will stand up to all kinds of hard wear. You can honestly recommend them to your customers, as they are absolutely guaranteed by us. Being equipped with a Universal motor, they are adapted to any form of direct current.

Display and recommend Cadillacs—they are business winners.

Full particulars cheerfully supplied by



CLEMENTS MFG. COMPANY
78 DUCHESS ST.
TORONTO



Sager Axes Stay Sharp

They Cost More *But*
They Are Worth More
Than They Cost

SAGER AXES meet the critical and particular requirements of the skilled lumbermen, because the general design, the Bitt, the Eye, the general feel of the Axe is as the lumberman dictates, but above all their record for dependability and long service make them favorites wherever they are used.

The natural blue finish on the Sager Axe is a sure indication of their superior quality, because they are hand tempered.

The Sager Label is your guarantee.

Sager Axes are manufactured in patterns to meet the requirements of the lumbermen in every section of Canada.

Manufactured by

Canadian-Warren Axe & Tool Co.,
LIMITED

ST. CATHARINES, ONT.

Eastern Representatives: Richardson & Bureau, 55 St. Francois-Xavier St., Montreal, Que.



Soo Line Logging Tools

PLEASING CUSTOMERS

is simply a matter of giving them what they ask for.

When buying files customers invariably ask for one or other of the "Famous Five" line.

If you carry stock, you can't help but make sales.

The only thing you need remember is to specify "Famous Five" files when ordering.

They are:

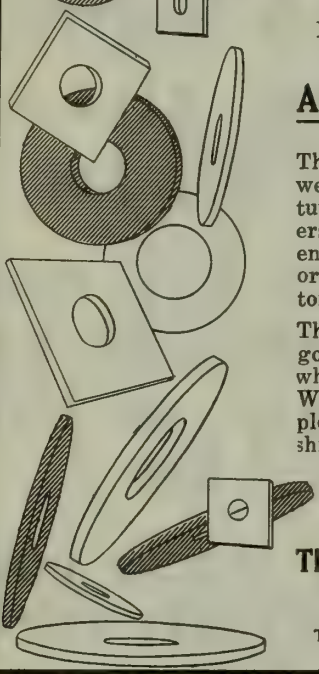
KEARNEY & FOOT
GREAT WESTERN
AMERICAN
ARCADE
GLOBE

Made in Canada by



Unimeco

WROUGHT WASHERS



Round and Square, Plain and Galvanized

Annealed Rivet Burrs

The unusual high standard we maintain in the manufacture of both Wrought Washers and Annealed Rivet Burrs enables you to offer extraordinary value to your customers.

The "Unimeco" line means good profits and more worth while business for the Dealer. Write us for prices and complete information. Prompt shipments guaranteed.

The Union Iron & Metal Co.
Limited
1951 DUNDAS ST. W.
TORONTO CANADA

SAND PAPER

EMERY PAPER AND CLOTH, GARNET PAPER AND CLOTH, LINEN PAPER AND CLOTH, DISCS AND CIRCLES





If you are not selling these lines you are missing a profitable source of revenue. All our products are of a high grade guaranteed quality that makes them rapid sellers.

Write for catalogue and prices.

CANADIAN SALES REPRESENTATIVES

Messrs. Moncrieff & Endress, Galt Bldg., Winnipeg, Man. 'Phone Garry 3389.

Mr. Alexander Gibb, 3 St. Nicholas Street, Montreal, Canada. 'Phone Main 2343.

United States Sand Paper Company

Williamsport, Penn.

METALS · CHEMICALS · GLASS

B.&S.H Established 1790

We are now prepared to quote on

English Castor Oil

In Barrels or Cases

in all grades for prompt import. Send us your enquiries for Spring.

B.&S.H.THOMPSON & COMPANY LIMITED

MONTREAL

Branches : Toronto, Winnipeg, Vancouver, New Glasgow, N.S.

Selling Agents for Eastern Canada for United States Steel Products Co.
Exporters of the Products of the American Steel & Tinplate Co.

VOL-PEEK

15 Cents

Mends Holes in Pots and Pans



60% Profit in this Line

Vol-Peek makes big profits for the dealer. No expense—simply hand over the counter. Comes to you in an attractive display stand. Individually wrapped.

Vol-Peek appeals to the housewife. Mends all kinds of kitchen utensils, such as Pots, Pans, Tinware, Graniteware, Copper, Aluminum, etc., at half cent per mend—easily applied (no tools required), and hardens quickly.

Order a display stand to-day of 24 packages, $2.25. **Vol-Peek** is guaranteed and backed by our extensive advertising.

At your jobbers or direct.

H. NAGLE & CO., Box 2024, MONTREAL
(Owning and operating Vol-Peek Mfg. Co.) Canada

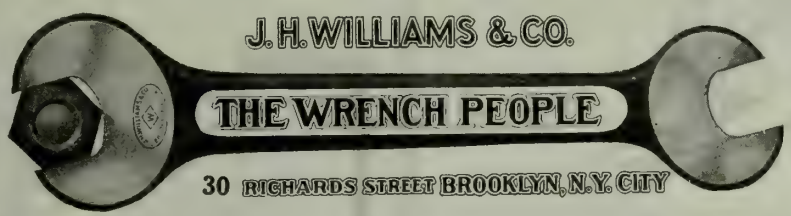
Immediate Service in Williams' Superior Drop-Forged Wrenches For Every Purpose

PURSUANT to our policy, inaugurated nearly half a century ago, of standardizing lines of Drop-Forged Wrenches, we have now developed some forty patterns in about one thousand sizes with openings running from 3/16 to 7⅝ inches, for every purpose.

All are reliable, efficient tools, made of the best materials obtainable and manufactured by methods developed and perfected through many years' experience.

We carry them Big and Little, Bent and Straight, Thick and Thin; something *Standard* for every recognized trade need.

Specify "Williams' Wrenches" or Tools when you order and get *Superior* quality. Ask for Wrench Booklet.



Western Office and Warehouse: 30 So. Clinton St., Chicago, Ill.

The Largest Manufacturers of Light-Edge Tools in the World



Anvil W P *Brand*

Ward & Payne's Socket Firmer Chisel

Here is a **Socket Firmer Chisel** that holds a keen edge under ordinary and heavy work for an extraordinary length of time. Made in the unusual **"W. & P."** way of the best quality materials obtainable composed of a single piece of steel without a weld.

The **Ward & Payne Line of Anvil Branch Light-Edge Tools** enjoy a distinctive reputation throughout the world. They will do credit to your store in both sales and profits.

We anticipate a heavy Canadian trade this year, and are pleased to announce that we can handle all orders from this field with the utmost despatch. If your jobber cannot supply you order from our nearest representative.

WARD & PAYNE, SHEFFIELD

Canadian Representatives:

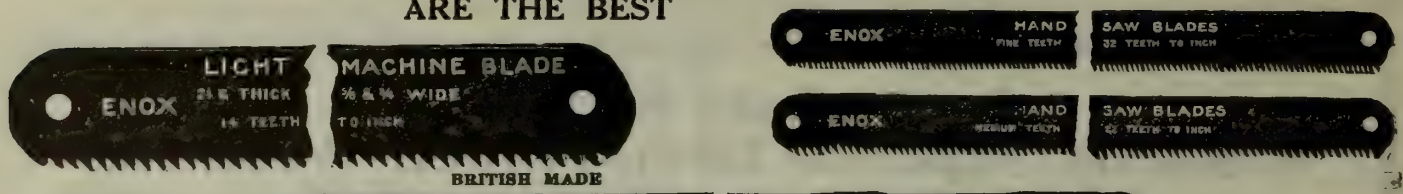
ALEXANDER GIBB
St. Nicholas Bldg., Montreal

SHERMAN F. AINSLIE
Spadina Avenue : Toronto

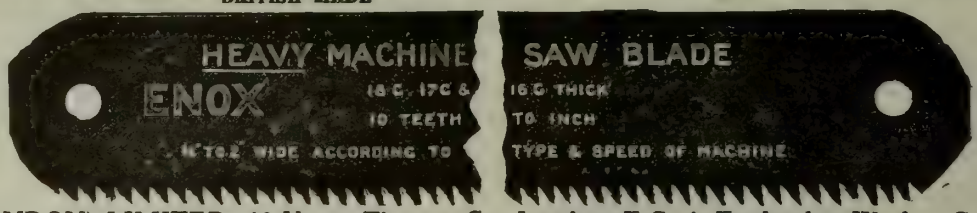
ANTHONY FERGUSON, LTD.
Vancouver, B.C.

ENOX HACKSAW BLADES

ARE THE BEST



BRITISH MADE



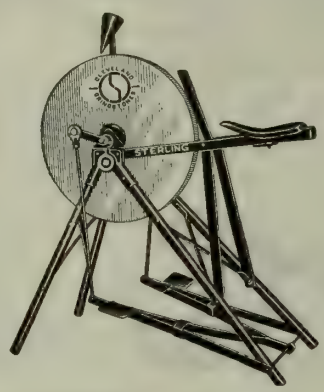
AGENTS IN CANADIAN TOWNS WANTED

AN ENTIRELY BRITISH COMPANY

Liberal terms offered to firms willing to carry stocks and act as sole agents for the district.

SOLE MAKERS **FRY'S (LONDON) LIMITED, 46 Upper Thames St., London, E.C. 4, England. Works: Greenwich, S.E. 10**

The Standard Machinery & Supplies, Limited, 261 Notre Dame St., West, Montreal.
Agents for British Columbia—The A. R. Williams Machinery Co., 495 Railway St., Vancouver, B.C.



"HERE IT IS"

Cleveland Grindstones

We own and control 22 quarries, including the only quarry producing the GENUINE Berea stone, the rock by which all other grindstones for farm and general use are judged.

Through long experience we have the expert knowledge necessary to make intelligent and satisfactory selections of the proper grit best adapted to special requirements.

THE CLEVELAND STONE CO.

UNION BLDG. CLEVELAND, OHIO

Bissett & Webb, Limited, Winnipeg, Man.
Western Distributors



A Silent Salesman!

Suggestion creates desire. A desire to purchase means another sale. That's the service our display case renders you. Mendets is performing an unusual service in the home in the mending of metal and rubber utensils. Meet the popular demand Send for a display case to-day.

At your jobber's.

Collette Mfg. Company

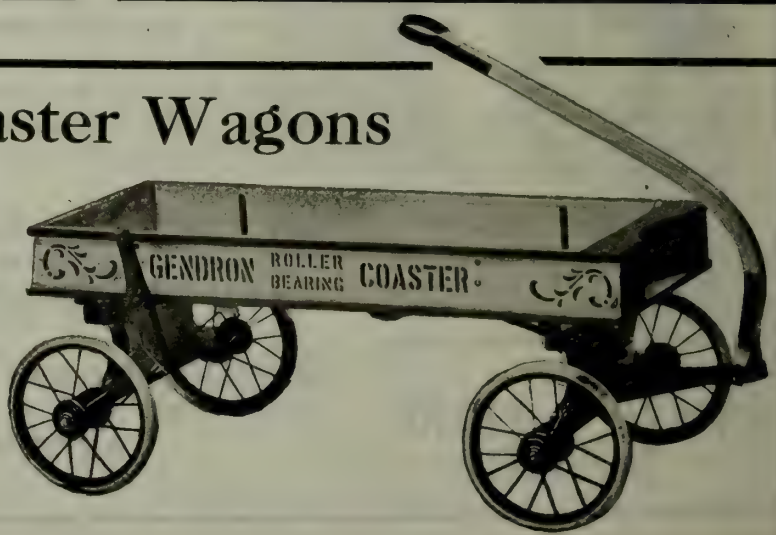
Collingwood, Ont., Canada

Roller Bearing Coaster Wagons

FOR BOYS AND GIRLS

Our new and exclusive line of Coaster Wagons will prove a profitable line for summer sales. Right now is the time to stock up. Be prepared for the new business that is just ahead. Furnished in either Iron or Rubber Tires.

These wagons are extra well made, handle design registered and absolutely reliable. A postal will bring you prices and complete information. Write us.



Gendron Manufacturing Company,
LIMITED
Duchess and Ontario Streets, Toronto, Ont.

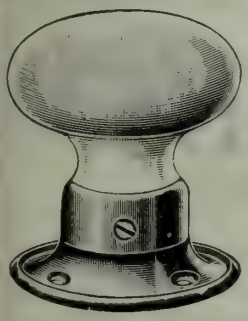
BRASS VALVES

National Brass, Limited

LONDON - CANADA

DOOR KNOBS
CHINA and GLASS

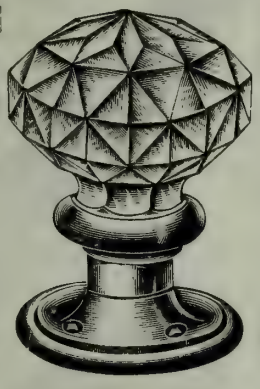
With Special Canadian Brass Mountings







Canadian Drawer Knobs



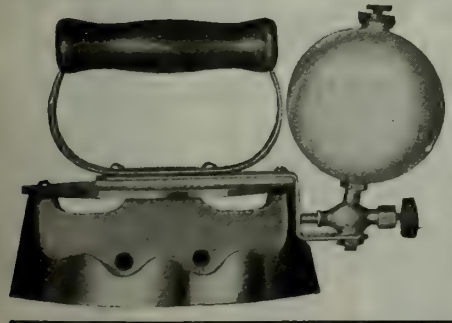
JAMES CARTLAND & SON

LIMITED

BIRMINGHAM
ENGLAND

Canadian Representative:
GEO. H. SMITH, 39 Adelaide St. W., TORONTO

Big Spring and Summer Seller



Every housekeeper — city or country—a likely purchaser of the

"Comfort" Iron

Makes its own gas, two-pointed, self-heating, self-cleaning. Operates easily at low cost. Looks good and makes good, guaranteed. Sells fast.
Ask your jobber for particulars or write direct.

Dept. 16.

National Stamping and Electric Works
410-424 S. Clinton St. - - Chicago, Ill.

TRADE CHICAGO MARK

SPRING HINGES
A SUGGESTION

Have you a stock of Spring Hinges that have distinctive selling features which your salesman can offer and which would make the prospective purchaser buy them and no other?



Chicago "Triplex" Spring Butts

offer this advantage to you. The appearance, durability and finish of this article are unsurpassed, and in consideration of prices that are conservative in respect to value, the up-to-date dealer cannot afford to neglect this profitable business.

Send for Catalogue M. 32. It fully illustrates and describes the most complete line of Spring Hinges manufactured.

Chicago Spring Butt Company.

CHICAGO NEW YORK

CANE'S Clothes Pins



NOT
"Just Clothes Pins"

Cane's Star Brand Clothes Pins are better—they cost no more than "just clothes pins"—but there's a difference.

Star Brand are always right in shape, right in length and correct in count. They will not injure the clothes.

Your Jobber will be pleased to supply Star Brand Superior Clothes Pins at no extra cost.

The Wm. CANE & SONS Co., Limited
MANUFACTURERS
Newmarket Ontario



THIS CUT SHOWS THE PREMAX HAME CHAIN

WE MAKE DUDSON, ZENITH LOOP-LEVER HAME CHAINS

QUALITY HARNESS GOODS



IDEAL CURRY COMB

Four of our many representative lines of Harness Goods, our own make, are shown here. Saddlers and Hardware Dealers supplied with exceptionally fine and saleable lines. Materials, design and workmanship of the best. QUALITY, SERVICE, SATISFACTION. Prompt shipment. Profitable lines to handle. They make and hold trade. Prices right. Ask for catalog No. 20F-14.

NIAGARA FALLS METAL STAMPING WORKS
NIAGARA FALLS, N. Y.
Makers of Hardware Specialties

Premax Jockey, Stallion, Spreader and Coil Chains, Sports' Goods, Key Chains, Traps, Sheet Metal Letters and Figures, Seven Sizes, Seven Finishes. Builders' Supplies, Signs, Checks, Badges, Medals, Dog Tags, License Plates, Name Plates, Miscellaneous Goods.



NIAGARA STEEL DOUBLE SWIVELS



NIAGARA WROUGHT STEEL HARNESS SNAP

More-Profit Pumps ---Real Profit

No use to sell a pump that makes trouble for a dealer with his customer.

The trouble is remembered. The cost of repairs is dead loss of time and temper. The dealer suffers.



"Aremacdee" hand and motor metal pumps for force or lift use, every kind, are shown in the big catalogue.

Dealers, ask for prices and terms. Get real profits on your metal pump sales.

WRITE

The R. McDougall Co.
LIMITED
GALT, CANADA

Guaranteed to cut 10% more Timber

SIMONDS

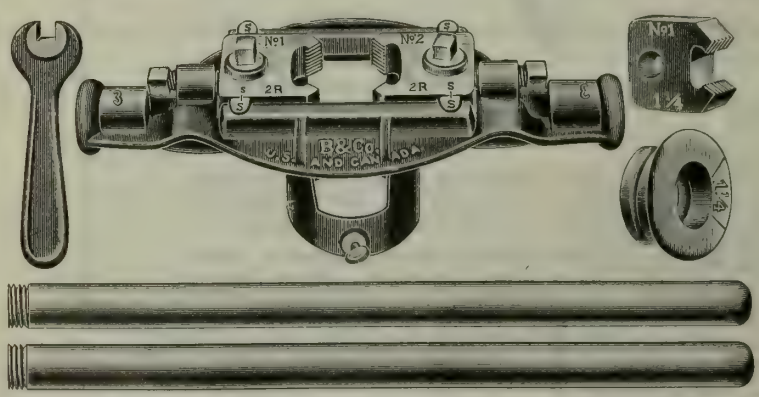
"THE SAW MAKERS"



The only successful Crescent Ground one-man Cross-Cut Saw on the market. Accurately tapered from cutting edge to back, it cuts easily and saws fast. Crescent Grinding prevents binding in the kerf.

Write for Booklet and Discounts covering Simonds Cross-Cut and Hand Saws.

Simonds Canada Saw Co., Limited
St. Remi St. and Acorn Ave.
MONTREAL, QUE.
Vancouver, B.C. St. John, N.B.



Solid Die Plates, Armstrong Adjustable Stock and Dies, Pipe Cutters and Vises.

These are the lines that used to be made by Butterfield's. Quality guaranteed, and good delivery promised.

Service is the thing and we are out to give it, and enable you to please your customers.

Write for catalogue and prices.

Rapid Tool & Machine Co.
LIMITED
Lachine, Que. Branch: Iberville, Que.

Robt. H. Ingersoll & Bro.
Canadian Factory & Office
128 Bluery Street — Montreal

Ingersoll Week May 26-31

One of our customers is to be thanked for the "Ingersoll Week" Campaign.

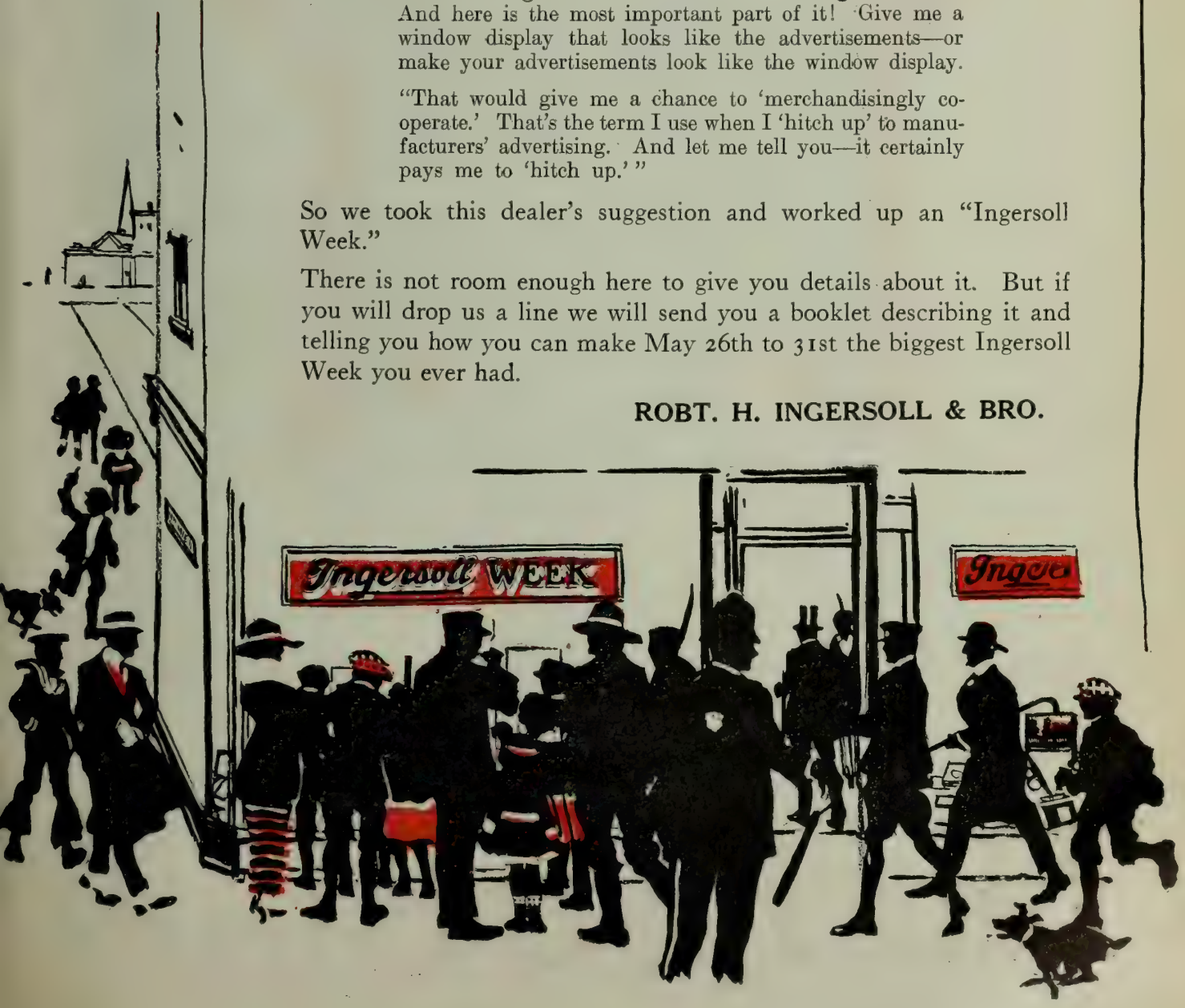
This gentleman was in to see us not long ago, and after showing him a schedule of the advertising we had planned to cover the Dominion for this year, he said:

> "That looks good to me! But what I would like to see you do besides that is to have a real advertising 'smash' for one week or so, advertising in newspapers. Call it 'Ingersoll week.'
>
> "Run some good-sized advertisements during that week. And here is the most important part of it! Give me a window display that looks like the advertisements—or make your advertisements look like the window display.
>
> "That would give me a chance to 'merchandisingly co-operate.' That's the term I use when I 'hitch up' to manufacturers' advertising. And let me tell you—it certainly pays me to 'hitch up.'"

So we took this dealer's suggestion and worked up an "Ingersoll Week."

There is not room enough here to give you details about it. But if you will drop us a line we will send you a booklet describing it and telling you how you can make May 26th to 31st the biggest Ingersoll Week you ever had.

ROBT. H. INGERSOLL & BRO.





There is no heavy work with the Red Star. The lightest push will start it.



The lid is easy to lift because the Dolly can be lifted first to free it from the clothes.

The Red Star Washer.

Beatty Bros., Limited Dept. P362

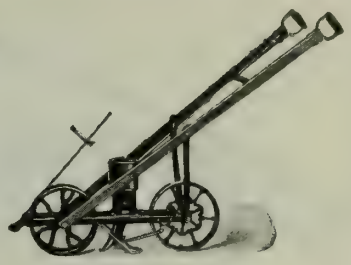
Fergus, Ont., London, Ont., Winnipeg, Man., Montreal, Que., Edmonton, Alta., St. John, N.B.

The Red Star

"Quality and Service" Our Motto



EUREKA



Seeders, Cultivators, Sprayers, Wheelbarrows, Corn Planters, Combination Anvils, etc.

The rush season is here for these goods.

Wire your orders at our expense. We guarantee satisfaction.

The Eureka Planter Company, Limited

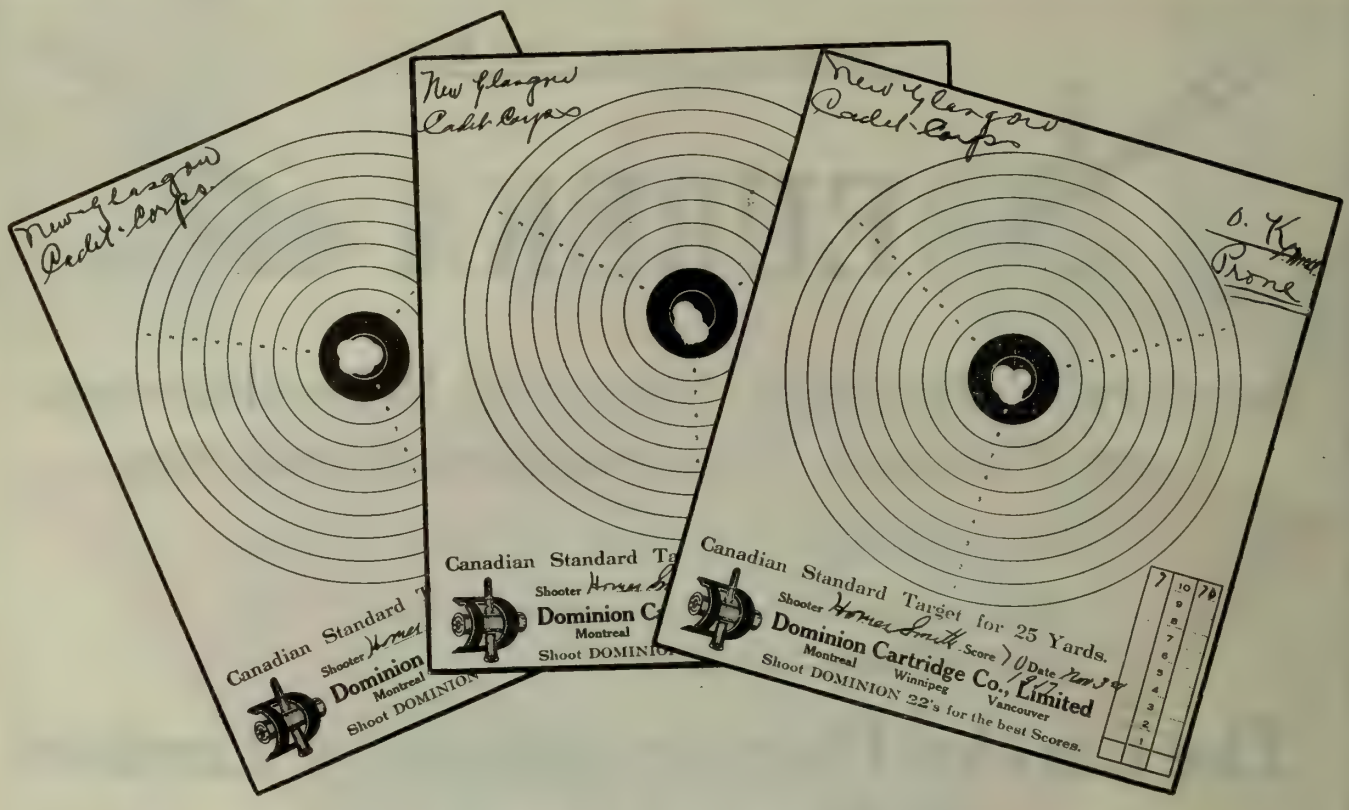
Woodstock, Ontario

Good Men

DO you need the services of a good retail salesman, traveller, or manager? The best of them read HARDWARE AND METAL each week from cover to cover. Incidentally they also note the condensed ads. in the "Wanted" section. You can use space in this section at a cost of two cents per word for the first insertion, and one cent a word for subsequent insertions. Add five cents for box number or address.

ADVERTISING to be successful does not necessarily have to produce a basketful of inquiries every day.

The best advertising is the kind that leaves an indelible, ineffaceable impression of the goods advertised on the minds of the greatest possible number of probable buyers, present and future.

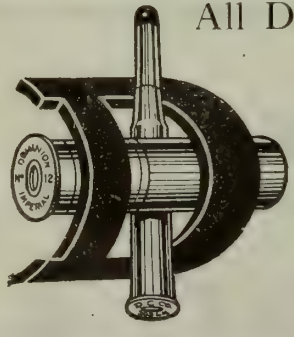


Targets like these mean business for you

They were made on the standard 25-yard range by Dominion Marksmen with Dominion .22's.
Over 6,000 boys in Canada are shooting

Dominion .22's

in efforts to make similar scores.
This means business to every dealer who carries this ammunition.
All Dominion ammunition means more business—not only .22's but all the larger calibre metallics and Dominion Shotgun Shells. Order from your jobber to-day.



Dominion Cartridge Co., Limited
Montreal - Canada

"Member Audit Bureau Circulation."

HARDWARE AND METAL

CANADA'S NATIONAL HARDWARE WEEKLY

Vol. XXX. TORONTO, MAY 3, 1919 No. 18

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JOHN BAYNE MACLEAN, *President.* H. T. HUNTER, *Vice-President.*

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SUBSCRIPTION PRICE—Canada, $3 a year; Great Britain, South Africa and West Indies, 12s. 6d. a year; United States, $3.50 a year; other countries, $4 a year; Single Copies, 10 cents. Invariably in advance.



When a particular car owner comes in to buy hardware for his garage, you will make a profitable sale and secure a pleased customer if you show him

Stanley Garage Hardware

This Stanley line covers every item required for a garage of any size or type. It is designed **especially** to suit the man who wants something handsome and tasteful as well as strong, serviceable and economical. Comes in sets making it easy and convenient to handle.

Write for special W5F Catalogue

THE STANLEY WORKS

New Britain **Conn.**

Canadian Representatives:

A. Macfarlane & Company

Coristine Building

MONTREAL

Canada's National Hardware Weekly

HARDWARE AND METAL

Published Every Saturday Since 1888

Vol. XXX. TORONTO, MAY 3, 1919 No. 18

Building a New Business Leader

Development of Auto Accessory Department of Winnipeg Store Sounds Like Romance —From a Point of Little Interest to the Leading Line in the Store—Advertising and Displays Point to This Hardware Store as Headquarters for Motorists' Needs

THERE are probably many stories of development in business building which sound a note of romance, and were it possible to secure the story of how many hardware men, by their activities since the outbreak of war, built up a trade on the ashes of a former well-established business — well, there might be romance.

At any rate, the adaptability of the hardware merchant to changed conditions is no myth. This is shown by one Western merchant, W. A. Templeton, Winnipeg, who now rates as a motor accessory headquarters, whereas four or five years ago his activities were almost solely devoted to builders' hardware and lines related thereto.

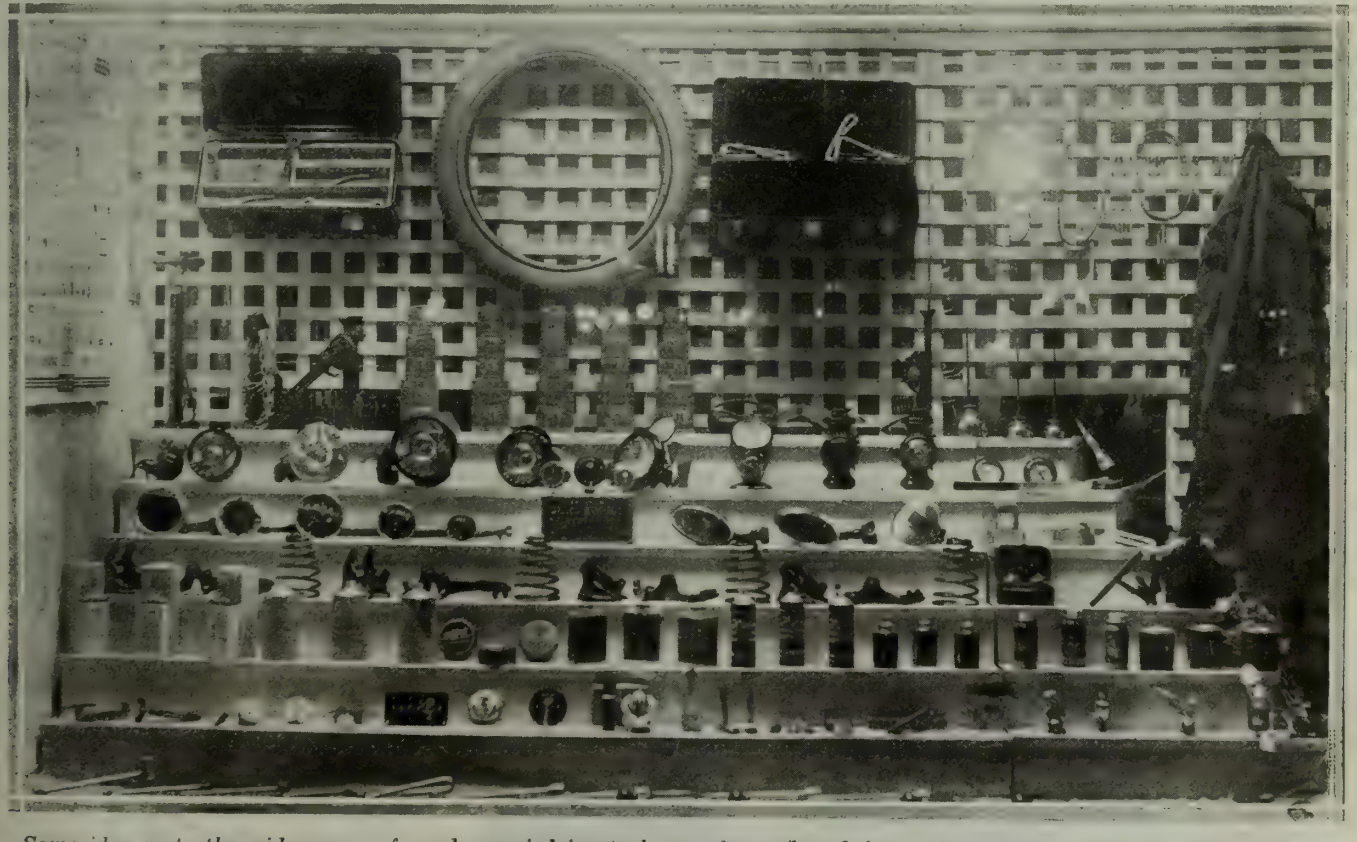
How It Started

It is not to convey the idea that the outbreak of the war found this business a weakling that the opening paragraph was written. However, by those merchants whose trade was largely derived from the building trades, it will be remembered what the war brought about. No building—no business, and it was to counteract this latter that W. A. Templeton started investigating the merits of the auto accessory field.

Carries the Stocks—Works

Asked as to how he had achieved such a success in the motor accessory business, Mr. Templeton replied: "I carry a well-assorted stock—one I claim second to none in the city—and mighty hard work." There is a good combination, but it has taken an awful lot of the latter—work—for him to be in the position where he can say the former.

Mr. Templeton had heard the call of the motorist in a slight way four or five years ago—he carried a few spark plugs, wrenches and some odd lines but it was not looked upon as the big field when other goods were moving so well. At

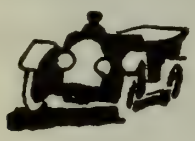


Some idea as to the wide range of goods carried in stock may be gathered from this window display. The idea of steps on which goods stand out has been found to work out splendidly. This is a window display in the store of W. A. Templeton, Winnipeg.

least, time was so consumed with other things that, perhaps, the proper consideration was not given to motor accessories—when the builders' hardware business fell away, something had to be done.

Outlook Was Not Bright

The position in which this merchant found himself was unlike many others. The store is located on Portage Ave., the big retail street, and whereas some business came from householders nearby, it was not large nor sustaining business, the store is not located in or adjoining



what might be called a residential district. There was no country trade such as might be experienced in smaller towns. Altogether the outlook was not one to encourage a natural-born pessimist and it might well have taken the cheer out of many an optimist. But it was not that way with the proprietor of this store. He decided his field was motor accessories and went to work.

Studied the Game

"And it has been hard work, too," Mr. Templeton stated. "I have read and studied and investigated. Any lines under new goods illustrated in HARDWARE AND METAL or shown in the advertising pages, I followed up. As a line was put on the market I got in touch with the manufacturers, ordered a sample, tried it out—if I felt it was a good line I arranged to stock it—if not I passed on to something else. It has been like that since I devoted so much of my time to auto accessories. The business has been a continual study and I am reaping the benefits to-day in a constantly-growing list of customers. My stock I have enlarged slowly as I felt my way. I might compare the early stages of the game to the first steps a youngster takes—they are slow and cautious, and it is some time before they feel sure enough to stand alone. That was my position but now I can say that I have a big business in auto accessories, developed from carrying a widely-assorted stock. Perhaps I might go further and say that there are more people think of Templeton's as a motor accessory headquarters than a hardware store. People know me now who had never heard of me four years ago; I advertise myself as 'Headquarters for Auto Accessories.'"

How It Has Helped

This careful consideration of each angle of the business, the knowledge of the goods he is selling, is a decided factor in the success of any merchant. No matter what it may be that he is selling, the man who knows can more often than not make the sale. The consumer likes to feel that back of the salesman is a knowledge of his needs and that he can depend on the salesman's say so. When this basis is established the customer comes back and it is from those that keep coming back that the success of the business is assured.

Newspapers — Windows — Interior — Service — A Hard Four to Beat

Perhaps the methods used by Mr. Templeton to develop business are not new with many merchants. He uses the daily paper to advertise in—he displays his goods in the windows—his store interior is arranged to appeal to the eye and for convenience sake, and he renders good service. Some merchants do one or perhaps two of these things and fail in others—some perhaps do all sometimes, but consistency has been a motto of the Templeton store and there is a great deal to be said for it.

Motor Accessory Headquarters

Take the case of newspaper advertising. Every day the daily papers are used to advertise some lines of goods—auto accessories practically always—on Fridays and Saturdays when special auto accessory editions of the papers are published, double space is used. Day after day, the fact that Templeton is headquarters for auto accessories is being published—that is the impression being made on the mind of the people and it is bringing the motorist in increasing numbers to the store. When he comes he finds many other lines associated with the hardware business there as well. In this way it is not only as a motor car owner that the customer comes back, but as a customer for other goods, too.

Changes Windows Often

Or it may be the windows that make the appeal. The displays are changed at least once a week. Auto accessories are displayed consistently. The goods are shown on what might be called a series of steps—the arrangement can be seen from the accompanying illustration—and in this way are up where people can't help but notice them as they walk past or even driving past in their cars. The arrangement is attractive—sales helps furnished by manufacturers are used if adaptable and every effort to direct attention to the goods is made.

From the Inside—What?

The newspaper advertising and window displays might be termed the outside forces at work to bring people into the store. What awaits them, then, when they do come inside? What appeal is made to keep the interest created by these outside factors? Neat show cases wherein the goods are shown — sample boxes, which, besides showing the goods, are easily accessible to serve the customer from and an interest in the customer's requirements. It may be said that interest in the customer's wants is always manifest, but it is not by any means. Customers enter many stores, ask for a spark plug or a wrench or some other article and perhaps hear the crisp reply: "We haven't got it"—just that and nothing else.

Satisfying the Customer

This is different from the Templeton method. While the representative of HARDWARE AND METAL was in the store a customer came in and asked for a certain type of spark plug. Mr. Templeton didn't have it, but he went and looked up a catalogue for this customer—found he couldn't secure it from that firm and suggested another type to the customer, one equally good and which would give every satisfaction. The customer took it, thanked Mr. Templeton for his trouble and though Mr. Templeton had never seen the man before he expects to see him again. This is the type of service which brings the customer back—showing an interest in his wants and being able to supply, if not the exact thing, something you know will give satisfaction and tend to make a permanent customer.

Tells How It Is Done

The question of selling automobile paint is another that might be mentioned here. Mr. Templeton has found this end of the business most satisfactory and one that is increasing rapidly. "I make it a special point to see that every customer buying paint understands its use." Mr. Templeton stated. "There is nothing can give dissatisfaction more quickly than failure in applying paint. It may be the customer's fault—usually is—but when our customer leaves he knows how to apply the paint to get results. If he follows the directions we give him we know he secures catisfaction—if he doesn't, and it's a poor job, he knows whom to blame and it is not us. It is by this care and attention to detail that I attribute our success in the auto accessory field. It is equally true of any other department, of course, but this latter is the one we have demonstrated it in so successfully the past couple of years."

While the representative of HARDWARE AND METAL was in the Templeton store there were twelve or fifteen customers come in. Of that number only two bought or wanted other than auto accessories. One man purchased a razor strop, another wanted to secure a duplicate of a door pull he had secured the day before. There would seem to be evidence that this store is an auto accessory headquarters.



An interesting point here might be that in connection with the location of the store. It is not right in the heart of the retail section, but a couple of blocks west. It is, however, in the heart of the automobile section in the form

Continued on page 55

Ammunition Reveals Firm Situation

Cartridge Manufacturer Says Present Basis Not Likely to be Lowered—Even With Some Materials Less Labor Costs More Than Offset These—Already Orders Promise a Busy Season

MANY have been deferring buying their needs of ammunition this year, even large jobbers, expecting that prices would be lower," said R. M. Watson, manager of the Dominion Cartridge Co., Ltd., Montreal, to HARDWARE AND METAL. "But there will be no lower prices as we view the situation. It will take a very substantial decline in the price of raw materials to make even a small change in our manufactured costs. For if there were lower prices on these materials to the extent of 20 per cent., by the time they were converted, the lower cost of the finished goods would probably not be more than two or three per cent. Wage costs are the big factor, and these seem bound to continue high."

Ammunition Not High

Mr. Watson expressed his conviction that ammunition prices were not high. "These are not nearly so much higher than they were before the war as some state them to be," said Mr. Watson. "When considering matters relative to price, these must be related to the changed wages and salaries which men are getting. Ammunition costs, on the average, have not increased with us more than 60%. while labor has been receiving much larger relative increases. And the prices on many other goods have increased to a greater extent, some of them being 150 per cent. higher than they were before the war."

Mr. Watson further pointed out that Canadians were in a more fortunate position with respect to prices than the user in the United States. Costs have soared there greatly.

It may be that many ammunition users will be more careful of the ammunition that they buy, Mr. Watson thinks. There has been quite a prodigal waste in the past, and much carelessness in this respect has been practised.

Early Buying Advised

"There is very little ammunition in the country," continued Mr. Watson. "This applies to stocks everywhere in Canada, and to jobbers as well as retailers. Stock has been permitted to run low, and there is really little or no surplus.

"At present we are working full time, and on actual orders. In fact we have had to make a division date in the matter of delivery. Orders that were in hand before March 3, will be delivered prior to July 1, or by that date, while those received after this time will have to wait until later, August and September, or perhaps later. Of course we can now confine all our effort to home business since the war."

Mr. Watson said that some jobbers were now placing orders who had been urged to buy long ago. He believed that there was wisdom in placing orders without delay. The manufacturer could not be expected to overtake orders at the eleventh hour, and, as Mr. Watson said, "We are working on actual orders now and will be for many months. It will be October or November before we can build up any surplus stocks."

Outlook Encouraging

"The indications are very promising for the coming season," said Mr. Watson. "We have already sold several car lots of 'trap loads' and orders are coming in right along. The sale of these shells has been greater in the past three months than it was for a long period through the war."

With the return of trap shooting, it is encouraging to note from the manufacturer's viewpoint that there will be larger sales of ammunition. Mr. Watson is sure that the boys who have been at the front will want to do some shooting in the field as well as at the traps. It will help to soothe their nerves. "Recently," said Mr. Watson, "a young man was here and had a little time to spare while waiting to leave Montreal. I suggested that he go out with me to the traps, and he did so. He seemed pleased with the afternoon's pleasure. Shortly after I received a letter from his father, stating that the lad was full of that afternoon's experience; it had been one of the best times that he had had in a long while. And I believe that this will apply to men generally who have been at the front, as this fellow had been during the war. Being used to the noise of guns will not have made them weary of the more cheerful pastime of field or trap shooting."

Other Important Factors

With the release of manufacturers from their war contracts, attention has been gradually directed to the regular business of making shells and cartridges for recognized use on a peace basis. In one important respect there has been great improvement, that of the availability of stocks. But, with shelves bare or almost bare, it has taken, and will take, a long time to overcome the shortage and to make this up to the jobbers and to the retailers.

But with the release from Government contracts and Government supervision, the manufacturer is still required to pay as much, and in some instances more, for all that goes into ammunition. For instance, felt wads have constantly increased in price, so that the cost today is 300 per cent. higher than before the war. This, Mr. Watson stated, has given some makers the idea of using paper wads, but he doubted if these would be satisfactory.

Wages have continued high, and this is one of the bigger factors offsetting the reductions made on a few items used in making shells. As all know, labor in a general way is staying at its high level, and in a majority of cases advances have had to be agreed to.

There is an apparent returning interest manifest in many places in shooting. Gun clubs are being reorganized and interest stimulated. Altogether a good season is in prospect. The dealer ought already to be figuring on his sales campaign for both sporting and paper shell ammunition. There will be lots of game, small and big, and interest can be created and fostered by the live hardware men.



Regina to Have R.M.A. Convention

Matters of Unusual Importance to be Discussed at This Session — The Reorganized Machinery of the Association Will be Fully Explained — Frank Stockdale, Merchandising Expert, Will Give Five Important Addresses

THE convention of the Retail Merchants' Association of Saskatchewan will be held this year on May 13, 14 and 15 at Regina, Sask. This is always one of the big events of the year among Western merchants, and this year promises to be an event of very unusual interest. The reorganization of the association, and the appointment of an eastern and western executive council, that took place at the recent session of the Dominion board, the details of which have not yet been made public, will be fully discussed by J. J. Polson, first vice-president of the Saskatchewan Association, and delegate to the Dominion board.

The address of the Dominion president, J. A. Banfield, will also be looked forward to with unusual interest.

The Frank Stockdale Lecture

One of the greatest attractions of the conventions will undoubtedly be the series of five addresses which are to be given by Frank Stockdale, the noted commercialist of Chicago, in connection with the short courses in retail merchandising which are this year being provided under the direction of the universities of Saskatchewan and Alberta, at the request of the Retail Merchants' Association that such a course should be established. All merchants who desire to know all that is worth knowing in connection with the successful operation of their business from every standpoint, will put aside every other engagement in order to attend the convention.

Will Also Speak at Alberta Convention

Following the convention at Regina Mr. Stockdale will go to Saskatoon, where he will deliver three lectures at the University of Saskatchewan on May 19th, 20th and 21st, and subsequently one at Prince Albert on May 22nd and North Battleford on May 23rd. He will subsequently proceed to Edmonton for a full course at that point in connection with the University of Alberta, and will afterwards proceed to Medicine Hat for the Alberta Provincial Convention on June 3, 4 and 5.

Proposed Trade Section Convention

Another important subject for discussion will be the proposed trade section conventions. In place of the annual convention at present held the proposal is made that each trade section of the association shall hold an annual convention on various dates throughout the year and probably at different points throughout the two provinces.

Proposed District Branches

One question of paramount interest to retailers will be the proposed formation of district branches of the association. The proposal is to divide the Province into districts, each district to embrace from 250 to 300 merchants, and to have a paid secretary who shall devote his whole time to looking after the interests of the members in his particular branch, including credit reports, collections, community building campaign and other matters.

On the Wednesday afternoon the annual meeting of the Retail Merchants' Mutual Fire Insurance Co., which has made rapid progress during the past year, will be held and very satisfactory reports of the year's business will be presented, and the company's future policy will be discussed.

Neither has the lighter side of convention work and attractions been forgotten. On Wednesday morning the delegates will have an opportunity of visiting the Imperial Oil plant, and in the evening a banquet will be tendered the delegates by the Regina branch of the R.M.A., when an address will be given by Premier Martin, followed by one of Mr. Stockdale's lectures on the important subject of "Protecting the home town front."

Transportation Arrangements

Arrangements have been made with the various railway companies as regards fares under the following conditions: Delegates can take single fare tickets going to the conventions, obtaining at the same time standard convention certificates, which must be presented to the secretary on arrival in Regina. Should there be one hundred or more delegates at the convention they will be able to obtain return tickets at three-fifths of the return fare, or if there are less than one hundred delegates present at four-fifths of the return fare, plus 25c validation fee. A simple calculation will show that except in the case of those residing at the greatest distance from Regina, it will amount to about the same as the ordinary return fare.

The full program is as follows:

PROGRAMME.

Tuesday Morning, May 13th.

9.00 o'clock—Delegates and visitors will call at the Convention Hall for the purpose of registering and receiving their badges.

10.00 o'clock—Convention Hall—Opening Session.
Address of welcome by His Worship Mayor Black.
President's Address.
Treasurer's Address.
Secretary's Report.
Report of Dominion Convention by J. J. Polson of Regina.
Appointment of Resolutions Committee.

Tuesday Afternoon, May 13th.

2.00 o'clock—Convention Hall. Receiving Resolutions and consideration of same.

4.00 o'clock—Address by the Dominion President, J. A. Banfield, of Winnipeg.

Tuesday Evening, May 13th.

8.00 o'clock—Convention Hall. Address by Frank Stockdale, Retail Commercialist of Chicago. Subject: "Some After-the-War Problems." Discussion.

Wednesday Morning, May 14th.

10.00 o'clock—(a) Discussion of Proposed Trade Section Conventions. (The different Sections of Trade would hold separate conventions, instead of one General Convention, as at present.)
(b) Formation of District Branches. (It is proposed that the province be divided into districts, each containing 250 to 300 merchants—each district to have a paid Secretary, to devote his entire time to looking after the interests of the members in his particular branch, including credit reports, collections, community building campaign, and other matters.)

Resolutions.

11.00 o'clock—Visit to the Imperial Oil Plant.

Wednesday Afternoon, May 14th.

2.00 o'clock—Convention Hall. Annual Meeting of Retail Merchants' Mutual Fire Insurance Company.
Reading of Minutes.
President's Report, including financial statement.
Election of two Directors.
Address by A. E. Fisher, Superintendent of Insurance for the Province of Saskatchewan.
Discussion on future policy of Company.

4.00 o'clock—Address by Frank Stockdale, of Chicago. Subject, "Meeting To-day's Competition."

5.30 o'clock—Nomination of Officers for the ensuing year.

Wednesday Evening, May 14th.

8.00 o'clock—Banquet, tendered by the Regina Branch of the Retail Merchants' Association.
Address by Premier Martin.
Lecture by Frank Stockdale, of Chicago. Subject, "Protecting the Home Town Front."

Thursday Morning, May 15th.

10.00 o'clock—A moving picture entitled, "The Troubles of a Merchant," will be shown at the Allen Theatre.

Thursday Afternoon, May 15th.

2.00 o'clock—Election of Officers for the ensuing year.

2.30 o'clock—Address by Frank Stockdale, of Chicago. Subject, "Sales People of To-day and To-morrow."

4.00 o'clock—Questions and New Business.

Thursday Evening, May 15th.

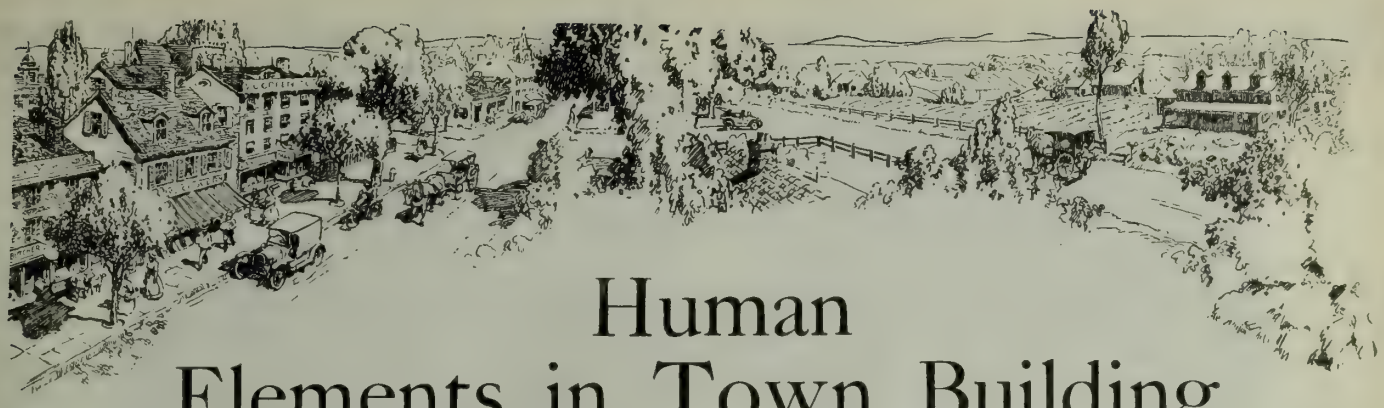
8.00 o'clock—Address by Frank Stockdale, of Chicago. Subject. "Opportunities in Retail Advertising."
Convention closes.

MOVE TO NEW QUARTERS

The British Aluminium Co., Ltd., Toronto, have removed their office and warehouse premises. The new Canadian headquarters of the company will now be located at the Purman Building, 265 Adelaide Street W., Toronto, where larger quarters are available.

In addition to this extension the company here is augmenting its staff by the addition of E. T. Driver, B.Sc., who will soon take up the position of technical adviser.

Speaking on business conditions, Ernest V. Pannell, of the British Aluminium Co., Ltd., said in part: "Business in general is rapidly adjusting itself to the conditions of peace, and we find every day a stronger demand for aluminum to be used in the manufacture of kitchen utensils and specialties, the construction of automobile bodies and parts, and for wire and cable and other uses in the electrical field."



Human Elements in Town Building

By A. H. Melville, Madison, Wisconsin. Chief Bureau of Civics and Commerce and Associate Professor of Business Administration, University of Wisconsin.

IN the discussion of problems of town building, problems that are being considered by many municipalities at the present time, there are material considerations to be taken into account without doubt, but above these factors is the far greater factor of the men behind the cities. The accompanying address that strongly urges these points was delivered at the Second Annual Short Course on Merchandising held at the University of Manitoba, Winnipeg, in February of this year.

A TOWN is just as large as the territory it draws business from. No longer can a city hide behind the cloak of its city limits and say—I am not interested in anything except what is within my gates. City limits are only boundaries for municipal government. In building a city, therefore, we must recognize in a constructive way the interests of all the people we serve in commerce, in trade, in agriculture, in recreation, in matters of health. I believe it was the veteran Cyrus McCormick who recently remarked to a group of bankers and business men that the prosperity of farmers in their community is the measure of their sales in business, and the late Theodore Roosevelt, who recently writing in connection with the League of Nations, said: "If this old world of ours is going to be a good place for some of us to live in, it has got to be a pretty good place for all of us to live in."

Our civic, commercial and educational interests are so interwoven and interlocked that we can scarcely consider the welfare of one line of business without reckoning with all the others. If we have factories with efficient working men, they must have sanitary, cleanly homes to live in. They must have recreation for themselves and their families. If we have progressive, contented, satisfied farmers, good farming implements, markets to care for their grain, and modern stores to take care of their household needs are implied.

The Human Touch

In this busy hurly-burly world of ours, this age of wireless telegraph, 100 miles an hour automobiles, 70 miles an hour trains, fast aeroplanes, 90 miles an hour business and three editions a day newspapers, men are losing the personal contact of man to man and the human interest that goes with it. We rush hurriedly to business in the morning and back again at night, to committee meetings, speaking for a moment first with this man and then with that man, but never knowing really the man with whom we meet and deal. We are busy in our stores, we cannot cultivate friendship of our customers. The other day, to my surprise, I learned that a prominent man with whom I have been sitting on committees lived only a stone's throw from my own door. The magic touch of personal interest so common a few years ago seems gradually to be slipping away. And yet, if we are to build our cities constructively, not for to-day or to-morrow, but for years to come, we must know the men who live in them and their capabilities, **for it is men who make cities.**

The other day some misguided man in Minnesota caused the failure of a chain of fourteen banks. The newspapers heralded it half way across the continent. Not a few people immediately said to themselves, "I wonder if my bank where I do my business is safe? How about my savings and earnings, are they all right?" and again we see how interdependent business is and how much the success or failure of one unit affects all the others. And not only that, but it affects the town or city in which the failure takes place and its reputation, for cities have a reputation and character just as individuals and firms have.

Now towns are competing with one another for business just as business men in the same line of business compete with one another. A town is known by the reputation of its business men, by the reputation of its schools, by its libraries, by its health, by its recreation facilities and judged accordngly. If we are to build a town, we must know its resources and liabilities. We must take stock of what it has to offer to the people who live there and who come there to trade, just as the merchant takes stock every so often to see what he has and what he is out of that he must supply. We must analyze our own community critically, face the facts and act according to what the analysis shows. One town is short a good retail store, another a blacksmith shop, another a good hotel.

A Need for Executive Action

A meeting of this kind here to-night fifteen years ago would have been absolutely impossible. Business men did not get together then as now. They feared each other and were not willing to trust their competitors. Perhaps they did not realize the necessity for collective action. No town, or city, or community can be really and truly prosperous and contented unless the people get together frequently in social intercourse and exchange ideas and opinions on matters of public interest and business. Rome and Greece had their public forums at Rome and Athens where the wise and unwise gathered together and debated matters of public policy. For centuries 2,500 to 3,000 years ago this custom prevailed, and who shall say they were not the most progressive cities of their age? The creed of the Athenian youth, the free born British youth can be proud of to-day:

"I am a citizen of no mean city.

"I will never bring dishonor or disgrace upon my city, nor desert my suffering comrades in the ranks.

"I will fight for the sacred ideals and standards of my city both alone and with many. I will respect and obey her laws and seek to impose a like obedience and respect upon the part of those above us who are prone to annul them or set aside. Thus in all ways will I seek to transmit my city, not only not less, but greater, more beautiful and better than it was transmitted to us."

The winning of the world war is the finest example of collective co-operative effort that is recorded in history. One nation could not win the war. Nor could two nations. It took the combined effort of all the liberty loving nations directed under central leadership to strike the blow at militarism which has made the world safe for Democracy. The fruits of the victory we shall enjoy and shall we not carry this lesson of constructive co-operation into our constructive city building?

Two years ago, John Barrett got the Central American Republic together for monthly meetings in the beautiful Pan-American Building at Washington, where the representatives of these countries could meet and know each other, rub elbows, sit at a common table and discuss common interests and common problems in a frank and honest fashion. The result is that instead of a new revolution or war breaking out somewhere in Central America every morning before breakfast, they haven't had a war for two years and a half.

But we must organize if we are to get results. I have noticed that there are three types of institutions in towns that are supposed to represent the business man's, and incidentally the town's, interests:

1. The small business organization designed to give credit information and undertake collections.

2. The business men's organization for developing trade and commerce only and which usually includes the one already named.

3. The big, broad, institution which includes all the interests of the other two and which is big enough and broad enough to include every interest of the country; its commerce, trade, education, recreation, health and agriculture. This is the kind of a body that is building towns for not only to-day, but for the future.

The Men Behind the Cities

Call the roll of cities in the United

(Continued on page 72)

Four-Page Bulletin Has Grown to 28

Retail Merchants of Kingsville, Ont., by Close Co-operation, Have Stimulated Business—An Auction Sale Plan That Has Produced Results—Merchants Provide Auctioneer for Farmers and Then Make Cash Sales to Them.

CO-OPERATION is the keynote that has spelt success for the Kingsville Retail Merchants' Association, resulted in a great business boom for the town, and stimulated retail trade in the community to an unprecedented degree.

It was in May, 1918, that business men of the town first gathered together to discuss the concrete proposal of organization of a retailers' association. The idea originated with C. W. Hendershot, of the firm of C. W. Hendershot & Co., Ltd., who, with other merchants, realized that while Kingsville, located on the shore of Lake Erie in Essex County, was a live business centre in the warmer months, owing largely to the influx of holiday residents from Detroit and large points throughout Western Ontario, it was practically "dead" by comparison, in the colder months of the year.

Extend Sales

Originally the organization was formed merely for the purpose of co-operative advertising with the definite object of reducing expenses, and getting home to the consumer in the surrounding country the retailers' sales message. No membership fees were charged, nor has this system yet been introduced, although within the near future this course is possible, as the association increases the scope of its work.

A four-page bulletin was issued advertising special values for the first Saturday in each month, and with a circulation of 1,800 was delivered to every resident of the town by carrier boy, and to every farmer through the rural mail delivery system, within a radius of nine miles. The nearby towns of Leamington, Harrow and Essex were also thoroughly covered.

Co-operation Counts

Robert Healey, of Healey & Crawford, furniture dealers, was elected president, and W. M. Webb, of Webb's gentlemen's furnishings, was selected as secretary, and by their indefatigable efforts, supported by the enthusiastic endeavors of the other merchants, have been largely responsible for the substantial success achieved in the first twelve months of operation.

Immediate Results

Results from this spirited co-operative sales program and business stimulator were immediately noticeable. Farmers and townspeople who had seldom before visited the town began to call on the special sales days, to take advantage of the real bargains offered. Prior to each issue of the bulletin, a general meeting of the merchants was held, the campaign discussed, suggestions received and reviewed, and a canvass was made for advertisements.



ROBERT HEALEY

Kingsville, Ont., president of the Kingsville Retail Merchants' Association.

An Original Feature

Within a short time, a further original feature was introduced whereby visitors to the town were invited to bring with them goods of any description they wished to dispose of. An auctioneer was provided by the association, and a general sale conducted on the federal square in the heart of the business district, where the produce or manufactured articles, of whatever nature they might be, were sold to the highest bidder without cost to owner. No commission was charged, and everything from live stock and horses to farm produce, furniture, household furnishings and commodities of every description were bought and sold. It was literally a free exchange.

Get the Cash

Nor do these public sales militate against the regular business of the furniture dealers and other merchants. Rather the opposite was the case. With ready cash in their possession, gained from the disposal of goods which, to them, was without great value, the visitors turned their attention to actual wants that could be purchased first hand in the stores.

The regular monthly sales day and auction is now a regular feature, and the biggest business builder Kingsville has known in its history, according to the officials and members of the organization.

As is the case with every movement in its infancy, the Kingsville Co-operative Business Men's Association met with doubters and pessimists, but even the most gloomy and conservative have come to a realization of the outstanding and obvious benefits that have accrued to the business interests, and at the present time, approaching the anniversary of its birth, the organization comprises practically every live wire merchant in the town; and it is a significant fact that among its most prominent members and readiest and most enthusiastic supporters are included Messrs. C. W. Hendershot, C. A. Quick, and T. J. Salmon, managers of the three largest stores in town, all dealing in general merchandise.

The bulletin, with a circulation of 1,800, consists of twenty-eight advertising spaces, four and a half by six inches each, which sell for three dollars an issue. No profits are turned back into the association, as the merchants participating in the campaign from month to month, buy their space at cost. They realize too, that to be successful they must offer real bargains and price reductions if the movement is to be continued and they are to gain lasting results from their association and co-operative sale program.

Heres a Plan That Has Produced Results

Which is the best way to produce results when advertising gramophone records? Many hardware dealers all over the Dominion are handling gramophones and records, and many of them advertise in the local papers. The J. H. Ashdown Hardware Co., Ltd., of Winnipeg, after doing considerable experimenting has found that it pays them to run a small separate advertisement on phonograph records and to advertise the name of only one record. One of their recent ads was worded as follows:

Hear This New —— Record
"DEAR OLD PAL"
and
"THE MAGIC OF YOUR EYES"
(By Oscar Seagle)
10-inch Size A 2684. $1.00
ASHDOWNS
"The Big Busy Hardware."

The firm has found that its results from this type of advertising have proven most satisfactory. They state that to advertise fifteen different records results only in confusion, whereas to pick on a very desirable title invariably brings a large number of people to the store, and very, very few of them leave with only one record. In other words they draw people to the store to buy a single record and sell them a large number.



Housecleaning Goods Trim That Sold Well

THE *above illustration represents a splendid housecleaning window shown a few weeks ago by Bryson-Graham, Ltd., of Ottawa. The window displays in this store are looked after by Fred Ashfield, who, as display manager, has full charge of all windows.*

In speaking to HARDWARE AND METAL, *Mr. Ashfield stated this display had no sooner been put in when demand was created for many of the lines shown. The display, of course, was made at a psychological time in so far as housecleaning operations are concerned.*

Windows in the Bryson-Graham store are changed twice every week. Each department having a window display is charged from $1.50 to $3.00 per day during the time the display is in. This means that each department in the store bears its share of the expenses in connection with putting in the various windows. This indicates what one large firm thinks of the importance of window displays as a direct method of selling goods..

What Hardware Men Are Doing

Seasonable Offerings From Coast to Coast—Many Firms Making Big Drive on Paints, Brushes and Auto Accessories—Other Lines Include Oil Stoves, Sporting Goods, Garden Seeds, Electric Washers, Auto and Carriage Finishes

Brighten the Home

J. B. KERNAGHAN, PRINCE ALBERT, SASK., in a display 12½ in. deep and 8½ in. wide, advertises as follows: "Kernaghan's Hardware, April, Brighten the Home Month" in large display type. In four boxes, one at each corner of the ad., are featured under separate headings, paint for outside work, for inside work, floor varnish and enamel. One of the boxes reads: "For Inside—Ladies you like woodwork white enamel in the bedrooms, bathrooms and kitchen. Get—- enamel, self levelling, shows no brush marks, it's a hammer testing enamel like —— floor varnish." The body of the ad. is filled with such comments as the following: "Let's Paint Up. Buy paints, varnish and enamel with international acknowledged quality. They cost no more, but results and wear are many times superior to ordinary lines. We stock only quality goods. We are sure you will demand them. If It's Good Hardware, We Have It."

Keeping the Domestic

THE ADAMSON HARDWARE CO., ORANGEVILLE, ONT., in advertising a demonstration of electric washers heads its ad. "Keeping the Domestic" and says: "Every woman knows how hard it is to get and keep a really good domestic. One chief reason why many domestics leave otherwise pleasant positions is because of the strain of wash day. The tub, washboard and hand wringer are too much for them. You can overcome all this and keep a good domestic, if you have one, or get one, if you haven't, by placing in your home a —— Electric Washer, the wonderful time, money and labor saving washer that is absolutely guaranteed in every respect. Don't let another wash day go by without seeing it for yourself. We will give a special demonstration in your own home. We will show how easy and economical it is to do all your household washing with a ——."

Automobile Accessories

CHAS. E. HOULDING, SASKATOON, SASK.—Two Hardware Stores, says: "Owing to the increasing demand from our customers, we have just installed a full line of automobile accessories and we will in future be able to fill your auto wants at the same time we are supplying your hardware. ——tires and tubes, guaranteed for 7,000 miles, chains and jacks, tire and tube repair outfits, in fact everything you can think of or need. Sporting goods, baseballs, baseball bats, protectors, masks, gloves, catcher's mitts, bases, anything you want in the way of baseball supplies now in stock. Schools, churches, amateur and professional clubs—special prices for club orders. This will be a year of real sport, buy early and get your pick."

Automatic Oil Stoves

SHANNON'S HARDWARE, MARMORA, ONT., advertises: "For Safety, Simplicity, Economy and Efficiency use —— Automatic Oil Stoves and Ovens, no wicks, no valves, just a blue flame. The summer kitchen kept cool, clean and comfortable. No wood to carry in, no ashes to dump. The new model is beautiful as well as efficient. Such an oil cooking equipment lends character and individuality to the kitchen. Besides the fine appearance there is a service as perfect and satisfactory as could be rendered by either coal or wood burning equipment, especially in the hot summer months. Watch for our ad. at the movies on Saturday evenings. See the stoves displayed in the window, then come into the store and see them work."

Clean Up—Paint Up

E. D. MALLOY, NANTON, ALBERTA, has an ad., of four sections, the larger space at the top being devoted to —— paints, brushes, mops and polishes, floor finishes and brooms. The second section immediately below lists garden tools, rakes, hoes, shovels and sprinkling cans. This is followed by an announcement stating that vacuum cleaners are rented out at 50 cents per night and the ad. closes with an announcement regarding formaldehyde.

Auto and Carriage Finishes

M. WEICHEL & SON, LIMITED, WATERLOO AND ELMIRA, ONT., feature —— and —— automobile and carriage finishes in an ad. 7 x 6½ inches. It reads: "A great deal of pleasure is lost driving in an automobile or carriage that looks dilapidated and old. The appearance of a machine should be the pride of every car owner and if only motorists will recognize the fact that machines can be kept in good condition and looking well at little expense by using our —— and —— auto and carriage finishes. Let us give you directions for turning your old car into a new one with our auto finishes. One thing you must not do. Don't worry. The work is not difficult or tedious. Don't hurry. Follow the directions carefully. Two quarts auto enamel are enough to cover any car one coat, a half pint will finish the wheels. Let us show you how to do it."

Auto Accessories

THE DAY HARDWARE CO., RED DEER, ALBERTA, says: "It's not what you pay for your tires that counts, it's what your tires pay you. Up hill and down hill goes the —— equipped car. When you need another tire try a ——."

Incubators and Brooders

BAILEY & REYNOLDS, TRENTON, ONT., in their ad. show illustrations of both a standard coal-burning brooder and an incubator with the following comment: "—— Incubators are unquestionably the most successful hatching devices that have ever been placed on the market. Each and every machine is sold under an absolute guarantee to hatch more chicks than any other incubator manufactured. The —— brooder grows three chicks where one grew before and saves one-half the expense and nine-tenths of the trouble."

Refinish Your Home

CARTER BROS., PICTON, ONT., below an illustration of a housewife with a can of varnish fixing up the woodwork in her home say: "It's fun to refinish your home—when you use the right varnish. Do you know that a good floor varnish is not necessarily a good furniture varnish? That is one of the things we have learned in our long experience in selling varnishes. Our knowledge is at your disposal, so be sure to tell us what you are going to refinish and we will give you the right varnish at the right price."

This Is Roofing Time

MASON & DALE'S HARDWARE, BOWMANVILLE, ONT., advertise as follows: This is roofing time. Does your roof leak? Are you going to do roofing this spring? If so, come in and get our prices for these good roofings." (Three makes of roofing are here mentioned in display type). The ad. closes with an announcement regarding —— ranges and heaters.

Garden Seeds

A. D. CROSS, PORT COLBORNE, ONT., says: "We have a complete stock of garden seeds in both bulk and packages, garbage pails, galvanized tubs, wringers, washing machines, clothes boilers and ironing boards."

Current Events in Photograph



One of the chief ambitions in life of the Bolsheviki seems to be to wreck and murder. This junk pile shows how costly locomotives were deliberately wrecked. The men on guard are British bluejackets and the scene is at Soroka, on the Murmansk-Archangel Railway. This wreckage is a very mild sample of what usually happens when the Bolsheviki are in charge of things.

Stove Prices Not to Be Less Now

Increased Wage Schedules Have More Than Offset Reductions in Pig Iron and Steel, Says Montreal Manufacturer—Demands of Labor for Shorter Hours a Factor in the Production Situation

"MANUFACTURERS did expect that they would be able to reduce prices on stoves, if there was a reduction on pig iron and steel," said Edward Goodwill, manager of the Thos. Davidson Co., Ltd., Montreal, to HARDWARE AND METAL. "But this will not be possible; the cost of wages has been growing higher all the while and molders' demands have been greater. This condition has offset the decrease in costs that was made recently, and in fact it would take a big decline in pig iron to justify any lower prices."

There may be an advance in prices but Mr. Goodwill did not say that this would come. He is of the firm conviction that there will be no declines in stoves, and that there is nothing whatever to be gained in deferring the purchase of one's needs in stoves and ranges. As costs go the manufacturer is making very little to-day over his own cost to produce.

Cost Figures Will be Higher

"I have just been going over this matter," said Mr. Goodwill, "and I know that the cost figures will be higher than they have been in the past. It will not be possible to reduce stove prices, for all operating costs are very high."

Labor Hard to Please

One of the greatest difficulties these days confronting the stove maker is that of the demands made by labor. The molders have been giving some trouble and want high wages. Even then, as with other classes of labor they are not satisfied with the hours they have to work.

"We were informed recently that the men were about to make a demand for an eight-hour day with no reduction of pay," said Mr. Goodwill. "We thereupon posted a notice in our foundry that the eight-hour day would be adopted at once. The men did not seem to understand the notice and asked about wages, when we informed them that the wages would be paid at the same rate they had been receiving. Had we agreed to the proposed demand it would have meant a 25 per cent. wage increase."

With the stove season approaching it would appear that there is no prospect of lower prices. Costs are high in the United States market, and, in many cases these seem higher, relatively, than the prices obtaining in Canada. It seems certain that pre-war prices will not return.

KEEP ELECTRIC LAMPS CLEAN

Dirty electric lamps are inefficient and wasteful. A recent investigation in a large establishment disclosed interesting figures in the extent of this waste. A group of lamps with a week's accumulation of dirt showed an average absorption of light of 16 per cent., some of them running as high as nearly 20 per cent. Another group which had been used for three weeks had an average absorption of .2 per cent. with a maximum of over 26 per cent. Figuring on this basis, 16 per cent. more lamps at the end of one week, or 22 per cent. at the end of three weeks, would be required to obtain the same illumination that would have been obtained if the lamps were kept clean. This, of course, meant a corresponding increase in the electric light bill.

EDITORIAL COMMENT

MAKE OCCASIONAL SURVEY

MANY merchants find that it pays to take a careful look around the store frequently to see that seasonable lines are displayed most effectively, if the fixtures are placed in the best manner for displaying the stock, and if the stock arrangement itself is calculated to make the best impression on customers. Sometimes too much is shown giving prospective buyers an impression of confusion and disorder. Sometimes not enough is on display or on looking it over it is easy to see how it might be more attractively arranged. Little things like this frequently make or mar sales and are worth the time and attention it takes to adjust them.

TO KEEP STOCK MOVING

IT'S not always what you put on your shelves that makes a success of business. It's what you keep moving off them. The only kind of goods you can make money on are those that keep moving. Stocking up with lines that are shelf clingers shows poor judgment in buying. Studying the needs of his trade and buying to meet these is one of the many important things the successful merchant has to do. There is such a thing, however, as educating the buying public to wanting higher quality goods and many hardware dealers have been doing this with marked success. By proving to customers that by paying a little more they can get something that will give lasting satisfaction and service they have in the last four years practically eliminated many of the alleged cheaper lines from their store. People realize now as never before that many things they formerly regarded as cheap were not cheap at all when service and satisfaction are considered. Many hardwaremen have stated to HARDWARE AND METAL that they have found it impossible to get rid of certain lines when they marked them at low prices. Prospective customers passed the goods by because they believed that the cheap price indicated cheap quality. The hardware men, however, in most cases were equal to the occasion. A short time later they offered the same goods at much higher prices and disposed of them and learned the lesson that it is a big mistake sometimes to offer to the public what looks like too big a bargain. Quality goods, carefully displayed with a view to the needs of your trade, well displayed and attractively advertised, will keep turning over and adding to your profits.

BETTERING CONDITIONS

THERE have been more reports in the past few months of firms shortening hours without reducing the pay of their employees, establishing profit-sharing plans, granting half-holidays, in some cases whole holidays, and taking similar steps, than appeared before in years. One of the changes brought about through the war is a difference in the attitude between many employers and their help. It would appear that many more changes of this kind are yet to come. England seems to be setting the pace and the rest of the world is falling into line. This process of bringing employer and employee closer together is not being accomplished without a good deal of industrial disturbance, but there seems little doubt that eventually it will work out so that there will be closer relations and harmony, that will make for better business. The question of bringing capital and labor together has been a big one for some time, but more progress is being made in solving it now than for a long time. One of the most encouraging factors in all that is being accomplished is the distinct tendency to make for better living conditions, better home life and more education. All these have been badly needed, especially in many of the big industrial centres. One of the best things the workers in England are doing is the gradual elimination of slum districts and the establishment of workers' villages where living conditions are in many instances almost ideal.

THE STEEL SITUATION

BECAUSE of the effects it will have on other business the steel situation in the United States is being watched with keen interest by thousands of merchants and manufacturers. The attitude that appears to have been adopted recently, that of not being particularly anxious to do business, is causing a good deal of comment. The steel firms have been very hard at work for some time, driven to capacity very often. They have made a great deal of money and some producers are reported to hold the view that if buyers are not anxious to do business at the lower prices recently quoted, the steel men can very well afford to wait until the public is ready to buy

again and spend the time in putting their plants in shape. This idea, if carried out will, in the view of many, increase the problems of reconstruction rather than help solve it by the effects it will have on other business and especially upon investors. The investor does not need to rush into new ventures especially with so many offerings of Government bonds and securities. Just what might happen between the time the steel men reduced production to a minimum and got their plants going on a regular schedule again is very difficult to predict, but if other businesses were compelled to more or less adopt the same policy the general situation would not be improved any.

CONDITIONS THAT FAVOR BUSINESS

THERE was a tendency following the signing of the armistice to hold back—to wait for prices to drop; merchants all over were conservative. Some to-day are sitting away back in their offices telling people things are quiet and prices must come down and missing the chance of their lives to move their stocks.

There is business within reach of the aggressive merchant—the farmer was never so prosperous—there are some retailers creating sales records this spring. Read what W. J. Carter, of Carter Bros., Picton, Ont., writes in the course of a letter recently received:

"Business is fine, and has every appearance of keeping up. The farmers are getting enormous prices for their calves and hogs. When the latter went to 18c last year, it was thought the utmost price had been reached, but they were paid 21½ cents here last Saturday. In the old days they would realize $4 or $5 for a month old calf, now they get $23.00. One farmer got $476.00 for four head of cattle last week. Verily, the farmers' lines are falling in pleasant places these days."

Isn't there some reason here to believe conditions should be good with the merchant? Are you out in the sunshine or glooming away back in the office where every day is dull? "Business is fine"—are you getting your share?

THE livest, biggest retail merchants are constantly on the watch for new ideas. Salesmanship is one of the greatest things in the world.

THINK of business in broader terms than your own store, your own street and your own house. All merchants have common problems and by getting together and deciding on a common basis of action they can usually solve them. Co-operation not only counts in business but it makes broader-gauged men.

SHORTER working hours and higher wages seems to be a popular demand all over the world just now.

WHAT OTHER EDITORS SAY

GASOLINE in Owen Sound, is sold for thirty-seven cents a gallon. In Chatsworth this week's price is thirty-five cents. Since the juice can be delivered to the tanks in the county town for less money than to the tanks in Chatsworth, the local vendors would seem to be satisfied with a lesser profit. The idea that money can be saved by purchasing supplies at larger centres is again proven incorrect. High costs of doing business are not conducive to low prices, and the cost of doing business in the larger towns is much higher than in the smaller.—*The News*, Chatsworth, Ont.

* * *

IT seems not to be certain that the plan for stabilizing prices is absolutely abandoned, so far as iron and steel products are involved in the restoration of industrial and trade activities. It is a matter of special interest on account of the exceptional condition of industry and trade on many lines at a time of such extensive readjustment as has been made necessary for getting back to peace conditions. In ordinary time of production and trade, conditions of demand and supply will of themselves work out the process of stabilizing, whether on a lower or a higher level.

The trouble now is that on many lines industry and trade were so put out of joint by the utterly exceptional war conditions that they cannot get back in the normal manner without a good deal of delay and of uncertainty in the movement on many lines.—*Journal of Commerce*, New York.

* * *

THE reason steel prices stay up is that the leaders in the trade are not hopeful that a large demand would result from a sharp lowering of prices. The term commonly used for such an attitude is "pessimistic" but the word is not appropriate, since it refers to temperament rather than judgment. The leaders feel that there is more money to be made by maintaining prices and squeezing out the last ton possible from existing contracts, at the same time receiving such orders as must be placed irrespective of prices, than by opening the market, negotiating with prospective buyers and finding the level at which they will take hold. Obviously it is of no particular consequence what level prices would reach in a decline, if the demand were strong enough to bring about an advancing market afterwards, for the steel trade must depend on averages, and when a dip in prices causes an upturn the tonnage sold at the lowest level is almost negligible.

Many men whose normal duty it is to sell steel do not hold to this view. They would prefer to see an open market, and chafe under the present restraint. They feel that if there were an open market the results in the long run would be satisfactory.—*The American Metal Market.*

* * *

LONDON hardware merchants have decided to close their store doors at 6 o'clock on Saturday nights instead of keeping open according to the age-old custom. They are not the pioneers in this early closing movement locally, neither are they likely to be the only business men of like mind in the immediate future.

The practice of continuing business far into Saturday night grew out of early conditions. The pioneer knew only long hours. He worked until dark or after, and expected to do his shopping subsequent to his own "quitting time." There are still those who can have little time in which to shop except in these later hours, but the number is growing steadily less.

For the great number of patrons of the retail stores Saturday night shopping is not necessary, and it is an imposition upon the merchant and his clerks. Working people who themselves desire shorter working hours should bear in mind their duty to refrain from imposing needless hours upon others. Saturday night shopping should be done under stress only. It is up to the public to effect the remedy. No merchant wishes the expense of doing business at night that might better be done in the daytime.—The *Free Press*, London, Ont.

EVENTS IN THE TRADE

Business Changes

A. Dean, Carp, Ont., harness dealer, is discontinuing business.

Briercrest, Sask.—P. H. Carter & Co. succeed A. Turnbull, hardware.

The Robsart Hardware Co., of Robsart, Sask., is discontinuing business.

Fowler Hardware Ltd., Sudbury, have bought a one-ton truck for the store local deliveries.

The Wakyte Manufacturing Co., Ltd., have moved into larger quarters at 185 Pacific Ave., Winnipeg.

Brockville, Ont.—D. A. McNab, of Orillia, Ont., has purchased the hardware business of the late B. D. Stacey.

Jas. Saunderson & Co., plumbers, etc., has been registered at Montreal by James Saunderson and Michael E. Wheeley.

Purvis Bros., Ltd., who have been in the hardware business at Sudbury, Ont., for nearly thirty years announce that they are retiring.

Work has been commenced at Sarnia, Ont., on a big new plant for the Holmes Foundry Co. Three new buildings will be devoted to the making of auto parts.

A. E. Hinds & Co., Winnipeg, have been appointed agents in Western Canada for Edward E. Johnson, Inc., St. Paul, manufacturers of Demon pump couplings and well casing.

New Firms

Fortin & Gauthier, hardware, has been registered at La Tuque, Que., by Oscar Fortin and Joseph Gauthier.

Fire Losses

Fire of unknown origin caused a loss of $50,000 in the factory of the Canada Wire and Cable Company at Toronto. Some damage was caused to the premises of the Consolidated Steel Company immediately adjoining.

Obituary

The death occurred at Grand Forks, B.C., after a brief illness with pneumonia, of W. K. C. Manley, aged 50. He had been in the hardware business at Grand Forks for twenty-five years.

Robert H. House, aged 71, for some time manager of the glass department in Ingram and Davey's hardware at St. Thomas, Ont., died after a long illness with heart trouble. He was a native of Beamsville, Ont., but had resided in St. Thomas for thirty-five years. Prior to going with Ingram and Davey he was with Risdon Bros.' hardware.

Nathaniel O. Ramsden, aged 50, died very suddenly in his hardware store at Mount Dennis, Ont., from heart weakness, aggravated, it is thought, by excitement over the return recently of his son from overseas. Mr. Ramsden took an active interest in civic matters and was a former president of the Mount Dennis Ratepayers' Association.

Named Manager For Canada

F. W. Deer, who has been assistant manager of Imperial Oil, Ltd., Western Ontario division, with headquarters at Toronto, leaves in May to assume the management for Canada of the Cataract Refining & Manufacturing Co., Buffalo, N.Y. The Cataract Refining & Manufacturing Co. are refined grease specialists, and deal also in cutting oils and compounds. The Canadian offices will be in the Royal Bank building.



F. W. DEER

Who has been appointed Canadian manager for the Cataract Refining and Manufacturing Co., with headquarters in Toronto.

Mr. Deer has been associated with the Imperial Oil Ltd., in Toronto for the past 13 years, and prior to that time was interested in the oil game as related to the mining fields in South Africa. Mr. Deer will look after the interests of the company for the whole of Canada.

Personals

W. F. Dobell, superintendent of the Brandram-Henderson Ltd., Toronto factory is spending the week at Montreal.

Harry T. White has been appointed sales manager of Stewart & Wood, Ltd., Toronto. This appointment was made at a meeting of the directors on Saturday, April 26. Mr. White has been associated with the company 28 years.

Montreal Personals

Heller Bros. Co.'s representative, F. Heller, was in Montreal during the week

J. A. Barker, with the Willis H. Simpson Co., Inc., New York, was in Montreal this week.

G. W. Carter, of the Eagle Lock Co., Terryville, Conn., called on the Montreal jobbers this week.

P. G. Perkins, Smith and Hemenway representative, New York, called on the Montreal trade this week.

D. Rose, with the Carborundum Co., Niagara Falls, Ont., was in Montreal on Wednesday of this week.

W. H. Newton, sales manager of the Canada Paint Co., Ltd., is calling on Quebec City trade this week.

M. J. Fultz, travelling representative of the American Pad and Textile Co. was a Montreal visitor this week.

George Henderson, president and general manager of Brandram-Henderson, Ltd., spent a day or two in Toronto this week.

Taylor Instrument Companies, Rochester, N.Y., were represented in Montreal during the week by H. G. Macpherson.

The Boss Manufacturing Co., glove makers, Kewanee, Ills., were represented in Montreal territory this week by H. E. Morris.

W. F. Duffield, in the interests of his firm, the Reading Hardware Co., Reading, Pa., called on the Montreal trade this week.

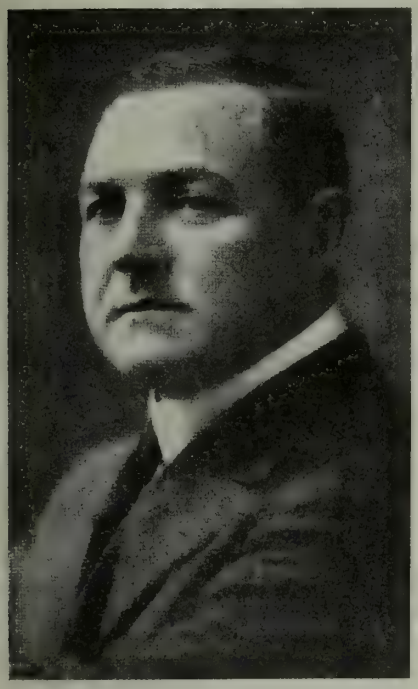
F. B. Leslie, of A. C. Leslie and Co., Ltd., was in Philadelphia, New York, and other centres for some time, and has returned to Montreal.

The friends of Henry J. Noultie, stockkeeper for Starke-Seybold, Ltd., wholesale hardware, Montreal, will regret to learn of the death this week of Mrs. Noultie, after an illness of several weeks.

The Canadian File and Tool Works, Montreal, has been dissolved and is succeeded by Canadian File and Tool Works, Ltd.

William Hyslop, Jr. Victim of Influenza

Following an illness of only a week with influenza, the death occurred at his home in Toronto of William Hyslop, Jr., president and manager of Hyslop Bros., Ltd., bicycle and automobile dealers, To-



The Late William Hyslop, Jr.

ronto. Mr. Hyslop, who was 48 years of age, was born in Hamilton, Ont. After graduating from Upper Canada College in Toronto he went into the bicycle business with his father in 1888, later going into business with his brother. The present business at 12 Shuter Street was established in 1900.

Not only was Mr. Hyslop known as a successful business man, but in his day he was one of the greatest amateur athletes in the country, holding in 1893 all championships for bicycle riding for all distances between one quarter and five miles. In the same year he held the Canadian swimming championship for 100 yards. After he retired from active participation in athletics, Mr. Hyslop retained his connection with sport both here and in the United States, belonging to many famous sporting organizations and clubs.

During his later years Mr. Hyslop became an ardent golf enthusiast. He belonged to the Lambton Golf Club, National Club, Ontario Jockey Club, Scarboro' Club, Detroit Athletic Club, Buffalo Automobile Club, Detroit Automobile Club, Question Club of New York, the Lake Shore Club, and to the A. F. and A. M.

J. H. Ashdown, president of J. H. Ashdown Hardware Co., Winnipeg, is chairman of the Y.M.C.A. campaign committee which starts a three day campaign May 5, to raise $100,000 in Winnipeg.

WINNIPEG NEWS

Douglas Moulden, of H. F. Moulden & Sons, hardware brokers, left to-night for Montreal on a short business trip.

The J. H. Ashdown Hardware Co. are closing their warehouse at 5 p.m. This is putting the eight-hour day into force.

Stanley Davies, representing the Toronto Lock Mfg. Co., Toronto, spent a few days in the city, calling on the hardware trade.

A. L. Fitzgerald, of Merrick-Anderson Co., Winnipeg, wholesale hardware dealers, is in Chicago, New York and other Eastern points on a buying trip.

H. C. Conley, manager of the wholesale sporting goods department for the J. H. Ashdown Hardware Co., Winnipeg, is leaving them, and is succeeded by J. Maitland.

Clifford Delaney, of the J. H. Ashdown Hardware Co., formerly a city traveller, has returned from the front and has been taken back on the staff.

E. Victor Vallance, hardware broker, has just returned from his spring trip throughout the three Western provinces, and reports prospects are very promising for the coming season.

Charlie Lacroix, of Lacroix Bros., Prince Albert, Sask., spent most of the week in the city on business, leaving last night for home. Mr. Lacroix reports that business prospects are very bright in his district, and is looking forward to a big year.

Mr. Smith, of Smith & Hemenway, Irvington, N.J., spent a few days in the city, calling on the trade. Mr. Smith stated that their plant, which has been working on Government contracts, is gradually working back to a pre-war basis of production, and that they will soon be able to take care of shipments promptly.

Russell Sutherland, hardware broker of this city, left this week for a trip through the West in the interests of the Springer Lock Co., Pullman Sash Balance Co., Stratford Brass Co.,, as well as several other manufacturers whom he represents.

J. H. Ashdown, president of J. H. Ashdown Hardware Co., Winnipeg, has returned from California. It is understood he is making elaborate preparations to celebrate the golden jubilee of his business.

George Endress, of Moncrieff & Endress, manufacturers' agents, has just returned from overseas, after three years service, and is renewing old acquaintances, prior to taking over the business which has been carried on in his absence by A. E. Hinds.

R. A. Gilbert has joined the selling staff of the J. H. Ashdown Hardware Co., Ltd., Winnipeg. He is on the wholesale auto accessory staff, being reported an expert on automobiles tires. He was formerly with the K and S Tire Co.

On account of the railways using the fast time, and because the freight sheds close on Saturday morning at 11 o'clock fast time, few shipments can be made by the wholesalers in Winnipeg. Another thing which causes inconvenience is that no shipments will be received after 10 o'clock city time, which is 11 o'clock railway time.

C. H. S. Bamford, sales manager of the J. H. Ashdown Hardware Company, Winnipeg, was the speaker on Monday evening last at the University in the last of a series of business lectures. "Salesmanship and Administration" was Mr. Bamford's subject. G. N. Jackson was the chairman.

DECIMAL POINT OMITTED

In the editorial page of HARDWARE AND METAL last week, an editorial appeared under the heading: "Taking the Discount." In giving the table the decimal point was omitted on a couple of lines, with the result that the actual money value appeared greater than it actually is. Where the terms are "2%, ten days, net sixty days," the correct amount saved is 14%—that shown was 144%; where the terms are "3%, ten days, net sixty days," the correct amount saved is 21%—that shown was 216%. Otherwise the table was correct.

Appointed to Canadian Post

E. T. Driver, B.A.Sc., has just sailed for Canada to take up a position as technical expert with the Canadian head office of the British Aluminium Co., Ltd., 265 Adelaide Street W. Mr. Driver is an honor graduate of London University, and it is stated has made a special study of the manufacture and applications of aluminium, having been engaged in the offices of the British company for some years, and also having acquired practical experience of the production of the metal by working in the mills. For the last two years Mr. Driver has held a commission as Lieutenant in the Royal Air Force on the Western Front and, it is said, was able to initiate some improvements in the wireless equipment of aeroplanes which were of considerable value.



E. T. DRIVER, B.A.Sc.

St. John News

Charles O. Morris, who was elected to office as the first president of the St. John Hardware Clerks' Association when that organization was formed in St. John, N.B., recently, is a member of the staff of W. H. Thorne & Co., Ltd. He has been with this company since he left the High School fifteen years ago, and now is in charge of the customs and transportation work of the concern.

Mr. Morris has been an active member of the committee, representing the different hardware firms through which matters connected with their various activities had been dealt with, and when the idea of an association developed, he was the logical choice for the chair.

The general object of the association is stated in the constitution to be "to promote friendship among the employees of the different hardware establishments and to encourage co-operation between employers and employes." One of the first efforts of the new organization will be a campaign for the universal observance of the Saturday half-holiday by all commercial establishments all the year round. The clerks want this for themselves, but they are not selfish about it and they want to see their fellows in other lines of business enjoy the same privileges. As a first step every clerk is to be taught the lesson of co-operation by securing from each a pledge to do no shopping on their own account during the hours when their own place of business is closed. They will be asked to spread the gospel of early-closing as tactfully as possible among their friends and customers and thus, by the process of education bring about a situation which will make it more profitable for the merchants to close their stores for the half-holiday than keep open when there is not sufficient business to warrant it.

In order to exchange news of mutual interest, to afford a vehicle for inspiring messages from successful men in their own line of business, and to promulgate their ideas, the association is planning to publish a monthly bulletin which they hope will grow into a tidy sized magazine, devoted to the interests of the hardware clerks in the locality.

It is an interesting fact that among the most enterprising of the clerks who are taking the lead in the formation of the association are many who are regular readers and students of HARDWARE AND METAL.

British Firms Free To Make Own Terms

The following cablegram has been received by the British Government Trade Commissioners in Canada, G. T. Milne and F. W. Field, from the Department of Overseas Trade (Development and Intelligence): "All subsidies and control over prices and material with regard to orders for pig iron, manufactured iron and steel and tin plates will be withdrawn April 30 subject to provisions of existing contracts and any export regulations. This means that manufacturers and merchants in the United Kingdom are free to make their own terms with regard to price and delivery from May 1."

Four-Day Convention Planned; Hamilton Selected as Headquarters

At a meeting of the executive of the Ontario Retail Hardware Association, held in the King Edward Hotel, Toronto on Thursday of this week, discussion relative to next year's convention was paramount.

It was finally decided upon to hold a four-days' convention the third week in February, commencing on Tuesday and continuing until Friday.

Hamilton is again the choice of the executive as the convention city, and headquarters will be at the Royal Connaught Hotel.

Efforts are being directed towards securing suitable quarters for manufacturers' exhibits and a building located near the hotel is being sought.

New price lists on pipe fittings are just being completed by the secretary and these will be forwarded to members within the next few days. Circulars outlining "Ten Reasons Why Retailers Should Belong to the Ontario Retail Hardware Association" are being sent out to non-members, and this, it is indicated is just the forerunner of a big campaign to secure additional membership.

Those in attendance at the executive meeting were: A. J. Wright, president, Hamilton; John Caslor, treasurer, Toronto; W. F. Macpherson, secretary, Prescott; Nelson Mills, Hamilton; George E. May, Toronto; F. B. Smith, Belleville.

HOLD ANNUAL MEETING

Election of New Officers Main Business At Steel Co. of Canada Meeting

At the annual meeting of the Steel Company of Canada Ltd., held in Hamilton on Wednesday of this week, the main business of the company was confined to making some changes in directorate of the company. Hon. Charles Alexander, Providence, R.I., retired from the board, and G. H. Duggan Montreal, president of the Dominion Bridge Company, was elected in his place. Cyrus A. Birge retired from the office of vice-president, but remains on the executive. Robert Hobson was re-elected president, and F. H. Whitton and Ross D. McMaster, Montreal, vice-president, and H. H. Champ, secretary. All the other officers and directors were re-elected.

Mr. Hobson gave the president's report, and Mr. Whitton the report of general manager. The office of general manager and assistant were abolished, the former occupants of these offices being elected vice-presidents.



FRANCIS H. WHITTON

Who was elected a vice-president of the Steel Co. of Canada, Hamilton, at the annual meeting, Wednesday of this week. The post of General Manager which Mr. Whitton held has been abolished.

Harry Barrowman, who for fifteen years has been with A. M. Bell & Co., Ltd., of Halifax, and is leaving to go into business for himself, was presented by the staff with a handsome oak clock and an office desk and chair by the firm.

Vernon Burroughs, of the staff of W. H. Cuddy, hardware, Strathroy, Ont., has accepted a position in Detroit.

Incorporations

Taylor Wilkie, Ltd., capital $250,000, head office Sandwich, Ont.; plans to manufacture and deal in autos, trucks, bicycles, motorcycles, boats and accessories.

Dixon Motors, Ottawa, Ltd., capital $100,000, head office Ottawa; plans to manufacture and deal in autos, trucks and tractors.

Automotive Service & Construction, Ltd., head office Montreal, capital $50,000; plans to manufacture motor vehicles, tractors and agricultural implements.

Simplicity Sales Co., Ltd., head office Toronto, capital $100,000; plans to manufacture and deal in accessories for autos and motor trucks.

G. A. Lewis Co., Ltd., head office Montreal, capital $50,000; plans to manufacture and do a wholesale and retail business in paints, oils, chemicals, glassware and fancy articles.

Many Chances to Sell Accessories

Montreal Wholesaler Sees Big Opportunities for Hardware Dealer—Should All Get Good Business if Gone After—Smallest Town Should Have Hardware-Accessory Stock

IN the opinion of James G. Lewis, vice-president of Lewis Bros., Ltd., Montreal, the hardware retailer is, and should be, the logical distributor of automobile accessories.

"There is no reason why the retail hardware man should not sell this line," said Mr. Lewis to HARDWARE AND METAL. "He is the best fitted man in the community to sell these lines, in fact the only dealer in a position to sell this line to the consumer. This applies in particular to the small town dealer too. In fact, this is one of the places where the hardware dealer has been rather slow in taking advantage of his opportunity, letting much of the trade go to the large city dealer."

Big Opportunities

Mr. Lewis referred to the United States dealers as a sample of initiative. "In every small town there, the hardware dealer carries a good stock of accessories, and this is one of his big lines. There is no reason why the small dealer in our own towns should not put in a stock of these goods, for if the business is left to the larger city dealers, the little fellow is simply losing good business that he might have, and which he ought to secure."

Mr. Lewis pointed out that there was an evident desire to stock these lines more than ever before. He estimated that the very large proportion of their accessory sales were made to the hardware dealers, and this year there has been a great amount of business, showing a decided interest still in this growing line.

Big Farmers' Trade

"The time is coming when every farmer will have his 'flivver,'" said Mr. Lewis. "This means that he will need accessories of various kinds, and he ought to be able to get his repairs, etc., in his home town."

This is a very significant fact. The farmer will have, if he has not already, a car of his own. The dealer, with the great opportunity at his command, and in following a plan of being a force in the community, will be in a first position to claim the farmer's trade for the new accessories that he will want from time to time. Not only so, but he will be able to cultivate his successful farmer friend into buying lines of real merit. He can play up his accessory business through his local newspaper advertising, and here is his field, very often a big territory lying adjacent to the smallest towns.

There are seasons of the year when other hardware lines are not selling and when accessories, if pushed, will sell freely. Why not get in line for the immediate season ahead? He who carries a good stock will get the business. Frequent displays now will bring the results promptly.

Uses Court Scene to Sell Electric Cleansers

A window display of vacuum cleaners that attracted a lot of attention, and a number of prospects, and that can easily be arranged by any hardware dealer was arranged this week by a Toronto firm. The whole idea is based on a trial scene in a court room. In the window in question, Dust Broom, A Sweeper and A Beater are supposed to be on trial on a charge laid by Mrs. Housewife, who claims that they have made her life unbearable owing to drudgery. This fact is announced on a large show card. The judges stand at the back of the window and right in the centre was made out of blue plush, over which a Union Jack had been draped. Two lighted electric lamps, one on each side of the judge—a large doll—complete the effect. A white ribbon leading from the judge to a show card bearing the question: "What is your verdict?" indicates that the judge is asking the jury this question.

In another stand at the side, also made of plush, sit the jurors, thirteen large-sized dolls. A ribbon running from one of them, supposed to represent the forewoman, to a large show card, indicates the reply, "We find the prisoners guilty." In a space at the opposite side of the window made by railing off a small portion, and covering the railing with green baize, the prisoners, an old broom, a carpet sweeper, and a beater, were placed as in a prisoners' box. All around the window were various sizes and styles of vacuum cleaners and a lot of printed matter furnished by the manufacturers. The entire display was well arranged and the effect in general was to suggest plenty of action and the benefits to be derived from owning a good vacuum cleaner.



CHARCOAL HEATER

J. MacIntyre, Whitby, Ont.—Can you supply us with the name of any manufacturer who makes a charcoal stove that is used for heating a body of water. As we understand it the stove is placed in the vessel with the water and the water heated in this manner.

Have suggested Thos. Davidson Mfg. Co., Montreal; Canada Foundries & Forgings, Ltd.; Jas. Smart Plant, Brockville; Jas. Stewart Mfg. Co., Woodstock; Anthes Foundry Co., Winnipeg. Would any of our readers give any others?—Ed.



CANADIAN FAIRBANKS-MORSE CO., LTD.

The Canadian Fairbanks-Morse Co., Ltd., Montreal, have issued a new catalogue of automotive equipment. This catalogue is said to be the most complete yet issued by the firm, and in its make-up is similar to the 1918 edition but with a large number of additions made. All classes of equipment are fully illustrated, and descriptive reading matter is given.

A large space is given to illustrating and describing car equipment. In this section, motor and generator brushes, lighting bulbs, piston rings, fan belts, clutch facings, etc., are dealt with, and definite data are given regarding the sizes required of the above equipment. It is the intention of the company to supplement from time to time, the new catalogue with information concerning new lines that are added.

Dealers are requested, if not already in receipt of a catalogue, to send forward their name and address, when a copy will be forwarded.

JOHN MILLEN & SON

John Millen and Son, 321-323 St. James Street, Montreal, have issued a new automotive equipment catalogue, No. 62. This contains 312 pages, illustrating a complete line of automotive equipment, and with list prices given, from which regular discounts apply on single, dozen and larger quantity lots.

The business is fifty years old in May, 1919, and the cover of the new catalogue describes the transition from the scenes of 1869, with the old-time carriage, rail fences, ox-team and stump-dotted fields, in contrast with the neat wire fences, farm tractors and automobiles used today. The pictures are realistic and very attractive, and in the centre of the catalogue is a Corinthian column with the words: "Automotive Equipment—Progress—50 Years of Service," appearing. On either side are two trade marks of the firm: "Millen-nium—Quality—Service." Copy of catalogue will be sent interested dealers.

Elected President Carborundum Co.

Frank J. Tone has been made president of the Carborundum Co., of Niagara Falls, succeeding the late Frank W. Haskell. George R. Rayner has been made vice-president, succeeding R. B. Mellon, of Pittsburgh. F. H. Manley retains the office of treasurer.

THE CLERKS DEPARTMENT



Sharing the Business With the Clerks

By A. M. Peikoff, Grandview, Man.

"THE question of getting the best results from every agency of the store is one that is of vital interest to every merchant. To have the store clean and attractive at all times, to have goods so arranged that they may be ready for instant sale, to have deliveries out promptly at the time promised, and more than all, to have the employees of the store constantly on the alert, constantly on the lookout for business, working with the real interest of the store at heart, is certainly the pathway to an assured success.

"I started in business in Grandview, Man., last September, with a general stock of about $18,000. Beside myself I employ two clerks.

New Business Presents Difficulties

"Starting business in a new place presents a good many difficulties. With a new store, more than ordinary care is required if business is to be built up to a satisfactory basis; the store must be bright, attractive and well ordered. A hundred little details have to be looked after, details perhaps small in themselves but that added together make the conditions that bring customers to deal at the store. While I understood the importance of these things and did my best to see that everything was kept in the best possible condition, I found that under the system I was using it was impossible to achieve this result. It was either a matter of doing the things myself or of getting a habit of changing clerks every week or so, for they soon developed careless habits. But changing clerks frequently is bad business for the store. To have strangers constantly behind the counter is not the way to success, for it takes time before the customer will learn to trust the clerk and to put confidence in his judgment. I spent a lot of thought in trying to devise some plan that would overcome these difficulties, and finally I adopted an entirely new system that seemed to show some change of success.

A Bonus System Devised

"Under the new plan I employed the same two clerks, paying them a good salary and providing board and lodging. The head clerk gets $15 a month more than the junior. Each clerk is expected to sell $1,500 worth of goods a month. On business they do over and above that amount they each get a bonus of 2 per cent. Then to provide the element of competition, in addition to the incentive of the bonus, and to keep the junior clerk always on his tip-toes for business, I give him an additional bonus of 5 per cent. if his sales exceed those of the head clerk. In order that this bonus may not be too easily earned it is one of the conditions of the new plan that if the head clerk is beaten in sales he loses his 2 per cent. bonus. He has then two chances to redeem himself, but if in the two following months the junior's sales again exceed those of the head clerk then their positions are reversed, the head clerk becomes the junior and the junior the head clerk with the additional $15 a month that goes with that position.

"I have found that this scheme works splendidly. There is now no necessity for the bonus, and I am glad to pay them all the bonus they can earn, for while it pays them it also works greatly to my advantage.

Penalties for Failure to Meet Conditions

"Then there is the matter of looking after the store. They each have their own department to look after. For instance, the junior has the groceries,



hardware, crockery and paints. It is his duty to keep everything spick and span in this department. He must always have enough 10, 25 and 50 cent. packages of rice, sugar, dried fruits, etc., and 5 cent. packages of candy.

"As a penalty in not having fulfilled these duties, and having sufficient stocks of these goods ready, he loses his counter check book. Even if it is in the midst of the busiest day I simply take the book away from him and put it in the register and he loses his chance of selling, and must then and there get to work parcelling up the number of packages required. When he has done so he has his book returned and can resume his selling.

"The head clerk looks after the dry goods, gents' furnishings and boots and shoes, and somewhat similar conditions apply to his work.

Keeping the Store Bright and Clean

"Now in the matter of keeping the store swept and the counters and shelving dustless and bright, they are each given this duty for a week at a time, and are required to keep the store as clean and bright as the day on which it was opened. If this standard is not absolutely maintained then the penalty is that they lose their sales book until the condition is set right. This keeps them constantly alive as they are both looking forward to the end of the month in their endeavor to increase their bonus and to endeavor to beat each other's sales.

How Carelessness is Discouraged

"In regard to goods that are damaged through carelessness, I have also thought out a way of making the clerk feel his responsibility. I do not attempt to sell these goods to the customer. I simply make out a bill for these goods to the clerk as though they had been sold across the counter, and this bill is of course deducted from his bonus. By this system the clerk gets a certain part of the profits of the business, and it is only right that he should be made to share the loss in the case of avoidable waste.

"Then in regard to the important matter of deliveries. Where deliveries are promised for a certain hour they must be delivered at that time. If a customer refuses goods on account of them being delivered late then the same policy is adopted, the goods are confiscated and the clerk responsible is given a bill for

them and this amount is again deducted from his share of the profits.

Preventing a Rowdy Atmosphere in the Store

"Then we have adopted a system to prevent the use of profane language in the store. We have a charity box in the store, and if anyone swears they have to put five cents in the charity box and the proceeds are given to the Red Cross. This of course is a matter of mutual understanding, and is scrupulously observed.

"That is the general framework of the system I have adopted to keep the store running smoothly and at the highest possible level of efficiency, and it has worked wonders with us. All the difficulties that caused so much trouble and dissension under the old system, where the clerks were merely clerks with no interest in the success of the business, have vanished, and you would hardly recognize it for the same store. We are giving better service, and the clerks are more contented and more interested than they ever were, even at the best of times under the old method.

"This system has certainly proved itself of value in the case of our store."

Retail Salesman is An Important Factor

THE retail salesman is the most important factor in the modern commercial institution. The man who designs goods is important. The man who makes goods is important. The man who stocks goods is important. But the man who sells goods and distributes them to the ultimate consumer is really the most important of all.

An artist can paint a most beautiful picture, but it is really without value unless somebody can be found who wants it. A composer can conceive a most interesting overture, which is likewise valueless until somebody can be made to appreciate it and want it. And quite the same thing is true of the author—his work is valueless and without intrinsic merit until somebody wants it.

The salesman is the man who makes the world want what the other man has conceived or produced. Hence, the salesman occupies a most important position, which very often is valueless to his own way of thinking.

All of us are, as a matter of fact, salesmen. The minister who preaches in church is selling his ability, and the better he sells it the bigger is his congregation. He may not look for his reward in this world's goods, but his success depends on his ability to put across his proposition. The politician sells his services. The writer, the lecturer, the manufacturer, the day laborer—all are salesmen, and according to their selling ability are they paid.

The salesman is too apt to think of himself as a non-essential. But the contrary is nearer the truth. The salesman is fundamentally necessary to every commercial organization. Very often, in fact, the salesman's ability brings in a greater reward of remuneration than does that of the manufacturer or the artist.

Some of the highest paid people in the country are salesmen.



Therefore, the salesman should be on the alert for every advantage as it comes along. Yet in most cases he is not.

Some salesmen—alas, too many—are content to take things as they come—and if they don't come, to complain about them. It never enters their minds that they might make progress through their own initiative. They do not realize that attention to details and perseverance are just as essential to success in salesmanship as they are in any other line of endeavor.

Many wall-paper salesmen know but little of the goods they are called upon to sell. They may recognize variations in the styles, but they do not know the subject in detail—as they should know it if they are to be successful salesmen.

Charles M. Schwab, one of the greatest salesmen in America, says: "The supersalesman will not only study the immediate needs of his customers, but he will provide against those needs, even before the customers realize that they exist." How can a salesman anticipate the needs of his customers if he does not know what these needs are likely to be? His knowledge of things in his field must be greater than that of his customer. He must know all about a certain wall paper, and he must know more than that—he must know where the wall paper is going, how it will look in a certain scheme, why it is right here and when it is wrong there, and why this, that and the other thing commends it so that it is suitable for a certain definite purpose.

"Too hard work," says a salesman. "I haven't got the time to do all this studying. I am only paid so much a week, and I certainly give work to a value that is greater than my salary."

BUILDING A NEW BUSINESS LEADER

Continued from page 40

of garages and salesrooms. Two or three of the largest garages in Winnipeg are located within a stone's throw of the store.

The Garage—A Source of Revenue to This Merchant

"Are they a menace to the store—wouldn't your business be bigger away from them?" Mr. Templeton was asked. "Indeed no! I would be glad to have two or three more near here," was the reply. "I not only get business from the customers of the garage, but from the garage men themselves. The mechanics buy their tools here and they send their customers over for many lines or buy from me themselves for their customers. I find them directly and indirectly a source of benefit to my business and certainly couldn't wish for a better location in that respect."

Business Improving

Coming back to the other hardware lines, Mr. Templeton indicated business was improving. There are more carpenters' tools and kindred lines moving but the builders' hardware is still pretty slow. Asked as to whether he would ever go into the builders' hardware business so strongly again, Mr. Templeton stated emphatically that he would not. "It is nice business when it is coming along well, but I have seen what it has done when it is not so good, and I am certainly not going to be caught again. The motor accessory field is opening up bigger all the time and I see in it a future which, on the basis I now have reached in the game, promises well."

The hardware man can make a success of the motor accessory business as well as selling tools or kitchen ware; the field is large and constantly growing. The development shown by some merchants may be a stimulus to others. It requires study but the reward is certain. There is no better time to start than now.

SHEFFIELD STEEL MILLS HAVE PLENTY OF ORDERS

Reports from Sheffield, England, regarding the steel outlook state that: "The signs of an approaching revival of activity in the heavy steel branches are beginning to materialize, as some substantial overseas orders for billets, blooms, and slabs, as well as finished steel, have been placed this week, and there is an increase of work at the furnaces. Evidently buyers are becoming satisfied that the trend of prices is certain to be upward. Notwithstanding the inflated prices a considerable amount of new work has also been booked in the railway-steel branches, local plants being now fully employed on rails, tires, axles, and springs for the home and South American companies. Some authorities on trade contend that the fears of American underselling are unlikely to be realized, for in support of this view some American quotations for plates for France work out at from $10 to $15 higher than offers from British makers. As regards the reports of American steel going to the British colonies, it appears that most of it is replacing the German material formerly bought by these markets. Numerous and substantial orders for steel for agricultural machinery are arriving from continental sources. Mills are busy and forges moderately employed, and owing to the activity of the automobile trade there is a scarcity of small steel castings. Finished iron and steel cannot be rolled fast enough to meet requirements."

NEW HARDWARE GOODS

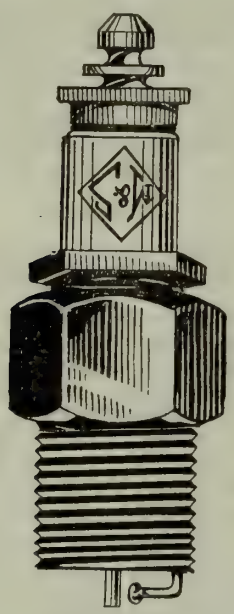
OFFERED TO CANADIAN HARDWAREMEN

ILLUMINAL

"Illuminal," being marketed in Canada by J. G. Roberts, 1 Kinkora avenue, Montreal, lights gas, it is claimed, without matches or friction. It is stated that no flint, no carbon, is required and that "Illuminal" is invaluable to users of gas stoves, gas heaters, gas jets, incandescent mantles, etc. "Just turn on the gas and it lights immediately," is the claim of the maker.

SPARK PLUG

The M. & S. spark plug, which is manufactured by the Machine & Stamping Co., Ltd., 1209 King Street West, Toronto, Ont., it is claimed, is one of the strongest and best wearing plugs on the market. Special features claimed by the manufacturers are the three in one terminal, which, it is stated, will take three different connections, and the ball point electrode. This spark plug, it is stated, will not readily crack or leak, and will result in a saving of gas, oi and trouble, and an increase of power.



Spark Plug

PLIER

Smith & Hemenway Co., Inc., 114 Cort St., Irvington, N.J., are manufacturing an improved "Red Devil" plier.

This tool, it is stated, will grasp and hold any regular or irregular shape of nut, pipe or rod. The cutters in all slip-joint pliers when thrown open push forward. In designing this tool both cutters are made parallel, at an angle when open and will, it is stated, do the work of a side cutting plier. The new design in the handles and head which has been adopted, makes it most attractive, the manufacturers claim.



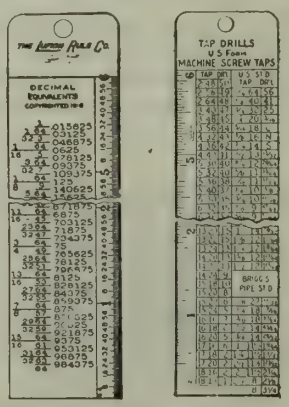
"Red Devil" Plier

The sizes are 6½, 8 and 10 inch. The method of packing is one in a box, six in a carton, the box bearing the number and size on both ends so that a merchant can put the individual carton on his shelf with the number and size visible. The finishes of this plier, it is stated, are gun metal and nickel-plated.

STEEL REFERENCE TABLE AND SCALE

A combination of exceptional usefulness and convenience is found, it is stated, in the new No. 97½ reference table and scale offered by the Lufkin Rule Co., of Canada, Ltd., Windsor, Ont., manufacturers of mechanics' scales, measuring tapes and folding wood rules.

This new article carries on one side, it is stated, tables of tap and drill sizes, U.S. standard, including fractional as well as numbered sizes; also S.A.E. and Briggs pipe standard, and a 6 inch scale in 32nds. The other side bears a 6 inch scale in 64ths, with the improved feature of readable graduations, and a table of common fractions and their decimal equivalents.



New Lufkin Product

The article is in the form of a semi-flexible 6 inch steel rule, 1¼ inches wide. It has good legible figures throughout, it is stated, is convenient to carry in the pocket, and has also hole at one end for hanging up. The manufacturers claim it is the most practical combined reference table and scale on the market.

NEW AUTO TIRE

The Patent Record gives a description of a puncture and blow-out proof auto tire patent granted to G. E. Phillips, of Sarnia, Ont. The features about this device are that only 65 per cent. of the regular air pressure is required to fully inflate the tire, thus relieving, it is stated, the casing of the constant strain from high pressure, and increasing the life of the fabric carcase of the casing 100 per cent.

The patents cover a complete tire, that is casing, tube and protector. The latter two are the principal items, as they can be used, it is stated, in any standard pneumatic casing. The only difference in the new casing and those now in use is that the tread directly in the centre will, it is stated, have one-half inch more rubber without increasing the diameter or shape of the tire on the outside.

ALUMINUM SILVER CLEANERS

The British Aluminium Company, Limited, 60 W. Front street, Toronto, is marketing aluminum in sheet form for cleaning silver. The manufacturers state that with the use of these aluminum sheets silver may be easily cleaned and the process is outlined briefly as consisting of boiling the silver articles in contact with a piece of aluminum and in a solution which contains a little soda. The idea is to use a boiler or other vessel at the bottom of which is placed a sheet of aluminum. The boiler is filled with water containing one teaspoonful of soda and one teaspoonful of common salt to the quart. In a few minutes, it is claimed, the articles are cleaned and should be removed, rinsed and dried with a soft cloth. Further details will be supplied upon request.

CANADA'S METAL INDUSTRY

According to the annual report of the Canadian Bureau of Statistics, the values of metals imported by the Dominion last year were as follows: Brass, $5,319,192; copper, $6,131,541; lead, $1,062,424; tin, $15,609,170; zinc, $1,333,744.

Canada's exports in 1918 included aluminum $7,233,570; old and scrap brass, $1,454,451; copper, $20,772,109; nickel, $11,263,246.

WEEKLY HARDWARE MARKET REPORTS

STATEMENTS FROM BUYING CENTRES

THE MARKETS AT A GLANCE

ONE important change this week is that which affects list prices on washing machines. Advances have occurred of from 50c to $3.00 each in the list price of a great many styles. Difficulty in securing and the high prices of suitable lumber is given as the main reason, offsetting any easier tendency so far apparent in iron or steel. The discount remains at an unchanged figure, only the lists being revised.

The flax seed market received a setback on Tuesday and Wednesday of this week, but seemed to be steadier again, and there does not seem any prospect of very much lower prices in the immediate future. Some oil markets showed advances during the week and the range of quotations generally has narrowed toward the higher levels.

That manufacturing conditions in general are showing some improvement in Great Britain and the United States as well as in Canada is apparent from the receipt of sharp edge tools, some lines of cutlery and metal polish from England and a well-known line of rifles from the markets to the South. Prices on all these lines are higher than former figures.

Galvanized wire shows an advance in some quarters this week, this being a reaction from recent sharp decline. Bamboo poles are arriving from Japan and prices show a sharp advance.

Turpentine showed a slight recession at primary points on Tuesday but came right back again the next day and tendency seems firm. The situation locally is unchanged, though scarcity is reported in many centres, due largely to unknown cause of transportation hold-ups.

Brass and bronze wood screws have undergone a further decline this week, the drop being a pretty substantial one and following closely on the heels of a recent change downward. Further reports of lower prices on some lines of building papers and tarred felt are now in, practically all centres having adopted the changes noted last week.

Business is reported very good and seems to be improving steadily. All spring lines and mixed paint, etc., are moving forward well.

MONTREAL MARKETS

MONTREAL, May 1—For the most part, prices are quite steady on many commodities, but there have been a number of reductions. Among these are new and additional reductions on building papers and roofings, these being given below in detail. There may be a readjustment on wrapping papers, raw costs being lower, but labor holding high still. Pipe wrenches, plumbers' oakum and garden shears are down in price. Lead, aluminum and spelter are lower. Washing machines are marked up, the list on a number of these being changed.

There is a better movement of gardening tools, the retailers sending in repeat enquiries, and this indicating that the consumer has been buying. A healthy and better condition is looked for in the immediate future.

Washing Machines Are Now Higher

Montreal

WASHING MACHINES.—Advances have been made effective on the list for various washing machines. There is no change in the discount which remains at 30 per cent. and 10 per cent. List prices on the affected lines are as follows:, Jubilee, $10.25; Dowswell & Canadian, $11; Peerless, $11.50; Hamilton & Snowball, $17; Momentum, $18.50; Patriot, $21; Seafoam Electric "A," $110, and "B" style, $50.

Pipe Wrenches; Oakum, Garden Shears Down

Montreal

WRENCHES, OAKUM, SHEARS.—Declines have been effected in pipe wrenches of Vulcan make. The new prices are: No. 31, $3.50; No. 32, $5; No. 33, $7; No. 36, $11.25 each. Plumbers' oakum has been reduced in one quarter one cent per pound, the present quotation being $9 per 100 pounds. Garden shears have been reduced in price. The new quotations on the No. 100 series in 9-inch length are as follows: No. 100 x 9-inch, $19.20 per dozen; No. 104, $30; No. 105, $33; No. 106, $30; No. 107, $18; No. 101, $21.

Heavy Sheathing, Tarred Paper Down

Montreal

BUILDING PAPER, ROOFING.—Heavy tarred straw sheathing is reduced in price 30c per roll. This applies to Scythe Brand, and the new price per cwt. is $3.20, and not 78c as reported last week. The price of 78c per roll applies to Anchor tar sheathing No. 2, Good Luck Roofing 1 ply, is quoted down at $1.70; 2-ply, $2; 3-ply, $2.35. Two-ply ready-roofing is reduced to $1.35 per roll, and 2-ply to $1.65. Cyclone dry sheathing is quoted down at $1.20 per roll and to $1.30 for Cyclone tarred. Joliet dry sheathing, 60c, and tarred 78c per soll. Rosin-sized sheathing, blue, is quoted at 70c. Heavy dry straw sheathing $3.05 per 100 pounds, and tarred $3.20. Carpet felt is $3.75. Black Diamond tar felt $3.80 per cwt. Monarch white sheathing is quoted at $5.75, and gray at $4.75.

Small But Frequent Are Rope Orders

Montreal

ROPE AND CORDAGE.—Markets are steadily held without change. There is

a steady business, and this might be stated as seasonable, viewing it in the light of the past few years' trade. Orders are frequent, but the jobbers are governing their stocks by the orders received from the retailers, and who are buying in limited quantities for the most part. Prices are: Pure manila, 34c; British manila, 30c, and sisal, 27½c per pound.

Stoves Will Move; Steady Ware Market

Montreal

STOVES AND WARES.—Markets are ruling very steady on stoves and ranges, and the manufacturers believe that there is no justification for lower prices. Labor costs to them have been very high they say, and this means that cost of production has been kept very high. The movement of enamelled wares and other seasonable lines has been good. "We are very busy on these goods, and there is much activity," said a large manufacturer.

Orders Accumulated on Gasoline; Coal Oil

Montreal

GASOLINE, COAL OIL.—Larger sales of gasoline are gradually developing and there are large stocks to meet this need Prices have been steadily held without change at 34c per gallon. On coal oil there has been no change, and the market is a fair one, seasonable turnovers being made. Prices on various grades run from 20c to 23c per Imperial gallon.

Many Wire Nails Have Been Sold

Montreal

NAILS AND WIRE.—It cannot be said that anyone is buying heavily of nails, but there is a good movement, orders being frequent. In the aggregate there is a considerable tonnage moving all the time, and this is likely to increase as the season progresses. Base price on standard wire holds at $4.75 per keg, and that on cut nails is the same. No change has been effected on wire, the base price still being $5 per 100 pounds on smooth steel No. 9.

Iron Unchanged; Steel the Same

Montreal

IRON AND STEEL.—Movement of iron and steel to the country is reasonably good. There is a fair prospect of larger business coming through, and there will be more business from the country merchants, it is expected. No price changes have been recorded.

Common bar iron, per 100 lbs.	3 75
Refined iron, per 100 lbs.	4 75
Mild steel	3 75
Iron finish machinery steel	3 80
Norway iron	12 00
Single reeled machinery steel	5 50
Spring steel	5 50
Sleigh shoe steel	3 75
Tire steel	3 95
Toe calk steel, per 100 lbs.	4 65
Band steel	3 75
Harrow tooth steel	3 90
Mining tool steel, per lb.	0 17½-0 19
Black Diamond tool steel, per lb.	0 18 -0 19
Black Diamond cast steel, lb.	0 22

No Sheet Changes; Trade Coming

Montreal.

SHEETS AND PLATES.—Jobbers feel that trading is being done here on quite a favorable basis, and there is a fair volume of business passing. There is a reasonable amount of stock here to meet present needs, and import of sheets is now possible. On this basis lower prices could be obtained.

	Per 100 lbs.	
BLACK SHEETS—		
10 gauge	$5 40	$6 25
12 gauge	5 45	6 30
14 gauge	5 50	6 35
16 gauge	5 60	6 50
18-20 gauge	6 15	6 35
22-24 gauge	6 20	6 40
26 gauge	6 25	6 50
28 gauge	6 60	7 00
GALVANIZED SHEETS—		
10¾ oz.		$9 25
28 gauge		8 75
26 gauge		8 50
22 and 24 gauge		8 35
20 gauge		8 35
18 gauge		8 35
16 gauge		8 00

NOTE—These prices are for full bundles, an extra charge of 25c to 30c per 100 lbs. is made for broken lots.

Plumbers Purchase Lead Products

Montreal.

LEAD PRODUCTS.—The market here is steady and fairly active for the various lines used by the plumber. Some work is now looking up, and it is very likely that more will develop. Prices are ruling quite steady, the market being unchanged. Pig lead is somewhat easier and the tendencies on manufactured lines are anything but of a firming nature. Labor outlays by the manufacturers will tend to offset small declines.

Lead pipe	0 11½
Lead waste	0 12½
Lead traps and bends	Net list
Lead traps and bends	15%
Lead wool, lb.	0 14
Lead sheets, 3 to 3½ lbs., sq. ft., lb.	0 10½
Lead sheets, 4 to 8 lbs, sq. ft.	0 09½
Cut sheets ¾c lb. extra, and cut sheets to size, 1c. lb. extra.	
Solder, guaranteed, lb.	0 35
Solder, strictly, lb.	0 32
Solder, commercial, lb.	0 30
Solder, wiping, lb.	0 28
Solder wire (8 gauge)—	
40-60	0 34
45-55	0 36¾
50-50	0 39¼
Zinc sheets, casks	0 17
Do., broken lots	0 18

Yet Small Interest In Old Material

Montreal

OLD MATERIAL.—Prices are ruling with practically no change on old material. There is not a great deal doing in any line, and the dealers are, notwithstanding, looking forward to improved conditions. The large buyers of metal scrap are inclined to wait price adjustments, and once these are made, or the present basis settled upon definitely, there will undoubtedly be quite a marked improvement in demand.

Dealers' Buying Prices—		
Pipe scrap, ton	9 00	10 00
Stove plate, ton		15 00
No. 2 busheling		5 00
Old rubbers, boots and shoes	0 06½	0 07
Overshoes, lumbermen's rubber boots		0 03½
Bicycle tires		0 03
Automobile tires		0 03
Yellow brass		0 08½
Red brass	0 12	0 12½
Light brass	0 06	0 07
Scrap zinc		0 04¾
Heavy copper	0 13	0 13½

FLASHES FROM THE WEEK'S MARKETS

Washing machines show many revisions this week, list prices advancing from 50c to $3.00 each.

* * * *

Some lines of building paper and tarred felt have been revised downward slightly.

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London prices on pipe fittings have shown a decline.

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Brass and bronze wood screws show a substantial drop. This follows closely on the heels of a recent change.

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Galvanized wire, after a sharp decline at Winnipeg recently, has reacted to higher levels.

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Bamboo poles arriving from Japan are carrying somewhat higher prices.

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Linseed oil advanced 8c per gallon at Winnipeg.

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English razors are now on the market, black handled being quoted at $23.00 and white handled at $25.00 for some of the better makes.

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Remington rifles are again being quoted in some models. A more complete range is expected soon.

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Brasso metal polish is again available. Prices are higher.

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Turpentine is reported scarce in London. Prices remain firm and unchanged.

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Socket wrench sets, Mossberg make, are again revised upward.

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Uncertainty over extent of labor troubles which may break on May Day is noticeable this week.

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More interest is being shown in builders' hardware. Sales are improving.

Wrought iron, No. 1, per gr. ton	11 00
No. 1 machinery cast	18 00
Heavy melting steel	10 00

Lead; Aluminum And Spelter Down

Montreal

INGOT METALS.—Lower prices are obtaining on three of the ingots in this market; lead, spelter and aluminum being quoted down. There is a quiet trading condition all around.

COPPER.—Improvement of demand was noted in the States this week but there is no local interest and price remains at 18c per pound.

TIN.—Fluctuations continue, but these are of a more limited nature, and the basis is considered near normal, price being 56c.

LEAD.—Offerings have been made for less money in the United States markets, and there is a weaker condition here as a result. The basis is held at 6½c.

ANTIMONY.—Nothing new characterizes antimony and there is not much movement of the metal. Price stays at 8½c.

SPELTER.—Slightly lower prices are effective for this, and the limited amount of business being done is based at 8c to 8½c per pound.

ALUMINUM.—With a lower price of 38c per pound this market is dull and uninteresting. Larger quantities could be bought lower.

PIG IRON.—A decidedly unchanged position obtains. Quoted price here remains at $45 per ton.

TORONTO MARKETS

TORONTO, May 1—An important change has been made in washing machines this week, advances in the list of a great number of styles being reported. The discount holds at unchanged levels. A further decline in brass and bronze screws has been effected following on drop recently reported. Brass escutcheon pins are lower. Changes generally are not so numerous this week, the markets showing a steadier tendency than for some time past. Business is considered better.

Higher Prices on Washing Machines

Toronto.

WASHING MACHINES.—There has been a change this week in the list prices on a great number of washing machines, the new prices providing for advances in the majority of cases. The change which has been made affects the list price only, the discount remaining at 30 and 10 per cent., which is an unchanged figure. The complete list of machines which have been changed along with the new list prices which apply, follow herewith:

Washing Machines.—Connor's Improved, $10.75; Magic, $11; Ottawa, $11.50; Winner, $17; Canada First (cut gear), $21; Gem, $18.50; Beaver, $23; Perfection Electric, $119.50; Perfection Steel stand, 1 tub, $1.50; Perfection steel stand, 2 tubs, $121.50; Perfection steel stand,, 3 tubs, $127.50; Perfection Electric, 1 tub, $122.50; Perfection Electric, 2 tubs, $125; Perfection Electric, 3 tubs, $127.50; Perfection (engine drive), $59.50; Perfection (engine drive), 1 tub, $62.50; Perfection (engine drive), 2 tubs, $65; Perfection (engine drive), 3 tubs, $67.50; Jubilee, $10.25; Dowswell, $11.25; Hamilton, $12.50; Canadian. $11; Peerless, $11.50; Snowball, $17; Momentum, $18.50; Patriot (cut gear), $21; High Grade (cut gear and "BB"), $23; Seafoam "B" Engine Drive, $50; Seafoam "A" Electric Drive, $110; New Idea, Electric, $118.50; Sunshine, $10.25; Popular, No. 2, $11; Popular, No. 1, $11.50; Premier (double speed), 1$8.50; Imperial (large dolly), $18.50; Economic, $13.50; Puritan, $17; Champion High Speed, $18.50; Home (cut gear), $21; Imperial (electric), $110; Hydro, 1 tub, engine drive, $51,50; Hydro, 2 tubs, engine drive. $61.50; Hydro, 3 tubs, engine drive, $67.50; Hydro, 1 tub, electric, $111.50; Hydro, 2 tubs, electric, $121.50; Hydro, 3 tubs, electric, $127.50.

Brass Escutcheon Pins Go Lower

Toronto.

BRASS ESCUTCHEON PINS.—Revision has been effective this week on brass escutcheon pins. These are now being quoted to the trade at net list. No change is reported in the price of the steel escutcheon pins.

Brass, Bronze Screws Decline

Toronto.

WOOD SCREWS.—A further change has been made effective on the price of brass and bronze wood screws. This provides for quite a substantial decline from the former figures and follows closely on the heels of a change made not long ago. The present discount along with the former discount for comparative purposes are shown herewith. There has been no change whatever in the bright steel wood screws.

	Present Discount	Previous Discount
Flat head brass 47½%		40%
Oval head brass	45%	35%
Round head brass	45%	35%
Flat head bronze 42½%		30%
Oval head bronze	40%	27½%
Round head bronze	40%	27½%

Stove Situation Outlook Clearer; Wares Hold

Toronto.

STOVES, WARES.—The atmosphere surrounding the stove outlook seems to have cleared somewhat, following the announcement made recently that there was no prospect of any immediate revision in prices. The trade seems to be better satisfied to go ahead and buy. Whereas the requirements just now are not so heavy as usual, there is some nice business finding its way to the manufacturers. Summer lines are quite active and manufacturers report that coal-oil stoves particularly are moving forward quite freely. There has been no change in price in many of these lines and the immediate prospect is that the market will remain steady for some little time.

There is nothing new reported in the situation of enamel or tinware or kindred lines. Spring orders have been completed pretty well and the business has been hardly started as yet. The outlook seems to be quite satisfactory and everyone seems to be looking forward to good business.

Better Movement Oils, Gasoline

Toronto.

OILS, GASOLINE.—Coal oil is coming into active demand now for use in stoves, with the result that orders are being placed with the refineries and assuming much larger proportions. Prices for the week remain unchanged, being 19½c. to 22½c. per gal., according to grade. It might also be said that with the increased use of motor cars the sale of gasoline has also improved. The price of this product has remained unchanged also, the price to the dealers being 33c. per gal.

Better Trade in Iron and Steel

Toronto.

IRON AND STEEL.—From all accounts there is quite a considerable enquiry for iron and steel in all its branches. It has extended even to buyers, and while the actual business done is yet rather limited, there seems to be somewhat better undercurrent of feeling. Prices during the week on bars have remained unchanged, the following list showing the quotations effective to-day:

Common bar steel	4 25	4 50
Common bar iron	$4 25	$4 50
Refined iron	4 65	4 90
Angle base	4 50	4 75
Horseshoe iron	4 50	4 75
Tire steel	4 45	4 70
Mild steel	4 25	4 50
Norway iron	11 50	15 00
Toe caulk steel	5 15	5 45
Sleigh shoe steel	4 25	4 50
Band steel, No. 10	4 50	4 75
Do., No. 12	4 75	5 00
Spring steel	9 50	11 50
Mining drill steel	21 00	30 00
Sheet cast steel	0 42	0 45
Tool steel	0 22	0 30

Activity Marks Attitude of Sheets

Toronto.

SHEETS, PLATES.—Activity seems to be generally the keynote sounded by jobbers in relation to business coming to hand on sheets. There seems to be a tendency among buyers to keep their orders down to immediate requirements, but the orders are coming along frequently, which in the aggregate work out in a nice volume of business. Prices show no change during the week from the following levels:

BLACK SHEETS.	Per 100 lbs.	
10 gauge	$5 00	$5 45
12 gauge	5 05	5 50
14 gauge	....	5 10
16 gauge	....	5 20
18-20 gauge	5 80	....
22-24 gauge	5 85	....
26 gauge	5 90	....
28 gauge	6 00	....
3-16 inch plate	4 90	6 25
¼-inch boiler plate	4 50	5 80

Prices shown are for full cases. An extra charge of from 25c per 100 lbs. is made for less than case lots.

GALVANIZED SHEETS.

10¾ oz.	$7 80	$8 10
U.S. 28	7 40	7 70
U.S. 26	7 10	7 40
22 and 24	6 95	7 25
18 and 20	6 80	7 10
16	6 65	6 95
12 and 14	6 50	6 80

An extra is now charged on galvanized sheets, 10¾ oz. and 28 ga., when shipped out in sheets 3 feet wide. The extra charged over prices shown above is 20c per 100 pounds. Other gauges show no change for different widths.

Prices shown are for full cases. An extra charge of 25c per 100 lbs. is made for less than case lots.

Corrugated Sheets Holding Firm

Toronto.

CORRUGATED SHEETS.—The market is holding quite firm and without any change from levels recently established. Manufacturers report a better volume of business than has been noticeable for some time past, and the outlook seems much better. Inquiries at hand indicate a trend towards an active season. Quotations range as follows:

Corrugated Sheets—	Per 100 sq. ft. Gal'zed	Painted
No. 28 gauge	$8 25	$7 00
No. 26 gauge	9 00	8 00
No. 24 gauge	13 50	10 00
No. 22 gauge	16 00	12 50
No. 20 gauge	19 00	16 00
No. 18 gauge	24 00	19 50

Discount, 7½ per cent.

On shipments of 300 lbs. and over, freight is allowed south and east of and including North Bay; also several western counties in Quebec Province. Places north and west of North Bay, the freight is equalized on North Bay. For Quebec and Maritime Provinces, freight is equalized on Montreal.

Wrought Pipe Firm; Boiler Tubes Steady

Toronto.

WROUGHT PIPE, BOILER TUBES.—The situation in respect to wrought pipe remains unchanged during the week. There seems to be a fair amount of business coming to hand at the present time, and manufacturers are optimistic over the outlook. Prices shown in the current market quotations are still holding.

Boiler tubes show a steadier tendency and the market on these seems quite settled after the many changes recently effected. Jobbers are able to get supplies through quickly and report a fair sale. Quotations follow herewith:

BOILER TUBES—	Per 100 feet Seamless	Lapweld
1¼ inch	27 00	.....
1½ inch	28 00	.....
1¾ inch	30 00	26 00
2 inch	30 00	26 00
2¼ inch	33 00	28 00
2½ inch	40 00	32 00
3 inch	46 00	38 00
3¼ inch	.....	45 00
3½ inch	56 00	42 00
4 inch	70 00	54 00

Business Brisk in Lead and Zinc Products

Toronto.

LEAD AND ZINC PRODUCTS.—Manfacturers report sales of lead and zinc products better. Solder is in more active demand and the same is true of manufactured lead lines, though this business should improve still further in the next two or three months. Prices during the week have held steady and without change.

Lead pipe, lb.	....	$0 11½
Lead waste pipe, lb.	....	0 12½
Lead traps and bends	....	15%
Lead wool, lb.	....	0 14
Lead sheets, 4 to 6 lbs., sq. ft., in rolls, lb.	0 11	0 12½
Cut sheets ½ to ¾c lb. extra and cut sheets to size, 1c lb. extra.		
Solder, guaranteed, lb.	0 33	0 38
Solder, strictly, lb.	0 31	0 33
Solder, commercial, lb.	0 28	0 32
Solder, wiping, lb.	0 27½	0 29½
Solder, wire, lb.	0 34	0 40
Zinc sheets, per lb.	....	0 17

Dull Market in Old Materials

Toronto.

OLD MATERIALS.—"Things are no worse or no better than they have been for some weeks past." That is the way the largest dealers in the district size up the situation. Dealers are taking on such material as comes in at the prices shown below but they are not keen to buy. They have to take on quantities at times just to let the trade see that they are in the market for material, and sometimes in order to protect their name and credit. As a general thing they do not want to buy, even at the comparatively low figures now quoted. Some of the smaller dealers still have in mind the high figures they were receiving for their material during the years of the war, while the ultimate user has in mind the much smaller figure at which he may have to sell the articles for which he would buy scrap material. Between these two points there is a big gap, and it has not been bridged.

The steel mills and the foundries are not buying anything to speak of. In many cases, they are pretty well filled up, and added to that the rate at which they are consuming material just now is much smaller than it was during the period of the war.

Prices have not been changed at all during the last two weeks.

Dealers' Buying Prices—		
Tea lead	....	0 03
Heavy lead pipe	....	0 04
Pipe scrap	....	8 00
Stove plate, per ton	....	10 00
No. 2 busheling	....	8 00
Yellow brass	....	0 06
Red brass	....	0 08½
Light brass	....	0 05
Scrap zinc	....	0 05
Heavy copper	....	0 15
Wrought iron, No. 1, per gr. ton	....	15 00
No. 1 machinery cast	....	14 00
Heavy melting steel	....	9 00
Old rubbers, boots and shoes	0 06	0 06¼
Overshoes, lumbermen's rubber boots	....	0 04½
Bicycle tires	....	0 04½
Automobile tires	0 03½	0 04

Nails Hold Steady; Wire Unchanged

Toronto.

NAILS, WIRE.—Wholesalers report a fair amount of business coming to hand for wire nails. This is not very extensive as yet, but there is some nice sorting business taking place which somewhat tends to better the situation. There has been no change in prices this week, the wire nails being quoted at $4.70 per 100 lbs. base, and cut nails at $4.75.

There is nothing new to relate in the situation in smooth steel wire or wire products. There is some business being done in annealed wire and fence wire, but outside of these two there is very little action. The smooth steel wire base is $5.00 per 100 lbs.

Cordage Situation Featureless; Twine

Toronto.

CORDAGE, TWINE.—Spring orders for cordage have been pretty well completed and just at present there is the usual lull which follows this condition and precedes the time when sorting orders begin to arrive. Manufacturers, however, as well as jobbers report that business is as good as they expect at the present time, and seems to be quite satisfied that things are working out satisfactorily. The prices remain quite steady, the pure manila being quoted at 34c. per lb., base; British manila, at 30c; New Zealand hemp, 30c.; sisal, 27½c. and sisal lath yarn, 27½c.

The business which has been placed with Canadian manufacturers on binder twine for shipment to Roumania has helped out the situation in this respect to some extent. Whether any more business will be forthcoming or not is still something which has to be determined. There have been no changes in the price locally, and none are anticipated in the immediate future.

Ingot Metals Holding Steady

Toronto.

INGOT METALS.—The situation during the week reveals no features of outstanding importance, the market generally seeming to be on a fairly steady basis. Sales are not heavy, buyers only specifying for their requirements.

COPPER.—A somewhat better tone to the market is noticeable at primary points. No quotable change is shown in price here, 18c. per lb. being the figure generally heard. Business is fairly good.

TIN.—The situation in this metal is without feature. Supplies are ample for requirements of the trade, but then the demand is not heavy. Quotations are being made at 57c. per lb.

SPELTER.—Business is by no means heavy nor is it really fair, buyers being satisfied to work along pretty close to actual requirements. Stocks are not large. Price remains at 8¼c. to 8½c. per lb.

LEAD.—Primary points report conditions rather dull and whereas some trading is noticeable here, it is by no means large. The price has held at last week's decline, being 6½c. per lb.

ALUMINUM.—Conditions in this market continue quiet. Quotations nominally range around 40c. per lb., with little interest shown.

ANTIMONY.—There seems to be more activity to the market at primary points and bookings for future delivery are quite plentiful. Locally there is a better feeling as a reflection of primary conditions. Price holds pretty steady at 8c. per lb.

LONDON MARKETS

LONDON, Ont., May 1—Lower prices have been established on some lines of building paper and tarred felt. Washing machine lists have been revised, many showing advances ranging from 50c to $3.00 each. Pipe fittings have declined and a substantial drop in brass and bronze screws is noted. Advances have occurred in socket wrench sets, rubber grainers, wire stretchers, pine tar, hose couplings, cleaning rods and bamboo fishing rods.

Activity is noted in sales of horse-clipping and sheep shearing machines, washing machines, clothes wringers and churns along with other spring goods. More interest is being shown in builders' hardware.

Lower Prices on Pipe Fittings

London, Ont.

PIPE FITTINGS.—Quotations on pipe fittings have been revised to lower levels this week, quotations now in effect being as follows: Malleable fittings—Class B, black, 22c per pound; C, black, 14½c; B galvanized, 31c; C, galvanized, 22c. Bushings, 32½ per cent. off list. Plugs, 30 per cent. off list. Unions, 45 per cent. off list.

Metal Polish on Market; Razors, Too

London, Ont.

METAL POLISH, RAZORS.—English "Brasso" metal polish, which has been scarce for some time, is now coming in larger shipments. New prices have been determined upon which show somewhat higher levels as follows: No. 3, $1.35 per dozen; No. 6, $2.25; No. 12, $4.50. Shipments of English razors are now being received by jobbers. The prices vary some, but average about $23 for black handle and $25 for white handle in any of the good makes.

Shipment Rifles Here; Rods Higher

London, Ont.

RIFLES, RODS.—Remington rifles are now back on the market again after a lengthy absence. Models now available are Nos. 12A x 22 cal.; 14A x 30 cal., and 14A x 32 cal., prices on which are $21; $35.50 and $35.50 each respectively. Higher prices have been named on cleaning rods, the No. 505 x 22 cal., twisted wire with brush, being quoted at 55c per dozen and the No. 510 x 22 cal., slotted end, being quoted at 65c per dozen.

Brisk Demand For Cooking Ware

London, Ont.

COOKING WARE.—A brisk demand for Pyrex cooking ware is reported, and jobbers intimate supplies are coming through more freely. Prices on some of the better selling numbers are noted as follows: Casseroles—No. 102, $21 per dozen; No. 103, $16.85; No. 167, $16.85; No. 168, $21; No. 193, $16.85. Pudding dishes, No. 122, $12; No. 123, $10. Pie plates, No. 202, $9.25. Cake dishes, No. 221, $9.25. Utility pans, No. 231, $12.75. Custard dishes, No. 423, $2.10.

Hose Couplings Show Advance

London, Ont.

HOSE COUPLINGS.—Brass hose couplings have registered an advance, the new prices now being quoted ranging as follows: ½-inch, $1.85 per dozen; ⅝-inch, $1.90; ¾-inch, $1.90; 1-inch, $3.60. Gem hose nozzles are unchanged at $6.30 per dozen. A fair amount of hose goods are now being called for.

Discounts on Brass, Bronze Screws Change

London, Ont.

BRASS AND BRONZE SCREWS.—Discounts on brass and bronze screws have undergone a further change, providing for a substantial decline in net prices to the trade, the present basis being quoted as follows: Brass, flat head, 47½ per cent discount from list; round head, 45 per cent.; oval head, 45 per cent.; bronze, flat head, 42½ per cent. from discount list; round head, 40 per cent.; oval head, 40 per cent.

Bamboo Poles Higher; Brooms

London, Ont.

BAMBOO POLES, BROOMS.—Shipments of bamboo poles from Japan have been received and new prices established which show an advance over former figures. The present scale of quotations is: 12 ft., $1.25 per dozen; 14 ft., $1.50; 16 ft., $2; 18 ft., $3; 20 ft., $3.75. Corn house brooms have declined, one of the cheaper grades being now quoted at $6 per dozen.

Washing Machine Lists Revised

London, Ont.

WASHING MACHINES.—List prices on many washing machines have been revised to higher levels, the discount showing no change at 30 and 10 per cent. from list. Sales are being made in excellent style and business in both the machines and clothes wringers has been very active. New list prices established are:

Washing Machines.—List prices each: Jubilee, $10.25; Dowswell, $11.25; Hamilton, $12.50; Canadian, $11; Peerless, $11.50; Snowball, $17; Momentum, $18.50; Patriot, $21; High Grade, $23; Seafoam B (engine drive), $50; Seafoam A (electric) $110; New Idea (electric), $118.50; Connors' Improved, $10.75; Magic, $11; Ottawa, $11.50; Winner, $17; Canada First, $21; Gem, $18.50; Beaver, $23; Perfection (electric), $119.50; Sunshine, $10.25; Popular No. 2, $11; Popular No. 1, $11.50; Premier, $18.50; Imperial, $18.50; Economic, $13.50; Puritan, $17; Champion High Speed, $18.50; Home, $21; Imperial (electric), $110.

Discount 30 and 10%.

Building Papers Show Decline

London, Ont.

BUILDING PAPERS.—There have been revisions in the prices of some lines of building papers, the new quotations showing a decline from former levels. The lines affected with the new prices are: Tarred felt, $3.75 per 100 pounds; tarred fibre No. 2, 78c per roll; dry fibre No. 2, 60c.; Surprise sheathing, 60c.

Socket Wrench Sets Up; Wire Stretchers

London, Ont.

SOCKET WRENCH SETS, WIRE STRETCHERS.—Higher prices have been established on Mossberg socket wrench sets this week. This is a result of higher manufacturing costs it is indicated. Prices on three lines carried in stock here are: No. 30, $4.50 per set; No. 13, $4.50; No. 14, $14.25. Townsend wire stretchers show a sharp advance in price, to-day's figures being $17.50 per dozen.

Rubber Grainers Up; Pine Tar, Too

London, Ont.

GRAINERS, PINE TAR.—Rubber grainers show an advance in price this week, the Magis Handled being quoted at $5.25, and Davis (sets of three) being quoted at $14.50 per doz.

Pine tar has advanced 10c. per doz., ½ pints being now quoted at $1.30 per doz. cans, and 1 pints at $1.85 per doz. cans.

Nails Moving Freely; Rope Quiet

London, Ont.

NAILS, ROPE—A better movement of nails is reported, orders coming to hand representing a very nice volume of business. Prices are unchanged, wire quoted at a base of $4.70 per 100 pounds and cut at $4.75.

Booked orders for rope are practically all shipped out and sorting business has not yet started to any extent, making trade in this line somewhat quiet. Quotations remain steady, pure manila selling at a base of 34c per pound; British manila at 30c; New Zealand hemp at 30c. and sisal at 27⅛c.

Linseed Oil Holds; Turpentine Scarce

London, Ont.

LINSEED OIL, TURPENTINE — A sharp break from continued advancing markets occurred on Tuesday and this has served to throw an element of uncertainty into the situation again. Just what may develop is hard to determine. Prices for the week are unchanged at levels shown below.

Turpentine is reported scarce locally. The market seems to be very well maintained and there is no immediate indi-

cation of much if any lower prices. Quotations follow:

Linseed Oil.	Raw	Boiled
1 to 2 bbls	$1 95	$1 98
3 to 5 bbls.	1 94	1 97
6 to 9 bbls.	1 92	1 95

Less barrels, add 10c gal.

Turpentine.	Imp. gal.
1 bbl. lots	$1 15
2 to 4 bbl. lots	1 14
5 gal. lots	1 25

WINNIPEG MARKETS

WINNIPEG, May 1—Price changes during the week again show a weaker tendency in the majority of lines, among which appear: well points, sash cord, wrapping twine, lamp wick, stove wick, cotton clothes lines, locomotive jacks, wrenches, screw drivers and punches. Lines showing an advance are: whiffletree hooks, Neverslip products, linseed oil and galvanized wire.

Business is reported very brisk in all lines, particularly sporting goods and auto accessories, while general hardware lines are also reported in good demand.

Galvanized Wire Moves Higher

Winnipeg.

GALVANIZED WIRE.—Prices have been revised to higher levels on galvanized wire, following the recent decline. However, new prices are still considerably lower than former high levels, being quoted to-day as follows: 6 ga., $6.65; 7 ga., $6.65; 8 ga., $6.65; 10 ga., $6.75; 11 ga., $6.90; 13 ga., $5.75; 14 ga., $7.25; 15 ga., $7.85; 16 ga., $8 per 100 lbs.

5 *to* 10 *Per Cent. Drop in Well Points*

Winnipeg.

WELL POINTS.—With new discounts just issued on well points, a reduction in price of from 5 to 10 per cent. has taken place. To-day's selling prices are given herewith: No. 90, $24.30; No. 94, $31.05; No. 98, $37.80; No. 140, $40.50; No. 144, $48.60; No. 164, $60.75; No. 168, $70.85; No. 184, $121.50 per doz.

Ten Per Cent. Drop in Lamp Wick

Winnipeg.

LAMP WICK.—Based on new discounts issued recently lower prices are now effective on lamp and stove wick, which decline approximately 10%, making to-day's selling prices as follows:

Lamp Wick—No. 0, 75c; No. A, 94c; No. B, $1.38; No. D, $2.20 per gross.

Rochester Lamp Wick—No. 1, 40c; No. 2, 56c; No. 3, $1.95 per dozen.

Rayo Lamp Wick—$1.10 per dozen.

Rayo, Jr., Lamp Wick—75c per dozen.

Flat Stove Wick—3 inch, 49c; 3½ inch, 56c; 4 inch, 67c; 4½ inch, 75c; 5 inch, 87c per dozen.

Sash Cord, Wrapping Twine Down 5%

Winnipeg.

SASH CORD, WRAP TWINE.—The recent reduction in all cotton lines is reflected in new prices now effective on sash cord and cotton wrapping twine, which decline about 5%. These lines are now selling at the following figures. Hercules sash cord, No. 6, 72c.; No. 2, 71c.; No. 5, 8, 9 and 10, 70c per lb.

Cotton wrapping twine, 3 ply in balls, 69c.; 3 ply in cones, 66c.; 4 ply in balls, 73c.; 4 ply in cones, 70c per lb.

Whiffletree Hooks Move Higher

Winnipeg.

WHIFFLETREE HOOKS.—Prices on Premium whiffletree hooks show a revision to higher levels during the week, based on latest quotations, and are now selling as follows: No. 2, $4.50; No. 3, $5.15; No. 4, $5.85 per doz.

Lower Prices on Clothes Lines

Winnipeg.

CLOTHES LINES.—Cotton clothes lines have also registered a decline during the week, and are now selling on the following basis:

40 ft., $2.90; 48 ft., $3.45; 60 ft., $4.30 per dozen.

Weather Strip Being Booked

Winnipeg.

WEATHER STRIP.—Bookings are now being taken by the Winnipeg jobbers for Swan and Anti-frost weather strip, for Fall delivery at firm prices, which are given herewith:

Swan weather strip, 75c set; Anti-frost weather strip, 45c carton.

Screw Jacks Down 10 *Per Cent.*

Winnipeg.

SCREW JACKS.—Prices on locomotive jacks, which have been steadily increasing for some time past, show a reduction of approximately 10% during the week. They are now quoted as follows:

Jacks, 1¾x8 in., $3.75; 2x10 in., $5.05; 3x12 in., $5.60; 2x14 in., $6.20; 2x16 in., $6.95 each.

Higher Prices on Shoes, Calks, Etc.

Winnipeg.

HORSE SHOES, CALKS, ETC.—New prices just to hand covering Neverslip horse shoes, calks, etc., all of which show advances of from 5 to 10% over former quotations. Bookings are now being solicited by the Winnipeg jobbers for Fall shipments at the following figures:

Neverslip Shoes, Calked—No. 1, $1.13; No. 2, $1.22; No. 3, $1.31; No. 4, $1.49; No. 5, $1.80, No 6, $1.94; No. 7, $2.12 per set

Drilled Iron Shoes, Fore and Hind—No 1, $13; Nos. 2 to 6, $12.50 per keg.

Neverslip Calks—⅜ inch, $2.47; 7-16 inch, $2.64; ½ inch, $2.64; 9-16 inch, $2.80; ⅝ inch, $2.80 per 100.

Taps—⅝ inch, 34c; 7-16 inch, 38c; ½ inch, 42½c; 9-16 inch, 47c; ⅝ inch, 55c each.

Screw Drivers Lower; Other Lines

Winnipeg.

SCREW DRIVERS.—Prices have been revised during the week, on Perfect Handle screw drivers and Sharpen Eze chisels and punches, all lines showing a slight reduction from former quotations. To-day's selling prices on the Perfect Handle screw drivers are given herewith:

2 in., $4.35; 4 in., $5.15; 5 in., $5.15; 6 in., $6.15; 8 in., $8.20; 10 in., $10.25; No. 9½, $12.30; No. 612, $6.15 per doz.

Some Wrenches Revised Downward

Winnipeg.

WRENCHES. — Some lines of wrenches also show a slight revision during the week and are now quoted at the following figures:

Agricultural wrenches: 6 in., $6.70; 8 in., $8.00; 10 in., $9.40; 12 in., $12.00 per doz.

Perfect Handle: No. 615, 6 in., $12.00; 8 in., $14.40; 10 in., $16.80; 12 in., $21.60; 15 in., $28.80; 18 in., $38.40 per doz

Linseed Oil Up 8c; *Turpentine Holds*

Winnipeg.

TURPENTINE, LINSEED OIL.—Following the sharp advance in flax seed prices, an advance is recorded during the week, of 8c per gal., on linseed oil, making to-day's market price as follows: raw linseed oil, $1.93 per gal.; boiled linseed oil, $1.96 per gal., in single bbl. lots.

Turpentine prices still hold firm at former quotations, which are given herewith: Bbl. lots, $1.25 gal.; ½ bbl. lots, $1.28 gal.; 5 gal. lots, $1.30 gal.; 1 gal. lots, $1.30 gal., plus the usual extras for containers.

Owing to a typographical error the Winnipeg price on Lyman 4-point barb wire appeared in last week's issue as $4.65 per spool. It should have been $4.85.

TRADE INQUIRIES

34. Barbed and other fencing wire.—A South African manufacturers' agent specializing in iron and steel goods, is prepared to take up an agency for Canadian-made fencing wire. Samples and prices with cable code arrangement is requested in first communication.

40. A Jamaican commission agent located at Kingston wishes to represent Canadian manufacturers of all lines of manufactured goods.

41. Agencies.—A leading firm in St. John's dealing in lead, tin, zinc, and manufactures thereof; galvanized iron, sheet iron, trunks, axe and pick handles, etc., spices, jellies, coffee and other standard grocery lines, tweeds, hessian, etc., desires communication with Canadian exporting firms of these commodities.

PITTSBURGH MARKETS

PITTSBURGH, Pa., May 1.—The stagnation in the pig iron, unfinished steel and finished steel markets has become more pronounced and at the same time it has become more remarkable, because with the opening of spring and the progress towards the peace settlement one would certainly expect greater activity.

Yet the fact is that merchant furnaces continue to blow out, one after another, and steel mill operations continually decrease, having now dropped to about 60 per cent. of capacity, and with at least half the production depending upon old orders, current bookings representing 30 per cent. or less of capacity.

There is disposition in many quarters have been expected to obtain immediately after the cessation of hostilities, when war work must have been suspended very largely, and when time had not been afforded for consumers of iron and steel to get busy on peace work. Yet the showing has been that even three months after the signing of the armistice, in January, the average rate of steel production was 87 per cent. of capacity, production being now about 60 per cent. with prospects that if conditions do not change a rate of less than 50 per cent. will be reached in another 30 days.

The Price Muddle

These are conditions that might easily to blame the lethargy in the market on the muddle made in Washington of the attempt to set prices. The program as originally announced seemed to call for price deflation in all lines, so that buyers could go ahead, but the Industrial Board shifted its ground and referred to the operation as being one of "price stabilization." Certain reductions, not as large as had been expected in many quarters, were arranged, and then the new prices are announced as being minimum for the remainder of the year.

It is quite unsafe to accept at par explanations American business men give for dullness in business, as has been proved, by subsequent events, upon many occasions. For instance, in say ten years before the war, there were several protracted cases before the Interstate Commerce Commission, the railroads desiring freight rate advances, and if business chanced to be always dull at the time, everybody said the trouble was the Interstate Commerce Commission; if they would only grant that rate advance business would boom. Men even set dates, and said that unless the decision should be reached by such a time it would do no good anyhow. When decisions were made, however, these same men scarcely took time to read the details of them, and business went on just as before. At other times it was the tariff that was holding business back. It is well therefore not to put too much stock in the talk these days that the muddle at Washington is responsible for dull business. The observation will be seen to be the more pertinent when it is noted that all the talk and criticism is levelled against the Railroad Administration, particularly Walker D. Hines, Director-General of Railroads, because he refused to endorse the Industrial Board steel prices and place orders at them. He refused to "co-operate." Practically nothing is said about the Navy Department, which did precisely the same thing, and worse, indeed, for the Navy Department formally threw out the bids for 20,000 tons of steel, stating that they were unacceptable because not competitive. The Director-General had not even asked for bids. Then Chairman Hurley, of the Shipping Board, announced that additional contracts for 2,000,000 tons deadweight of vessels are about to be cancelled because the war is over and the board can't go ahead at "war time prices." If all this talk were fair and sensible there would be equal criticism of all three departments, but the Railroad Administration gets it all. The explanation is not a matter of business at all, but of psychology. The Railroad Administration, the Navy Department and the Shipping Board all helped to win the war, and all are entitled to equal credit because they all tried to do their best. There was a big difference, however, in the psychological effect. The United States Navy, for various reasons, one of which is extremely obvious, stayed out of the United States, The Shipping Board sent its ships out of the United States. The railroads, however, operated all over the ground and everybody came in contact with them, experiencing much dissatisfaction in that contact. So Director-General Hines gets all the blame, and nothing is said about Secretary Daniels or Chairman Hurley.

"Open Market" Discussion

The trade talk is largely of "open market. There has been an "open market," so-called, in pig iron for several weeks, for for merchant furnaces lost little time in renouncing allegiance to the Industrial Board price schedule, being much dissatisfied with it because it reduced steel so much less, proportionately, than pig iron, and also because they held that for real activity business would have to get back to usual principles, which means an open market in pig iron, as always before the war, each district making its own prices under competitive conditions.

LETTERS TO THE EDITOR

These columns are open to contributions upon any topic of interest to the trade, it being understood that the views expressed are those of the contributors, and do not necessarily imply editorial indorsement. Names of contributors will be withheld, if desired, but name of writer must accompany correspondence as an evidence of good faith.

Editor, Hardware and Metal,
Toronto, Ont.
Dear Sir:—

The letter which you enclosed asking if I was aware of any improvements that could be made in the magazine, appeals to me very much.

I make use of HARDWARE AND METAL every day in the week with the exception of Sunday. I find the advertising matter very beneficial, for this reason: I am a long way from a city and there being no other hardware store in the town I have no other source of supply for ideas, as to advertising, showing goods, etc.

In answer to question number two, I believe the time is not far off when your readers will ask for a directory of manufacturers in the United States; in fact some of us will have to have one if we want to stay in business, for this reason:

A great many of the goods made in Canada are being sold to the mail order houses and grain growers' organizations at a price which enables those people to cut the feet from under the local merchant.

If the manufacturers insist on selling to these people then the retailer must look to the States, for although the goods may cost him more, they will be different, and that appears to be his only chance to stay in business.

Take as an instance the Tapatco Sweat Pad. This pad, of which I have just purchased some, cost me $8.80; the United Grain Growers are selling this identical pad here for 67c laid down here. As this is a small place (population 20) you can imagine how embarrassing this is for me.

Then again there is a well-known horse clipper sold by the mail order houses for $9.25 which costs me $8.85 in Calgary (by the way a fortune awaits the Canadian manufacturer who will make a horse clipper that is different to the one I refer to and who will confine his business to the retail trade), how am I going to overcome either of these obstacles? There is only one way that I can see and that is to find out who makes a sweat pad or horse clipper that is different.

I enclose a letter from the American Pad & Textile Co., which is a reply to a letter I sent them drawing their attention to the fact that the T. Eaton Co., of Saskatoon, were selling their sweat pad for just what it cost me.

They (the American Pad & Textile Co.), claim they have sold no pads to this concern for over one year and not many then, yet undoubtedly the mail order house in question must be selling thousands, for the simple reason that the retailer cannot come near their price. What I would like to know is, who do the mail order house get them from?

This all leads up to the same inevitable conclusion, namely—the retailer must stop buying from manufacturers who sell to mail order houses and grain growers' associations, otherwise the manufacturer will put the retailer out of business, although he does not realize that fact yet.

I am at a loss to understand why the retailer is not awake to what is going on. He seems to be sleeping at his post.

When I started in this place the farmers were so anxious to get a hardware store here that they gave their help in the construction of my store, yet to-day the United Grain Growers are soliciting orders for anything and everything, even to snaps and hame straps, yet they must realize that a hardware store in a village with a population of 20 cannot be a very paying business, and surely they must know that my hardware store is an asset to the place and a benefit to them, because every business that is started adds to the value of their elevator.

I would like to get the opinion of other retailers on this important matter.

Yours truly,
Batten Bailey, Hardware, Lanfine, Alta.



Women and the Paint Department

Housewives Purchase Largest Percentage of Indoor Paint and Varnish Specialties—Usually Have Final Say About Color Scheme for Outside of the Home—Women Appreciate Service in the Paint Department

WHO purchases the largest percentage of indoor paint and varnish specialties? The women folk! Who is the prime mover behind the domestic clean-up and paint-up campaigns about the home? The women folk!

Who usually has the last say about the color scheme for the outside of the house? The women folk!

Who likes better to buy paints and varnishes in a well-ordered paint department, which extends real service rather than one that is neglected? The women folk!

If it weren't for the women folk, there would be a lot of sorry-looking, small-profit paint departments. There are still a great many of them that could swing a larger balance of profit by encouraging and developing the women folk's trade much more than they have.

Better and larger service is one keynote that will serve this purpose admirably.

Appreciate Service

Women appreciate those little niceties of service that are susceptible of development in a paint department and which can be made to tie them to your store as permanent trade.

Women cannot be blamed for not patronizing some paint departments. They are situated in the back-end of the store, accessible only after one has zig-zagged a tortuous course around and between rolls of roofing, bales of fence wire, and sundry other building materials, in which she has neither direct nor indirect interest. Too often she is obliged to choose her shades in the dim, religious light of a back alley window and is disappointed with them when she gets them home.

Never again for hers in that store. A well-lighted, easily accessible, service-rendering paint department gets her next purchase.

Like to Compare Colors

Women folk want to see what their purchase looks like. They want to visualize how their paint will appear after it is applied. They want to compare one color with another. They like to match one color against another. Perhaps they want to select a color scheme over your counter. Poor lighting doesn't foster the service that should be rendered to meet these demands. Good lighting where paints and varnishes are displayed and selected, is an asset that should be sought in placing a paint department where it will attract the trade of the women folk.

Make it accessible and attractive also.

When a woman has to hobble over and around a lot of uninteresting hardware and builders' supplies to get to the paint department, it dampens a lot of enthusiasm for making any second or third trips.

Solves the Problem

The paint department right up in the front of the store avoids any handicaps of this sort. But Jim Connor solved the problem of attracting the women folks to the paint department by going another step farther. He learned his lesson from one of the largest grocery stores in his town.

This progressive grocery store had, like many others, done away with most of the counters and provided tables at which customers could be seated while placing their orders. An interview with the grocery man elicited the fact that his women customers like this more sociable way of doing business. When seated, they were more at ease, and were not jostled by other customers, and the method induced larger individual orders.

Connor felt that his paint department was big enough to make this venture, and followed suit. From his own observations and what the grocery man told him, he was convinced that he could induce and develop more paint business with the women folks by arranging his paint department in a similar manner.

Up to the Front

Preceding this idea, he had already determined to have the paint department right up in front, under good light, and where women did not have to pass a lot of goods they were not even remotely interested in.

There was enough room to the left of his entrance, to rail off a little compartment in which were placed three mahogany tables, and enough light cane-bottom chairs to accommodate his trade. He obtained three plate glass tops for the tables such as are used on office furniture. Underneath the glass he arranged color cards of all the lines in stock. This meant that there were always color cards at hand and that his whole line would be displayed at each table. On top of each table there were always present a small display of polishing oils, metal polishes or waxes, which the customer could pick up at will and become interested in. It was remarkable the extent to which he increased his sales in such sundry lines in this way.

Continued on page 66



Moore's Paints

Ready Mixed

Produce Customer Satisfaction

The customer finds them just the paints for the job at hand; covering a great amount of surface, easy to apply and presenting a good appearance long after other paints have faded away.

They're the Paints that bring the customer back for more

Moore's Mixed Paints are manufactured primarily to please the customer, and are sold to you at a price to allow for a generous margin of profit.

An ideal paint for the customer to use and the dealer to sell, that's Moore's.

Our splendid agency proposition will interest you. Write us for information.

BENJAMIN MOORE & CO., Ltd.
WEST TORONTO - ONTARIO



The larger displays of flat wall paints, varnish samples, etc., were arranged around the walls of the compartment, so that they could easily be referred to. A sufficient stock of all his lines was arranged on shelves against the wall, so that a clerk could reach for a can whenever necessary. The bulk of his paint stock was kept in the warehouse, but where it was not necessary to take customers. From this stock, the stock in the compartment was constantly replenished.

Showed Floor Finish

One of the details of his arrangement was to have the floor of the compartment laid in hardwood and finished with his brand of floor varnish. In the centre where the tables were placed he covered the floor with an attractive rug.

The whole arrangement created an atmosphere that was attractive and inviting—especially to the women. It didn't take them long to get on to it either. After a few of his feminine paint inquiries had been led into this compartment by the clerks, they didn't hesitate to gossip about it amongst their friends and relatives. Curiosity led many women into Connor's store for the first time. Comfort in making paint purchases tied them to this store for permanent trade.

Other Lines Also

In off seasons, such as Christmas, Connor realized that his departure would be of little service to him as far as paint sales were concerned. It was very little trouble to remove the small paint stock necessary for the compartment, and replace it with silver, brass and other Christmas goods. However, he never lost sight of the fact that it was started essentially as a feature of his paint department. The color cards always remained under the plate glass tops, and for whatever purpose the compartment was being used, his paints, varnishes, and other specialties were always near the eye of his trade.

Nor did the men overlook its advantages. The compartment and its chairs were used for the comfort of men who had more or less lengthy business consultations with Connor. With all of his paint displays concentrated before them, they could not help but receive an impression of Connor's line which led to business sooner or later. Oftentimes "sooner."

This method of selling paints and varnishes not only served the purpose of making Connor's store an attractive store to buy goods in, but enabled him to extend the services of his paint department in other directions. It helped him solve a problem which every serious-minded paint dealer constantly faces.

He realized that too frequently a paint purchaser little appreciates the services that either paints or varnishes can render. With the customers comfortably seated, and the whole line displayed before them, the clerk was better able to lead from one line to another and increase his sales. A table does not denote so markedly a defined line between buyer and seller. The clerk was able, in a more sociable way, to learn the intended use of the purchase and to suggest other lines to go with it. It placed him in a better position to advise his customers in the best methods of using it, which naturally led to more confidence on the part of the purchaser. In this way, many abuses, and much lack of information about the proper uses of paints and varnishes was overcome. More consultation over proper methods of application, suitable color schemes, and the protective value of paints and varnishes was promoted. It enabled the clerk to more easily assume an advisory capacity to his customer.

Connor himself says that that little compartment and its arrangement has done more for the development of his paint department and the service it can render than a whole lot of ephemeral advertising. He counted on it as both an advertisement and a service that brought actual business and an increased profit.

Make it Accessible

Many smaller paint departments than Connor's cannot, perhaps, afford the luxury of a compartment arranged in this manner; but making it easily accessible does not cost anything beyond a little trouble in arrangement. Good light doesn't cost any more in a small store than a big one. The small store can make an "up-front" display of paints, varnishes and brushes just as readily as a big one. It is such little considerations as these that oftentimes make the difference between a profit and a loss or just break even. Woman, with her feminine instinct and other sensitive response, does not take long to respond to favorable attractive conditions—and she is just as readily repulsed by unfavorable, unattractive arrangements, if not more so.

Perhaps the greater bulk of women's purchases have been prompted by the desire for decoration. To some extent she buys the smaller sizes for the purposes of renewing furniture and other domestic articles. Comparatively little of her purchases of paints and varnishes have been purchased from purely the preservative and protective standpoint.

Assuredly here lies a tremendous field of development for the "Save the Surface" campaign, now being launched by the Canadian paint and varnish trade. Show most women how they can save a cent here and a dollar there, and they hop to the idea in a hurry. If the women folk can be impressed with the true protective and preservative value of paints and varnishes, it will open a new avenue for increased demand. As has been stated in these columns before, women will only stand for neglect of paint or varnish for about so long, and then something has to be done to remedy it. But this has been largely prompted from the decorative instinct. When they are made to realize that such neglect costs money in useless deterioration, it will form a new incentive to buying on their part—or getting the man of the house to buy. Sales brought about by this incentive will not be in pints and half-pints for the odds and ends about the house, but in half-gallons and gallons for exterior and interior house painting.

If any paint dealer is unconvinced that it pays to appeal to the woman, let him take up any purely woman's magazine of to-day, and compare it with any purely man's magazine. Look over the advertising pages. Note how much more advertising is addressed exclusively to women than to men, in a thousand and one lines. Also note in many men's magazines, how adroitly some advertising is directed to women on articles that only a man can use.

With paints and varnishes, both men and women can use and appreciate it—in not a few instances, the woman more than the man.

The purchasing power of the women folk with paints and varnishes is not to be winked at. The paint dealer with a weather eye to the development of his sales will find a splendid field of opportunities amongst them. Convenience, service, and the other little attentions that attract women will have a powerful influence in enlarging his paint and varnish trade amongst them. At the same time don't overlook the fact that a fair share of advertising sent directly to them, will have an influence that will bring quick and sure results.

Says Selling Gasoline Helps Other Business

"Selling gasoline is a material help in building up business in other lines," says G. L. Chesney, whose hardware store is on 16th Avenue, Calgary, Alta.

"My trade has grown since I put in the gasoline service station, and not only that, but I sell more gasoline than some of the dealers down town," said Mr. Chesney. "I sell on a close margin, and when a customer buys gasoline there is often an enquiry for oil, grease, spark plugs, tires, and so that side of the trade has grown, and with it has grown the hardware business. Then I find the tin shop is always a help to business here, for a job in the tin shop often brings along an order for hardware with it."

"Do you do much advertising, Mr. Chesney?" asked HARDWARE AND METAL.

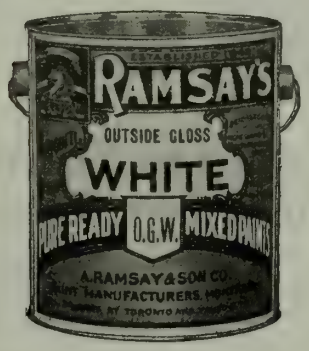
"Yes, I am a consistent advertiser, but I chiefly use the street cars for that. People always read the ads. in the street cars, and I find it to be a direct boost for sales. The ads. are changed every week. I use a good weekly advertisement in the newspapers and get some returns from that, but I regard that more as a medium to keep the firm's name before the public and let them know we are in business all the time. In any case our business here is not confined to the North hill, and my motor delivery visits all parts of the city.

"It is astonishing if a certain line of goods is advertised how you will find responses from all parts of the city. I have experienced that time after time."

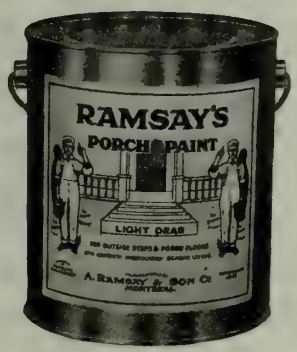
RAMSAY'S

"The Right Paint To Paint Right"

"Save the surface and you save all" *Paint & Varnish*









Make Ramsay's the foundation of your Paint Department, you will then be equipped to meet every need. The good will of your customers and better business will be the logical result. Do you know our Dealer proposition? You should. It's a good one.

A. Ramsay & Son Company

Makers of Property Preserving Paints & Varnishes for 77 years

Toronto MONTREAL Vancouver

Distributors:

Edmonton District:
Revillon Wholesale Limited, Edmonton

Calgary District:
The McDonald-Baker Co., 818 8th Ave., W., Calgary

Save the Surface and Save all Paint and Varnish

Not Looking For Any Downward Trend in Window Glass Prices

THE JOHNSTON BROKERAGE CO., Pittsburgh, has sent the following letter to the trade: Since the first group of hand plants began operations in February the demand has been light, and we should estimate that from 25 to 30 per cent. of the manufactured goods has been shipped. The accumulation of stock, however, is not so burdensome as to be a menace, as this first group of factories will cease to operate after making their allotment arranged through Washington of 1,200 50-ft. boxes per pot. In operating the four-shift system, the production has been kept at a high point and many factories report that they will have completed their quota before the first week in May; some of them telephoned last week that they would have their glass produced in twelve weeks instead of fourteen or fifteen weeks' operating period. A few that have not been so well supplied with men have to run a week longer, but we don't think there will be many that will find it necessary to make glass up to the time fixed for closing down, which is May 24.

Will Carry Stock

The factories are satisfied with the situation; they have made arrangements to carry their stock and await the demand that we are sure to have later on. There has been a noticeable improvement in the market as far as demand is concerned, during the last two weeks. This comes from all sections, particularly from the Eastern district where the disturbance has been greatest. Reports from jobbing centres indicate that in the hands of the large distributors stocks are far below normal; some of them 50 per cent. below the quantity usually carried, and reports from the small dealers show that they are not carrying anything like the customary stocks. Various reports have come to us, which we consider reliable, and show that stocks in hands of the country merchants are from 75 per cent. to 90 per cent. of what is usual for them to have on hand. The last half of the year promises to be very active as the building interests are reviving, but our orders will come from the large jobbers to build up their stocks as they are going to have a most tremendous trade to replace stocks in the hands of small dealers scattered over the country.

Quantity Diminished

With the closing of the hand plants in May, and also quite a number of the machine factories, the quantity of glass made for the balance of 1919 will be greatly diminished. The hand plants in the second group will not start until August 15, and they will have no glass on the market until the first of September, therefore we are urging our friends to sort up their stock while the factories are well equipped to take care of business; they can get better service now than they will be able to obtain later on, although by this we do not mean that there is going to be any immediate scarcity, but when the demand starts in our home market we expect to be very busy. We are giving no thought at all to any downward trend of prices.

We have also had a little business from Canada recently and there is increased activity in the foreign demand, so from these three sources we are confident that our stocks are going to be cleaned up before the end of the year, more completely than they have been for several years.

The daily papers are filled with comments on the scarcity of dwelling houses in every part of the United States; hundreds of thousands of dwellings are required to take care of the needs of the people. This is a class of business that is quickly completed, and our products are almost entirely required for glazing these buildings.

When the demand starts in it is going to be for very quick service, and the jobber that has his stock assorted to take care of this business will get the preference. If he must wait until he receives shipments from the factories he will be severely penalized by cancellation of orders.

It is our opinion that the 50 per cent. allotment will be carried out as arranged, and the demand should absorb all of this glass and any stocks that the manufacturers had on hand at the time of resumption.

New Association Aims to Further Interests of British Trade in Canada

THE Canadian Association of British Manufacturers and their Representatives has been established with branches at Toronto and Montreal. Similar associations have existed in Australia and New Zealand for several years. The objects of the association as set forth in the constitution are as follows: "To further the interests of British trade throughout the Dominion of Canada and to affiliate with and work in concert with kindred associations in other centres of the Dominion having similar objects."

Provisional committees were appointed to draft the constitution of the Association. The Toronto committee comprised: G. A. Marshall, chairman (steel); Capt. Harris, (shoe polish); A. C. King, (dry goods); C. W. Beal, (pottery); E. V. Pannell, (aluminum); H. Wilson, (dry goods) with F. W. Field, the British Government trade commissioner in Ontario, acting as secretary pro tem of the committee.

The Montreal committee includes: J. H. Peattie, (dry goods); G. H. Bishop, (dry goods); F. H. Scott,(silver and electro plate); A. K. Drury, (heavy metals); F. I. Spielman, (paints, etc).

Those interested in the formation of the association naturally wish to increase Great Britain's share of the import trade of Canada. As Canada is buying a considerable volume of merchandise abroad each year, it is desired that the United Kingdom shall obtain a substantial share of that business. It is felt that the progress which Canadian manufacturers have made, especially during the past few years, will be exceeded by the manufacturing developments in Canada in the future. This is recognized as a welcome and gratifying feature, because as each unit of the British Empire becomes stronger industrially, and agriculturally, each developing its resources, so will the great British Empire grow in stability, prosperity and influence.

The executive council of the Toronto branch of the new association comprises: J. Wilson, president, (dry goods); G. A. Marshall, (steel), vice-president; H. V. Andrews, (wools); C. W. Beale, (pottery); Capt. Harris, (shoe polish); J. Haywood, (groceries, coffee, etc.); E. V. Pannell, (aluminum and electrical lines).

The executive council of the Montreal branch will probably be elected in the near future.

The association will consist of British subjects only:

(a) British manufacturers and wholesale exporters from the United Kingdom.

(b) Representatives and agents of British manufacturers and wholesale exporters from the United Kingdom.

No representative or agent of British manufacturers who enters into any agency, agreement with, or in any way represents any manufacturers or wholesale exporters whose principal works or place of business are situated in any country deemed by the supreme council to be or to have been hostile or unfriendly, will be entitled to membership in the association.

There are several hundred manufacturers of the United Kingdom represented in Canada by branch houses or agents, and it is anticipated that a large number, both of British manufacturers and their representatives will enrol as members of the new association.

The Eaton Toy Co., Ltd., capital $50,000, head office Ottawa; plans to manufacture and deal in machinery, internal combustion engines, vehicles and railway equipment.



Varnish Investments

Varnish buying is not only an investment for the dealer, but is equally so for the consumer.

In the long run the only profitable varnish investments are those that produce a handsome finish that lasts indefinitely. Such products are profitable for the painter, because every operation on which he uses them is a permanent testimonial and business-builder for him. They are profitable for the owner, because a lasting finish means economy. They are profitable for the dealer, because they are easy to sell, and the demand for them is continuous and cumulative.

Berry Brothers' label has for sixty-one years been the buyers' guarantee of profitable investments in varnishes, enamels and stains.

Partial list of distributors of Berry Brothers' products

Whites, Ltd. - - - Collingwood, Ont.
Sanderson Pearcy Co., Ltd. - Toronto, Ont.
Frank A. Gillis Co. - - Halifax, N.S.
A. M. Bell & Co., Ltd. - Halifax, N.S.
Lariviere, Inc. - - - - Montreal, Que.
L. H. Gaudry & Co. - - Quebec, Que.
Wood, Vallance, Ltd. - Winnipeg, Man.
Wood, Vallance & Adams, Ltd., Calgary, Alta.
Revillon Wholesale, Ltd. - Edmonton, Alta.
Hunter, Henderson Paint Co., Ltd. - - Vancouver, B.C.
Wood, Vallance Hardware Co., Ltd., - - Nelson, B.C.
Marks, Clavett, Dobie Co., Ltd., - - - Port Arthur, Ont.

BERRY BROTHERS INC
World's Largest Makers
Varnishes and Paint Specialties
Walkerville, Ont. (744)

WEEKLY PAINT MARKETS

MONTREAL

MONTREAL, May 1.—One commodity furnishes the real interest of the week in point of change, linseed oil having again soared. It is nearing the $2 mark, and with deliveries of needed seed from the Argentine not promising at this writing it is not probable that markets will improve just now. Flax seed has reached and passed the $4 mark, which would justify $2 oil, say the crushers.

There is still a scarcity of turpentine, and the undertone of the market is steadily firm. One jobber is asking $1.24 per gallon in 5-gallon tins. Some are not making any quotations whatever.

Putty and mixed paints are going out steadily and there is a good outlook, orders from the travellers and by mail coming in to the manufacturers splendidly A big season is in prospect.

Further Advances; May be $2.00 Oil

Montreal

LINSEED OIL.—Difficulties of moving Argentine flax to this market have not lessened, and the steady advance of prices continues, seed prices having passed the $4 mark during the week. The range of price this week on raw oil is $1.83 to $1.92 per gallon, and even this basis does not represent the price that ought to prevail on spot seed quotations. No one cares to make predictions, but there seems to be no relief in sight in the matter of supplies. This being the case, $2 oil may not be far off.

	Imp. Gal.	
Raw—		
1 to 4 barrels	$1 83	$1 92
5 to 9 barrels	1 82	1 91
10 to 25 barrels	1 81	1 90
Boiled—		
1 to 4 barrels	$1 85½	$1 94½
5 to 9 barrels	1 84½	1 93½
10 to 25 barrels	1 83½	1 92½

Much Putty Sold; Basis is Same

Montreal

PUTTY.—In spite of the fact that oil prices have advanced much there has been no change in putty basis. The undertone is naturally firm, and higher oil will make consideration of the continuance of these prices more than probable. There is a very splendid movement to the trade.

Standard Putty	5 ton	1 ton	Less
Bulk, in barrels	$5 00	$5 25	$5 60
Do., ½ barrels	5 15	5 40	5 75
Do., 100 lbs.	5 85	6 10	6 45
Do., 25 lbs.	6 10	6 35	6 70
Do., 12½ lbs.	6 35	6 60	6 95
3 and 5 lb. tins	8 10	8 35	8 70
1 and 3 lb. tins	8 60	8 85	9 20
Do., in 100 lb. cases	7 15	7 40	7 75

Pure linseed oil putty, $2 per 100 lbs. advance on above prices.

Glaziers' putty—$1.60 per 100 lbs. advance on above prices.

Terms—2%, 15 days, net 60.

No Improvement On Turpentine

Montreal

TURPENTINE.—Some jobbers are still off the market as far as making quotations is concerned, though they are doubtless taking care of their own customers. There is an undoubted shortness in supplies and prices are firm. The only change is one made by a jobber on 5-gallon lots, the price being advanced to $1.24. Demand is increasing.

Turpentine—	Imp. Gal.	
1 to 4 barrels	....	$1 12
Small lots	$1 17	1 24

(Packages extra.)

No Change On White Lead in Oil

Montreal.

WHITE LEAD IN OIL.—Prices have been steadily maintained on lead. There has been some weakness from time to time on pig lead, but there are many things to offset this favorable change, linseed oil being a factor, and labor a bigger one. There is a splendid movement to the trade on the basis of $15.50 per cwt. for 5-ton lots; $16 for ton lots, and $16.35 for the small quantities.

Big Increase in Paint Business

Montreal.

PAINTS AND SPECIALTIES.—The paint men are wearing contented smiles these days. These are prompted by an excellent increase of actual orders and by the prospect of much larger business coming to hand. "We have had one of the best months in our history, if not the best, in April," said a large manufacturer, "and we expect a record business in May." This is quite a reflection of the general feeling in paint circles. With a full co-operation all around and a general boost by all toward putting over a successful "Save the Surface' campaign this spring and summer, there ought to be real improvement in the situation. Orders are excellent for both mixed paints, varnishes and specialties. There is naturally a firm tone to the market on most items.

TORONTO

TORONTO, May 1.—A steadier tone has followed the sharp break in flax seed, and markets show little change on linseed oil. Turpentine remains firm and unchanged. Business is very good, mixed paint, white lead in oil and kindred lines moving forward in very good volume.

Range on Linseed Oil Narrows

Toronto.

LINSEED OIL.—The market on flax seed showed a sharp break on Tuesday and a further recession on Wednesday, though situation seems to have steadied somewhat. This has not yet affected prices to the retail trade as yet—in fact the range of quotations for the week has narrowed towards the higher figure. Business is considered very good and supplies are ample for immediate requirements to the trade. Quotations prevailing this week are noted as follows:

Linseed Oil—	Raw	
1 to 2 barrels, gal.	$1 86	$1 95
3 to 5 barrels, gal.	1 85	1 94
10 bbls. and over	1 83	1 92
	Boiled	
1 to 2 barrels, gal.	$1 88½	$1 98
3 to 5 barrels, gal.	1 87½	1 97
10 barrels and over	1 85½	1 95

Prices shown are those ruling on Thursday of current week and subject to daily fluctuations of the market.

Turpentine Holds At Firm Levels

Toronto.

TURPENTINE.—The market is firm and the situation locally is without special feature. Importers are experiencing some difficulty in getting supplies through promptly owing to trouble with railway, but this condition should soon right itself. A little recession at primary points occurred on Tuesday but the market came right back again and is firm this morning. Quotations for the week are unchanged as follows:

Turpentine—	Imp. Gal.
1 barrel (barrel included)	$1.12-$1.15
2 to 4 barrels (barrel included)	1.11- 1.14
5 gallon lots	1.22- 1.25

Mixed Paints Maintain Activity

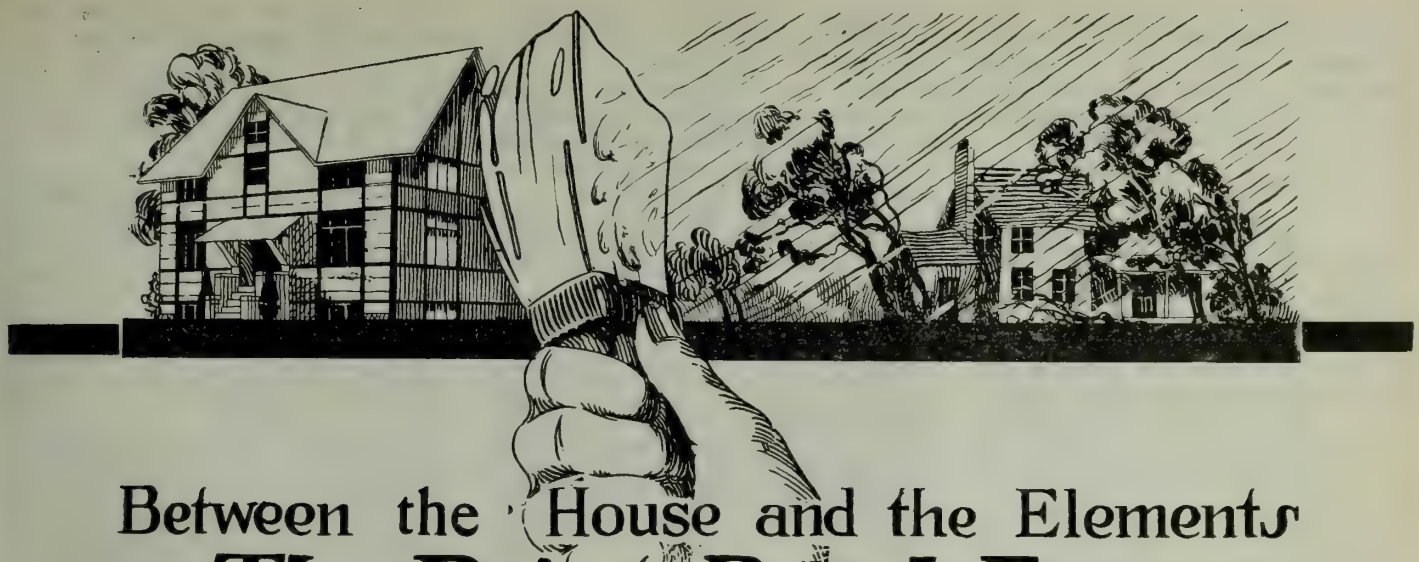
Toronto.

MIXED PAINTS.—Business is very satisfactory from reports manufacturers give out, and real warm spring weather would undoubtedly stir up a great many more orders. Prices are well maintained and outlook is considered promising.

White Lead in Oil Holding Firm

Toronto.

WHITE LEAD IN OIL.—Steadiness marks the market in white lead in oil this week. There seems to be a very fair



Between the House and the Elements

The Paint Brush Forms The Only Real Protection

IT is this thought—"Protection"—that furnishes the key-note of the co-operative campaign now under way, to increase the consumption of paints and varnishes throughout Canada.

Every firm or individual making or selling paint products, is expected to do his part to make this campaign a success.

You will share in the **profit** the campaign is bound to bring to the paint and varnish trade—you will naturally want to share in the **effort** to impress the public with the importance of "painting to protect."

In your windows and in your newspaper ads make constant use of the phrase that has been adopted in connection with this big co-operative campaign—

"Save the surface and you save all" *Paint & Varnish*

In order to get **maximum** benefit from this great movement you should make sure that you have the right **brand** of paints and varnishes to offer those people who are inspired by the educational advertising of the Paint and Varnish Association to do some painting. There are several reliable brands of paint, but only one B-H English Paint. Considering its advantages in quality and its equality in price, B-H "English" Paint is the logical line for you to handle. And, when you add the outstanding publicity done for B-H "English" Paint, the reasons become overwhelming.

If there is no B-H Agent in your town, here's your opportunity. Do not let it escape you! Write at once to our nearest Branch, and let us lay our attractive proposition before you.

BRANDRAM-HENDERSON LIMITED

MONTREAL HALIFAX ST. JOHN TORONTO WINNIPEG

MEDICINE HAT CALGARY EDMONTON VANCOUVER

movement and improved weather conditions would undoubtedly influence a better demand. Prices during the week are unchanged at the following levels: 5-ton lots $15.80 per 100 pounds; 1-ton lots $16.30, and less quantities $16.65.

Glass Quiet; Putty Unchanged

Toronto.

GLASS, PUTTY.—There seems to be a slightly better movement of window glass in progress, but even at that the volume of business is still small. Stocks are ample and discounts shown in current market quotations without change. Putty is without any outstanding feature of interest. The market is very well maintained and prices shown herewith are steadily held.

	Per 100 lbs.		
Standard Putty—	5 ton	1 ton	Less
Bulk, in barrels	$5 30	$5 55	$5 90
Do., 100 lb. irons	6 15	6 40	6 75
Do., 25 lb. irons	6 40	6 65	7 00
Do., 12½ lb. irons	6 65	6 90	7 25
Bladder, in barrels	7 05	7 30	7 65

Pure putty advance $2 per 100 lbs. over above prices.

A Survey of Paint Trade Prospects

THE Chamber of Commerce of the United States has sent a press bulletin to all the newspapers, trade papers and magazines, surveying "The Business Situation" and summarizing a report which will be printed in full in the May issue of the *Nation's Business*, the official publication of the Chamber.

This report was prepared by Mr. A. W. Douglas, chairman of the Chamber's committee on statistics and standards, and vice-president of the Simmons Hardware Company, and his comment on "Paint Trade Prospects," as shown in the *American Paint Journal*, is as follows:

"The outlook for paint sales is for an increase of anywhere from fifteen to twenty-five per cent. during the next four or five months over the same period of last year. The increase in the use of paint probably will be greater proportionately than the increase in actual building OWING TO THE CLEAN-UP AND PAINT-UP CAMPAIGNS. The actually advanced cost of paint itself does not cut proportionately as much figure as might be imagined, for the great expense is that of labor. Some ingredients of paint like lead and zinc, have declined in price, but linseed oil still is high. There is no general expectation of a reduction in the price of paint."

Going into statistics a bit, it will be obvious to *Journal* readers that if there is an increase of say twenty per cent. during the next four or five months—the period in which the bulk of the $200,000,000 annual volume of paint and varnish products is distributed among the consumers—it is fairly certain that such increase will be maintained, if not further increased by such impetus, for the whole year.

That would mean $40,000,000 worth of new paint and varnish business. On the basis of 30 per cent. for material and 70 per cent. for labor, the cost or value of the application of this added $40,000,000 worth of materials will be $93,333,333—making a total of $133,333,333 increase in the value of this year's volume of paint and varnish and their application.

Whatever proportion of that impressive volume is "owing to the clean up and paint up campaign," we dare not estimate But looking for the moment in another direction, though in this same connection, we are brought face to face with some further statistics that may prompt still further reflection.

The total annual cost of the National Clean Up and Paint Up Campaign, that has been paid by its contributors, since the trade undertook the financing of the National Bureau, has been $9,661 in 1915; $18,371 in 1916; $13,962 in 1917; $14,893 in 1918, and about $17,000 will be spent in 1919. In 1916 the National Bureau supplied free plate matter through the Western Newspaper Union, while this year the increased costs of postage, printing, etc., limit the Bureau's facilities to the basis of its pioneer years, though at a cost at least 50 per cent. more.

Isn't something besides the increased paint and varnish sales volume, and kind words—and other kinds of words—fairly "owing to the clean up and paint up campaign?"

HUMAN ELEMENT IN TOWN BUILDING

Continued from page 43

States and Canada that are doing things and you will invariably learn that back of them are bodies of educated men that are giving their time unselfishly and generously to building up their cities. Such men have in mind that boys and girls have value in a community as well as wheat and oats, lumber and other commodities. A town which is a better place to rear a family in, a town which is a better place to raise boys and girls in, to develop manhood and womanhood, to build character in, without which business would be as unstable as a rope of sand, is a better place to do business in. And these same men are willing to give some of their time, some of their energy and some of their money to get these results.

Most towns have an idea that a factory is the only thing that can build a town. They forget that towns develop from within out. They want trade and so they buy a factory to come to town to furnish employment for labor and more business. In nine cases out of ten, the factory that wants a location will come to your town if you have the physical requirements for it to run without buying it. And if you buy it, later on the chances are you will find it "a fly by night" and you must pay the fiddler.

A live business men's organization furnishes the facilities for looking into these matters carefully. Let us pass rapidly among our large cities and see what problems they have had to meet and how they met them:

Chicago got her boulevard and park system through the efforts of one of her citizens who appeared before the City Council persistently for ten years. It has been built up commercially largely through an active business men's organization.

Cleveland has become a great city of play grounds through organization. More homes are owned in this city for its population than any other in the United States. A great Union Depot was the result of seven years' effort.

Memphis, through its agricultural committee, is changing the State from cotton to diversified farming. They found that milk was being shipped from Wisconsin to Memphis because they did not have dairy cattle in the State to meet their requirements.

Little Rock—The agricultural committee found that two years ago in Arkansas they were receiving sixty million a year for cotton but were spending seventy-two millions a year for feed that she should have been raising. Since then, 2,900 meetings were held in one year to bring about a change.

In Waukesha, a city of 10,000 people, the business men and bankers loaned farmers money six years ago to buy pedigreed dairy stock and erected a stock pavilion. In 1918 the farmers of this district sold 180 carloads of pure bred and grade dairy cattle amounting to $320,000.

In Ashland the business men and bankers financed farmers after the district had gone to pieces because the lumber was gone. The result was that cheese factories and creameries sprang up all over that district.

At Fondulac, a body of bustling business men invited 1,242 farmers attending a country institution to sit down to dinner with them.

In Wisconsin, seventeen towns from 500 to 2,000 put in rest rooms last year.

"Yes," you are saying, "that is alright, they can do it in towns where they have plenty of money and a paid secretary, but how about small places where little or no money can be raised? How about little towns without any vision?" Mr. Melville then told his audience about a little town of thirty-five people—they did things regardless of population.

Lakefield, Minnesota, accomplished all that it has done through the co-operation of the business men and the farmers. It has a real, live commercial club. It is co-operation and energy that does these things. Never run down your own town, especially to strangers. Boost it, make it the best town in your county—your county the best in your province—your province the best in the country. All we need is more vision, pep and initiative.

VISION

Then vision forth what here you most desire.
Dream of industries and busy marts of trade.
Dream of traffic, dream of wealth, dream of parks and playgrounds—of happiness, content.
Dream of contented labor at its task;
Dream of smiling women and better men;
Dream of homes where laughing children play;
Dream of a city beautiful and fair.
Think and plan as others have for their accomplishments,
Then work, work for contented labor at its task;
Work for smiling women and better men;
Work for homes were laughing children play;
Work for a city beautiful and great, and
Make your city a place where dreams come true.

EXPORT MAY DEVELOP FOR PAINTS

Chas. H. Gratton, who went to France as special representative for Brandram-Henderson, Ltd., and who was in charge of the exhibit made by this firm at the Lyons Fair, has returned to Montreal.

Mr. Gratton reports that, without a doubt France and Belgium will need great quantities of goods. Tariffs have been made high to debar foreign-made goods, but Mr. Gratton states that concessions have been made in some cases as goods are badly needed, and at the present time they must have large quantities of various products. Mr. Gratton is confident that business will result of a satisfactory nature.

A Car Like New for a Dollar or Two

RED
GREEN
CREAM
YELLOW
BROWN



BLUE
GREY
BLACK
WHITE
KHAKI

Think what an opportunity to get after the Motor Car trade of your town through DA-COTE.

Here's one selling point alone that will make hundreds of customers for DA-COTE and you.

A professional painter requires from one to six weeks' time and will charge anywhere from $50.00 to $500.00 for painting a car.

DA-COTE dries within twenty-four hours and costs only a couple of dollars. The time saved alone is worth ten times the cost of DA-COTE.

DA-COTE is the same motor car enamel that we've been selling to Garage owners and master painters for years. Now it is put up in popular sizes for the car owner.

Order Dougall DA-COTE to-day. You will find a ready demand. Plenty of color cards and DA-COTE literature free for the asking.

"Save the surface and you save all" *Paint & Varnish*

The Dougall Varnish Co., Limited

MONTREAL

Associated with Murphy Varnish Co., U.S.A.

CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION

Dominion Metallics — B.B. Caps 25% B.B. Caps, 20%; 22 short, black, 22 long, black, 22 long smokeless, 20%; 22 short lesmok or 22 long lesmok, 20%; 22 short, smokeless, 30%; 22 long rifle, black, 22 long rifle, smokeless, 7½%; other rim fire, 10%; center fire pistol, add 35% list; center fire sporting, add 60%; shot cartridges, same as ball; brass shot shell, 20%; primers, add 35% list; empty shot shells, 5%; blanks, add 25%; bullets, add 40%.

Terms: Net 90 days, or 2% discount for cash in 30 days.

"Dominion" Loaded Paper Shells "Crown" Black Powder, 10% on list; "Sovereign" Bulk Smokeless Powder, net list; "Regal" Dense Smokeless Powder, net list; "Canuck" Shells, Smokeless, $41 per M, net; Empty Shells, 5%; 90 days net.

F.O.B. Montreal, Toronto, London, Hamilton.

AMERICAN AMMUNITION

List of Prices.

Subject to 22½% advance on list.

B.B. caps, $3.50 per M.; B.B. caps, concave ball, $4.40; 22 short, $5; 22 long, $6; 22 long rifle, $7; 22 short smokeless, $5.35; 22 long smokeless, $7.50; 22 long rifle, smokeless, $8.75 per M.

Sporting Cartridges—Centre Fire Smokeless 303 Winchester, $72.25 per M.; 303 Savage, $72.25; 303 British, $95; 32 Winchester special, $72.25; 38-55 Winchester, $76; 401 Winchester self-loading, $76 per M.

Primers—Nos. 1, 1½ and 2½, $3.60; Nos. 1 and 2 (100 in box), $3.80; Nos. 1-W, 1½-W, 2½-W and 3-W and 5, and 5½, 100 in box, $3.80; Berdan Nos. 1, 1½, 2 (250 in box), $3.60; Berdan Nos. 1, 1½, 2 (100 in box), $3.80; new No. 4, $5.50; U.M.C., 33, $5.50.

Shot, standard, 100 lbs., Toronto, $16.45-$17.35; Montreal, $18; net extras, as follows, subject to cash discount only: Chilled, $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

AUGER BITS

Standard List	Prices per dozen.		
3/16	$ 6.00	18/16	$12.00
4/16	5.00	19/16	14.00
5/16	5.00	20/16	14.00
6/16	5.00	21/16	16.00
7/16	5.00	22/16	16.00
8/16	5.00	23/16	18.00
9/16	6.00	24/16	18.00
10/16	6.00	25/16	21.00
11/16	7.00	26/16	21.00
12/16	7.00	27/16	24.00
13/16	8.25	28/16	24.00
14/16	8.25	29/16	27.00
15/16	9.50	30/16	27.00
16/16	9.50	31/16	30.00
17/16	12.00	32/16	30.00

Discounts from Standard List prices:

Beaver, 57½%.
Ford's Auger Bits, 35 to 27½%
Gilmour Auger Bits, 47½%.
Gilmour Car Bits, 37½%.
Gilmour Eye Augers, 35%.
Gilmour Ship Augurs, add 10%
Rockford Auger Bits, 50 and 10%.
Irwin Auger Bits, 10% off list in Catalogue o. 10, 1905.

F.O.B. Toronto, Montreal, London and Hamilton.

AXES

Single Bits, doz.	$13 25	$16 00
Double Bit	16 50	19 50
Boys' Axes	12 00	14 00
Hunters' Axes	11 00	12 00
Bench—No 2, doz.	12 50	13 20
No. 3, doz.	13 50	14 20
No. 4, doz.	14 50	15 25

BABBITT

Prices on babbitt fluctuate with the metal markets and prices are quoted on application. Prices range from 8c to 75c a lb.

BARS, CLOTHES

No. 1, dozen	$ 8 00
No. 2, dozen	10 80
No. 3, dozen	8 40
No. 4, dozen	$10 00
No. 5, dozen	12 00
No. 6, dozen	14 00

BELTING (Leather)

Discounts apply to Revised List of Feb. 14, 1907.

Extra Quality, 30%.
Standard Quality, 30, 10%.
Side Lace Leather, lb. $1.70-$1.90
Cut Lace Leather, lb. 1.90- 2.20
F.O.B. Montreal, Toronto.

BELLS (Farm)

No. 1 x 40, lb.	$4 00
No. 2 x 50, lb.	5 00
No. 3 x 60, lb.	7 50
No. 4 x 100 lb.	10 00

F.O.B. Montreal, Toronto.

BOARDS, BAKE

No. 1, 18 x 24 in., dozen	$ 8 50
No. 2, 18 x 28 in., dozen	10 50
No. 3, 20 x 30 in., dozen	12 00

BOARDS, IRONING

No. 1, dozen $19 20

BOARDS, SLEEVE—

No. 3, dozen ..... $ 5 50

BOARDS, SKIRT—

No. 11, dozen	$11 00
No. 32, 5 x 12 in., doz.	$11 00
No. 35, dozen	25 00
No. 36, dozen	29 00

BOLTS AND NUTS

Discounts apply to list of Feb. 1, 1913.

Carriage Bolts ($1 list), ⅜ in. dia. and smaller, 6 in. and shorter, 35%.
Carriage Bolts ($1 list), ⅜ in. dia. and smaller, longer lengths, 20%.
Carriage Bolts ($1 list), 7-16 dia. and larger, 15%.
Machine Bolts, ⅝ in. dia. and smaller, 4 in. and shorter, 40%.
Machine Bolts, ⅝ in. dia. and smaller, longer lengths, 25%.
Machine Bolts, 7-16 in. dia. and arger, 25%.
Sleigh Shoe Bolts, all sizes, net list.
Coach and Lag Screws, 50%.
Square Head Blank Bolts, 25%.
Bolt Ends,, 25%.
Plow Bolts, 25%.
Elevator Bolts .25%.
Fancy Heal Bolts, 25%.
Shaft Bolts ($3 list), 25%.
Step Bolts, large head ($3 list), 25%.
Whiffltree Bolts, 25%.
Nuts, square, blank, add to list, .75.
Nuts, square, tapped, add to list $1.00.
Nuts, hexagon, blank, add to list $1.00.
Nuts, hexagon, tapped, add to list, $1.25.
Stove Bolts, 65%. Tire bolts, 50%.
Terms: 2% off 30 days from date of shipment.
F.O.B. Montreal, Toronto, Hamilton, London, Ont.

BORAX

Lump Crystal Borax, lb. ...11c-12c
F.O.B. Montreal, London, Toronto.

BRASS

Spring sheets, 24 gauge and heavier, base	$0 35
Rods, base ½ to 1 in., round	0 34
Tubing, seamless, base	0 42
Copper tubing, iron pipe size, base, ¾ in. up to 3 in.	0 44

F.O.B. Montreal and Toronto.

BOILERS (Range)

30-gal., extra heavy	$14 50
30-gal., Standard	12 25

BOARDS (Wash), Zinc

	Doz.
Pony	$2 35
Improved Globe	5 15
Neptune	5 15
Standard Globe	5 15
Original Globe	5 65
Jubilee	5 80
Newmarket King	5 80
Western King (enamel)	8 00
Beaver (brass)	7 35
Diamond King (glass)	6 30

F.O.B. Newmarket.

BUTTS Wrought Steel:—

No. 840	5%
No. 800	2½%
No. 838	5%
No. 808	5%
No. 80 4	15%
Nos. 802, 842, 844	5%
Nos. 810 and 814	net list
No. 830	2½%

F.O.B. Toronto, Montreal, London, Hamilton.

Spring Butts

Chicago Spring Hinges, list + 5%.
Triplex Spring Hinges, 20-10%.
Chicago Mortise Floor (5,000), 20, 7½ and 5%.
Chicago Relax Floor (6,000), 25-10-10-2½%.
Chicago Premier (4000), 12½%.
Chicago Ajax (3,000), 12½%.
Chicago Fire Station, add 10% to list.
Lavatory Door Hinges, 20%.
Chicago Screen Door (2000), 40-2½%.
Chicago Screen Door (3000), 16 2-3 %.
Non-Hold Back Screen Door, on application. F.O.B. Chicago.

CANS

For discount on milk and cream cans, etc., see list under head of wares, etc.

CHAIN

	Proof Coil Fire Welded Mont'l	Tor'to	Welded B.B. Mont'l	Tor'to
3-16 in.	$22.75	$21.40	$.....	$27.40
¼ in.	16.75	17.75	20.60	23.60
5-16 in.	14.75	14.60	16.40	18.40
⅜ in.	13.00	13.40	15.00	17.25
7-16 in.	12.75	13.15	14.40	16.65
½ in.	12.50	12.80	14.15	16.50
⅝ in.	12.35	12.75	13.85	16.15
¾ in.	12.25	12.70	13.50	16.00
⅞ in.	12.05	12.40	13.40	15.80
1 in.	11.90	12.30	13.30	15.65

Electric Welded

	B.B.	B.B.B.
⅛ in.	.....	18.05
3-16 in.	.....	16.35
¼ in.	14.95	16.00	14.95
5-16 in.	12.55	13.50	13.00
⅜ in.	11.35	12.25	11.55
7-16 in.	11.10	12.00	11.30
½ in.	10.95	11.80	11.00
⅝ in.	10.70	11.55	10.75
¾ in.	10.40	11.25	10.40

Montreal and Toronto American Proof Coil Chain

	B.B.	B.B.B.
3-16 in.	$17.25	$.....
5-16 in.	14.25	17.25
⅜ in.	13.00	16.00
7-16 in.	12.75	15.45
½ in.	12.55	15.25
⅝ in.	12.25	.....

Electric Welded B.B.B.—Chain, ¼ in., $13.75; 5-16 in., $12; f.o.b. Toronto.

Cow ties, 20%; trace chains net list; dog chains, 12½%; halter chains, 12½%; tie-out chains, 37½%; stall fixtures, No. 1 or heavy, $2 dozen; stamped, No. 3 or Dominion, $1.40 dozen; breast chains, No. 220, $16 dozen pairs. F.O.B. Montreal, Toronto, Hamilton, London.

CEMENT

Cement, per bbl., $3.25 in car lots; 80c. pe rbbl., or 20c each is allowed for sacks returned in good condition, freight paid.

Paris plaster, five-barrel lots $4.00; single barrel, $4.50. F.O.B. Toronto.

CHAIRS

Step ladder, dozen $27 00

CHURNS

List price hand churns—No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.

List prices power churns—No. 0 $11; No. 1, $11; No. 2, $12; No. 3, $13; No. 4, $17; No. 5, $20.

Discount of 20% f.o.b. Toronto Hamilton, Fergus, London, St. John, N.B.

Discount of 17½% f.o.b. Montreal, Ottawa, Kingston.

CHOPPERS, FOOD

Universal—Dozen—No. 0, $19.25; No. 1, $23.30; No. 2, $28.35; No. 3, $36.45.

Russwin—Dozen—No. 0, $19.20; No. 1, $23.40; No. 2, $28.20; No. 3, $36 60.

F. o. b. Montreal, Toronto.

CLOTHES LINE (Galvanized)

No.	Per 1000 ft
17—7-strand, 100 ft. lengths	$6.85
17—7-strand, 50 ft. lengths	7 00
18—6-strand, 100 ft. lengths	5 60
18—6-strand, 50 ft. lengths	5 33
19—6-strand, 100 ft. lengths	4 50
19—6-strand, 50 ft. lengths	5 00

F.O.B. Montreal, Toronto, London.

COPPER .. ... Montreal Toronto

Casting ingot, see weekly report.

Rods, ½ to 2 in.	$30 00	$28 00
Plain sheets, base, 16 oz. and heavier	30 00	....
Copper sheets tinned, 14x60 in., 14 oz.	34 00	36 00
Copper sheet, planished, base 16 oz. and heavier	40 00	50 00

Above prices are full sheets and bars. Cut sheets and bars are 5c per lb. higher.

COMBS

Curry combs: No. 111, $1.55; No 121, $1.70; No. 122, $2.25; No. 127 $2.25; No. 100, $2.80 per dozen.

F.O.B. Montreal, Toronto, Hamilton, London

CORD (SASH)

No. 6, lb.	71
No. 7, lb.	70
Nos. 8, 9, 10, 12	69

F.O.B. Montreal, Toronto, Hamilton, London

CANADA PLATES

	Montreal	Toronto
Prices nominal.		
Ordinary, 52 sheets.	$ 8 50	$ 8 00
Do., 60 sheets.	8 60	8 10

COKE, TIN PLATES

	Pea-box
IC, 20x28 base	$20 00
IX, 20x28 base	23 00
IXX, 20x28 base	27 00
IXXX, 20x28 base	31 00

F.O.B. Toronto

TERNE PLATES

I. C. 20x28, 112 sheets $20 50

F.O.B. Toronto.

"DOMINION CROWN BEST"—DOUBLE COATED TISSUE

	Nominal
IC, 14x20 base	$15 00
IX, 14x20 base	17 00
IXX, 14x20 base	19 00

F.O.B. Montreal.

WE HAVE THE LARGEST AND BEST EQUIPPED FACTORY IN THE DOMINION OF CANADA

FOR MANUFACTURING

BABBITT, SOLDER, LEAD PIPE, SHEET LEAD



HARRIS HEAVY PRESSURE

IS

AN IDEAL BABBITT METAL

FOR

THE HARDWARE TRADE

We Guarantee It Will Give Excellent Service

Order a Box from Our Nearest Factory and ask for Free Show Stand

THE CANADA METAL CO., LIMITED
TORONTO

34 Jackson Street, East	Park Ave., C.P.R. Tracks	301 Chambers Street	1428 Granville Street
HAMILTON	MONTREAL	WINNIPEG	VANCOUVER

To Sell Bicycles You Must Have Them

EVERY bicycle standing in your store when wanted is worth two not on hand.

You will find that the most successful bicycle dealers are those who carry a good stock, including all wanted models, and then go hard after sales.

Now is the time to take full advantage of the extensive newspaper and other advertising of

C·C·M· Bicycles

We are now in a position to make prompt shipment, but transportation is still none too swift.

If you have not yet secured a C.C.M. agency, write head office or nearest branch for prices, agency terms, etc.

90 Per Cent. of the Parts of Every C.C.M. Bicycle are Made in Canada and Each Machine is Fully Guaranteed by

Canada Cycle and Motor Co., LIMITED

Montreal Toronto WESTON, ONT. Winnipeg Vancouver

The Principal C. C. M. nameplates are –

Massey
Gendron
Columbia
Ivanhoe
Perfect
Cleveland
Brantford
Red Bird

CLOCKS

Big Ben	$2 92
Good Morning, each	1 15
Lookout	1 45-1 50
Sleepmeter	1 65

F.O.B. Montreal, Toronto, London, Hamilton

CROWBARS, $10.50 per 100 lbs.

DRILLS—

Standard Lists.
Blacksmiths', ½ in. x 2½ in. shank.

List each.			
1/8	$0.45	19/32	$1.20
5/32	.45	5/8	1.30
3/16	.50	21/32	1.40
7/32	.55	11/16	1.50
1/4	.60	23/32	1.60
9/32	.65	3/4	1.70
5/16	.70	25/32	1.80
11/32	.75	13/16	1.90
3/8	.80	27/32	2.00
13/32	.85	7/8	2.10
7/16	.90	29/32	2.20
15932	.95	15/16	2.30
1/2	1.00	31/32	2.40
17/32	1.05	1	2.50
9/16	1.10		

Intermediate sizes take list of next larger.

Bit Stock, list per dozen—

3/32	$2 70	3/8	$ 8 50
1/8	3 00	7/16	10 50
5/32	3 50	1/2	13 00
3/16	4 00	9/16	15 50
7/32	4 50	5/8	18 00
1/4	5 00	11/16	21 00
9/32	6 00	3/4	24 00
5/16	7 00	7/8	30 00

Bit Stock Drills	45%
Blacksmiths', ½-in. shank	40%
Straight Shank	40%
Straight Shank, wire	40%
Taper Shank	40%

DOORS

See Screen Doors.
F.o.b. Toronto.

EMERY CLOTH

See under Sandpaper.

ENAMELWARE

See prices under heading Wares.

FILES AND RASPS

Discounts below apply to list of Nov. 1, 1899.

	%
Great Western, Amer	50
Kearney & Foot, Arcade	50
J. Barton Smith, Eagle	50
P. H. and Imperial	50
Disston Brand	40
Globe	50
Nicholson	35
Black Diamond	35
Delta Files	20
Firth Files	50

F.o.b. Toronto, Montreal, London and Hamilton.

FITTINGS

Cast iron fittings, 20%; Malleable bushings, 35%; cast bushings, 35%; unions, 50%; plugs, 35% off list. Net prices Class B, black, 21c lb.; Class C, 14c lb.; galvanized, Class B, 30c lb.; Class C, 21c lb.

Toronto and Montreal.

GRILLS, ELECTRIC

Single heat, round	$7 50
Three heat, round	8 25

F.o.b. Toronto.

GRINDSTONES

Per 100 lbs.	
Over 40 lbs. and 2 in. thick	$3 00
Under 40 lbs.	8 25
Bi-Treadle, each	7 00

F.o.b. Toronto.

HALTERS (SNAP AND RING)

	Doz.
Russet rope shank, 1"	$11.25-$12.75
Perfect, No. 1½	12.50-13 80
Russet rope shank, 1¼ in.	13 85
Black rope shank, 1 in.	13 75
Black rope shank, 1¼"	12.50-13 85
Hand sewn, no shank, 1 in.	17 40
Hand sewn, no shank, 1¼"	18 75

Halters (Sisal)

7-16 in. gross, $24; 9-16 in., $36
F.o.b. Toronto. London—7-16 in., $2.10 doz.; ½ in., $2.65 doz.

HAMMERS, SLEDGE

Can, 5 lbs. and over, cwt.	$17 50
Masons, 5 lbs. and over, per cwt.	20 00
Masons, 5 lbs. and under	22 50
Napping, up to 2 lbs.	25 00

F.o.b. Montreal, Toronto, Hamilton, London.

HANDLES (WOOD)

All hickory handles, list, plus 10%. All fork, hoe, rake, shovel and mall. D handles, 10%. All other handles, net list. All neck-yokes, whiffletrees and double-trees, 10%. Wood hay rakes, horse pokes, 10%. Pike poles, ash or maple, net list.

F.o.b. St. Thomas, London, Strathroy, Toronto, St. Mary's.

HANGERS, BARN AND PARLOR

	List
Atlas, No. 0	$13 30
Atlas, No. 1	13 80
Atlas, No. 2	15 80
Stearns, 4 in.	9 75
Stearns, 5 in.	13 20
Perfect, No. 1	10 45
Storm King and safety hangers, doz.	10 60
Steel track, 1¼ in.	9 00-12 00

F.o.b. Montreal, Toronto.

HEATERS, ELECTRIC

Majestic, 1 Burner	7 50
Majestic, 2 Burner	11 25

F.o.b. Toronto.

HINGES, TEE AND STRAP

Heavy, Net Prices.

	Strap Doz. pairs.	Tee pairs.
4-inch	$ 2 70	$ 2 30
5-inch	3 33	2 88
6-inch	3 60	3 24
8-inch	4 86	3 69
10-inch	8 64	6 57
12-inch	10 71	10 44
14-inch	12 24	10 62

Light, Net Prices, figured at discount 10%.

3-inch, doz. pairs	$0 90	$0 90
4-inch	1 08	0 99
5-inch	1 26	1 17
6-inch	1 53	1 35
8-inch	2 25	1 60
10-inch		

Screw Hook and Strap Hinges—List prices, per dozen pairs—6 in., $4.30; 8-in., $4.80; 10-in., $6.40; 12-in., $7; 15-in., $7.50; 18-in., $11; 21-in., $12.40; 24-in., $16; 27-in., $17.20; 30-in., $18.50; 33-in., $21.50; 36-in., $24.50.

Discount, 25%.

F.o.b. Toronto, London, Hamilton and Montreal.

HAY KNIVES

Spear Point	$14 00
Lighting	12 50
Heath's	12 50
HOES, Grub	$10.50 11 00

HOOKS, GRASS

	English Canadian	Fox
No. 2, per doz.	$4 15	$5 00-$5 50
No. 3, per doz.	4 25	5 50- 6 40
No. 4, per doz.	4 35	6 00- 7 40
Little Giant	6 00	-
Barden Patent	6 00	-

F.o.b. Montreal, Toronto.

HORSESHOES

Patterns	Sizes made	Price per keg No. 2 and larger Less 20c.	No. 1 and smaller
Light iron	0-7	$7 75	$8 00
Long heel light iron	3-7	7 75	
Medium iron	1-8	7 75	8 00
Heavy iron	6-8	7 75	
Snow	1-6	8 00	8 25
New-light "XL" steel	1-6	8 20	8 45
Featherweight "XL" steel	0-4	9 60	
Special-countersunk	0-4	10 10	
Toe-weight (front only)	1-4	10 60	

Packing—Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra.

F.o.b. Montreal and Belleville.
Terms—Cash in thirty days, less 2% discount.

TOE CAULKS

Nos. 0, 1, 2 and larger, sharp and blunt, $2.25 to $2.90 box.

HOSE, LAWN

Toronto	
Corrugated, ½ in., 100 ft.	$17 50
Corrugated, ⅝ in., 100 ft.	20 50
Corrugated, ¾ in.	23 50
Corrugated, 1 in., 100 ft.	35 00

Less 5% for full reels, 500 ft.
F.o.b. Toronto and London.

HAT AND COAT HOOKS

Coppered wire, 3 in., $1.10 gross.
F.o.b. Montreal, Toronto, Hamilton, London.

IRON AND STEEL

See weekly report.

IRON, TINNED

Prices nominal. Subject to premium where stocks are obtainable.
72x30 up to 24 gauge, case lots
72x30, 26 gauge, case lots.
Less than case, 50c per 100 lbs. extra. F.o.b. Montreal.

IRONS, (SAD)

Mrs. Potts, No. 55, polished, per set	$1 95
Mrs. Potts, No. 50, nickel-plated, set	2 10
Mrs. Potts, handles, japanned, doz.	1 65
Sad irons, common, plain, 3, 4 and 5 lbs.	9 20
Sad irons, plain, 6 lbs. up	7 00
Sad irons, common, plated.	5 50
Princess Electric, each	$4 00 4 10
Canadian Beauty Electric Irons—Style A	4 50
Style B	4 88
Hotpoint Domestic Electric Irons, each	5 25
Gasoline Sad Irons, each	4 25

F.o.b. Montreal, Toronto, London, Hamilton.

LADDERS, Etc.

Step Ladders	Per ft.
Perfect, 6 to 16 ft. only	$0 32
Hercules, 4 to 10 ft.	0 34
Hercules, 12 to 14 ft.	0 39
Faultless, 4 to 10 ft. only	0 30
Ontario, 4 to 10 ft. only	0 27
Shelf Lock, 4 to 8 ft. only	0 22
Gardner, No. 1	0 19
Do., No. 2, bolted	0 22
Dominion, No. 3	0 23
Do., No. 4, bolted	0 26

Single and Fruit Picking

10 ft. to 16 ft.	20c ft.
18 ft. to 20 ft.	23c ft.
Chair ladders, each	2 00

F.o.b. Toronto, Hamilton, London.

Roped and Straight Extension Ladders

	Per ft.
20 to 32 ft.	$0 24
36 to 40 ft.	0 27
44 ft.	0 30
Over 44 ft.	0 40

F.o.b. Toronto, London, Montreal, Stratford.

Fire ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

LANTERNS

	Per doz.
Short Globe, plain	$12 50
Do., Japd.	13 25
Long Globe, plain	12 50
Do., Japd.	13 25
Dash, plain	15 50
Do., Japd.	16 25
Do., Search (r'nd reflec.)	17 00
Little Bobs	2 10-4 20

F.o.b. Toronto, Hamilton, London, Montreal.

LANTERN GLOBES

	Dozen
Cold blast, short	$0 95-$1 10
Cold blast	1 00- 1 10

3 doz. cases, 95c doz.; 6 doz. cases, 90c doz.

Cold blast, genuine ruby | $4 75

F.o.b. Toronto, London, Hamilton and Montreal.

LATCHES

	Per doz.
Steel Thumb, No. 2	$1 90-$2 00
Steel Thumb, No. 3	2 50- 2 70
Steel Thumb, No. 4	4 75
Barn Door, No. 5	2 75
Barn Door, No. 9	5 10

F.o.b. Montreal, Toronto, London.

LEAD

For pig lead and lead and zinc products see weekly report.

MACHINES (WASHING)

	List each
Canadian	$11 00
Dowswell	11 25
Noiseless	15 50
Hamilton	12 50
Ottawa	11 50
Peerless	11 50
Snowball	17 00
Momentum	18 50
New Century, style A	16 50
New Century, style B	18 00
Playtime, engine drive	22 00
Ideal Power	28 00
Seafoam, electric	110 00
Seafoam, engine drive	50 00
New Idea, electric	118 50
Sunshine	10 25
Popular, No. 1	11 50
Popular, No. 2	11 00
Economic	13 50
Champion	18 50
New Excell-All	18 00
Blue Bell, without stand	16 50
Puritan Water Motor Washer, complete	28 00
Hydro, 1 Tub, engine drive	51 50
Do., do., electric	111 50
Low pressure water motor washer, each	30 00
Connor ball-bearing, with rack	18 50
I X L	18 50
Perfection, engine drive	59 50
Perfection, electric	119 50
Gem	18 50
Winner	17 00
Connor Improved	10 75
Jubilee	10 25
Canada First	21 00

Discount, 30% and 10%. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

MALLETS

Per doz.	
Tinsmiths, 2½ x 5½ in.	$1.00-$1.75
Carpenters', No. 3	5.80

F.o.b. Montreal, Toronto, Hamilton.

MATTOCKS

Cutter, doz.	$12 50	$13 25
Pick, doz.	12 50	13 25

F.o.b. Montreal, Toronto, London, Hamilton.

MIXERS, BREAD

Canuck—	
No. 4, dozen	$29 40
No. 8, dozen	33 60
Universal—	
No. 4, dozen	$38 10 39 60
No. 8, dozen	46 40 48 60

MOPS

O-Cedar, doz. net	$12 00
Sprustex, No. 2, doz.	$8 00 8 40
S.W. Mops, complete, doz.	5 25 5 40
Mop Sticks, doz., No. 8	2 00
Cast Head Mop, doz.	2 00
Crescent, doz., No. 10	2 50 3 35
Crank wringing, doz.	8 25

F.o.b. Montreal, Toronto, Hamilton, London.

MOWERS, LAWN

Adanac	40-10%
Woodyatt	35%
Empress	35%
Mayflower	35%
Star, Ontario, Daisy	35%

F.o.b. Toronto, Guelph, London, Hamilton.

NAILS

List adopted July 10, 1912.

Advance over base on common wire nails in kegs.

		2¾ inch	15c
1 inch	$1	3 inch	10c
1¼ inch	1	3¼ inch	10c
1¼ inch	65c	3½ inch	10c
1½ inch	40c	4 inch	5c
1¾ inch	40c	4½ inch	5c

2 inch....30c 5-inch base.
2¼ inch....30c 5½-inch base.
2½ inch....15c 6-inch base.
6½ to 12-inch-2 Ga. and heavier, 25c over base.

Standard Steel Wire Nails, f.o.b. Toronto, London, Hamilton, Milton, $4.70 base.

Freight equalized on above points.

F.o.b. Montreal, Gananoque, Collingwood and Owen Sound, $4.75 base.

Freight equalized on above points.

Windsor, Walkerville, Sandwich f.o.b. factory prices, carload freight allowed, $4.80.

Sault Ste. Marie, Port Arthur, Fort William, $5.05 base, f.o.b. factory; no freight allowance.

TRADE SIMMS SET IN RUBBER MARK

Simms Paint Brushes

Sold All Over the World

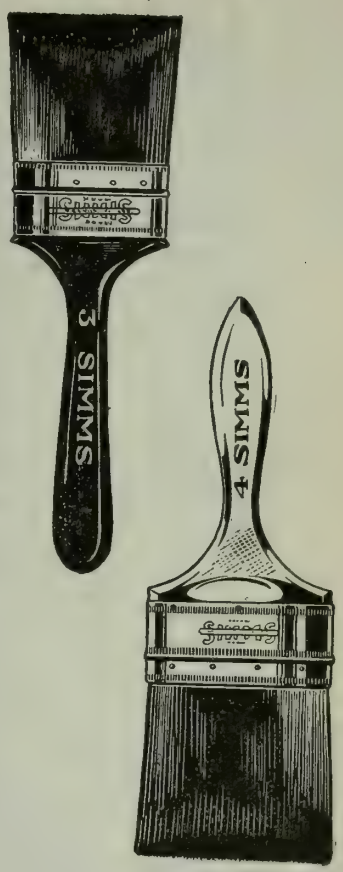
The demand for Simms' Set-in-Rubber Paint and Varnish Brushes extends all over the world. There are none like them anywhere.

Your customers know this. See to it that you have a full stock on hand.

The worst treatment cannot hurt Simms' Set-in-Rubber Brushes. The bristles are set in vulcanized rubber, and are guaranteed to hold firmly **forever.**

People don't cover their houses with loose bristles when they use Simm's Brushes. Push the sale of this line and your reputation won't suffer.

Send for price list. Look over your stocks without delay. Insure big profits and satisfied customers by having all Simms' Better Brushes on your shelves. Order to-day.



T. S. SIMMS & CO., LIMITED

ST. JOHN, N. B.

Branches: Montreal, Toronto, London

Why It Pays!

ADVERTISING in HARDWARE AND METAL is economical because it reaches, and the advertiser only pays for, a circulation of tremendous buying power, which is always on the lookout for new lines and information regarding goods which are already in stock.

Manufacturers and wholesalers cannot afford to side-step the dealers. In nine cases out of ten, the customer accepts the retailer's recommendation.

Mr. Merchant:

When you are finished with this paper pass it on to your clerks. It will help them to help you, which means increased business.

Moulding, Flooring, Slating, Box, Fence, Barrel Nails, 25c per 100 lbs. over common nail prices. Finishing Nails, 50c per 100 lbs. advance over common nail price. Clinch Nails and Sash Pins, 75c per 100 lbs. over common nail price.

Miscellaneous wire nails, 60% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton, London.

Cut Nails—Montreal, $4.75 base; Toronto, $4.75 base; London, $4.75; Hamilton, $4.75; no equalization of freights.

Roofing Nails—American, large head, keg, $8.50; 25-lb. boxes, per 100 lbs., $9.00.

F.o.b. Montreal, Toronto, Hamilton.

NAILS (HORSE)

C Brand

Size	Per 100 lbs.
Capewell—	
No. 5	$23 00
No. 6	22 00
No. 7	21 00
No. 8	20 00
Nos. 9 to 12	19 00

Discount, 10%

"M.R.M." BRAND

No.	Net Price List Lengths	Per box of 25 lbs.
3	1⅝"	$20 00
4	1¾"	10 00
5	1 15-16"	5 00
6	2⅛"	4 75
7	2 5-16"	4 50
8	2½"	4 50
9	2 11-16"	4 25
10	2⅞"	4 25
11	3 1-16"	4 25
12	3¼"	4 25

F.o.b. London, Hamilton, Montreal, Toronto

NETTING, POULTRY

List prices per roll of 50 lineal yards. Adopted March, 1909.

2-inch mesh and 19 ga. wire.

12 inch...	$1 80	48 inch...	$ 6 20
18 inch...	2 65	60 inch...	7 70
24 inch...	3 40	72 inch...	9 20
30 inch...	4 00	84 inch...	10 50
36 inch...	4 75	96 inch...	12 00
42 inch...	5 50		

1½ inch mesh and 19 ga. wire.

12 inch...	$3 50	42 inch...	$10 50
18 inch...	5 00	48 inch...	12 00
24 inch...	6 30	60 inch...	15 00
30 inch...	7 75	72 inch...	18 00
36 inch...	9 90		

1 inch mesh and 20 ga. wire.

12 inch...	$4 00	42 inch...	$12 00
18 inch...	5 50	48 inch...	14 00
24 inch...	7 00	60 inch...	17 00
30 inch...	8 50	72 inch...	20 00

¾ inch mesh and 20 ga. wire.

24 inch..	$10 50	36 inch...	$15 00
30 inch..	12 75		

½ inch mess and 22 ga. wire.

24 inch...	$16 50	36 inch...	$24 00
30 inch...	20 10		

Discounts at present quoted apply only to 1 and 2 inch mesh netting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Montreal, Canadian netting 15% off list.

American netting, 10% off list.

	Per rod
Invincible—1640	$ 0 75
1848	0 85
2060	0 95

Put up in 10, 20 and 30-rod rolls. F.o.b. Montreal.

Blue Ribbon—	
24-inch, per roll	$4 95
36-inch, per roll	6 50
48-inch, per roll	7 60
60-inch, per roll	9 00
72-inch, per roll	10 85

Put up in 10 rod rolls.

OAKUM

Best (American)	$21 00-$22 00
U.S. Navy (unspun)	.....
Clipper (spun)	21 00
Clipper (unspun)	19 50
U.S. Navy (unspun)	.....
U.S. Navy (spun)	21 50
Plumbers (spun)	9 00

F.o.b. Montreal, Toronto.

OILS

	Montreal	Toronto
Royalite, gal.	0 20½	0 19½
Palacine, gal.	0 23½	0 22½
Gasoline, net, gal.	0 34	0 33
	List	Gallon
Black oil (Summer)	0 19½	0 16
Black oil (Winter)	0 20½	0 17
Imperial Kerosene Tractor	0 60	
Capital Cylinder	0 62	0 61
Machine oil, regular grades	0 36	0 38½
Standard gas engine oil	0 40½	0 39½
Paraffine	0 25	0 23½

List, less 15% on above.

Polarine Oil, list	0 90
Polarine Oil, heavy, list.	0 90
Polarine A, list	1 00
Gargoyle Mobiloil, list	1 33

List, less 25% on above.

Fuel oil, bbls. net	0 08½
Fuel oil, tank cars, net	0 07 7-10

Prices shown are barrel basis unless otherwise specified. Barrels charged extra.

OLD MATERIALS

See weekly report.

PACKING

	Per lb.
Fine jute	$0 20
Coarse jute	0 15
Hemp	0 34
Square braided hemp	0 38
No. 1 Italian	0 44
No. 2 Italian	0 36

F.o.b. Montreal and Toronto.

PAPER

	Per 400-ft. roll
Dry Fibre, No. 1 roll	$1 10-$1 20
Dry Fibre, No. 2 roll	0 60
Anchor Brand	1 20
Rosin Sized Sheeting, red	1 05
Do., blue	1 10
Tarred Fibre, No. 1 roll	1 25- 1 30
Tarred Fibre, No. 2 roll	0 78
Surprise Fibre	0 66
Tarred felt, per cwt.	3 75
Cyclone (dry)	1 20
Cyclone (tarred)	1 30
Joliet (dry fibre)	0 65
Monarch Sheathing (per 100 lbs.)	4 00
Asbestos sheeeting (per 100 lbs.)	13½ 0 15
Carpet Felt, 16 oz. per 10 lbs.	$5 00
Straw, sheathing, dry, per cwt.	3 05
Do., Do., tarred, per cwt.	3 20

F.o.b. Toronto, Hamilton, London, Montreal, freight equalized thereon.

PASTE

Stick-Fast

1-lb. pkgs., gross	$22 00
2-lb. pkgs., gross	42 00
In barrels 250 lbs., lb.	0 12½
Barrels of 5 lbs., cotton bags, lb.	0 13½
In kegs 125 lbs., lb.	0 14
In 50-lb. boxes, lb.	0 16
In 25-lb. boxes, lb.	0 17

PICKS

Clay—	
5 to 6 lbs., doz.	$12 00
6 to 7 lbs., doz.	12 75
7 to 8 lbs., doz.	13 50
Rock—	
7 to 8 lbs., doz.	12 50

F.o.b. Montreal and Toronto.

PINS, CLOTHES

	Per case
5 gross, 4-in. (loose)	1 45
4 gross (cartons), 4½ in.	1 45

F.o.b. Montreal and Toronto.

WROUGHT PIPE

Price List No. 39, April 3, 1919

Standard Buttweld

Per 100 feet.

	Steel Blk.	Steel Gal.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Gal.
⅛ in..	$ 6 00	$ 8 00	$.....	$.....
¼ in..	4 53	6 60	5 13	7 26
⅜ in..	4 53	6 66	5 13	7 26
½ in..	5 99	7 57	6 84	8 42
¾ in..	7 53	9 66	8 68	10 81
1 in..	11 14	14 28	12 84	15 98
1¼ in..	15 07	19 32	17 37	21 62
1½ in..	18 01	23 10	20 76	25 85
2 in..	22 24	31 08	27 94	34 78
2 in..	22 24	81 08	27 94	34 78
2½ in..	38 90	49 73	....	....
3 in..	50 87	65 03	....	....
3½ in..	64 86	81 88	....	....
4 in..	76 85	97 01	....	....

Standard Lapweld

	Steel Blk.	Steel Gal.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Gal.
2 in..	$27 94	$34 78	$31 64	$38 11
2½ in..	40 66	51 48	46 51	57 35
3 in..	53 17	67 32	60 82	74 97
3½ in..	66 70	83 72	75 90	92 92
4 in..	79 03	99 19	89 93	110 09
4½ in..	88 00	113 00	107 00	132 00
5 in..	103 00	132 00	125 00	154 00
6 in..	133 00	171 00	162 00	200 00
7 in..	175 00	224 00	211 00	259 00
8 L in..	184 00	235 00	221 00	273 00
8 in..	212 00	271 00	255 00	314 00
9 in..	254 00	324 00	305 00	376 00
10 L in..	235 00	301 00	283 00	349 00
10 in..	303 00	387 00	365 00	449 00

Terms 2% 30 days, approved credit.

Freight equalized on Chatham, Guelph, Hamilton, London, Montreal, Toronto, Welland.

WROUGHT NIPPLES

4" and under, 60%.

4½" and larger, 50%.

4" and under, running thread, 30%.

Standard couplings, 4" and under, 40%.

4½" and larger, 20%.

Terms, 2% 30 days. Approved credit, Ontario, Quebec and Maritime Provinces.

PIPE (Conductor)

	Plain	List
2 in., in 10-ft. lengths, list.	$ 8 00	
3 in., in 10-ft. lengths, list.	9 70	
4 in., in 10-ft. lengths, list.	12 80	
5 in., in 10-ft. lengths, list.	17 50	
6 in., in 10-ft. lengths, list.	21 30	

List less 10%.

F.o.b. Toronto, Ottawa, Oshawa.

PIPE, LEAD

See weekly report.

PIPE (SOIL)

Medium and extra heavy pipe, to to 6 inch	20%
Medium and extra heavy fittings, 2 to 6 inch	35%
8 inch pipe and fittings	15%

F.o.b. Toronto, Montreal.

PIPE (STOVE)

See prices under Wares, etc.

PITCH

Pine, black, per bbl.	8 50
Navy pitch, per bbl.	6 50

F.o.b. Montreal, Toronto.

PLANTERS, CORN

King of Field, dozen	$11 25
Triumph, doz.	9 40

POLISH (O-Cedar)

4-oz. bottles, doz., list.	3 00
12-oz. bottles, doz., list.	6 00
1-qt. can, doz., list.	15 00
½-gal. cans, doz., list.	24 00
1-gal. cans, doz., list.	36 00

Discount, 33 1-3 per cent.

Liquid Veneer—	
4 oz., doz.	$2 00
12 oz., doz.	4 00
32 oz., doz.	8 40
64 oz., each	1 20
128 oz., each	2 10

F.o.b. Toronto, London.

POLISH, METAL

Bon-Ton

Size	Case	Doz.	Case
¼ pts., 3 doz.		$1 15	$3 40
½ pts., 3 doz.		2 10	6 00
Pints, 2 doz.		3 15	6 00
Quarts, 2 doz.		4 65	9 00
½ gal., 1 doz.		8 40	8 40
Gal., ½ doz.		....	6 90

PUMPS

	Pitcher Spout	Closed Spout
No. 1	$2 75	$2 95
No. 2	3 05	3 30
No. 3	3 40	3 65

F.o.b. Montreal, Toronto, Hamilton, London.

RIVETS AND BURRS

Iron rivets, 7-16 inch and smaller, blacked and tinned, 40 and 5%; Iron Burrs, 40 and 5%.

Copper rivets, usual proportion of burrs, discount 15%; burrs, add 20 to 25%.

Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¾-lb. pkgs., 2c lbs. Coppered Rivets, net extras, 3c per lb.

F.o.b. Montreal, Toronto, London.

ROOFING

	Per square
Samson, 1-ply, roll	$2 30
Samson, 2-ply, roll	2 75
Samson, 3-ply, roll	3 30
R. S. Special, 1 ply	1 75
R. S. Special, 2 ply	2 00
R. S. Special, 3 ply	2 25
Everlastic, 1-ply	1 80
Everlastic, 2-ply	2 10
Everlastic, 3-ply	2 40
Good Luck, 1-ply	1 80
Good Luck, 2-ply	2 10
Good Luck, 3-ply	2 40
McCombe Sp., 1-ply	1 60
McCombe Sp., 2-ply	1 85
McCombe Sp., 3-ply	2 20
Black Cat, 1-ply	1 95
Black Cat, 2-ply	2 25
Black Cat, 3-ply	2 60
Black Diamond Ready Roofing, 2 ply	1 12
Black Diamond Ready Roofing, 3 ply	1 38
Liquid roofing cement, per gal., in barrels	0 31
5 and 10 gal. lots, per gal.	0 44
Coal Tar (refined), bbl.	8 25
Roofing Pitch, per cwt.	1 20

F.o.b. Toronto, Montreal, Hamilton.

ROPE

	Lb.
Pure Manila basis	34
British Manila basis	30
New Zealand hemp basis	30
Sisal basis	27½

Above quotations are basis prices, ¾ in. and larger diameter. The following advances over basis are made for smaller sizes:—⅝ in., ½c; 9-16 to 7-16 in. inclusive, 1c; ⅜ in., 1½c; ¼ and 5-16 in., 2c; 3-16 in., 2½c extra.

Single lath yarn basis	27½
Double lath yarn	28
Yacht marline, tarred	54
Halyards	47
Hemp, deep sea line basis	47
Hemp, tarred ratline basis	40
Hemp, tarred bolt rope basis	42
Marline and Houseline	42
Italian rope basis. On application.	
Cotton, ⅛ in.	9 81¾
5-32 in.	8 80¾
3-16 in.	0 69
¼-in. and up	0 68

F.o.b. Toronto, Montreal, Brantford, London, Hamilton.

RULES, BOXWOOD (LUFKIN)—

651B (68), $2.10 dozen; 751 (61), $2.70; 851 (51), $3.25; 771 (84), $6.35; 781 (62), $7.80; 861A (53½), $7.85; 852 (73), $5.10; 762B (7), $6; 386 (32), $6.90; 3851 (66½), $5.85; 465 (69), $1.80; 171 (36), $4.60.

F.o.b. Montreal, Toronto, London.

TAPES, MEASURING (LUFKIN)—

	Each
263, 50 ft. Challenge Steel	$3 95
103, 50 ft. Reliable Jr. Steel	4 05
243, 50 ft. Rival Steel	3 50
1243, 50 ft. Rival Jr. Steel	3 50
603, 50 ft. Metallic	3 00
604, 66 ft.	3 30
403, 50 ft. Linen	2 15
	Dozen
713, 50 ft. Ass Skin	5 40
714, 66 ft. Ass Skin	6 50
143, 3 ft. Steel Pocket	7 10
145, 5 ft. Steel Pocket	9 65
175, 5 ft. Linnine Pocket	5 55
165, 5 ft. Cotton Pocket	1 00

F.o.b. Montreal, Toronto, London.

SANDPAPER

B. & A. sandpaper, 12½% off list.

Star sandpaper, 12½% off list.

B. & A. emery cloth, 30% on list.

F.o.b. Toronto, Montreal.

SCALES

	Scale List	Stamping extra
Champion—		
4 lb.	$5 50	$0 80
10 lb.	7 50	0 30
240 lb.	12 50	0 50
600 lb.	28 00	1 00
1200 lb.	35 00	1 00
2000 lb.	50 00	1 00
2000 lb. Drop lever	57 00	1 00
10-lb. Household	5 60	0 10
25-lb. Household	6 00	0 30

Champion list prices subject to discount of 5%; Standard scales, 10% discount; Weigh Beams, 5% discount. No discount allowed on stamping charge. F.o.b. Toronto, Montreal, Hamilton.

SCYTHES

	Doz.
Cast Steel	$15 00
Golden Clipper	16 00
Little Giant	17 00



YOUR customer can save on those big jobs by Prepared Paints and Varnishes.

And on the small job, too. Jamieson's are pure and uniform in quality and color — most for the money.

R. C. Jamieson & Co., Limited
ESTABLISHED 1858
Calgary Montreal Vancouver
Owning and operating P. D. Dods & Co., Ltd.

JAMIESON'S
PURE PREPARED PAINTS

Bush 15 50
F.o.b. Toronto, London.

SCREEN DOORS

Kasement No. 1—2 ft. 8in. $28.80; 2 ft. 10 in., $30; 3 ft., $31.20; Nos. 2, 3 and 4, 2 ft. 8 in., $31.20; 2 ft. 10 in., $32.40; 3 ft., $34.20 dozen.

SNATHS

	Doz.
00 Patent	$13 75
1	13 20
2	12 65
3	11 55

SCREWS

Discounts off Standard List adopted Aug. 1, 1903.

Wood, F. H., bright	75
Wood, R. H., bright	70
Wood, O. H., bright	70
Wood, F. H., brass	47½
Wood, R. H., brass	45
Wood, O. H., brass	45
Wood, F. H., bronze	42½
Wood, R. H., bronze	40
Wood, O. H., bronze	40
Square cap	20
Hexagon cap	20

Wooden Bench Screws

Dozen $7 00

SHEETS, BLACK

See Montreal and Toronto report.

SHEETS, CORRUGATED

See weekly report.

SHEETS, GALVANIZED

Premier Galvanized

10¾ oz.	$8 10
U.S. 28	7 70
U.S. 26	7 40
22 and 24	7 25
18 and 20	7 10
16	6 95
14	6 80

F.o.b. Hamilton and Toronto.

SHINGLES METAL

Standard galvanized $10 00
Standard painted 8 00
Discount 7½%.

SIDING METAL

Standard galvanized $8 50
Standard painted 6 50
Discount 7½%.

On shipments of 300 lbs. and over, freight is allowed south and east of and including North Bay; also several western counties in Quebec Province. Places north and west of North Bay, the freight is equalized on North Bay. For Quebec and Maritime Provinces, freight is equalized on Montreal.

SOLDERING COPPERS

Base, 3 to 8 lbs., 42c, F.o.b. Toronto and Hamilton.

SOLDER, BAR

See weekly report.

SPOUTS, SAP

Eureka, per M.....$13 50 $16 50

STAPLES

See Wire Products.

STOVES

Oil Burning Cooking	List each
Perfection No. 32, 2-burner	18 75
Perfection, No. 33, 3-burner	24 25
Perfection, No. 34, 4-burner	30 75
No. 22G oven for above stoves	7 25

Discount, 25% off list.
Freight allowed on shipments of 12 stoves.

McClary Glass Front Oven No. 70, each, net	4 25
Detroit Glass Front Oven, No. 85, each, net	4 50

F.o.b. Sarnia, London, Toronto, Ottawa.

Oil Burning Heaters.	List
No. 525, each	7 00
No. 530, each	8 25
No. 630, each	10 25

Discount 25% off list.
Freight allowed on shipments of 24 heaters.

STRETCHERS, CURTAIN—

No. 33, per doz.	$34 50
No. 98, per doz.	18 50
No. 99, per doz.	23 00
Star, No. 1, doz.	$21 00
Star, No. 2, doz.	24 00
Adjustable Pin, No. 44, doz.	30 00

STRETCHERS, WIRE

Hercules, doz.	$2 60
Sampson, doz.	7 50

SPADES, SHOVELS AND SCOOPS

	1st Grade %	2nd Grade %	4th Grade %
Plain Back Shovels and Spades	25 and 25	25 and 25	25 and 25
Draining Tools	25 and 25	25 and 25	.....
Hollow Back Scoops	25 and 25	.....	25 and 25
Sand Shovels	25 and 25	.....	25 and 25
Hollow Back Shovels	25 and 25	.....	25 and 25
Hollow Back Coal Shovels	25 and 25	.....	25 and 25
Riveted Back Scoops	25 and 25	25 and 25	25 and 25
Miners' Spring Point Shovels	25 and 25	.....	.....

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as follows:

BLACK LIST PRICES

Plain Back Shovels and Spades	$29.00	$28.00	$25.00
Draining Tools, No. 2, black	29.00	27.50	.....
Hollow Back Scoops, No. 2, black	34.50	.....	32.00
Coal Shovels, Hollow Back, No. 2, black	32.00	.....	30.00
Sand Shovels, No. 2, black	27.50	.....	24.00
Hollow Back Shovels, No. 2, black	27.50	.....	24.00
Riveted Back Scoops, No. 2, black	37.50	35.50	34.00
Miners' Spring Point Shovel, No. 2, black	36.50	.....	.....

NET EXTRAS—
For each size larger than No. 2, add 25c dozen net.

F.o.b. London, Hamilton, Toronto, Gananoque, Ottawa, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon.

SWEEPERS, CARPET

	Bissell's Doz.
American Queen, Nickeled Fittings, Cyco Ball Bearing	$48 00
Club, Jap. Cyco Bearing	102 00
Champion, Nickeled Fittings	40 00
Champion, Japan'd Fittings	34 00
Grand, Nic., Cyco B.B.	61 00
Grand, Jap., Cyco B.B.	55 00
Grand Rapids, Nic., Cyco B.B.	45 00
Grand Rapids, Jp., Cyco B.B.	39 00
Parlor Queen, Nic., Cyco, B.B.	51 00
Princess, Nic., Cyco B.B.	46 00
Standard, Nickeled Fittings	42 00
Standard, Jap'd Fittings	36 00
Universal, Nic., Cyco Bearing	43 00
Universal, Jap., Cyco Bearing	37 00

SWEEPERS, VACUUM

	Bissell's Doz.
Grand Rapids, Nic.	$98 00
Household, Jap.	88 00
Superba, Nic.	114 00

F.o.b. factory Niagara Falls, Ont.
Prices guaranteed by manufacturers against their own decline to Dec. 31, 1919. Also stocked by jobbers.

SWEEPERS (ELECTRIC)

Steel frame	$36 40
Aluminum frame	43 90
Attachments, set	8 25

F.o.b. Toronto, Hamilton, London.

TACKS Discount

Wire Tacks	60 and 10%
Revised Hardware Tack List adopted Jan. 1, 1916	60 and 15%
Double pointed tacks	60 10%
Shoe findings list adopted July 5, 1917	Net List
List of Capped Goods adopted Jan. 1, 1916	60 and 15%

F.o.b. Toronto, Hamilton, Montreal, London.

TINNERS' TRIMMINGS

See prices under head of Wares.

TOASTERS, ELECTRIC

Canadian Beauty $4 50
Upright, with rack 6 40

TOOLS, HARVEST

Waverly, Wellandvale, Rixford, Maple Leaf, Bedford, 17½% discount. Samson, 12½% discount.
F.o.b. Montreal, Toronto, Hamilton, London.

TROUGH (EAVE)

O. G. Square bead and half round:

Size in girth	Per 100 ft.		
8 in.	$ 6 90	15 in.	$12 50
10 in.	7 70	18 in.	16 00
12 in.	9 10	List less 10%.	

F.o.b. Toronto, Oshawa, Ottawa.

TRAPS (GAME) Doz. with chain

Victor, No. 1	$2 20
Jump, No. 1	2 95
Hawley & Norton, No. 1	3 45
Newhouse, No. 1	5 00

F.o.b. Toronto, London, Hamilton, Montreal.

TWINE (BINDER) Per lb.

600 ft.	$0 22
550 ft.	0 23¾
600 ft.	0 25
650 ft.	0 26½

In 5-ton lots, ¼c discount from above: 10 tons and upwards, ½c discount. Freight paid on 300 lbs. and over to nearest station.
F.o.b. Montreal, Toronto, Brantford, Hamilton, London.

TWINE (COTTON)

3-ply wrapping, lb.	0.65½
4-ply wrapping, lb.	0.69

F.o.b. Toronto, Hamilton, London.

WOOD TUBS

No. 0, per dozen	$19 80
No. 1, per dozen	17 60
No. 2, per dozen	15 40
No. 3, per dozen	13 20

F.o.b. Newmarket.

VALVES %

Compression work, standard	50
High grade	49
Fuller work, standard	45
High grade	38
Basin cocks, No. 0, Standard	40
High grade	40
Bath cocks, compression	50
Flatway stop and waste cocks, standard	50
High grade	47
Roundway stop and waste cocks, standard	50
High grade	47
Brass steam cocks, standard	10% advance on list
Radiator valves, standard	31
Do., removable seat	Net list
Patent quick opening valves	30
Globe, angle and check valves, standard	23
Do., Jenkins Disc,	22
Jenkins Valves	17½
Standard Gate	35

Penberthy Brass Valves

Compodisk Valves	15
Gate Valves	25
Regrinding Valves	10
Swing Check Valves	10

F.o.b. Toronto.

WARES, ETC.

Scotch Grey Ware, 50%.
Colonial, 33 1-3%.
Imperial Ware, 33 1-3%.
Pearl, 33 1-3%.
Premier, 10%.
Canada Ware, 10%.
Diamond, 10%, White Ware, 50%.
Japanned Ware, list plus 20%.
Japanned Ware. White, list, plus 30%.
Plain and Jap. Sprinklers, list plus 20%.
Stamped Ware, plain, 50%.
Stamped Ware, retinned, 45%.
Copper Bottoms, net list.
Tinners' Trimmings, 50%.
Tinners' Trimmings, retinned, 45%.
Tinners' Trimmings, general, list plus 10%.
Factory Milk Cans, list plus 50%.
Milk Can Trimmings, list, plus 60%.
Cream Cans, list, plus 25%.
Railroad Cans, list, plus 20%.
Sheet Iron Ware, list, plus 10%.
Pieced Ware, ordinary, list, plus 30%. Fry pans, 40 and 10%.
Pieced Tinware, C.B., list, plus 50%.
Spiders, steel, 10% off; cast iron, 10%.
Fire Shovels, Japanned, list, plus 20%.
Steel Sinks, painted, list plus 25%.
Steel Sinks, painted, list plus 15%.
Light Galv. Pails and Tubs, list plus 20%.
Heavy Galv. Pails and Tubs, list, plus 10%.
Garbage Pails, list, plus 10%.
Jap. Coal Hods, list, plus 40%.
Galv. Coal Hods, list, plus 50%.
Paper Lined Boards, 30 and 10%.
Wood Lined Boards, 30%.
Stove Pipe, patent, per 100, 6 in., $22.28; 7 in., $23.87.
Common, made-up, per 100, 5 and 6 in., $24.67; 7 in., $26.07.
Polished, made-up, per 100, 5 and 6 in., ...; 7 in., ...
Stove Pipe Thimbles, 45%.
Copper Boilers, net list.
Copper Tea Kettles, net list.
Copper Tea Kettles, 3 doz. lots, list less 10%.
Copper Tea and Coffee Pots, net list.
Copper Tea and Coffee Pots in 3 doz lots, less 10%.
Nickel-plated Ware, 50%.
F.o.b. Montreal, Toronto, London, Hamilton.

WROUGHT WASHERS

Round plain. Sizes given are size of hole. In boxes of 50 lbs., list prices, per 100 lbs.—¼ in., $28.00; 5-16 in., $24.40; ⅜ in., $22.80; 7-16 in., $21.00; ½ in., $19.60; 9-16 in., $18.80; ⅝ in., $18.60; 11-16 in., $18.40; ¾ in., $18.20; 13-16 in., $18.00; 1 1-16 in., 1⅛ in., 1¼ in., $18.00; 1 1-1½ in., 1⅜ in., 1¼ in., 1 5-16 in., $18.00; 1⅜ in., 1½ in., 1⅝ in., $18.40; 1¾ in., 1⅞ in., 2 in., 2⅛ in., $19.00. Discount 45 per cent. Net extras, 26 to 49 lbs. of a size, $1.00; 25 lbs. of a size or less, $2.00 per 100 lbs. Package allowances—if taken in kegs about 175 lbs. each, allowance 10c per 100 lbs.; if taken in bags about 100 lbs., allowance 15c per 100 lbs

WEIGHTS, SASH

	Tor'to	Lond'n	Mont'l
Sectional, 1 lb., per 10 0lbs.	$4.75	$4.00	$4.75
Section, ½ lb., per 100 lbs.	4.75	4.50	4.75
Solid, 3 to 30 lbs., per cwt.	3.25	3.25	3.25

WHEELBARROWS

Navvy, steel wheel, doz. $60 00
Garden, steel, doz. 64 25
Light garden, doz. 46 80
F.o.b. Montreal, Toronto, London.

WIRE PRODUCTS

F.o.b. Toronto, London, Hamilton Montreal, St. John, freight equalized.

Cut Hay Wire	Per 100 lbs.
No. 9	$5 40
No. 10	5 50
No. 11	5 55
No. 12	5 65
No. 13	5 75
No. 13½	5 75
No. 14	5 95
No. 15	6 15
No. 16	6 35

Stovepipe Wire

No. 18	8 25
No. 19	8 75

Fine wire, list plus 20%.

Smooth Steel Wire

Nos. 0-9 gauge, base 5 00
Extras over base sizes on smaller gauges are as follows:
No. 10, 6c extra; No. 11, 12c; No. 12, 30c; No. 13, 30c; No. 14, 40c; No. 15, 55c; No. 16, 70c extra.
Extra net per 100 lbs.—Oiled wire 10c; spring wire, $2.50; bright, soft drawn, 15c; charcoal (extra quality), $1.25; packed in casks or cases, 15c; bagging and paperings.



"Save the Surface and you save all" Paint & Varnish

Your Service-- Mr. Paint Dealer

On what basis are you selling paint to your customers? Are you driving home the necessity of using only good paint?—for preservation and protection.

You can best do that by selling—

Maple Leaf Paints and Varnishes

Their preserving, protecting and beautifying qualities are so readily apparent that they establish a permanent preference with the consumer.

Maple Leaf sales are permanent and productive of more "worth while good business."

Would you be willing to have us outline our proposition in detail? Your request is solicited.

THE IMPERIAL VARNISH & COLOR CO. LIMITED
WINNIPEG TORONTO VANCOUVER
CANADA

Manufacturers Seeking Locations

Our whole organization is free to bona-fide parties seeking industrial locations. We can save you time, travel and correspondence.

Complete, up-to-date information on shipping facilities, power rates, labor conditions, raw materials, factory sites, municipal inducements, etc., for every commercial centre in Ontario.

Complete details, plans and photograph of over 60 available vacant factories in Ontario, 1,000 to 100,000 square feet floor space.

Consult us. It will pay you.

Heaton's Agency. Industrial Dept.

Publishers of Heaton's Annual (The Boards of Trade Register), Etc.

32 Church St., Toronto

Mention This Paper When Writing Advertisers.

Help Wanted

An ad for help in the Classified Advertising Section will bring the right kind of replies.

Try It Out.

Hardware and Metal

Classified Advertising Section

143-153 University Ave., Toronto

Hardware and Metal Subscribers

Buy for business as well as for p r i v a t e consumption. That is why one inquiry frequently pays for an entire year's advertising. Advertisers in HARDWARE AND METAL r e a c h only the cream of the trade—the best and biggest buyers in Canada.

Announcement

The Martin-Senour Co., Limited, take pleasure in announcing their hearty support of and ready co-operation in the "Save the Surface Campaign."

This campaign, which is strictly educational in character, is being conducted by a representative committee, acting on behalf of practically all the Canadian Paint and Varnish Manufacturers and other closely related industries.

The campaign has for its object the educating of the public in the preservative and protective values of paint, varnish and allied products for the conservation of property.

This object has the approval of The Canadian Commission of Conservation and The Canadian Trade Commission.

The campaign is closely identified with a similar one being at present conducted in the United States, so that cumulatively the two should be continent-wide reaching in scope and influence.

The consumer advertising of The Martin-Senour Co., Ltd., has been "tuned and timed" to support and augment this national "Save the Surface Campaign." On the opposite page may be observed the first of a series of consumer advertisements which will be appearing throughout the "Clean Up, Paint Up" period in a very large list of publicity mediums, which include the largely-circulated daily and weekly press, national magazines, farm and religious journals.

These ads., large enough to dominate the pages on which they appear, are as well educational in character and will undoubtedly be the means of influencing a large volume of trade to the stores where Martin-Senour products are available.

To the several thousand Martin-Senour dealer-agents throughout Canada who are generally recognized as the most aggressive and successful distributors of paints and varnishes, we bespeak your interest and co-operation in this splendid campaign.

Follow our lead and hook up your local advertising and displays with the campaign which has for its slogan

"Save the surface and you save all" *Paint & Varnish*

Electros, suggestions and methods of co-operation cheerfully supplied

MARTIN-SENOUR 100% PURE PAINT & VARNISHES

The MARTIN-SENOUR Co.
LIMITED
PRODUCERS OF PAINTS AND VARNISHES
WINNIPEG VANCOUVER **MONTREAL** TORONTO HALIFAX

MARTIN-SENOUR SPIC-SPAN FINISHES

Consumer Advertising to help Martin-Senour Dealer-Agents sell more Paints and Varnishes



The Message of Home Preservation and Building Protection

Every surface within and without your home needs the protection which Paint and Varnish alone can give.

"100% Pure" Paint
The Paint for wear and weather.

Senour's Floor Paint
The old reliable—it wears, and wears, and wears.

"Neu-Tone"
The sanitary washable Flat Oil Paint for Interior Decorations.

"Wood-Lac" Stains
Improves the new—renews the old.

"Marble-ite"
The one perfect floor finish—will not mar or scratch white, under hardest wear.

"Varnoleum"
Beautifies and preserves Oil Cloth and Linoleum.

Wear, decay, rust, start from the surface. Protect the surface and you protect all.

MARTIN-SENOUR PAINTS AND VARNISHES

are the most effective material protectors you can use for every surface—wood, iron, steel, stucco, cement.

When you choose a Martin-Senour product, you are sure of getting the paint or varnish best suited to your purpose. Because of its high quality and superior durability, it will prove the most economical for you to use.

MARTIN-SENOUR 100% PURE PAINT & VARNISHES

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The MARTIN-SENOUR Co.
LIMITED
GREENSHIELDS AVENUE, • • MONTREAL.

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE
Colors and white—2½-lb. packages, $8.90 for 100 lbs.; 5-lb. packages, $8.40 for 100 lbs. F.o.b. Montreal, Toronto, London.

BRONZING LIQUID
Bronzing liquid, No. 1..$1.50-$2.00
Banana oil, gal. 3.50- 7.00
F.o.b. Montreal, Toronto.

BLUE STONE	Montreal	Toronto
Per lb.	13-14	15-16

COLORS (DRY)	Per lb.
Raw Umber, No. 1, 100-lb. kegs	0 07
Do., pure, 100-lb. kegs	0 15
Burnt Umber, No. 1, 100-lb. kegs	0 07
Do., pure, 100 lb. kegs	0 15
Raw Sienna, No. 1, 100-lb. kegs	0 07
Do., pure, 100-lb. kegs	0 15
Burnt Sienna, No. 1, 100-lb. kegs	0 07
Do., pure, 100-lb. kegs	0 15
Imp. green, 100-lb. kegs	0 17
Chrome green, pure	0 35
Chrome yellow	17-31
Brunswick green, 100-lb. kg	0 12
Indian red, 100-lb. kegs	0 15
Indian red, No. 1, 100-lb. k.	0 06
Venetian red, best bright	0 04
Venetian red, No. 1	0 02½
Drop black, pure dry	0 15
Golden ochre, 100-lb. kegs	0 06½
White ochre, 100-lb. kegs	0 04
White ochre, barrels	0 03
Yellow ochre, barrels	0 03½-5
French ochre, barrels	0 06
Spruce ochre, 100-lb. kegs	0 07-8
Canadian red oxide, bbls.	0 02-2¼
Super magnetic red	0 02¼-2½
Vermilion	0 40
English vermilion	2 50

F.o.b. Montreal, Toronto

COLORS IN OIL, PURE
1 lb. tins—

Venetian red	0 21
Indian red	0 35
Chrome yellow, pure	0 53
Golden ochre, pure	30-32
French spruce ochre, pure	25-28
Greens, pure	28-35
Siennas	0 32
Umbers	0 32
Ultramarine blue	0 52
Prussian blue	1 50
Chinese blue	1 50
Drop black	0 30
Ivory black	0 31
Signwriters' black, pure	0 40
Lampblack	0 40
Marine black, 5-lb. irons	0 20

F.o.b. Montreal, Toronto

ENAMELS (white)	Gal.
Duralite	$6 50
Albagloss	3 50

GLUE	Per lb.
Brantford All Round Glue—	
Case No. 7—50 1-lb. pkgs.	$25 00
Case No. 8—100 ½-lb. pkgs.	28 00
Case No. 9—200 ¼-lb. pkgs.	35 00
Discount—	
French medal (prices withdrawn).	
English common sheet	32-34
English prima	35-38
White pigsfoot	0 50
Cake bone, 112-lb. bags	0 35
Hide, 112-lb. bags	0 45
Gelatine, 112-lb. bags	45-60
Ground glues, 112-lb. bags, No. 1	28-30
Ground glue, No. 2, 112-lb. bags	22-24
Do., No. 2, less than bags	0 24

GLASS	Single Thick	Double Thick
Per 100 ft.		
Under 25	$16 80	$22 90
26 to 34	17 80	24 85
35 to 40	18 35	26 40
41 to 50	23 50	30 00
51 to 60	24 60	30 80
61 to 70	26 50	32 70
71 to 80	29 70	35 40
81 to 85	....	45 45
86 to 90	....	48 85
91 to 94	....	49 80
95 to 100	....	58 55
101 to 105	....	65 35
106 to 110	....	73 10

Discount box glass, 20 to 25%.
Sheet glass, 5 to 10%. Cash 2%.
F.o.b. Montreal, Toronto, London, Hamilton.

GLASS, PLATE

Plates up to 1 foot, each	$0 80
Plates from 1 to 2 feet, each	0 90
" 2 to 3 "	0 95
" 3 to 4 "	1 15
" 4 to 5 "	1 35
" 5 to 7 "	1 50
" 7 to 10 "	1 70
" 10 to 12 "	1 75
" 12 to 15 "	1 85
" 15 to 25 "	1 95
" 25 to 50 "	2 15
" 50 to 75 "	2 20
" 75 to 90 "	2 25
" 90 to 100 "	2 30
" 100 to 120 "	2 60
" 120 to 140 "	2 90
Plates 101 to 110 wide containing not over 100 ft. each	3 00
Plates 111 to 120 wide containing not over 100 ft., each	3 40
Plates 101 to 110 wide containing over 100 ft., each	3 40
Plates 111 to 120 wide containing over 100 ft., each	3 75

Trade Discount, 25%.
City deliveries, 33 1-3%.
Montreal, London, Hamilton, Toronto, Kitchener.

GLAZIERS' POINTS
Zinc coated, $1.56-$1.62 per doz. packages 6 lbs. gross.
Zinc, pure, prices withdrawn.
F.o.b. Montreal, Toronto.

LEAD, WHITE (Ground in oil).
Prices are per 100 lbs. in ton lots. Less than ton lots are 35c per 100 lbs. higher than quoted below. F.o.b. Ottawa, 20c advance per 100 lbs. F.o.b. London and Windsor, 40c per 100 lbs. F.o.b. Toronto and Hamilton, 30c per 100 lbs. F.o.b. Fort William and Port Arthur, ... per 100 lbs.
Maritime differential 35c per 100 lbs. over Montreal

	Montreal	Toronto
Anchor, Pure	$16 00	$16 30
Crown Diamond	16 00	16 30
Crown, Pure	16 00	16 30
Green Seal	16 00	16 30
Ramsay's Pure	16 00	16 30
Moore's Pure	16 00	16 30
Tiger, Pure	16 00	16 30
O.P.W. 'Dec. Pure	16 00	16 30
Red Seal	16 00	16 30
Decorators' Pure	16 00	16 30
O.P.W. English	16 20	16 50
Elephant Genuine	16 50	16 80

B.B. Genuine Lead, less than tons, $18.45, Toronto; $18.15, Montreal. Ton lots 5% off; five-ton lots, 10% off.

LEAD (RED DRY)

Genuine, 560-pound casks, per cwt.	$13 50	$14 50
Genuine, 100-pound kegs, per cwt.	14 25	15 50
Less quantity	15 50	17 00

F.o.b. Montreal, Toronto.

LEAD, ARSENATE

	Per pound Dry	Paste
Barrels, 600 lbs.	$....	$0 21
200s	0 32½	....
100s	0 33	0 22
50s	0 33	0 23
25s	0 34½	0 23
10s	0 35	....
5s	0 36	0 25
2s	....	0 26½
1s	0 39½	0 29
½s	0 43½	....

F.o.b. Toronto, Montreal, Hamilton and London.

MURESCO
Tints, 5-lb. packages, per 100 lbs., $9.60; white, 5-lb. packages, $9.00.
F.o.b. Toronto.

LINSEED OIL
For prices see weekly report.

PAINTS, PREPARED
Price per gallon, 1 gallon can basis

Elephant, white	$4 20
Elephant, colors	3 80
B.H. English, white	4 30
B.H. English, colors	4 05
B.H. Floor	3 50
B.H. Porch Floor	4 05
Minerva, white	4 15
Minerva, colors	3 90
Crown Diamond, white	4 05
Crown Diamond, colors	3 80
Crown Diamond, floor	3 50
B.H. Fresconette, white	3 35
B.H. Fresconette, colors	3 25
Moore's House Colors, white	4 05
Moore's House Colors, colors	3 90
Moore's Egyptian Paint, all colors	3 25
Moore's Floor Paint	3 50
Moore's Sani-Flat	3 00
Moore's Moorамel	6 50
Jamieson's Crown Anchor	3 55
C.P.C. Pure, white	4 30
C.P.C. Pure, colors	4 05
O.P.W. Canada Brand, white	4 05
O.P.W. Canada Brand, colors	3 75
O.P.W. Canada Brand, floor	3 50
O.P.W. Flat Wall, white	3 35
O P.W. Flat Wall, colors	3 25
Ramsay's Pure, white	4 15
Ramsay's Pure, colors	3 85
Martin-Senour, 100%, white	4 30
Martin-Senour, 100%, colors	4 05
Martin-Senour, Porch Paint	4 05
Martin-Senour, Neutone, white	3 35
Martin-Senour, Neutone, colors	3 25
Senour's Floor Paint	3 50
Sherwin-Williams, white	4 30
Sherwin-Williams, colors	4 05
Sherwin-Williams, floor	3 50
Flat Tone, white	3 35
Flat Tone, colors	3 25
Lowe Bros., H.S., white	4 30
Lowe Bros., H.S., colors	4 05
Lowe Bros.,hard drying floor	3 50
Mellotone, white	3 50
Mellotone, colors	3 35
Sanitone, white	3 35
Maple Leaf, white	4 30
Maple Leaf, colors	4 05
Maple Leaf, floor	3 50
Pearcy's Prepared, colors	3 50
Pearcy's Prepared, white	3 75

F.o.b. Montreal, Toronto.

PARIS GREEN	Per lb.
In barrels, about 600 lbs.	$0 48
In kegs, about 250 lbs.	0 48½
In 50 lb. and 100 lb. drums	0 49
In 25 lb. drums	0 50
In 1 lb. packets, 100 lbs. in case	0 52
In ½ lb. packets, 100 lbs. in case	0 54

F.o.b. Montreal, Quebec, Moncton, St. John and Halifax, Toronto, Hamilton, London and Ottawa. Terms one month net or 1% in 15 days.

PUTTY	Montreal Standard	Toronto Less than tons
Bulk, in casks	$5 60	$5 90
Bulk, 100-lb. drums	6 45	6 75
Bulk, 25-lb. drums	6 70	7 00
Bulk, 12½-lb. irons	6 95	7 25
Bladder, in bbls.	7 35	7 65

Ton lots standard are 35 per hundred pounds less; five-ton lots 60c less than above prices.
Pure Putty, $2 cwt. advance.
Ottawa prices are 20c; Hamilton 30c; London and Windsor 40c per 100 lbs. over Montreal quotations.

ROSIN

Barrels, 100 lbs.	$8 00
Less, per lb.	0 10

SHELLAC

Pure White, gal. (1 gal. tins)	$4 25
Pure Orange, gal. (1 gal. tins)	3 75

Gum Shellac, TN, 74-76c lb.; finest orange, 79-95c; bone dry white, 85c. F.o.b. Toronto, London.

PAINT AND VARNISH REMOVER

Taxite, 1 gal. cans	$3 30
B.H. Vanisher	3 00
Cumoff	3 30
Takof	3 25
O.P.W. Presto	2 75
Lingerwett	2 80-3 25
Solvo	3 00

F.o.b. Montreal, Toronto.

VARNISHES	Per gal. cans
No. 1 Furniture, extra, barrels, $1.10-$1.21 gal.; gal. tins	$1.32-$1.43
B.H. Stovepipe Varnish, Anchor, ½ pints, per doz.	1 40
Depend-on, list	3 50
B.H. Maritime Spar, list	7 20
Everlastic, Depend-on and Maritime Spar subject to discount of	40%.
Elastilite	3 50
Granitine Floor Finish	3 50
Hydrox Spar	3 64
Sun Varnish	2 60
Sun Spar	4 63
Sun Waterproof Floor	3 40
Jasperite Interior and Exterior	3 00
Jasperite Pale Hard Oil	2 25
Jasperite Indestructo Floor Varnish	3 00
Jamieson's Copaline	3 02
M-S Marble-Ite Floor	3 29
M-S Wood-Var	3 29
M-S Double Spar	4 57
M-S Finest Interior	3 84
Elastic Interior	2 64
Mar-not	3 40
Quick Action House	2 40
Rexspar	4 62
Smear-Not	3 34
Kyanize Spar	4 94
Kyanize Cabinet Rubbing	3 84
Kyanize Interior	3 84
Luxeberry light	3 80
Luxeberry granite	3 52
Luxeberry spar	4 93
Ramsay's Universal	2 92
Crown Diamond Floor	2 60

F.o.b. Montreal, Toronto.

WATER PAINTS

Opalite, 300 lb. bbls.	0 13½
Opalite, 100 lb. kegs	0 14
1 gal. packages, per pkg.	0 75
½ gal. package, per pkg.	0 40
Coralite, 5-lb. pkgs., white	0 07
Coralite, 5-lb. pkgs., colors	0 07½
B.H. Frescota, 5-lb. pkge., white	7 80
B.H. Frescota, 5-lb. pkge., colors	8 40

F.o.b. Montreal, Toronto.

WASTE

Cream, Polishing	$0 21½

WHITE

XXX	0 19
XX	0 18
X	0 16½
XC	0 15
Japanese	0 14
XXX Extra	0 19½
XX, grand	0 18¼
XLCR	0 17
X Empire	0 15½
X Press	0 14

COLORED

No. 5	0 15
No. 1	0 13½
No. 7	0 12
No. 1A	0 10¾
No. 1B	0 09½
Fancy	0 15½
Lion	0 14
Standard	0 12½
Popular	0 11
Keen	0 09½

Above lines subject to trade discount for quantity.

WAX	Per lb.
C. & B. Floor Wax	$0 40
B.H. Wax	0 40
Ronuk Floor Wax, lb.	0 38
Berry Bros.	0 34
Imperial Floor Wax	0 40
Anchor	0 33
O.P.W. Lion Brand	0 45
Old English	0 53 0 62
Johnson's	0 62
Jamieson's liquid wax, gal.	2 75
Gold Medal	0 42
Edwards, lb.	0 40
Ramsay's	0 45
S. & W.	0 54
Crown Diamond	0 45

F.o.b. Montreal and Toronto.

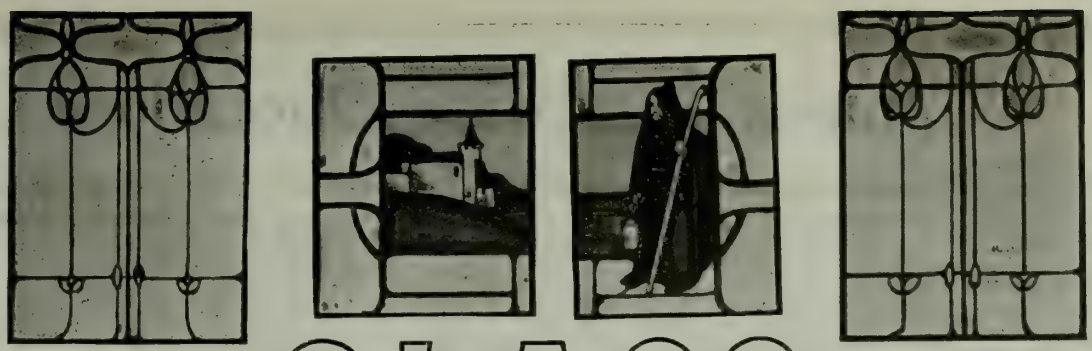
WHITING

Plain, in bbls.	$2 50
Gilders, bolted, in bbls.	$3 00

F.o.b. Montreal, Toronto, London.

WOOD ALCOHOL	Per gal.
In five gallons	....
In barrels	....

$4 extra for barrels.
F.o.b. Montreal, Toronto, London.



GLASS

Now is the Time to Sort up on

WINDOW GLASS

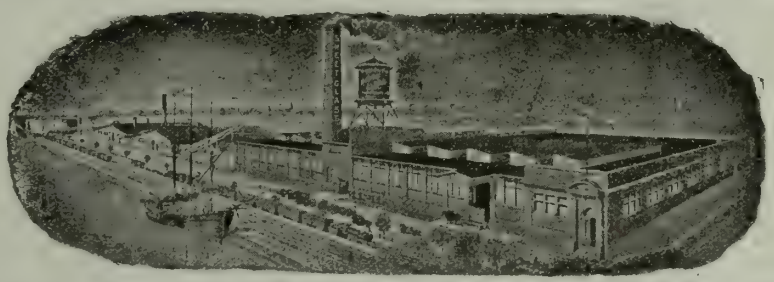
ALL WEIGHTS

16-ounce, 21-ounce, 26-ounce, 29-ounce, 34-ounce and 39-ounce.
WE CAN TAKE CARE OF YOUR REQUIREMENTS FROM ANY OF OUR WAREHOUSES, AND MAKE PROMPT SHIPMENTS.
WE CAN SUPPLY ANYTHING IN PLATE, BEVELLED PLATE, MIRRORS, FIGURED, WIRED, LEADED AND WINDOW GLASS.
CATALOGUES AND PRICE LISTS FREE ON APPLICATION. WRITE, PHONE OR WIRE YOUR WANTS.

HOBBS MANUFACTURING COMPANY, LIMITED

MONTREAL TORONTO LONDON WINNIPEG

RED **S** BRAND WINDOW GLASS



GLASS BENDERS TO THE TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

DON ROADWAY TORONTO

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863
Twelve Medals of Award at INTERNATIONAL Expositions.



INCORPORATED 1895
Special Grand Prize
GOLD MEDAL
Atlanta, 1895.

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY - - - - PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, $11.00.

Shot, soft, per cwt., $17.20; shilled, $18.70; buckshot, $18.00; ball, $18.40.

Dominion Metallics—B.B. Caps, $2.80; C.B. Caps, $3.50; 22 Short Black or Lesmok, $4; 22 Long Black or Lesmok, $4.30; 22 Short Smokeless, $4.30; 22 Long Smokeless, $6; 22 Long Rifle Black, $5.60; 22 Long Rifle Smokeless, $7 per M. net. Center Fire Pistol, 22%; Center Fire Sporting, 25% off American list.

American Metallics—B.B. Caps, $3.06; C.B. Caps, $3.85; 22 Short Black, $4.35; 22 Long Black, $5.25; 22 Long Rifle Black, $7.70; 22 Short Smokeless, $4.69; 22 Long Smokeless, $6.55; 22 Long Rifle Smoke, $7.65 per M. net. Center Fire Pistol, 10% on list; Center Fire Sporting, 10% on list.

Loaded Shells—Crown Black Powder, 12 ga., $81; Sovereign Smokeless, 12 ga., $38; Regale Smokeless, 12 ga., $33; Nitro Club Smokeless, 12 ga., $45; Canuck Smokeless, 12 ga., $41 per M. net. Empty Paper Shot Shells, $14 per M.; Empty Brass Shot Shells, $6.65 per 100.

ANVILS

Peter Wright, 80 lbs. and up, 25c per lb.; clip horn, 26c lb.

Norris, 80 lbs. and over, 16c.

AXES

Single Bit	$14 50	$20 00
Rouble Bit	16 50	21 50
Broad Axes	32 00	35 00

AUGER BITS

Standard List Prices per Dozen

3/16	$6 00	18/16	$12 00
4	6 00	19	14 00
5	6 00	20	14 00
6	6 00	21	16 00
7	6 00	22	16 00
8	6 00	23	18 00
9	6 00	24	18 00
10	6 00	25	21 00
11	7 00	26	21 00
12	7 00	27	24 00
13	8 25	28	24 00
14	8 25	29	27 00
15	9 50	30	27 00
16	9 50	31	30 00
17	12 00	32	30 00

Discounts from standard list prices

Irwin	10%
Gilmour	45%

BARS, CROW. $11.25 per 100 lbs.

BAR IRON

Bar Iron—$5.25 base; Swedish iron, $5.25; sleigh shoe steel, $5.50; spring steel, $6.50; machinery steel, $8.00.

BELTING

Rubber, 6 in. and under, 20-5%; over 6 in., 15-2½%.

Agricultural or No. 1 leather belting, 30-10-7½% off list.

Standard, 27-10% off list. Extra 27%.

"The "double" list is just twice the price of "single."

BELT LACING

In sides, tanned, $1.60 per lb.; cut, $1.80 per lb.; rawhide, sides, $1.55; cut, $1.75.

Blue Stone (Vitriol), 11¾c.

BOLTS

Carriage, ⅜ and smaller, up to 6 inch, 30%; over 6 inch, 15%; 7-16 inch and larger, 10%, machine, ⅜ and under, up to 4 inch, 35%; over 4 inch, 20%; 7-16 and over, 20%; machine set screws, 20%; plough bolts, 25%; stove bolts, 50%; shaft bolts, 5% on list; tire bolts, 45%; sleigh shoe bolts to ⅜ and smaller, 5% on list; 7-16 and up, 5% on list.

BORAX. Borax, per lb., 14c.

BUILDING PAPER

Tarred, $1.10 to $1.60 per roll, according to quality; plain, 80c to $1.45.

BUTTS

Plated—No. 241 Antique Copper and Dull Brass Finish

	Per pr.
2½ x 2½ in.	37
3 x 3 in.	39
3½ x 3½ in.	40
4 x 4 in.	52
4½ x 4½ in.	75
5 x 5 in.	94

Wrought Steel—

No. 840	Net list
No. 800	5% on list
No. 838	Net list
No. 804	5% off list

CHAIN

Coil, 3-16 in., $19.20; ¼, $16.25; 5-16 in., $13.75; ⅜, $12.75; 7-16, $12.35; ½, $12.25; 9-16, $12.25; ⅝, $12.00; ¾, $11.65; 1 in., $11.40; Logging, 5-16 in., $15.55; ⅜, $14.55; ½, $14.05; tie-out, 47½%.

CHURNS

Barrel, No. 0, $6.75; No. 1, $6.75; No. 2, $7.50; No. 3, $8.25; No. 4, $9.75 each.

CLEVISES, MALL. 15c per lb.

CLOCKS—Alarm

	Each
Big Ben	$2 90
Baby Ben	2 90
America	1 35
Lookout	1 75
Sleepmeter	1 85

COPPER

Sheet and planished copper, 60c per lb. Tinned, 55c.

CORD SASH

Coils or Hanks

8, 9, 10 ..... 70 lb.

DRILLS

Bit stock, 45%; Blacksmith, ½ in. round shank, 40%.

EAVETROUGH

Eavetrough, per 100 ft., 8 in., $6.10; 10 in., $6.80; 12 in., $8.00.

Conductor pipe, 2 in., per 100 ft., $7.15; 3 in., $8.65; 4 in., $11.40.

ENAMELWARE

See Wares.

FILES

Globe ..... Discount 40-5%
Nicholson Gen. ..... Discount 30%

FITTINGS—Malleable.

Class A	60%
Class B and C, off new list	60-10%
Bushings	10%
Unions	25%
Nipples 4" and under	40%

FORMALDEHYDE

400-lb. bbls., 32c lb.; 200-lb. bbls., 33c lb.; 100-lb. bbls., 34c lb.; 10-lb. jugs, $3.75 each; 5-lb. jugs, $2.00 each; 2-lb. jugs, 85c each.

GALVANIZED WARE

See Wares.

GLASS, WINDOW

	Single	Double
Up to 25 in.	$15 50	19 50
26 to 40	16 50	22 00
41 to 50	19 50	25 00
51 to 60	20 50	25 50
61 to 70	21 50	27 00

GLASS (Plate)

Net list.

GLOBES—LANTERN

	Doz.
Short Pattern	$1 05
Cold Blast, regular	1 05

GRINDSTONES

Per 100 lbs., $3.50.

Mounted on steel frames, $6 to $7.50.

HARVEST TOOLS. 17½%.

HINGES

Light T and strap, 15% off.

Corrugated Strap Hinges — 4, $1.60; 5, $2.20; 6, $3.00; 8, $4.75; 10, $7.00; 12, $10.80.

Corrugated Tee Hinges—4, $2.00; 5, $2.50; 6, $3.40; 8, $5.70; 10, $8.60; 12, $13.00.

HORSESHOES

Iron, No. 0 to 1, $8.35; No. 2 and larger, $8.10; snowshoes, No. 0 to No. 1, $8.60; No. 2 and larger, $8.35; steel, No. 0 to 1, $8.80; No. 2 and larger, $8.56; featherweight, $9.95.

IRON, GALVANIZED

	Apollo and "Fleur Premier de Lis"
10¾ oz. or 28 Eng.	$9 75
28 Am. or 26 Eng.	9 35
26 Am. or 26 Eng.	9 05
24	8 90
22	8 90
18 and 20	8 75
16	8 60

IRONS, SAD

Common Sad Irons, 8 lbs., 11c uer lb.; 4 lbs., 14c per lb.

Mrs. Pott's No. 55, set	$2 00
Mrs. Pott's No. 50, set	2 15

Mrs. Pott's common and iron handles, $1.60 dozen. Mrs. Pott's improved, $2.10 a dozen.

JACKSCREWS

20% off list.

KNIVES—HAY

	Doz.
Heath's	$12 50
Lightning	12 50

LAMP CHIMNEYS

A, per case, 8 doz., $9.10 per doz., $1.25; B, per case 6 doz., $7.80; per doz., $1.40.

LANTERNS

No. 2, plain	$13 00
No. 25, Dash-board	17 50
Short Globe, doz.	13 00

LEAD PIPE, $12.40.

LEAD WASTE, $13.40.

LATCHES—THUMB, STEEL

	Doz.
2	$1 90
3	2 50
4	4 50

Barn Door

5	2 95
8	3 20
9	5 50

LINSEED OIL

See weekly report.

MACHINES—WASHING

	Each
Dowswell	....
New Century B	....
New Idea	....
Snowball	....

Prices on application.

MATTOCKS

Pick, $13.85; cutter, $13.85.

MOPS

	Doz.
O'Cedar Polish, No. 1	$12 00
O'Cedar Polish, No. 2	12 00
Self-Wringing	5 75

MOWERS—LAWN

	14 in.	16 in
Woodyatt	$ 8 50	$ 9 00
Empress	11 00	11 50
Daisy	6 00	.....
Star	7 50	8 00

NAILS

Wire, f.o.b. Fort William, $5.35 base; Winnipeg, $5.85 base. Cut f.o.b. Winnipeg, $6.55.

NETTING—POULTRY

Net Prices per Roll.

1 in. mesh x 24 in.	$6 30
30 in.	7 65
36 in.	9 00
2 in. mesh x 24 in.	3 05
30 in.	3 60
36 in.	4 20
48 in.	5 60
60 in.	6 95
72 in.	8 30

NETTING. Poultry, Hexagon, 10%.

Banner Netting, 24 in., $4.75; 36 in., $6.10; 48 in., $7.25; 60 in., $8.50; 72 in., $9.75.

NUTS

Square, small lots, blank, 4½c tapped, 4¾c advance on list; Hexagon, small lots, blank, 4¾c; Tapped, 5c advance on list; case lots all styles, 1c less than above.

OILS

"Buffolite," 25c; Ideal Thresher, 50c; "B" Castor machine oil, 41c; Buffalo engine gasoline, 37c; Buffalo "A" gas engine oil, 55c; Royal gasoline, 37c; Family safety coal oil, 24½c; Summer black oil, 24½c; Kelso engine oil, 60c; Electro oil, 45c; Royalite oil, 21c; Standard gas engine oil, 45½c; Prairie Harvester oil, 55c.

PAINTS

Stephens' Out White, $4.45; Stephens' House, $4.20; Stephens' Floor, $3.65; Silkstone colors, $3.40; Silkstone white, $3.50; Stephens' Barn Paint, $1.45.

POLISH

O'Cedar —

	Doz.
4 oz.	$2 00
12 oz.	4 00
1 quart	10 00
½ gal.	16 00
1 gal.	24 00

Liquid Veneer—

4 oz.	$2 00
12 oz.	4 00
1 quart	8 40
½ gal.	14 40

(Continued on second page)

Bon Ton—

	Doz.
¼ pints	1 35
½ pints	2 10
Pints	3 15
Quarts	5 10
½ gal.	9 00
Gal.	15 00



Stephens House Paint Especially Adapted for Service In Canada's Extreme Climate

How much do jobs, on which poor paint is used, really cost? How many customers do you lose through selling certain brands of paints and varnishes on which profits are greater, but on which you have your doubts as to quality, wear, etc.?

Think it over.

If you are not satisfied with your paint for this season, if you feel that your increase will not be as great as you deserve, get in touch with us at once.

We have a special proposition to make you.

THE G. F. STEPHENS CO., LIMITED

PAINT AND VARNISH MAKERS

WINNIPEG AND CALGARY

Winnipeg Hardware Quotations—Continued

PIPE, WROUGHT IRON

Per 100 ft.	Black	Galv.
¼ inch	$ 4 91	$ 7 20
⅜ inch	5 00	7 34
½ inch	6 66	8 37
¾ inch	8 33	10 71
1 inch	12 33	15 75
1¼ inch	16 65	21 29
1½ inch	19 94	25 43
2 inch	26 82	34 25
2½ inch	43 07	54 77
3 inch	56 40	71 70
3½ inch	73 86	.....
4 inch	87 25	.....
4½ inch	100 26	.....
5 inch	116 52	.....
6 inch	151 52	.....

PLASTER. Paris, per bbl., $4.50.

PLATES, CANADA

18 x 21 per box, half polish, $9.25; full polished, ...; 18 x 24, half polished, $9.25; full polished, ... 20 x 28, half polished, $9.50; full polished, ...

PUTTY

100-lb. irons	$7 20
25-lb. irons, per cwt.	7 80
1½-lb. tins	14½

RIVETS AND BURRS

Iron rivets, 30-10%; copper, No. 7, 45c lb.; No. 8, 46c; No. 10, 50c; No. 12, 54c.

Five-lb. assorted boxes, No. 8, 52c; No. 10, 55c lb.

Copper Burrs, No. 7, 45c; No. 8, 46c; No. 10, 50c; No. 12, 54c.

ROPE

Sisal, 28¼c base; pure Manila, 35¼c base; British Manila, 31¼c base; lath yarn, 28¼c base; African hemp, 31¼c base; cotton rope, ¼ and over, 66c lb.

Tarred Marline Hanks, per lb., 50c.

SANDPAPER—

Star—	Quire	Ream
00, 0	$0 33	$6 05
½	0 36	6 50
1	0 40	7 30
1½	0 45	8 25
2	0 52	9 30
2½	0 58	10 50
3	0 66	11 90

B. & A.—		
00, 0	$0 37	$6 75
½	0 40	7 15
1	0 45	8 10
1½	0 52	9 45
2	0 60	10 90
2½	0 70	12 50
3	0 80	14 30

SASH BALANCES (Caldwell). 10% on list.

SAWS, BUCK

Happy Medium, $12.00; Watch Spring, $12.50; Lance Tooth or Lightning Blades, $13.20.

SCREWS

Bright iron round head, 65%; flat head, 70%; round head, brass, 30%, flat head, brass, 35%; coach, 45%. Set Screws, 20-10%.

SCYTHES—	Doz.
Bramble	$15 50
Bush	15 50
Excelsior	17 00
Cast	15 00

SNATHS—	
No. 2 loop	13 25
Bush	15 00

SWEEPERS, CARPET—

See list in regular "Current Market Quotations" Column, f.o.b. factory, Niagara Falls, Ont.

SWEEPERS, VACUUM—	Doz.
Grand Rapids, Nic.	$101 00
Household, Jap.	91 00
Superba, Nic.	117 00

F.o.b. Jobbers' Warehouse, Winnipeg. Prices guaranteed by manufacturers against their own decline to December 31, 1919.

STEEL SHEETS, BLACK

10 gauge	$7 05
12 gauge	7 10
14 gauge	7 15
16 gauge	7 25
18-20 gauge	7 80
22-24 gauge	7 85
26 gauge	7 90
28 gauge	8 00

SHOVELS AND SPADES—

Shovels—Fox and Olds, D.H., Sqr. Pt., $15.05 per doz.; D.H. Rd. Pt., $15.05 per doz.; L.H. Sqr. Pt., $15.05; L.H. Rd. Pt., $15.05; Bulldog & Jones, D.H., Rd. Pt., $16.30; D.H. Sqr. Pt., $16.30; L.H. Rd. Pt., $16.30; L.H., Sqr. Pt., $16.30; L.H., Rd. Pt., $16.30; Black Cat and Crescent Scoops—No. 4, $19.00 doz.; No. 6, $19.50; No. 8, $20.00; No. 10, $20.50; Moose & Jones Scoops, No. 4, $19.90; No. 6, $20.90; No. 8, $21.40.

SOLDER. Per pound, 34 to 35.

SPIKES

Pressed, ¼ in., $8.30; 5-16, $7.95; ⅜, $7.75; ½, $7.55.

STAPLES

Bright wire, per cwt., $5.15 at Fort William, $5.65 Winnipeg; galvanized staples, $5.95 Fort William, $6.45 Winnipeg.

STEEL

Sleighshoe, $5.50 base per cwt.; plow, common, $6.50; crucible plow, $7.50; angle, $5.35; harrow, $5.75 base; cast, octagon tool steel, 20c base; square tool, 20c base; spring, $7.50; machine, $8.00 base; tire, $5.90. Mild, 3-16, ¼, 5-16, $7.75 base; other sizes $5.50 base. Band steel, $5.50 base.

STEEL HOOPS

½ in., $8.35; ⅝ in., $8.00; ¾ in., $7.40; ⅞ in., $7.10; 1 in., $7.00; 1¼ in., $6.90; 1½ in., $6.80.

STEEL SQUARES

15% on list.

TACKS. Carpet, 65% list.

TIES. Cow, 10%.

TIN AND TERNE PLATE—

20 x 28 I.C. box	$23 50
20 x 28 I.X. box	27 00
20 x 33 I.C. box	28 50
20 x 33 I.X. box	32 50
Terne plates	24 00

TRAPS, GAME— Doz.

	Victor	H.& N.	Jump
No. 0	$1 95	$....	$....
No. 1	2 30	3 60	3 10
No. 1½	3 45	5 40	4 55
No. 2	4 80	7 50	6 70
No. 3	6 75	10 00	....

TUBS—	Wood	Fibre
No. 0	$21 35	$26 40
No. 1	18 80	22 65
No. 2	16 40	18 80
No. 3	14 00	15 95

TURPENTINE

See weekly report

TWINE (WRAPPING)	Lb.
Cotton, 3-ply, cones	$0 66
Cotton, 3-ply, balls	0 69
Cotton, 4-ply, cones	0 70
Cotton, 4-ply, balls	0 73

VARNISHES—

Stephens Luminette, gal.	$2 20
Stephens Exalite, gal.	3 00

WARES, ETC.—

Scotch Grey, 40% discount.

Colonial, Imperial, Pearl, 20-7½% discount.

Premier, Canada, Diamond, discount 2½%.

Whiteware, 40-10% discount.

Japanned Ware, list, plus 30%.

Japanned Ware, white, list, plus 40%.

Japanned Sprinklers, list, plus 30%.

Stamped Ware, plain, 40-10% discount.

Stamped Ware, ret'd, 40% discount.

Pieced Tinware, ordinary, list, plus 40%.

Pieced Tinware, copper bottoms, list, plus 60%.

Sheet Iron Ware, list, plus 20%.

Light Galv'd Pails and Tubs, list, plus 27½%.

Heavy Galv'd Pails and Tubs, plus 17½%.

Jap. Coal Hods, list, plus 35%.

Galv'd Coal Hods, list, plus 50%.

WASHERS—

Iron, small lots, 45% off list plus $1.50; full boxes, iron, 33 1/3% off list plus $1.00.

WHITE LEAD—

Decorators' pure, ton lots, $16.90; less than ton lots, $17.25.

WIRE, BARB—

Lyman, 4-point, $4.85 Winnipeg; Glidden Cattle, 2-pt., $4.65 Winnipeg; Baker, 2-pt., $4.55 Winnipeg; plain twist, cwt., Winnipeg, $7.00 100 lbs.; plain galvanized; Winnipeg, No. 9, $5.50; No. 12, $5.65; coil spring, Winnipeg, No. 9, $5.55; No. 12, $5.70.

Patented screen in 100-ft. rolls, $3.50 per hundred sq. ft.; in 50-ft rolls, $3.60 per 100 sq. ft.

WIRE, PLAIN—

Bale ties, 14 gauge, single loop $7.25 Winnipeg; $6.75 Ft. William Brass snare wire, per lb., 80c.

WIRE, ANNEALED—

No. 9, $6.00; 10, $6.06; 12, $6.20; 14, $6.40; 15, $6.55; 16, $6.70 per 100 lbs.

WRENCHES (NUT)—

Agricultural—	Doz.
6 in.	$6 70
8 in.	8 00
10 in.	9 40
12 in.	12 00
15 in.	16 80

Perfect Handle—	
6 in.	12 00
8 in.	14 40
10 in.	16 80
12 in.	21 60
15 in.	28 80
18 in.	38 40

WRENCHES (PIPE)—

Stillson—	Each
6 in.	$1 00
8 in.	1 15
10 in.	1 25
14 in.	1 75
18 in.	2 50
24 in.	3 65
36 in.	6 75

Trimo—	
10 in.	$1 50
14 in.	2 10
18 in.	3 00
24 in.	4 35

	Dozen	
Always Ready—	Black	N.P
No. 1	$4 20	$4 50
No. 2	5 75	6 00

WRINGERS—

Eze, $62.55 per doz. Reliance.

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THE VIOLET RAY BENEFITS

by sending its irresistible, revitalizing powers through every nerve, cell, fibre and part of the body, even the heart being saturated.

The Branston Violet Ray reaches and heats the cause of disease, and so strikes at the very root of the disturbance.

The new book, Health Rays, tells all about these generators. ASK FOR IT.



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31



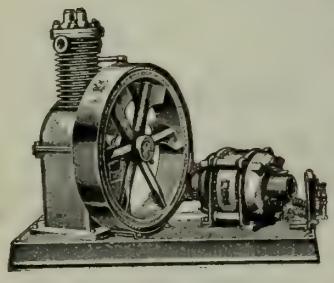
The popular Army Service khaki colored wagon with Rubber or Iron Tires in three sizes. No 79, 11" x 22", No. 80, 12" x 24", No. 81, 13" x 26". Other Steel Wagons are the Special, No. 59, 9 x 18; No. 61, 12 x 24; the Grey Artillery Car, No. 70, 12 x 24 and No. 72, 14 x 28; and No. 1½ Bent Rail Child's Wagon, 11 x 22.
The Auto Wheel Coaster Wagon is the most serviceable general purpose wagon on the market, has long roller bearings, steel axles, the spokes mitred to the hub, put up in corrugated cartons, each wagon guaranteed to carry 1140 lbs.

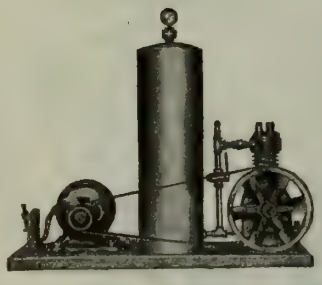
No. 01, 12" x 30" with 8-inch wheel; No. 2, 14" x 34" with 10-inch wheel; No. 4, 18" x 40", 12-inch wheel; No. 0, 12" x 28", with 6-inch wheel; No. 00, 12" x 28", with 6-inch wheel.

We have also a stock of Kiddie Kars and Boys' Velocipedes.

Merchants Hardware Specialties, Limited
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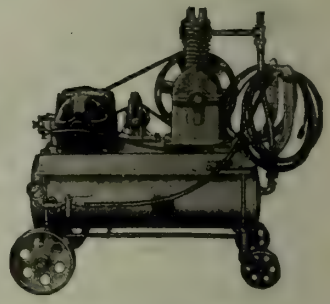


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(Free from Oil)

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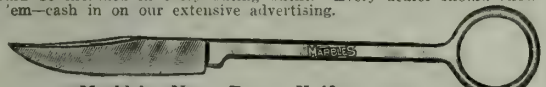
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Look for Talk No. 196 next week.

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Gipe-Hazard Store Service Co., Toronto.

Cellar Drainers
The Penberthy Injector Co., Ltd., Windsor, Ont.

Cement, Asbestos
Canadian Asbestos Co., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Cement, Rubber
Van Cleef Bros., Chicago, Ill.

Cement, Roofing
Geo. W. Reed & Co., Ltd., Montreal, Que.

Chains, Cut-Link
The Niagara Falls Metal Stamp'g Works, Niagara Falls, N.Y.

Chains, Folding
J. E. Beauchamp & Co., Montreal, Que.

Chain Pipe Wrenches
J. H. Williams & Co., Brooklyn, N.Y.

Chair Seats
J. E. Beauchamp & Co., Montreal, Que.
Canadian Veneering Co., Acton Vale, Que.

Chairs for Automobile, Camp and Boat
McKinnon Industries, Ltd., St. Catharines, Ont.

Choppers, Ice
The Haddow Brokerage Co., Montreal, Que.
L. & I. J. White Co., Buffalo, N.Y.

Chisels, Cape, Cold, etc.
Brown-Boggs Co., Ltd., Hamilton.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Check Protectors
W. G. Patrick & Co., Ltd., Toronto.

Checking Floor Hinges
Chicago Spring Butt Co., Chicago, Ill.

Chemical Closets
Wakyte Mfg. Co., Winnipeg, Man.

Chemical Specialties
B. & S. H. Thompson & Co., Ltd., Montreal, Que.
Van Cleef Bros., Chicago, Ill.
Vol-Peck Mfg. Co., Montreal.

Choppers, Food
Landers, Frary & Clark, New Britain, Conn.

Chucks, Tap
Wells Bros. of Canada, Galt.

Churns, Hand and Power
Beatty Bros., Ltd., Fergus.
Caverhill, Learmont & Co., Montreal.
Dowswell, Lees Co., Hamilton.
Landers, Frary & Clark, New Britain, Conn.
Medalta Stoneware Co., Ltd., Medalta, Ont.
Merchants Hardware Specialties, Ltd., Calgary.
Walter Woods & Co., Hamilton.

Clamps "C"
J. H. Williams & Co., Brooklyn, N.Y.

Clothes Bars and Racks
Otterville Mfg. Co., Ltd., Otterville, Ont.

Clothes Racks
Walter Woods & Co., Hamilton.

Clamps
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Williams & Co., J H., Brooklyn, N.Y.

Clippers
Chicago Flexible Shaft Co., Chicago, Ill.

Closets
Wakyte Mfg. Co., Ltd., Winnipeg, Man.

Closet Seats
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Clothes Dryers
The Coleman Fare Box Co., Ltd., Toronto.
Dowswell, Lees Co., Ltd., Hamilton, Can.

Clothes Lines
The Coleman Fare Box Co., Ltd., Toronto.

Clothes Line (Wire)
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Clothes Horses
Stratford Mfg. Co., Stratford, Ont.

Coal Chutes
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Coffee Percolators and Urns
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Landers, Frary & Clark, New Britain, Conn.

Corrugated Fasteners
J. E. Beauchamp & Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

Collar Balls
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Collar Pads
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto, Ont.

Cotton Duck
Scythes & Co., Ltd., Toronto, Ont.

Cotton Gloves
American Pad & Textile Co., Chatham.

Coal Chutes
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Coal Hods
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

Cobblers' Sets
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Cookers, Steam
Louis McLain Co., Ltd., Winnipeg, Man.

Cookers, Fireless
Royal Fireless Cooker Co., Ottawa, Ont.

Conductor Pipe, Hooks, Heads, etc.
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Winnipeg Ceiling & Roofing Co., Winnipeg.
Wheeler & Bain, Toronto.

Connecting Rods
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Williams & Co., J. H., Brooklyn, N.Y.

Coopers' Tools
Haddow Brokerage Co., Montreal, Que.

Coping Saws
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Cordage
Brantford Cordage Co., Ltd., Brantford, Ont.
Consumers Cordage Co., Montreal.
Plymouth Cordage Co., North Plymouth, Mass.
Scythes & Co., Ltd., Toronto, Ont.

Corners, Chest
The Brainerd Mfg. Co., East Rochester, N.Y.

Crank Pulls (Wire)
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Crank Shafts
Williams & Co., J. H., Brooklyn, N.Y.

Crowbars
B. J. Coghlin & Co., Montreal.

Crocks, Butter
Medalta Stoneware Co., Ltd., Medicine Hat, Alta.

Crucibles
Canadian Asbestos Co., Montreal, Que.

Cultivators
J. E. Gilson Co., Port Washington, Wis.
C. S. Norcross & Sons, Bushnell, Ill.

Cutlery
Bridgeport Hdwe. Mfg. Co., Bridgeport, Conn.
The Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.
Geo. Butler & Co., Ltd., Sheffield, Eng.
The Canadian Wm. A. Rogers Co., Ltd., Toronto.
Caverhill, Learmont & Co., Montreal.
Geneva Cutlery Co., Geneva, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
James Hutton & Co., Montreal.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
Lewis Bros., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Oneida Community, Ltd., Oneida, N.Y.
Henry Rogers' Son & Co., Ltd., Sheffield, Eng.
Wm. Rogers Mfg. Co., Niagara Falls, Ont.

Cutters
Butterfield & Co., Inc., Rock Island, Que.
The Rapid Tool & Machine Co., Ltd., Montreal
Trimont Mfg. Co., Roxbury (Boston, Mass.).

Curry Combs
The Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.

Cuspidors
Thos. Davidson Mfg. Co., Ltd., Montreal.
E. B. Eddy Co., Ltd., Hull, Que.

Dairy Pails
Thos. Davidson Mfg. Co., Ltd., Montreal.
Soren Bros., Toronto, Ont.

Dampers, Stove Pipe
Canada Foundries & Forgings, Brockville, Ont.

Dashes, Buggy and Carriage
McKinnon Industries, Ltd., St. Catharines, Ont.

Desks, School
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Diaphragms, Rubber

Dies, Stocks, etc.
Butterfield & Co., Rock Island, Que.
Canadian Fairbanks-Morse Co., Montreal.
Pratt & Whitney Co. of Canada, Ltd., Dundas.
The Rapid Tool & Machine Co., Ltd., Montreal.
Wells Bros. Co. of Canada, Galt.

Disinfectants
J. E. Beauchamp & Co., Montreal, Que.

Display Racks and Stands
Cameron & Campbell, Toronto.
National Mfg. Co., Sterling, Ill.

Doors
Sanderson-Harold Co., Ltd., Paris, Ont.

Door Bolts
Canada Steel Goods Co., Hamilton, Can.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.

Door Knobs
Cartland & Son, Ltd., James, Birmingham, Eng.

The Trade Mark behind the "Hardware House of Quality"

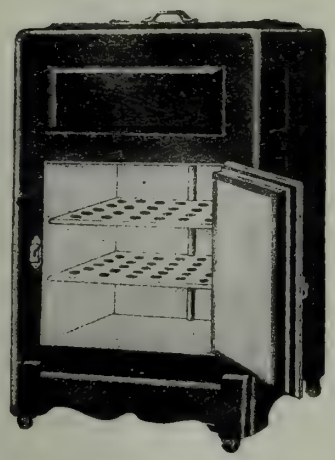
DIAMOND A BRAND — A — ASHDOWN'S GUARANTEE

The Largest Wholesale Hardware Dealers in Canada

Profitable Lines For Summer Sales

The dealer well-stocked with seasonable lines captures the bulk of the trade. Not only should his lines be seasonable but they must possess a favorable quality-reputation to merit the confidence of his customers.

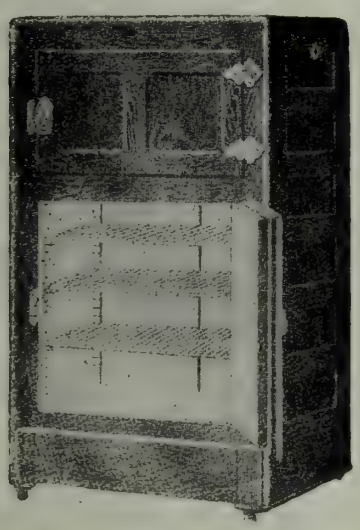
Our various warehouses and convenient distributing points enables the Western dealer to keep his stock seasonable and the quality of the products we handle are all that could be desired.



"Prairie City" No. 102
White Enamel Lining

	Width	Dep.	Hght.
Outside case, in...	25½	18¼	42½
Prov. chamber, in.	21	13½	16
Ice chamber, in...	21	13	13

Weight, 120 pounds



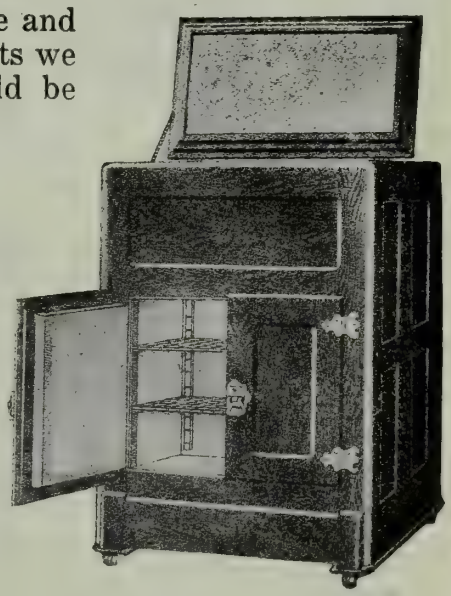
"Winnipeg" No. 316
Porcelain Lining

	Width	Dep.	Hght.
Outside case, in...	29½	21¾	56
Prov. chamber, in.	24	16	23½
Ice chamber, in. ..	24	16	18

Weight, 255 pounds

Here are illustrated three lines of "Diamond A" Refrigerators: the "Prairie City," the "Winnipeg" and the "Garry." These refrigerators are all well made of seasoned Kiln Dried Ash or Hardwood, attractively finished, have the best of nickel-plated trimmings, adjustable shelves, white enamel or porcelain linings, metal ice racks, automatic, self-cleaning syphon traps, Removable Drip Pipes, Self-Retaining Casters, etc.

Sold at popular prices and in a variety of sizes. Write to-day for descriptive literature and prices.



"Garry" No. 207
White Enamel Lining

	Width	Dep.	Hght.
Outside case, in...	33¼	20¾	46
Prov. chamber, in.	28	15	19½
Ice chamber, in...	28	15	14

Weight, 200 pounds

THE J. H. ASHDOWN HARDWARE CO., LIMITED

CALGARY WINNIPEG SASKATOON

THE BUYERS' GUIDE

Door Checks
Canadian Yale & Towne, St. Catharines.
Wm. Newman & Sons, Birmingham, Eng.

Door Hangers
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Steel Goods Co., Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.
National Mfg. Co., Sterling, Ill.

Door Springs
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Wm. Newman & Sons, Birmingham, Eng.

Door Pulls
Stratford Brass Co., Ltd., Stratford, Ont.

Doubletrees
McKinnon Industries, Ltd., St. Catharines, Ont.
West-Woods, Ltd., Winnipeg, Man.

Draining Tools
Canadian Shovel & Tool Co., Hamilton, Can.

Drills, Breast
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.

Drill Chucks
Goodell-Pratt Co., **Greenfield, Mass.**

Drills, Blacksmiths'
Canada Foundries & Forgings, Brockville.

Drills
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Butterfield & Co., Inc., Rock Island, **Que.**
Goodell-Pratt Co., **Greenfield, Mass.**
Jones & Shipman, Ltd., Leicester, Eng.
North Bros. Mfg. Co., **Philadelphia, Pa.**
Plewes, Ltd., Winnipeg, Man.
Stanley Rule & Level Co., New Britain, Conn.
Wilkinson & Kompass, Hamilton, Ont.
Pratt & Whitney Co. of Canada, **Ltd., Dundas,** Ont.
Wilt Twist Drill Co. of Canada, Ltd., Walkerville, Ont.

Drills, Twist
Wilt Twist Drill Co. of Canada, Ltd., Walkerville, Ont.

Drop Forgings
McKinnon Industries, Ltd., St. Catharines, **Ont.**
Williams & Co., J. H., Brooklyn, N.Y.
Spielmann Agencies, Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Dry Colors
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
Ottawa Paint Works, Ottawa.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.
Martin-Senour Co., Ltd., Montreal.
McArthur Irwin, Montreal.
Stewart & Wood, Toronto.

Dusters
Channell Chemical Co., Toronto.

Dynamite
Du Pont American Industries, Wilmington, Del.

Dry Cells
Canada Dry Cells, Ltd., Winnipeg.
Canadian National Carbon Co., Toronto.
Canadian H. W. Johns-Manville Co., Toronto.
Canadian General Electric Co., Ltd., Toronto.
Dominion Battery Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man
Spielmann Agencies, Ltd., Montreal, Que.

Eavetrough
Pedlar People, Limited, Oshawa.
Thos Davidson Mfg. Co., Ltd., Montreal.
Metal Shingle & Siding Co., Ltd., Preston, Ont.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Egg Beaters
Louis McLain Co., Ltd., Winnipeg, Man.
Ostlette Mfg. Co., Collingwood.

Egg Cases
Miller Bros. Co., Ltd., Montreal, Que.
Walter Woods & Co., Hamilton.

Egg Case Fillers
Miller Bros. Co., Ltd., Montreal, Que.
Walter Woods & Co., Hamilton, Can.

Ejectors and Syphons
The Penberthy Injector Co., Ltd., Windsor, Ont.
Jas. Morrison Brass Mfg. Co., Toronto.

Elbows
Thos. Davidson Mfg. Co., Ltd., Montreal.
Pedlar People, Ltd., Oshawa, Ont.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Electric Bells
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man

Electric Fans
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man
The A. C. Gilbert-Menzies Co., Toronto.
Northern Electric Co., Ltd., Montreal.

Electric Fixtures
W. H. Banfield & Sons, Ltd., Toronto.
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man
Northern Electric Co., Ltd., Montreal.
Tallman Brass & Metal Co., Hamilton.

Electric Grates
Great West Electric Co., Ltd., Winnipeg, Man

Electric Plates
Louis McLain Co., Ltd., Winnipeg, Man.

Electric Specialties
Benjamin Electric Co., Toronto.
Canadian General Electric Co., Ltd., Toronto
Canadian National Carbon Co., Toronto.
The Clemens Electrical Corporation, Hamilton.
Dominion Battery Co., Ltd., Toronto, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.
The Hessco Electric Mfg. Co., Toronto, Ont.
Landers, Frary & Clark, New Britain, Conn
National Electric Heating Co., Toronto.
North American Hardware Co., Ltd., Montreal, Que.
Northern Electric Co., Ltd., Montreal.
Spielmann Agencies, Ltd., Montreal, Que.
Usona Mfg. Co., Windsor, Ont.

Electric Supplies
W. H. Banfield & Sons, Ltd., Toronto.
The Can. General Electric Co., Ltd., Toronto.
The Hessco Electric Mfg. Co., Toronto, Ont.

Emery
Dominion Glue & Emery Co., Montreal, Que.

Enamels
Boston Varnish Co., Everett Station, Boston, Mass.
British America Paint Co., Ltd., Victoria, B.C.
Wm. Harland & Sons, Toronto.
Sturgeons, Ltd., **Toronto.**

Enamelled Ware
Thos Davidson Mfg. Co., Ltd., Montreal.
E. T. Wright & Co., Hamilton, Ont.
Sheet Metal Products Co. of Canada, Ltd., Toronto

Emery Glass and Papers
John Oakey & Sons, London, Eng.

Emery (Grain and Sheets)
DesRochers, Ltd., Montreal, P.Q.

Eveners for 2, 3, 4, 6 and 8 Horses
Gregg Mfg. Co., Ltd., Winnipeg, Man.
D. Ackland & Son, Ltd., Winnipeg, Man.
McKinnon Industries, Ltd., St. Catharines, Ont.
West-Woods, Ltd., Winnipeg, Man.

Evaporators
Steel Trough & Machine Co., Ltd., Tweed, Ont.

Excelsior
Rankin & Co., Ltd., Toronto.

Explosives
Du Pont Powder Co., Wilmington Del.
Hercules Powder Co., Wilmington, Del.

Escutcheon Pins
Parmenter & Bulloch Co., Ltd., Garanoque, Ont
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Exterminator, Rat and Roach
The Commen Sense Mfg. Co., Toronto.

Extinguishers, Fire
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
H. W. Johns-Manville Co., New York.
Northern Electric Co., Montreal.
Pyrene Mfg. Co., Ltd., Montreal, Que.

Fanlight Openers
Jas. Cartland & Son, Ltd., Birmingham, Eng

Fasteners, Storm, Sash and Screen
National Mfg. Co., Sterling, Ill.
Stratford Brass Co., Ltd., Stratford, Ont.
The Stanley Works, New Britain, Conn.

Farm Lighting Outfits
Canadian General Electric Co., Ltd., Toronto.
Northern Electric Co., Montreal.

Faucets, Petroleum
Can. Foundries & Forgings, Ltd., Brockville, Ont

Feed Boxes
Canada Foundries & Forgings, Brockville

Feed Cookers
Wheeler & Bain, Toronto.

Felts (Tarred and Carpet)
Alex. McArthur & Co., Montreal, Que.
J. H. McComb, Ltd., Montreal, Que.

Fencing and Gates
Banwell-Hoxie Wire Fence Co., Hamilton.
McGregor-Banwell Fence Co., Ltd., Walkerville.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
B. Greening Wire Co., Hamilton, Ont.
Standard Tube & Fence Co., Woodstock.
Steel Co. of Canada Ltd., Hamilton

Fences, Woven Wire, Farm and Ornamental
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

Fenders for Buggy and Carriage
McKinnon Industries, Ltd., St. Catharines, Ont
The Steel Co. of Canada, Ltd., Hamilton, Ont

Fire Appliances and Liquids
Pyrene Mfg. Co., Ltd., Montreal, Que.

Fire Arms
Colts Patent Fire Arms Mfg. Co., Hartford Conn.
Harrington & Richardson Arms Co., Worcester, Mass.
Johnson Iver Arms & Cycle Works, Fitchburg Mass.

Files
E. C. Atkins Co., Hamilton, Can.
G. & H. Barnett Co., Philadelphia.
Delta File Works, Philadelphia.
Henry Disston & Sons, Ltd., Philadelphia, Pa
The Ingersoll File Co., Ingersoll, Ont.
Nicholson File Co., Port Hope, Ont.
Plewes, Ltd., Winnipeg.
Simonds Canada Saw Co., Montreal
Wilkinson & Kompass, Hamilton.
DesRochers, Ltd., Montreal, P.Q.

Fillers
Boston Varnish Co., Everett Station, Boston, Mass

Fire Door Fittings
Allith Mfg. Co., Ltd., Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.

Fire Extinguishers
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Pyrene Mfg. Co., Ltd., Montreal, Que.

Fire Department Supplies
Canadian Consolidated Rubber Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
Northern Electric Co., Montreal.

Fire Escapes
The Dennis Wire & Iron Works Co., Ltd., London

Fire Pails
E. B. Eddy Co., Ltd., Hull, Que.

Fireplace Fixtures
Stover Mfg. & Engine Co., Freeport, Ill.

Fireplace Screens
Canada Wire & Iron Goods Co., Hamilton, Ont.

Fishing Tackle and Accessories
Marble Arms & Mfg. Co., Gladstone, Mich.

Flags
J. J. Turner & Sons, Ltd., Peterboro, Ont.
Scythes & Co., Ltd., Toronto, Ont.
Finnie & Murray, Ltd., Winnipeg, Man.

Flashlights, Electric
Canadian General Electric Co., Ltd., Toronto
Canadian National Carbon Co., Toronto.
Canada Dry Cells, Ltd., Winnipeg.
Crown Cycle & Motor Co., Montreal.
Dominion Battery Co., Ltd., Toronto, Ont.
Great West Electric Co., Ltd., Winnipeg, Man
Merchants Hardware Specialties, Ltd., Calgary Alta.
Metal Specialties Mfg. Co., Chicago.
Northern Electric Co., Montreal.
Usona Mfg. Co., Windsor, Ont.
Ward & Gladstone, Manchester, Eng.

Flatware
Canadian Wm. A. Rogers, Toronto.
Oneida Community, Ltd., Oneida, N.Y.

Flower Pots
E. B. Eddy Co., Ltd., Hull, Que.

Fly Swatters
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Food Choppers
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Merchants Hardware Specialties, Ltd., Calgary.

Force Cups
Canadian Consolidated Rubber Co., Toronto.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber, Ltd., Toronto.

Ford Car Parts
Crown Cycle & Motor Co., Montreal.

Ford Car Specialties
Benjamin Electric Co., Toronto.
Royal Canadian Specialties, Hamilton, Ont.

Forgings
McKinnon Industries, Ltd., St. Catharines, Ont

Forgings, Drop
McKinnon Industries, Ltd., St. Catharines, Ont

Funnels
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wentworth Mfg. Co., Ltd., Hamilton, Ont

Furnaces
The Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.
Canada Foundries & Forgings, Brockville.
Enterprise Mfg. Co., Sackville, N.B.
The Empire Stove and Furnace Co., Ltd., Owen Sound.
The Hall-Zyrd Foundry Co., Ltd., Hespeler, Ont.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont
Merchants Hardware Specialties, Ltd., Calgary
Record Fdry. & Machine Co., Ltd., Moncton, N.B

Fruit Jars
Walter Woods & Co., Hamilton.

Furniture Polish
Buffalo Specialty Co., Buffalo, N.Y.
Canada Paint Co., Montreal.
Channell Chemical Co., Toronto.
Imperial Oil Co., Ltd., Toronto.
Saunders & Co., Montreal, Que.
Sherwin-Williams Co., Montreal
The Vilt Mfg. Co., Montreal, Que.

Fuses, Electric
The Hessco Electric Mfg. Co., Toronto.

Fuses, Electric, Refillable
The Clemens Electrical Corporation, Hamilton

Fuse Wire
Canada Metal Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg Man

Floor Stands
Jenkins Bros., Ltd., Montreal.

Floor Checks, Single or Double
Chicago Spring Butt Co., Chicago, Ill.

Flanges for Wheels
McKinnon Industries, Ltd., St. Catharines, Ont

Flag Holders
J. E. Beauchamp & Co., Montreal.

Flint Cloths
John Oakey & Sons, London, Eng.

Floor Dressing
Imperial Oil Co., Ltd., Toronto, Ont.

Galvanizers
McKinnon Industries, Ltd., St. Catharines, Ont.

Galvanized Steel Sheets
Dominion Sheet Metal Co., Ltd., Hamilton.
A. C. Leslie & Co, Montreal
Pedlar People Ltd., Oshawa, Ont.
B. & S. H. Thompson & Co., Ltd., Montreal, Que
Winnipeg Ceiling & Roofing Co., Winnipeg

TRADE PENBERTHY MARK



Get them coming—

To your store for their steam supplies

The Engineer, The Mechanic,
The Thresherman, The Farmer.

By stocking the Penberthy Line

you have a big advantage over your competitors because engineers, threshermen, etc., know the high quality of Penberthy brass goods.

Injectors, Ejectors
Brass Globe, Gate and Check Valves
Automatic Cellar Drainers, Water Gages, Gage Cocks, Air Cocks,
Sight Feed Lubricators, Plain Engine Lubricators,
Oil and Grease Cups, Whistles, etc.

Make **your** Store the **Penberthy** Store.

Write us for Prices and Free Catalog.

Penberthy Injector Co., Limited, Windsor, Ont.

THE BUYERS' GUIDE

Garden Cultivators and Weeders
C. S. Norcross & Sons, Bushnell, Ill.
Eureka Planter Co., Woodstock.

Garden Seeders and Hoes
The Bateman-Wilkinson Co., Ltd., Toronto.

Garden Seats
J. E. Beauchamp & Co., Montreal.

Garden Tools
The Bateman-Wilkinson Co., Ltd., Toronto.

Garage Hardware
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Steel Goods Co., Hamilton, Can.
The Louden Machinery Co. of Can., Ltd., Guelph.
National Mfg. Co., Sterling, Ill.
Richards-Wilcox Canadian Co., London, Ont.
The Stanley Works, New Britain, Conn.

Garages
Metal Shingle & Siding Co., Ltd., Preston, Ont.
Pedlar People, Ltd., Oshawa, Ont.

Garbage Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.
J. Samuels, Toronto.
Soren Bros., Toronto.

Galvanized Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.

Galvanizing
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Galvanized Iron Cornices
Pedlar People, Ltd., Oshawa, Ont.

Galvanized Pipe
Canada Metal Co., Ltd., Toronto.

Galvanized Steel Sheets
Metal Shingle & Siding Co., Ltd., Preston, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

General Rubber Specialties
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Generators
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Gas Water Heaters
Jas. Morrison Brass Mfg. Co., Toronto.

Gaskets, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Gasoline
Imperial Oil Co., Toronto.
Prairie City Oil Co., Winnipeg.

Gauges
Canadian Fairbanks-Morse Co., Ltd., Montreal.
L. S. Starrett Co., Athol, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Wells Bros. Co. of Canada, Galt.
J. H. Williams & Co., Brooklyn, N.Y.

Gates, Galvanized
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

Gauge Cocks, Standard and Extra Heavy
The Penberthy Injector Co., Ltd., Windsor, Ont.

Gauge Glasses, High Pressure
The Strong Machinery & Supply Co., New York, N.Y.

Gauges, Water (Standard Extra Heavy Automatic)
The Penberthy Injector Co., Ltd., Windsor, Ont.

Glass, Window, Plate, Ornamental
A. M. Bell & Co., Ltd., Halifax, N.S.
Hobbs Mfg. Co., Montreal, Que.
The Johnston Brokerage Co., Pittsburgh, Pa.
Leeks & Potts, Ltd., Hamilton, Ont.
A. Ramsay, Son & Co., Montreal.
Sanderson-Pearcy Co., Toronto.
Stewart & Wood, Toronto.
B. & S. H. Thompson & Co., Ltd., Montreal, Que
Toronto Plate Glass Importing Co., Toronto.
G. F. Stephens Co. Winnipeg.

Glue, Flake
W. Harris & Co., Toronto.

Glue, White
W. Harris & Co., Toronto.

Glue Pots, Electric
Superior Electrics, Ltd., Pembroke, Ont.

Glue, Sheet and Ground
Canada Glue Co., Brantford, Ont.
DesRochers Ltd., Montreal, Que.
Dominion Glue & Emery Co., Montreal, Que.
W. Harris & Co., Toronto.
R. C. Jamieson & Co., Montreal.
A. Ramsay & Son Co., Montreal.

Glass Cutters
Goodell-Pratt Co., Greenfield, Mass.

Glass Cutting Boards
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Glass, Buyers of Scrap Window
The Cloisonne and Art Glass, Ltd., Kitchener.

Glass Benders
Toronto Plate Glass Importing Co., Toronto.

Glaziers' Diamonds
Cushman Motor Works, Ltd., Winnipeg.
A. Ramsay, Son & Co., Montreal, Que.
Sharratt & Newth, London, Eng.
A. Shaw & Son, London, Eng.

Gloves and Mitts
American Pad & Textile Co., Ltd., Chatham, Ont.
A. R. Clarke & Co., Ltd., Toronto.

Golf Balls
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Gopher Poison
Kill-em-Quick Co., Regina, Sask.
Prairie Chemical Co. of Canada, Ltd., Winnipeg.

Granaries, Portable, Metallic
Winnipeg Ceiling & Roofing Co., Winnipeg.

Graphites
Canada Asbestos Co., Montreal, Que.

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The Penberthy Injector Co., Ltd., Windsor, Ont.

Greases
Prairie City Oil Co., Ltd., Winnipeg, Man.

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The Carborundum Co., Niagara Falls, N.Y.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
Plewes Ltd., Winnipeg, Man.
Taylor-Forbes Co., Ltd., Guelph, Ont.

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Cleveland Stone Co., Cleveland, Ohio.

Grindstone Fixtures
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Grinding Wheels
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Ground Wood
E. B. Eddy Co., Hull, Que.

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Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.
Harrington & Richardson Arms Co., Worcester, Mass.
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.

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Diamond Saw & Stamping Works, Buffalo, N.Y.
Fry's (London), Limited, London, Eng.
Goodell-Pratt Co., Greenfield, Mass.
Miller Falls Co., Miller Falls, Mass.
Plewes Ltd., Winnipeg, Man.
L. S. Starrett Co., Athol, Mass.
Victor Saw Works, Ltd., Hamilton, Ont.

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Diamond Saw & Stamping Works, Buffalo, N.Y.
Fry's (London), Limited, London, Eng.
Goodell-Pratt Co., Greenfield, Mass.
Henry Disston & Sons, Ltd., Toronto.
Victor Saw Works, Ltd., Hamilton, Ont.

Hack Saw Frames
Canadian Fairbanks-Morse Co., Ltd., Montreal.
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Henry Disston & Sons, Ltd., Toronto.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

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Goodell-Pratt Co., Greenfield, Mass.
Victor Saw Works, Ltd., Hamilton, Ont.

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R. R. Kinread, Winnipeg, Man.

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McKinnon Industries, Ltd., St. Catharines, Ont.

Hame Chains
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

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Hammers
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Stanley Rule & Level Co., New Britain, Conn.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

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J. H. Still Mfg. Co., St. Thomas, Ont.

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North Bros. Mfg. Co., Philadelphia, Pa.

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Beatty Bros., Ltd., Fergus, Ont.
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Canada Steel Goods Co., Hamilton, Can.
Cushman Motor Works, Ltd., Winnipeg.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
National Mfg. Co., Sterling, Ill.
F. E. Myers & Bro., Ashland, Ohio.
Safety Door Hanger Co., Hamilton, Ont.
The Stanley Works, New Britain, Conn.

Hangers, Barn Door
Allith Mfg. Co., Hamilton, Ont.
The Louden Machinery Co. of Can., Ltd., Guelph.

Hangers, Door and Track
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Beatty Bros., Ltd., Fergus, Ont.
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Cushman Motor Works, Ltd., Winnipeg.
The Louden Machinery Co. of Can., Ltd., Guelph.
National Mfg. Co., Sterling, Ill.

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The Steel Co. of Canada, Ltd., Hamilton, Ont.

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The Stanley Works, New Britain, Conn.

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The Brainerd Mfg. Co., East Rochester, N.Y.
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Hinges, Spring
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Wm. Newman & Sons, Ltd., Birmingham, Eng
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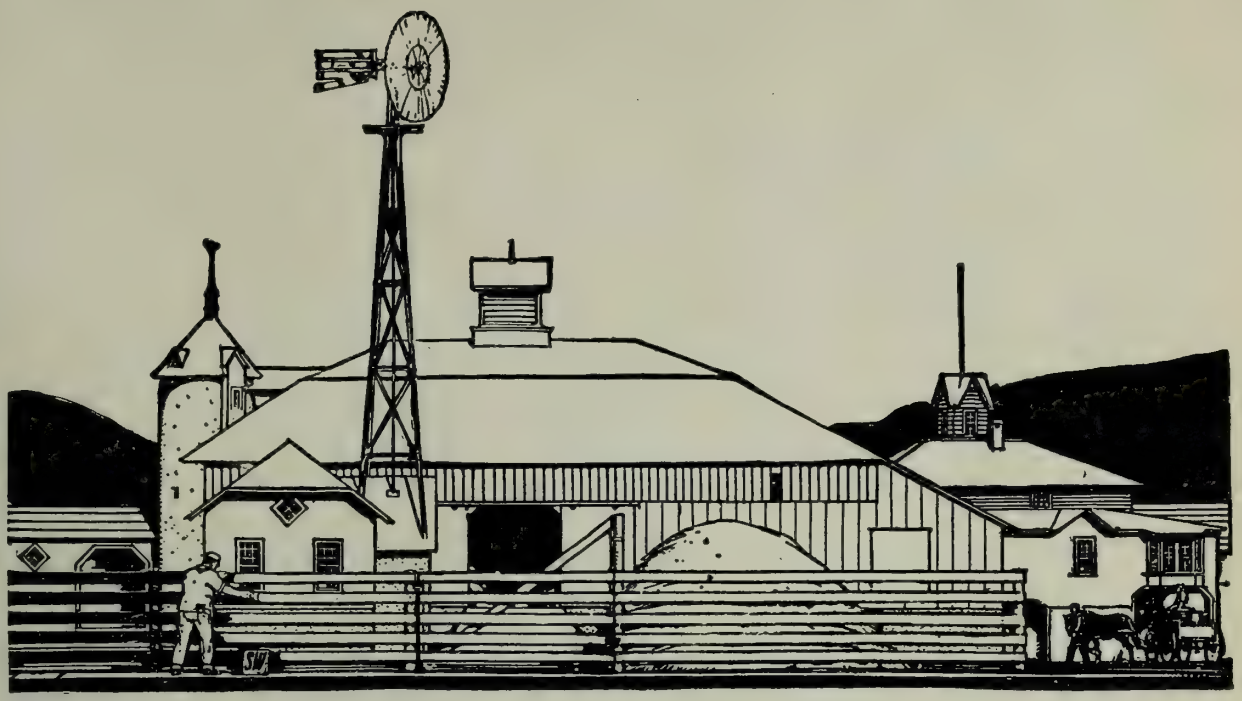
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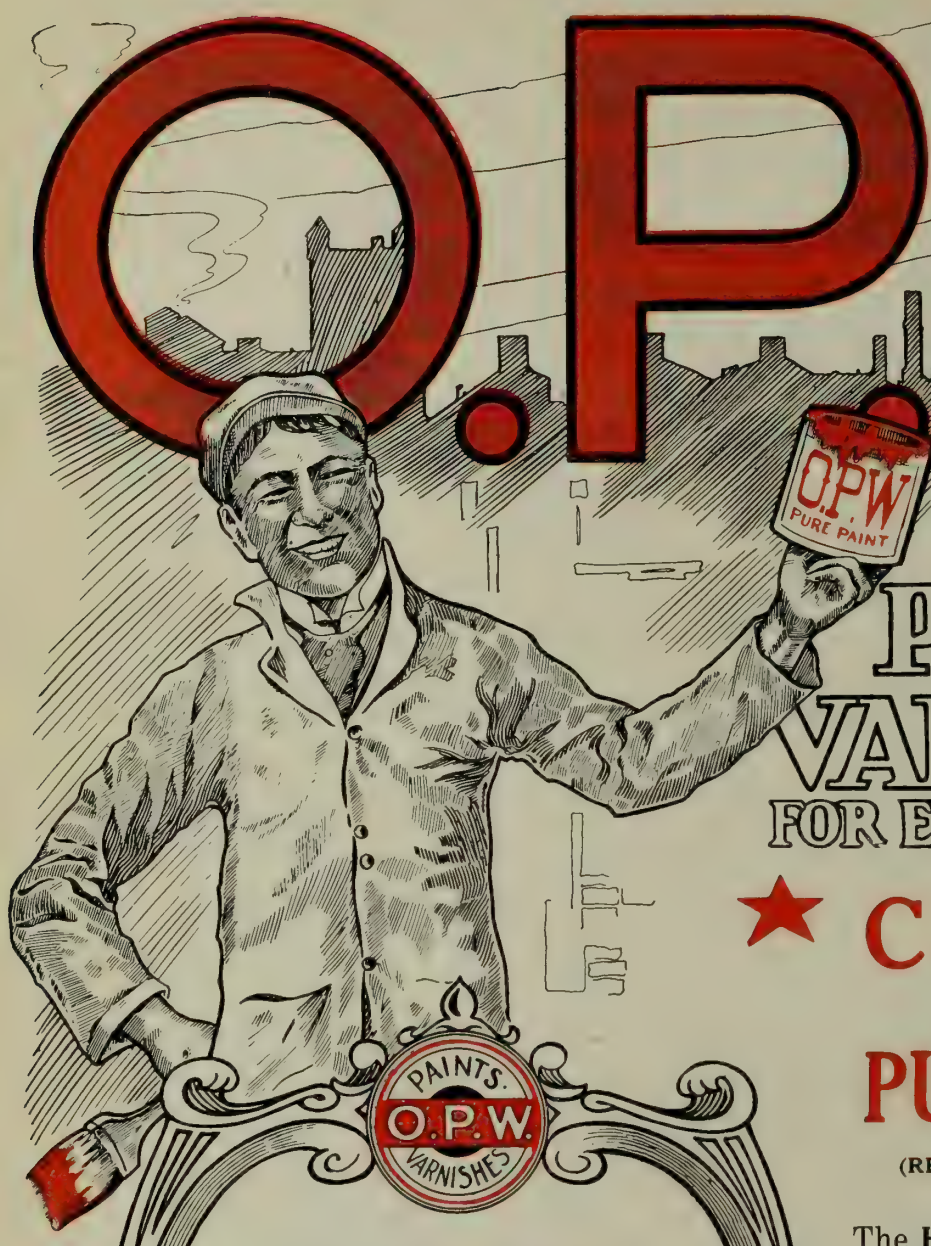
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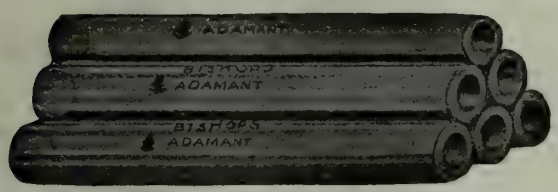
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Western Wire & Nail Co., London.

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Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Nails, Horse Shoe
Steel Co. of Canada, Ltd., Hamilton, Ont.

Neatsfoot Oil
W. Harris & Co., Toronto.

Neckyokes
McKinnon Industries, Ltd., St. Catharines, Ont.
Gregg Mfg. Co., Ltd., Winnipeg, Man.

Nipples
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Nipples for Radiators
McKinnon Industries, Ltd., St. Catharines, Ont.

Newsprint Paper
E. B. Eddy Co., Ltd., Hull, Que.

Oakum
Canadian Asbestos Co., Toronto, Ont.
Scythes & Co., Ltd., Toronto, Ont.

Oil Burners, Kerosene
The Canada Oil Burner Co., Toronto, Ont.

Oil Cans
Cannon Oiler Co., Keithsburg, Ill.

Oil Cake and Meal
Canada Linseed Oil Co.
Dominion Linseed Oil Co., Toronto.

Oarlocks
McKinnon Industries, Ltd., St. Catharines, Ont.

Oil, Coal
Imperial Oil Co., **Toronto.**

Oils, Cylinder
Imperial Oil Co., Ltd., Toronto.
Prairie City Oil Co., Winnipeg, Man.

Oil Hole Covers
Canadian Winkley Co., Windsor.

Oil, Motor, Road, Harness, Neatsfoot, Separator and gas Engine
The Continental Oil Co., Ltd., Winnipeg, Man.
Imperial Oil Co., Ltd., Toronto.
Prairie City Oil Co., Ltd., Winnipeg, Man.

Oil, Neatsfoot
W. Harris & Co., Toronto.

Oil Stoves
Thos. Davidson Mfg. Co., Ltd., Montreal.

Oil Tanks and Pumps
S. F. Bowser & Co., Inc., Toronto, Can.
Thos. Davidson Mfg. Co., Ltd., Montreal
The Gilbert & Barker Mfg. Co., Springfield, Mass.

Oiled Clothing
Scythes & Co., Ltd., **Toronto, Ont.**

Oil Stains
British America Paint Co., Ltd., Victoria, B.C.

Oil Storage and Distributing Systems
The S. F. Bowser Co. of Canada, Ltd., Inc., Toronto, Ont.

Oilers
The All-Way Mfg. Co., Toronto.
Cannon Oiler Co., Keithsburg, Ill.
Thos. Davidson Mfg. Co., Ltd., Montreal
Sheet Metal Products Co. of Canada, Ltd., Toronto

Orange Derinders
J. E. Beauchamp & Co., Montreal.

Ornamental Fence
Banwell Hoxie Wire Fence Co., Ltd., Hamilton
McGregor, Banwell Fence Co., Ltd., Walkerville

Ornamental Gates
McGregor, Banwell Fence Co., Ltd., Walkerville

Ornamental Iron and Wire Work
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works, London, Ont.

Packings
Consumers Cordage Co., Montreal.
Canadian Asbestos Co., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Jenkins Bros., Ltd., Montreal.
Scythes, Ltd., Toronto.

Paint, Ready Mixed, House, Barn, Roof, Flat Wall, Concrete, Floor, Cement, Aluminum, Marine and Deck
Brandram-Henderson, Ltd., Montreal.
Canada Paint Co., Montreal.
R. C. Jamieson & Co., Montreal.
Imperial Varnish & Color Co., Toronto.
Lowe Bros, Ltd., Toronto.
Martin-Senour Co., Montreal.
McArthur-Irwin, Ltd.
The Ottawa Paint Works, Ottawa.
A. Ramsay & Son Co., Montreal.
Sanderson, Pearcy Co., Ltd., Toronto.
Standard Paint & Varnish Co., Ltd., Windsor Ont.
Stewart & Wood, Toronto.
Sherwin-Williams Co., Montreal.
G. F. Stephens Co., Winnipeg.
Benjamin Moore & Co., Toronto.
British America Paint Co., Ltd., Victoria, B.C.

Paint Brushes
Beecth Bros., Toronto.
Meakins & Sons, Hamilton.
The Rubberset Co., Limited, Toronto.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.

Paint, Copper
British America Paint Co., Ltd., Victoria, B.C.

Paint and Varnish Remover
Brandram-Henderson, Ltd., Montreal, Que.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Martin-Senour Co., Ltd., Montreal.
Sherwin-Williams Co., Montreal.
A. Ramsay & Son Co., Montreal.

Paper Balers
Climax Baler Co., Hamilton.
Spielmann Agencies, Montreal.

Paint Oil Storage and Handling Systems
The S. F. Bowser Co. of Canada, Ltd., Inc. Toronto, Ont.

Parcel Carriers
Gape-Hazard Store Service Co., Montreal.

Paris Green
Canada Paint Co., Montreal.
McArthur Irwin, Montreal.
Sherwin-Williams Co., Montreal.

Paper Bags
E. B. Eddy Co., Ltd., Hull, Que.
Walter Woods & Co., Hamilton.

Paper Napkins
E. B. Eddy Co., Ltd., Hull, Que.

Paper, Wrapping
Walter Woods & Co., Hamilton.

Packing Rubber
Canadian Consolidated Rubber Co., Montreal.
Dunlop Tire & Rubber Co., Toronto.
Gutta Percha & Rubber Co., Ltd., Toronto.

Pads
D. Ackland & Sons, Winnipeg
E. B. Eddy Co., Ltd., Hull, Que.

Pads for Horses
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto.

Patches
W. C. Wood Co., Minneapolis, Minn.

Pails
Thos. Davidson Mfg. Co., Ltd., Montreal.
Soren Bros., Toronto.

Pails, Wooden
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Pastes
Stuart & Foster, Toronto.

Paste, Dry
Stuart & Foster, Toronto.

Perforated Sheet Metals
B. Greening Wire Co., Ltd., Hamilton.
Canada Wire & Iron Goods Co., Hamilton, Ont.

Percolators, Coffee
Canadian General Eletric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man
Landers, Frary & Clark, New Britain, Conn.
Northern Electric Co., Ltd., Montreal.

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Cushman Motor Works, Ltd., Winnipeg.

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J. H. Still Mfg. Co., St. Thomas, Ont.

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E. B. Eddy Co., Ltd., Hull, Que.

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The Ever Tight Piston Ring Co., St. Louis, Mo.

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Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Piston and Valve Packings
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Nova Scotia Steel Co., New Glasgow, N.S.
Steel Co. of Canada, Ltd., Hamilton

Pins, Escutcheon
Parmenter & Bulloch, Gananoque

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Trimont Mfg. Co., Roxbury (Boston), Mass.

Pipe Stocks and Dies
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Wells Bros. Co., of Canada, Ltd., Galt

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American Rolling Mills, Middletown, Ohio.
Canada Metal Co., Toronto
Canadian Tube & Iron Co., Ltd., Montreal
Caverhill, Learmont & Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton
Thos. Davidson Mfg. Co., Ltd., Montreal.
Lewis Bros., Ltd., Montreal

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Pedlar People, Ltd., Oshawa
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg

Pipe, Lead
Canada Metal Co., Toronto
Hoyt Metal Co., Toronto
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Pipe, Stove
Collins Mfg. Co., Toronto
Soren Bros., Toronto

Pipe, Rain Water Conductor
Canada Metal Co., Toronto

Planters, Corn
Otterville Mfg. Co., Otterville, Ont.

Pliers, Cutting
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Pliers, Combination
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Barcalo Mfg. Co., Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.

Plowshares
D. Ackland & Son, Winnipeg

Plugs, Rubber
Canadian Consolidated Rubber Co., Montreal

Plumbers' Supplies
John Stevens Co., Ltd., Winnipeg, Man.

Plumbers' Supplies, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.

Plumbers' Tools
Barcalo Mfg. Co., Buffalo, N.Y.
J. H. Williams & Co., Brooklyn, N.Y.

Planes
Caverhill, Learmont & Co., Montreal
Stanley Rule & Level Co. New Britain, Conn.
Stewart Spiers, Ayr, Scotland.

Polishes
Stuart & Foster, Toronto.
Vlit Mfg. Co., Montreal, Que.

Polishes, Auto and Furniture
D. Ackland & Son, Ltd., Winnipeg, Man.
Buffalo Specialty Co., Buffalo N.Y.
Channell Chemical Co., Ltd., Toronto.
Imperial Oil Co., Ltd., Toronto.
Stuart & Foster, Toronto.
Saunders & Co., Montreal, Que.
Vlit Mfg. Co., Montreal, Que.

Polishes, Brass
Stuart & Foster, Toronto.

Polishing Heads
Goodell-Pratt Co., Greenfield, Mass.

Polish, Silver
Stuart & Foster, Toronto.

Polishes, Knife
Jno. Oakey & Sons, London, Eng.
Stuart & Foster, Toronto.

Polish, Cream, Metal
Stuart & Foster, Toronto.

Poles, Electric Light
Northern Electric Co., Montreal

Pole Line Material
Canadian General Electric Co., Ltd., Toronto
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal
Pedlar People Ltd., Oshawa
The Steel Co. of Canada, Ltd., Hamilton, Ont.

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Otterville Mfg. Co., Otterville, Ont.

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B. Greening Wire Co., Ltd., Hamilton.

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R. McDougall Co., Ltd., Galt.
F. E. Myers & Bro., Ashland, Ohio
Steel Trough & Machine Co., Ltd., Tweed, Ont.

Pumps, Hand and Power for Paints, Oils, Oil and Gasoline
The S. F. Bowser Co. of Canada, Ltd., Inc., Toronto, Ont.

Pumps, Curb, for Oil and Gasoline
The S. F. Bowser Co. of Canada, Ltd., Inc., Toronto, Ont.

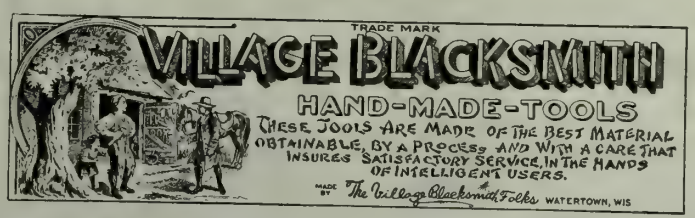
Pumps (Electric)
Hurley Machine Co., Ltd., Toronto.

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Cannon Oiler Co., Keithsburg, Ill.

Punches, Centre Drive, etc.
Goodell-Pratt Co., Greenfield, Mass.
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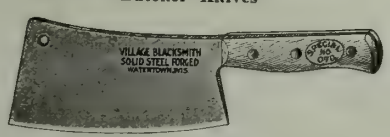
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R. C. Jamieson & Co., Ltd., Montreal
Canada Paint Co., Montreal
Benjamin Moore & Co., Ltd., Toronto
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G. F. Stephens & Co., Winnipeg
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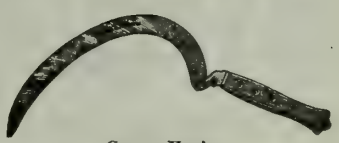
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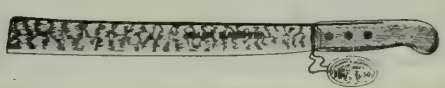
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Can. Foundries & Forgings, Ltd., Brockville, Ont

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Shurly-Dietrich Co., Ltd., Galt, Ont.
Ward & Payne, Sheffield, Eng.

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James Hutton & Co., Montreal
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Wilkinson Sword Co., Limited, London, Eng.

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Butterfield & Co., Rock Island, Que.

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Reciprocating Drills
Goodell-Pratt Co., Greenfield, Mass.

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Sanderson-Harold Co., Ltd., Paris, Ont.
Soren Bros., Toronto

Refrigerator Drip Pans
E. B. Eddy Co., Ltd., Hull, Que.

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Enterprise Mfg. Co., Sackville, N.B.
Jas. Stewart Mfg. Co., Woodstock, Ont.

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Parmenter Bulloch Co., Gananoque, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Rivet Burrs
The Union Iron & Metal Co., Ltd., Toronto.

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The Graham Nail Works, Toronto.

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Bird & Son, Hamilton, Can.
Barrett Co., Ltd., Toronto, Ont.
Bishopric Wall Board Co., Ltd., Ottawa, Ont.
Brantford Roofing Co., Ltd., Brantford, Ont.
Canadian Roofing Co., Ltd., Windsor, Ont.
Standard Paint Co., of Canada, Ltd., Montreal
Alex. McArthur & Co., Montreal, Que.

Roofing, Rubber
Canadian Asbestos Co., Montreal, Que.

Rope Grips
Coleman Fare Box Co., Toronto.

Rope
Doon Twines, Ltd., Kitchener, Ont.
Plymouth Cordage Co., North Plymouth, Mass
Consumers Cordage Co., Montreal, Que.
Independent Cordage Co., Toronto, Ont.
Brantford Cordage Co., Brantford, Ont.

Rosin
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont.
Fred Smith, Toronto, Ont.

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Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber, Ltd., Toronto.

Rules
Jas. Chesterman & Co., Sheffield, Eng.
L. S. Starrett Co., Athol, Mass.

Rules, Steel, Straight and Folding Rules, Folding Boxwood
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Rules, Spring Joint
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Rules, Board and Log
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

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United States Sand Paper Co., Williamsport, Pa.

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McKinnon Industries, Ltd., St. Catharines.

Sap Pans
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Shurly-Dietrich Co., Ltd., Galt, Ont.

Sawset
Taylor-Forbes Co., Limited, Guelph, Ont.

Saws, Butcher's
Shurly-Dietrich Co., Ltd., Galt, Ont.

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Fry's (London), Limited, London, Eng.
T. F. Shurly Co., Ltd., St. Catharines, Ont.
Simonds Canada Saw Co., Montreal.
Shurly-Dietrich Co., Ltd., Galt, Ont.
Victor Saw Works, Hamilton, Ont.

Saws, Hack
The Millers Falls Co., Millers Falls, Mass.

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Canadian Fairbanks-Morse Co., Ltd., Montreal
Renfrew Scale Co., Ltd., Renfrew, Ont.

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The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Scrapers
Bateman-Wilkinson Co., Ltd., Toronto.

Scoops
Canadian Shovel & Tool Co., Hamilton, Can.

Screws
Can. Foundries & Forgings, Ltd., Brockville, Ont
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Screws, Wood
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Screen Doors
The Kasement Skrene Dore Co., Toronto.
J. H. Williams & Co., Brooklyn, N.Y.
Sanderson-Harold Co., Ltd., Paris, Ont.

Screen Windows
The Kasement Skrene Dore Co., Toronto.
Sanderson-Harold Co., Ltd., Paris, Ont.

Screw Machines
Stratford Brass Co., Ltd., Stratford, Ont.

Seats
Canadian Veneering Co., Acton Vale, Que.
J. E. Beauchamp & Co., Montreal, Que.

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J. E. Beauchamp & Co., Montreal, Que.

Seats, Fibre
J. E. Beauchamp & Co., Montreal, Que.

Separators
Sharples Separator Co., West Chester, Pa.

Sewing Machines
Northern Electric Co., Ltd., Montreal, Que.

Shades, Electric
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Sheeting
Alex. McArthur & Co., Montreal, Que.

Sheets, Galvanized and Black
American Rolling Mills, Middleton, Ohio.
A. C. Leslie & Co., Montreal, Que.
Dominion Sheet Metal Co., Hamilton.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
R. & S. H. Thompson, Montreal, Que.

Ships' Bottom Composition
British America Paint Co., Ltd., Victoria, B.C.

Shovels
Canadian Shovel & Tool Co., Hamilton, Can.

Shovels, Snow
J. E. Beauchamp & Co., Montreal, Que.
Coleman Fare Box Co., Toronto.

Shingle Stains
The Alpine Chemical Co., Ltd., Toronto.
British America Paint Co., Ltd., Victoria, B.C.
Sturgeons, Ltd., Toronto.

Sifters, Ash
Furnival & Co., Toronto.
J. Samuels & Co., Toronto.

Signs, Street
The Niagara Falls Metal Stamp'g Works, Niagara Falls, N.Y.

Silo Lugs
Otterville Mfg. Co., Otterville, Ont.

Silverware
Can. Wm. A. Rogers Co., Ltd., Toronto.
Messrs. Wm. Rogers and His Son, Niagara Falls, Ont.
Caverhill, Learmont & Co., Montreal, Que.

Sinks
Can. Foundries & Forgings, Ltd., Brockville, Ont.

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Sleighs
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Skates
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The Can. Flexible Skate Co., Ltd., Parry Sound

Sifters, Ash
Collins Mfg. Co., Toronto, Ont.
Soren Bros., Toronto, Ont.

Solder
J. E. Beauchamp & Co., Montreal, Que.
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Hoyt Metal Co., Toronto
Northern Electric Co., Montreal
Owl Metal Co., Ltd., Winnipeg
Geo. W. Reed, Montreal
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The Clemens Electrical Corporation, Hamilton.

Solderall
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Goodyear Tire & Rubber Co. of Canada, Ltd., Toronto, Ont.
Plewes Ltd., Winnipeg, Man.

Soot, Destroyer
Canada Witch Co., Ltd.
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Canadian Shovel & Tool Co., Hamilton, Ont.

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Williams & Co., J. H., Brooklyn, N.Y.

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E. B. Eddy Co., Ltd., Hull, Que.

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Can. Foundries & Forgings, Ltd., Brockville, Ont.

Spinnings
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Spring and Presswork Specialties
Herbert Terry & Sons, Ltd., Redditch, Eng.

Spoke Shaves
Stanley Rule & Level Co., New Britain, Conn

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Sporting Goods
J. E. Beauchamp & Co., Montreal, Que.

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The Marble Arms & Mfg. Co., Gladstone, Mich.

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Bateman-Wilkinson Co., Ltd., Toronto.
Collins Mfg. Co., Toronto
Thos. Davidson Mfg. Co., Ltd., Montreal
Eureka Planter Co., Woodstock

Springs
B. J. Coghlin Co., Ltd., Montreal, Que
Guelph Spring & Axle Co., Ltd., Guelph, Ont.

Spring Dies
Wells Bros. Co. of Canada, Galt

Stable Fittings
Beatty Bros., Fergus, Ont.
Canada Foundries & Forgings, Brockville

Stable Pails
E. B. Eddy Co., Ltd., Hull, Que.

Stains
Brandram-Henderson, Montreal
Canada Paint Co., Ltd., Montreal
Dougall Varnish Co., Ltd., Montreal
The Lowe Bros. Co., Toronto
R. C. Jamieson & Co., Ltd., Montreal
Manton Bros., Toronto.
Martin-Senour Co., Ltd., Montreal
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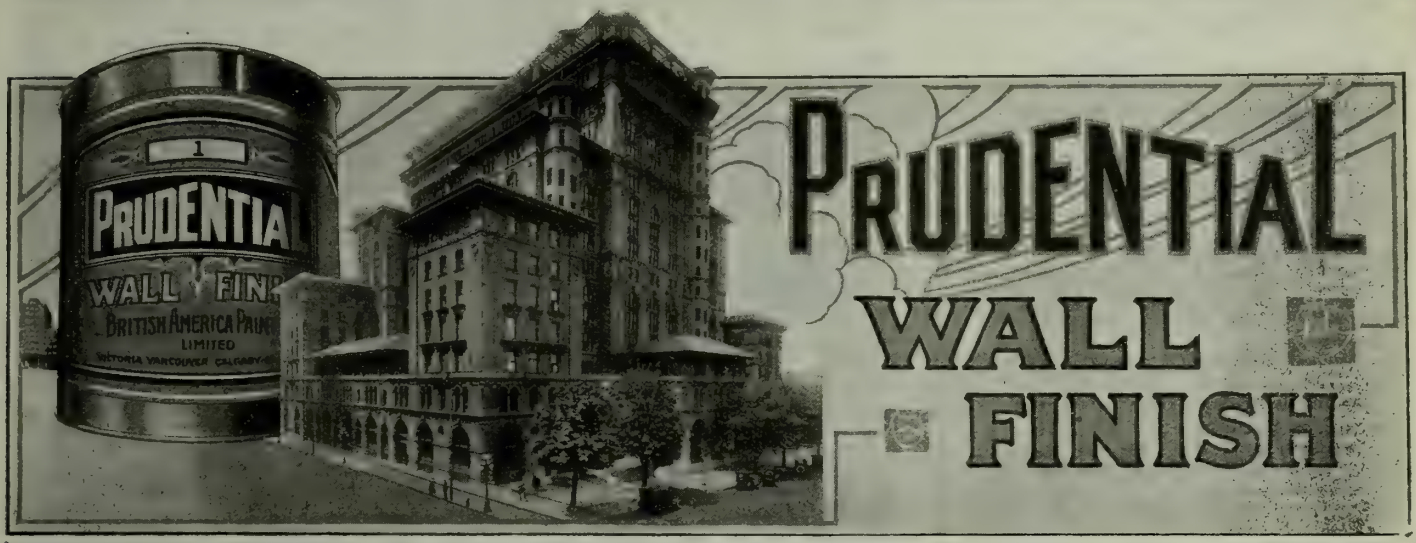
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St. Catharines, Ont.



PRUDENTIAL WALL FINISH

6,000 gallons of Prudential were used on the walls of the Hotel Vancouver (Canadian Pacific Railway)—the finest hotel in Western Canada.

The Sanitary and Hygienic Wall Finish that can be guaranteed to satisfy

—in beautiful, non-fading tints—perfect flat finish without gloss—sets like cement —for flat surface or ornamental work.

Will stand constant washing with soap and water without fading or deterioration

WRITE US FOR OUR AGENCY PROPOSITION

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VICTORIA VANCOUVER CALGARY EDMONTON REGINA

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The fact that we embody the latest ideas in all our products has put us in the forefront of Brass Goods Manufacturers. Our Catalogue illustrates the lines you should be selling.

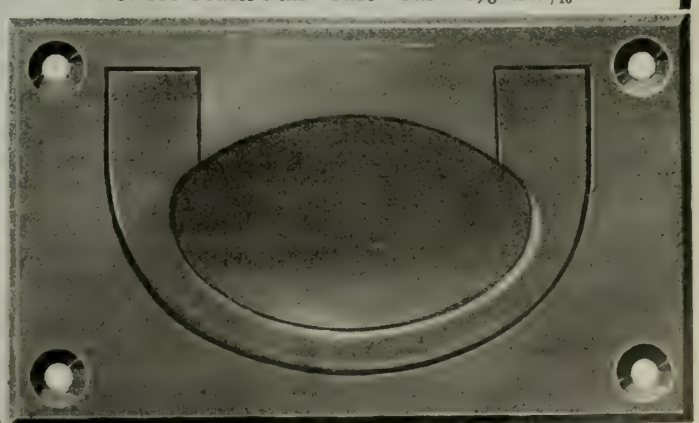
We manufacture Furniture trimmings of all kinds, Sash Locks, Sash Lifts, Casement Fasteners, Door Pulls, Hat Hooks, Transom Catches, Key Plates, Flush Bolts, Sash Push and Pull Plates, House Numbers, Door Knockers, Casement Adjusters, etc.

The Stratford Brass Company,

Limited

STRATFORD, ONTARIO

No. 318 Plush Pull—Cast Brass—$3\frac{3}{8}$" x $2\frac{1}{16}$"



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Spielman Agencies Ltd., Montreal
G. F. Stephens & Co., Winnipeg
Stewart & Woods, Toronto.
Sturgeons, Ltd., Toronto.

Stains (Wood Preservatives)
Sturgeons, Ltd., Toronto.

Stampings
Coleman Fare Box Co., Toronto.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Staples
Canada Steel Goods Co., Hamilton
Laidlaw Bale-Tie Co., Ltd., Hamilton
National Mfg. Co., Sterling, Ill.
Steel Co. of Canada, Ltd., Hamilton
Western Wire & Nail Co., London

Steel Wool
The American Steel Wool Mfg. Co., New York.

Stoneware
Medalta Stoneware, Ltd., Medicine Hat, Alta.

Store Fixtures
Cameron & Campbell, Toronto.

Stoves
Beach Foundry Co., Ltd., Ottawa, Ont.
Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.
Canada Foundries & Forgings, Brockville
Canada Stove & Foundry Co., Ltd., St. Laurent, Montreal, Que.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Enterprise Foundry Co., Sackville, N.B
The Empire Stove and Furnace Co., Ltd., Owen Sound.
Findlay Bros. & Co., Ltd., Carleton Place, Ont.
The Galt Stove & Furnace Co., Ltd., Galt, Ont.
Hall, Zyrd Foundry Co., Ltd., Hespeler, Ont.
Gurney Foundry Co., Toronto
The Hamilton Stove & Heater Co., Hamilton, Ont.
Merchants Hardware Specialties, Ltd., Calgary.
Record Foundry & Machine Co., Moncton, N.B.
Jas. Stewart Mfg. Co., Ltd., Woodstock

Stove Renovators
The Flexible Conduit Co., Ltd., Guelph, Ont.

Stoves, Vapor Oil
The Detroit Vapor Stove Co., Detroit, Mich.

Stoves, Fireless Cook
Louis McLain Co., Ltd., Winnipeg, Man.
Royal Fireless Cooker Co., Ottawa, Ont.

Stoves, Gas and Coal
The Burrow, Stewart & Milne Co., Ltd., Hamilton Ont.

Stoves, Gasoline
National Stamping & Electric Works, Chicago

Stove Lining
Geo. W. Reed, Montreal

Stove Pipe
Collins Mfg. Co., Toronto
Thos. Davidson Mfg. Co., Ltd., Montreal.

Steel Bands
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Steel, Cold Rolled Band
J. E. Beauchamp & Co., Montreal, Que.
J. N. Warminton & Co., Montreal, Que.

Strapping, Box
The Acme Steel Goods Co., Ltd., Montreal.

Stretchers, Curtain
Otterville Mfg. Co., Otterville, Ont.

Stretchers, Wire
Banwell Hoxie Wire Fence Co., Ltd., Hamilton
Merchants Hardware Specialties, Ltd., Calgary.
Otterville Mfg. Co., Otterville, Ont.

Steel, Reinforcing
Canadian Rolling Mills Co., Ltd., Montreal
Canadian Tube & Iron Co., Ltd., Montreal
London Rolling Mill Co., London, Ont
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Steel, Strip
Dominion Sheet Metal Co., Ltd., Hamilton

Steel Lockers and Shelving
Dennis Wire & Iron Works, London, Ont.

Stencils and Ink
Hamilton Stamp & Stencil Co., Hamilton

Steamers and Boilers
Thos. Davidson Mfg. Co., Ltd., Montreal

Steel, Mild, Sleigh Shoe, Tire
Canadian Rolling Mills Co., Ltd., Montreal
Canadian Tube & Iron Co., Ltd., Montreal
London Rolling Mill Co., London, Ont
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Steel Co. of Canada, Hamilton

Steel Wagon Hardware
McKinnon Industries, Ltd., St. C[illegible] Ont

Strops, Razor
The Fram Mfg. Co., Ltd., Birmingham, Eng.

STUCCO BOARD
Bishopric Wall Board Co., Ltd., Ottawa, Ont.

Sulphite Fibre
E. B. Eddy Co., Ltd., Hull, Que.

Sweat Pads
American Pad & Textile Co., Chatham

Burlington Windsor Blanket Co., Toronto.

Switches, Switchboards
Canadian General Electric Co., Ltd., Toronto
Great West Electric Co., Ltd., Winnipeg, Man
Northern Electric Co., Montreal.

Tacks
Steel Co. of Canada, Ltd., Hamilton, Ont.

Tanks, Cistern
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont
R. McDougall Co., Ltd., Galt, Ont.

Tanks, Galvanized Steel
Steel Trough & Machine Co., Ltd., Tweed, Ont.
Winnipeg Ceiling & Roofing Co., Winnipeg

Tanks, for Paint Oils, Oil, Gasoline, Kerosene, etc.
The S. F. Bowser Co. of Canada, Ltd., Inc., Toronto, Ont.

Tanks and Pumps, Lubricating Oil Storage
The S. F. Bowser Co. of Canada, Ltd., Inc., Toronto, Ont.

Taps
Butterfield & Co., Rock Island, Que.
Pratt & Whitney Co. of Canada, Ltd., Dundas
Wells Bros. Co. of Canada, Galt, Ont.

Tap Holders
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa

Tapping Attachments
Pratt & Whitney Co. of Canada, Ltd., Dundas
Wells Bros. of Canada, Galt

Tape, Rubber Friction
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Tapes, Measuring, Steel and Woven
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Tapes, Measuring
Caverhill, Learmont & Co., Montreal
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
L. S. Starrett Co., Athol, Mass.

Tapes, Pocket
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Tarpaulin
Scythes & Co., Ltd., Toronto, Ont.

Tea Pots and Urns, Tea Ball
Landers, Frary & Clark, New Britain, Conn.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Tents
Finnie & Murray, Ltd., Winnipeg.
Scythes & Co., Ltd., Toronto, Ont.
J. J. Turner & Sons, Ltd., Peterboro, Ont.

Terne Plates
A. C. Leslie & Co., Ltd., Montreal

Thimbles, Smoke Pipe
Can. Foundries & Forgings, Ltd., Brockville, Ont

Tiling, Walls and Floor
Barton Netting Co., Windsor

Tiling, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber Co., Ltd., Toronto.

Tinsmiths' Machinery
Brown, Boggs Co., Hamilton, Ont.

Tinware
Soren Bros., Toronto, Ont.

Tin Plate
Joseph R. Martin & Co., Montreal, Que.
B. & S. H. Thompson & Co., Ltd., Montreal, Que

Tire Carriers, Automobile
Kinzinger Bruce & Co., Niagara Falls, Ont.
North American Hardware Co., Ltd., Montreal, Q

Tires and Tubes, Automobile and Motor Truck
Canadian Consolidated Rubber Co., Montreal.
Crown Cycle & Motor Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber, Ltd., Toronto.
Hyslop Bros., Toronto, Ont.
K. & S. Canadian Tire & Rubber Co., Ltd., Toronto, Ont.
North American Hardware Co., Ltd., Montreal
The F. E. Partridge Rubber Co., Ltd., Guelph.
The Sterns Tire & Tube Co. of Canada, Ltd. Toronto, Ont.
The United Tire and Rubber Co., Toronto.
The Van Der Linde Rubber Co., Toronto.

Ties, Wall and Veneer
The Niagara Falls Metal Stamp'g Works, Niagara Falls, N.Y.

Tire Patch
Dunlop Tire and Rubber Goods Co., Ltd., Toronto
The Locktite Mfg. Co., Windsor, Ont.
W. C. Wood Co., Minneapolis, Minn.

Tires and Tubes, Automobile, Aeroplane, Bicycle, Carriage, Motorcycle, and Motor Trucks
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Tire Accessories
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber, Ltd., Toronto.
W. C. Wood Co., Minneapolis, Minn.

Tire Repairs
W. C. Wood Co., Minneapolis, Minn.

Trucks
Canadian Pneumatic Tool Co., Ltd., Montreal, Q
Kribs, Wm. A., Hespeler, Ont.

Truck Supplies
Canadian Pneumatic Tool Co., Ltd., Montreal, Q.

Toboggans
J. E. Beauchamp & Co., Montreal, Que.
Peterborough Canoe Co., Peterborough, Ont.
The Northland Ski Co., Ltd., St. Paul, Minn.

Toboggan Cushions and Accessories
The Northland Ski Co., St. Paul, Minn.

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Toilet Paper
E. B. Eddy Co., Ltd., Hull, Que.

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Canadian Fairbanks-Morse Co., Ltd., Montreal.
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R. J. Coghlin Co., Ltd., Montreal, Que.
J. J. Turner & Sons, Ltd., Peterboro, Ont.
Jardine & Co., Ltd., A. B., Hespeler, Ont.
The Millers Falls Co., Millers Falls, Mass.
Northern Electric Co., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.
Pratt & Whitney, Dundas, Ont.
The Rapid Tool and Machine Co, Ltd., Montreal.
Smith & Heminway, Inc., Irvington, N.Y.
Ward & Payne, Sheffield, Eng.

Tools, Blacksmiths'
D. Ackland & Son, Winnipeg.
Jardine & Co., Ltd., A. B., Hespeler, Ont.

Tool Cabinets
Eagle Mfg. Co., Hamilton, Ont.

Tools, Garden
Coleman Fare Box Co., Toronto, Ont.
Eureka Planter Co., Woodstock
Ward & Payne, Sheffield, Eng.

Tools, Harvest
Beatty Bros., Ltd., Fergus, Ont.
F. E. Myers & Bro., Ashland, O.

Tools, Hay
Louden Machinery Co., of Canada, Ltd., Guelph.

Tools, Logging and Lumbering
Canadian Warren Axe & Tool Co., St. Catharines.
Thos. Pink Co., Ltd., Pembroke, Ont.

Tool Holders
Williams & Co., J. H., Brooklyn, N.Y.

Toys
J. E. Beauchamp & Co., Montreal, Que.
The Belleville Hardware & Lock Mfg. Co., Belleville, Ont.
Coleman Fare Box Co., Toronto.
The Crown Mfg. Co., Hamilton, Ont.
Conron MacNeal Co., Kokomo, Ind.
Gendron Mfg. Co., Ltd., Toronto.
The A. C. Gilbert-Menzies Co., Toronto.

Tools, Machinists'
L. S. Starrett Co., Athol, Mass.
Goodell-Pratt Co., Greenfield, Mass.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.

Tools, Small
Pratt & Whitney Co. of Canada, Ltd., Dundas.

Towel Bars
Kinzinger Bruce & Co., Niagara Falls, Ont.

Traps, Brass, Iron, Lead
Canada Metal Co., Toronto.

Traps, Game
The Niagara Falls Metal Stamp'g Works, Niagara Falls, N.Y.
Oneida Community, Ltd., Niagara Falls, Ont.

Troughs
Beatty Bros., Fergus, Ont.

Trammel Points
Stanley Rule & Level Co., New Britain, Conn.

Trowels
H. Disston & Sons, Toronto
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn
Ward & Payne, Sheffield, Eng.

Trucks, Warehouse
Canadian Pneumatic Tool Co., Ltd., Montreal.
Canada Foundries & Forgings, Brockville
Wm. Kribs, Hespeler, Ont.
John Watson Mfg. Co., Ltd., Winnipeg, Man.

Try Squares
Henry Disston & Sons Co., Toronto
Stanley Rule & Level Co., New Britain, Conn.

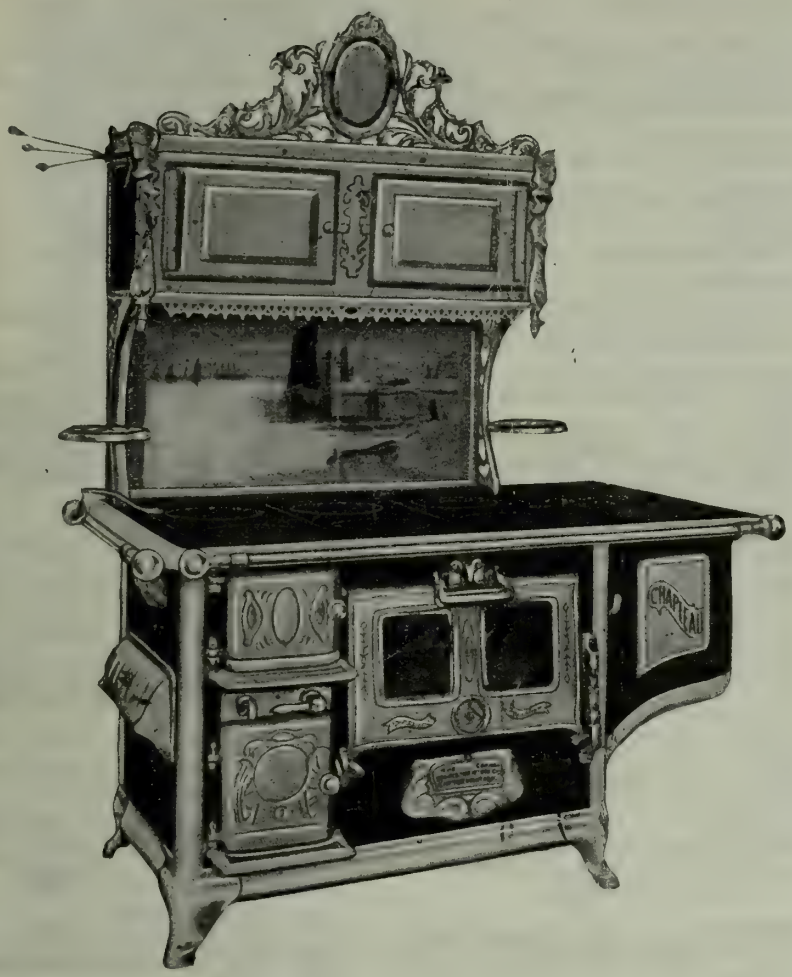
Truing Devices
Cleveland Stone Co., Cleveland, Ohio

Tube Rubber
K. and S. Canadian Tires, Ltd., Toronto, Ont.

Tungsten Lamps
Canadian Tungsten Lamp Co., Hamilton, Ont.
Canadian Laco-Phillips Co., Toronto
Great West Electric Co., Ltd., Winnipeg, Man
North American Hardware Co., Ltd., Montreal.

Turning Tools
Ward & Payne, Sheffield, Eng.

Tubs
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.



—PRACTICAL
—ECONOMICAL

—The Perfect Stove
The "CHAPLEAU"

The "CHAPLEAU" The stove which is easy to Sell and which gives satisfaction

The Chapleau steel stove is worthy of a prominent place in every progressive merchant's store. There is no better stove on the market, and it offers, moreover, an unparalleled value both to the merchant and to the customer.

The Chapleau steel stove is a marvel of excellence in every respect—it is equipped with superbly nickeled fittings, with accessories of polished cast iron, and with a large, evenly heated oven—it is a stove which can be relied upon—the bottom is of tile, plain or ornamental; the upper part allows more room for cooking as the pipe is not in the way; the plate warmer is provided with double doors and with a mirror; the deep fire box burns either wood or coal, etc. We could fill pages with the commendations we receive on the Chapleau.

We have a very interesting proposition to make to all progressive merchants who aim to sell the best stove at the lowest price. Write AT ONCE for our catalogue.

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Limited

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Branch Office: 104 Delorimier Ave.

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Tumbler Holders
Kinsinger Bruce & Co., Niagara Falls, Ont.

Tubing, Brass
B. & S. H. Thompson & Co., Ltd., Montreal, Que.

Tubing, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
K. & S. Canadian Tire & Rubber Co., Ltd., Toronto.

Tubing, Steel
Standard Tube & Fence Co., Woodstock

Turpentine
Brown Corporation, Portland, Maine.
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont.
Fred Smith, Toronto.
Stewart & Wood, Toronto.

Twines
Consumers Cordage Co., Montreal
Dunn Twines, Ltd., Kitchener, Ont.
Scythes & Co., Ltd., Toronto.
Walter Woods & Co., Hamilton

Vacuum Cleaners and Sweepers
Bissell Carpet Sweeper Co. of Canada, Ltd., Niagara Falls, N.Y.
The Clements Mfg. Co., Toronto, Ont.
The Daisy Vacuum Cleaner Co., London, Eng.
The Hurley Machine Co., Ltd., Toronto.
McDonald & Willson, Ltd., Toronto, Ont.
Northern Electric Co., Ltd., Montreal, Que.

Valves, Air
The Penberthy Injector Co., Ltd., Windsor, Ont.

Valves, Brass
National Brass Co., London, Ont.
The Penberthy Injector Co., Ltd., Windsor, Ont.
United Brassfounders Ltd., Manchester, Eng.

Valves, Standard, Globe, Angle and Check
Canadian Fairbanks-Morse Co., Montreal.
Jenkins Bros., Montreal, Que.
The Penberthy Injector Co., Ltd., Windsor, Ont.
Jas. Morrison Brass Mfg. Co., Toronto.

Valves, Radiator and Air, Iron Body, Composition, Globe, Angle, Check
Canadian Fairbanks-Morse Co., Montreal, Que.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Jenkins Bros., Ltd., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
United Brassfounders Ltd., Manchester, Eng.

Varnishes—Auto, Cacch, House, Marine
Berry Bros., Walkerville
Boston Varnish Co., Everett Station, Boston,
Brandram-Henderson, Ltd., Montreal.
British America Paint Co., Ltd., Victoria, B.C.
Canada Paint Co., Montreal
Dougall Varnish Co., Ltd., Montreal
Glidden Varnish Co., Ltd., Toronto, Ont.
Wm. Harland & Sons, Toronto, Ont.
Imperial Varnish & Color Co., Ltd., Toronto.
International Varnish Co., Ltd., Montreal, Que.
McArthur Irwin, Montreal
Martin-Senour Co., Ltd., Montreal
Benjamin Moore & Co., Ltd., Toronto
A. Ramsay & Son, Montreal
R. C. Jamieson & Co., Montreal
Pratt & Lambert, Bridgeburg, Ont.
Sanderson, Pearcy & Co., Toronto.
Sherwin-Williams Co., Montreal
G. F. Stephens & Co., Ltd., Winnipeg
Stewart & Wood, Toronto.
Ottawa Paint Works, Ottawa.
Wilkinson & Kompass, Hamilton

Vehicles, Business
Canadian Pneumatic Tool Co., Ltd., Montreal, Q

Veneer Seats
J. E. Beauchamp & Co., Montreal, Que.
Canadian Veneering Co., Acton Vale, Que.

Ventilators, Metallic
Winnipeg Ceiling & Roofing Co., Winnipeg

Vises
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal
Goodell-Pratt Co., Greenfield, Mass.
Lewis Bros., Ltd., Montreal
National Machinery & Supply Co., Hamilton
North Bros. Mfg. Co., Philadelphia, Pa.
Plewes Ltd., Winnipeg, Man.
The Rock Island Mfg. Co., Rock Island, Ill.
The Rapid Tool and Machine Co, Ltd., Montreal,
Stanley Rule & Level Co., New Britain, Conn.
Stover Mfg. & Engine Co., Freeport, Ill.

Vises, Chain Pipe
Williams & Co., J. H., Brooklyn, N.Y.

Vulcanizers
Adamson Mfg. Co., Hamilton
Northern Electric Co., Montreal

Vermin Exterminator
The Common Sense Mfg. Co., Toronto.

The Presto Patch Co., Toronto, Ont.
C. A. Shaler Co., Waupun, Wis.

Wagon Hardware
Gregg Mfg. Co., Ltd., Winnipeg, Man.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Wagon Woodwork
West-Woods, Ltd., Winnipeg, Man.

Wallboard
Bishopric Wall Board Co., Ltd., Ottawa, Ont.

Wall Finish
British America Paint Co., Ltd., Victoria, B.C.

Walnut Seats
Canadian Veneering Co., Acton Vale, Que.
C. Kloepfer, Ltd., Toronto
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Stanley Works, New Britain, Conn.

Warmers, Foot
Chicago Flexible Shaft Co., Chicago, Ill.

Washers
Beauchamp & Co., J. E., Montreal, Que.
DesRochers, Ltd., Montreal, P.Q.
Steel Co. of Canada, Ltd., Hamilton
Otterville Mfg. Co., Otterville, Ont.
The Union Iron & Metal Co., Ltd., Toronto.
Wilkinson & Kompass, Hamilton

Washers, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Washing Machines, Electric, Hand and Power
Beatty Bros., Fergus, Ont.
J. H. Connor & Son, Ltd., Ottawa
Dowswell, Lees & Co., Hamilton.
Great West Electric Co., Ltd., Winnipeg, Man.
The Hurley Machine Co., Ltd., Toronto.
Kribs, Wm., Hespeler, Ont.
Geo. C. Kaitting & Son, Galt, Ont.
Maytag Co., Ltd., Winnipeg, Man.
Maxwells Ltd., St. Mary's, Ont.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
McDonald & Wilson, Ltd., Toronto.
Nineteen Hundred Washer Co., Toronto, Ont.
The One Minute Washer Co., Toronto, Ont.

Waste, Cotton
Acme Waste Mfg. Co., Toronto.
E. Pullan Waste & Wipers Co., Toronto.
Scythes & Co., Ltd., Toronto
Wilkinson & Kompass, Hamilton

Wash Boards
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
E. B. Eddy Co., Ltd., Hull, Que.

Wash Tubs
E. B. Eddy & Co., Hull, Que.
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Watches
R. H. Ingersoll & Bro., Montreal, Que.

Watch Specialties
R. H. Ingersoll & Bro., Montreal, Que.

Waterproof Clothing
The Tower Canadian Ltd., Toronto, Ont.

Weather Stripping
Best Weatherstrip Co., Ltd., Hamilton, Ont.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
The Swan Mfg. Co., Winnipeg, Man.

Wedges
Can. Foundries & Forgings, Ltd., Brockville, Ont
Canadian Warren Axe & Tool Co., St. Catharines, Ont.

Whitewash Outfits
Collins Mfg. Co., Toronto
Spramotor Co., London, Ont.

Waterproof Goods
J. J. Turner & Sons, Ltd., Peterboro, Ont.

Weeders, Garden (hand)
J. E. Gilson Co., Port Washington, Wis.
C. S. Norcross & Sons, Bushnell, Ill.

Weights
Can. Foundries & Forgings, Ltd., Brockville, Ont
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Wheelbarrows
Erie Iron Works, Ltd., St. Thomas, Ont.
Bateman, Wilkinson Co., Ltd., Toronto, Ont.

Wheels, Well
J. E. Beauchamp & Co., Montreal, Que.
Can. Foundries & Forgings, Ltd., Brockville, Ont

Wheeled Goods
The Crown Mfg. Co., Hamilton, Ont.

Whips
J. E. Beauchamp & Co., Montreal, Que.

Whistles
The Penberthy Injector Co., Ltd., Windsor, Ont.

Wholesale Hardware
J. H. Ashdown Hardware Co., Ltd., Winnipeg.
Caverhill, Learmont & Co., Montreal
J. E. Beauchamp & Co., Montreal.
Frothingham & Workman, Montreal
H. S. Howland Sons & Co., Toronto.
Lewis Bros., Ltd., Montreal
Merrick Anderson Co., Winnipeg, Man.
Miller-Morse Co., Winnipeg, Man.
Morrison Blackwood Hardware Ltd., Moose Jaw, Sask.
Rice, Lewis & Sons, Ltd., Toronto
White's, Ltd., Collingwood, Ont.

Windshield Cleaner
The Outlook Co., Cleveland, Ohio.

White Lead
Brandram-Henderson, Montreal
Canada Paint Co., Ltd., Montreal
Carter White Lead Co., Montreal
Steel Co. of Canada, Ltd., Hamilton
McArthur Irwin, Montreal
Stewart & Wood, Toronto.

Window Guards, Wire
Canada Wire & Iron Goods Co., Hamilton, Ont.

Wipers
Scythes & Co., Ltd., Toronto, Ont.
E. Pullan Waste & Wipers Co., Toronto.

Wire
Canadian Tube & Iron Co., Ltd., Montreal
Canada Wire & Iron Goods Co., Hamilton, Ont.
Caverhill, Learmont & Co., Montreal
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
B. Greening Wire Cloth Co., Ltd., Hamilton
Laidlaw Bale-Tie Co., Ltd., Hamilton
Lewis Bros., Ltd., Montreal
Northern Electric Co., Montreal
Northern Bolt Screw & Wire Co., Owen Sound
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Western Wire & Nail Co., London

Wire, Annealed
The Graham Nail Works, Toronto.

Wire, Bright
The Graham Nail Works, Toronto.

Wire Cloth
Canada Wire & Iron Goods Co., Hamilton, Ont.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
B. Greening Wire Cloth Co., Ltd., Hamilton

Wire, Coppered
The Graham Nail Works, Toronto.

Wire Cutters
Bridgeport Hardware Co., Bridgeport, Conn.
Northern Electric Co., Montreal

Wire, Hay
Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.

Wire Hoops
Laidlaw Bale-Tie Co., Ltd., Hamilton
Steel Co. of Canada, Ltd., Hamilton

Wire, Oiled and Annealed
The Graham Nail Works, Toronto.

Wire Mats
B. Greening Wire Cloth Co., Ltd., Hamilton

Wire, Tinned
The Graham Nail Works, Toronto.

Wireworks of all kinds
Dennis Wire & Iron Works Co., Ltd., London, Ont.

Wire Wheels
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Wood, Ground
E. B. Eddy Co., Ltd., Hull, Que.

Wrapping Paper
E. B. Eddy Co., Ltd., Hull, Que.
Alex. McArthur & Co., Montreal, Que.

Wrenches and Accessories
Barcalo Mfg. Co., Buffalo, N.Y.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Keystone Mfg. Co., Buffalo, N.Y.
Trimont Mfg. Co., Roxbury, Mass.
Will B. Lane, Chicago, Ill.
Plewes Ltd., Winnipeg, Man.
J. H. Williams Co., Brooklyn, N.Y.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Wrench Sets
Williams & Co., J. H., Brooklyn, N.Y.

Wrenches, Alligator
Bridgeport Hardware Co., Bridgeport, Conn.

Wrenches, Ratchet
L. S. Starrett Co., Athol, Mass.
Spielman Agencies, Montreal

Wrought Nipples
Canadian Tube & Iron Co., Ltd., Montreal

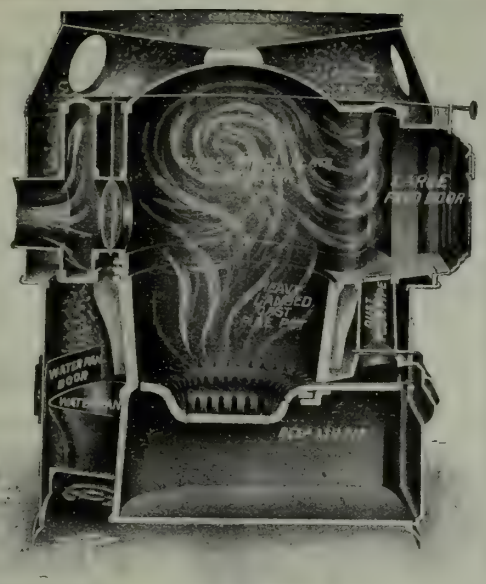
Wrought Couplings
Canadian Tube & Iron Co., Ltd., Montreal

Wrought Washers
The Union Iron & Metal Co., Ltd., Toronto.

Wringers, Hand and Power
Beatty Bros., Fergus, Ont.
Caverhill, Learmont & Co., Montreal
Connor & Son, Ltd., J. H., Ottawa, Ont.
Dowswell, Lees & Co., Hamilton.
Kribs, Wm. A., Hespeler, Ont.
Nineteen Hundred Washer Co., Inc., Toronto, Ont.
Lewis Bros., Ltd., Montreal
Merchants Hardware Specialties, Ltd., Calgary Alta.
White Mop Wringer Co., Fultonville, N.Y

Zinc, Bar
Canada Metal Co., Ltd., Toronto

Zinc, Sheet
B. & S. H. Thompson & Co., Ltd., Montreal, Que



New Idea Warm Air Furnace

MORE HEATING SURFACE on every NEW IDEA FURNACE than any other furnace. Ash pit large and roomy, less chance of ashes banking up and burning out grates.

FIRE POT one piece, with deep flanges adding one-third more heating surface. Very heavy. Guaranteed for FIVE YEARS.

RADIATOR large, giving more surface than found in other furnaces.

NEW IDEA DUPLEX GRATES (Patented) take care of any size clinker from either Hard or Soft Coal. They operate so easily a child can operate them. They work so well that there are never any ashes worth sifting, saving the dirtiest work necessary in attending old-style furnaces.

New Idea Furnace made in seven sizes. And every one Guaranteed.

Get the NEW IDEA FURNACE AGENCY for 1919 and see your furnace business grow. They sell themselves and others. Write now for Agency.

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Chas. Rankow, Durban, South Africa; Webb Bros., Demerara, British Guiana; W. G. Chester, 1160 Hamilton St., Vancouver, B.C.; Edward Le Bas & Co., Inc., 64-68 Broad St., New York, N.Y.; Dock House, Billiter St., London, E.C. 3, England

The Hamilton Stove & Heater Company, Limited

SUCCESSORS TO

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MEAKINS BRUSHES



Sell A Line That Pays

There are many angles from which a dealer judges the "paying qualities" of a product.

MEAKINS BRUSHES

are profitable to the Dealer in every way.

They represent honest, faultless workmanship, quality and durability.

Everywhere Retailers are sounding the praises of **Meakins Brushes.** There are good profits in them —they satisfy the customer and are easy to sell.

Investigate this profitable line. Order through your jobber.

Write us for our complete catalogue.



Meakins & Sons Limited, Hamilton Ont.

Warehouses: Winnipeg London Toronto Montreal Vancouver

PILKINGTON BROS., CALGARY ALTA.

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LONDON BAR IRON

is the best line of bar iron that money can buy. It possesses a uniformity of texture, toughness, and easy workability that means perfect satisfaction both to you and to your customers. And the price is as low as we can make it without sacrificing anything of its quality.

London Rolling Mill Co., Ltd.
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Reliable QUALITY

ESTABLISHED 1849

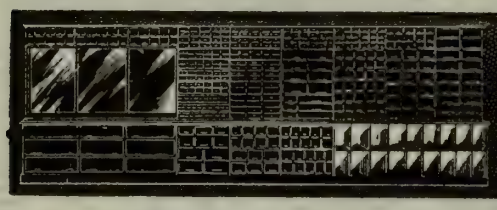
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Offices Throughout the Civilized World
OFFICES IN CANADA:

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Thomas C. Irving General Manager Western Canada
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The quality of our goods is top-notch. Prices right.

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HAND AND POWER
PUMPS

Wherever there is a demand for Hand, Windmill or Power Pumps — the sale of Myers Pumps for every purpose is an attractive and profitable proposition for dealers. Nearly fifty years on the market, sold everywhere, they have the qualities which produce sales. Leading Canadian jobbers can supply you with MYERS PUMPS. Ask them or write us. 50-page Catalog on request.

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ASHLAND, OHIO
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NOVA SCOTIA STEEL & COAL CO., Limited
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Manufacturers of

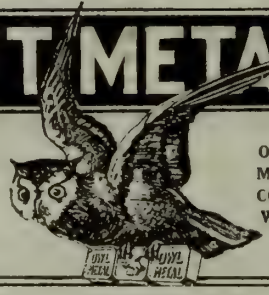
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Hardware dealers can get Owl Traction Babbitts for tractors, Owl Babbitt Metal for threshers, and Owl Vulcan Babbitts for light, general work from their jobbers. Also solders for tinsmiths and plumbers.



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AGENT:
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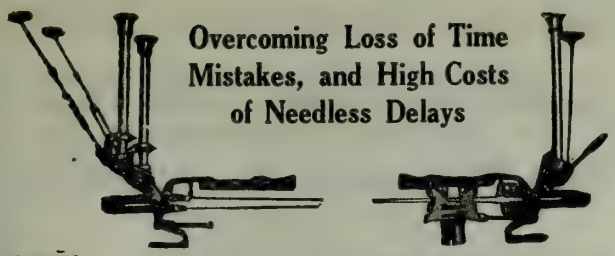
Just the Tool for Inexperienced Glass Cutters



MADE BY

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Hale Brothers, Canadian Agents, 3 St. Nicholas St., MONTREAL



Overcoming Loss of Time Mistakes, and High Costs of Needless Delays

This is a fairly high claim. Claims without convincing proof are shallow, but Gipe-Hazard claims have stood the test of experience. Ask any user of our devices of his honest opinion of their values.

Our circular—full of information—tells a great deal more about the matter, and a post card costs but two cents to enable you to get it.

Write for that circular.

GIPE-HAZARD STORE SERVICE CO., LTD.,
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GERMANTOWN LAMPBLACK

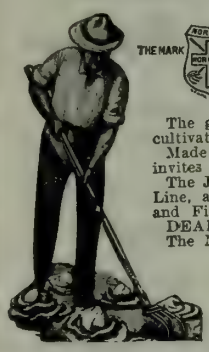


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HEADQUARTERS FOR
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IN ENGLAND AND AMERICA

Originators of Eagle, Old Standard, Globe and Pyramid Germantown Brands.
Suppliers of Bulk Blacks to the highest class Grinding Trade.

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The greatest of all time and labor-saving implements for cultivating and weeding.
Made in (3) sizes—not expensive—even the smallest garden invites a sale.
The Jobber and Dealer who link up with the NORCROSS Line, are assured of the very best in Quality. Construction and Finish.
DEALERS—Insist upon the Genuine—NORCROSS. The Name is a Guarantee of Satisfaction.

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Bolts



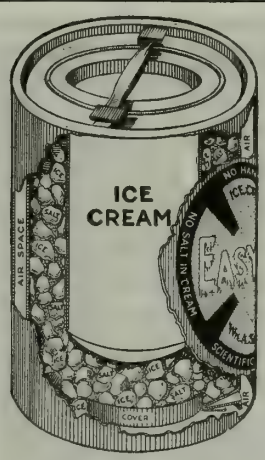
We have a large stock of **Carriage and Machine Bolts** and **Coach Screws, Rivets, Nuts and Washers,** from which we can fill all orders immediately.
Prompt Shipments. Reasonable Prices.

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EXCELSIOR
Wood Packing

Manufacturers and Jobbers Using EXCELSIOR
Write Us for Prices.

RANKIN & CO., LIMITED
1535 Dundas St. W., Toronto, Ontario



THE EASY FREEZER
"A Self-Freezing Device"
Ice Cream—Any Kind—Any Time
Saves Time, Labor, Worry and Money

If interested write

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24 King St. West, Toronto.

For descriptive circular, price list and a list of the wholesale hardware trade from whom it can be purchased.

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Standard Tube & Fence Co., Ltd.

Manufacturers of

STEEL TUBING—

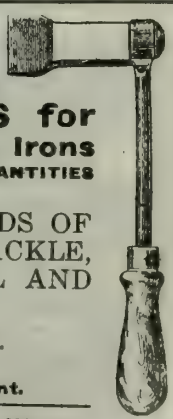
Butted and Welded, for structural work and all kinds of manufacturing purposes. Sizes ⅜" to 2", 14 to 20 Gauge.

Galvanized Wire and Woven Wire Fencing.
Steel Tube Fence Posts, Farm Gates, etc.

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SOLDERING IRONS
OF ANY SIZE OR SHAPE, also
COPPER FORGINGS for any kinds of Gas Heated Irons
SPECIAL QUOTATIONS FOR LARGE QUANTITIES



WE CAN SUPPLY ALL KINDS OF CHAINS, SHIPPING TACKLE, FORGINGS IN IRON, STEEL AND COPPER.

Buy direct from makers.

Contractors to H.M. Government.

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OUR COLORED GRADES
1B, 1A, 7, 1, 5



OUR WHITE GRADES
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We can supply you with cotton waste at prices lower than any others for equal quality. Better write us your needs to-day.

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C. KLOEPFER, LIMITED
Edward Halloran, General Manager
44-50 Wellington St. East, TORONTO
Factory at Guelph, Ont,

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IRON and STEEL
CARRIAGE HARDWARE and AUTOMOBILE ACCESSORIES
BLACKSMITHS' HARDWARE and SUPPLIES, Etc.
Prompt attention and quick delivery assured.





"CYCLONE" Vegetable Peeler
MADE IN CANADA
By Canadians for Canadians
It Peels Potatoes, Carrots, Turnips, Parsnips, Apples, Pears, Etc.
Made in 2 Power and 2 Hand Sizes
Sole Manufacturers **John Burns & Co., 5 Bleury St., Montreal**
Established 1865

Canada Wire and Iron Goods Co.
Manufacturers of Wire Cloth, Perforated Sheet Metals, Metal Lockers and Wire Work. Fireplace Screens.
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ELEY BROTHERS, LTD.
specialize in the manufacture of the following articles at the lowest prices:
SHAVING STICK CASES
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for Powder Tins, Cruets, Dredgers, etc.
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for Dentifrice, Soap Tablets, etc.
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TORONTO HAMILTON WINNIPEG
IRON AND STEEL
HEAVY HARDWARE
MILL SUPPLIES
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WE SHIP PROMPTLY

25c. a can Common Sense Exterminator
KILLS RATS
Has been on the market for 25 years. Quickly and effectively eliminates rat pests. It dries them up. Destroys without odor.
"Common Sense" is sold on a money-back guarantee. Good profits in it for the dealer.
Jobbers, write us for terms.
Ask us about our Roach preparation.



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Look for the full name

Russell Jennings

stamped on the round of our

Auger Bits

The original double twist auger bit, patented by Mr. Russell Jennings in 1855

Russell Jennings Mfg. Co.
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Exceptional Selling Features



are shown in this new hand sprayer. The curve in the lance takes the place of the curve in your back when using an ordinary sprayer.

The O-K-Spra

is also equipped with the efficiency non-clog nozzle. This has a thimble-shaped strainer which prevents clogging and will keep in action longer without attention than any other sprayer.

Write for information.

Canadian Potato Machinery Co., Ltd.
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We Carry a Complete Stock of Thomas Goldsworthy & Sons

"GENUINE" Naxos Emery

All numbers from No. 8 to 140, also FF, and F, Flour Emery, English Blue Twill Emery Cloth, and English White Back Emery Cloth. All numbers.

Prices on Application. *Immediate Shipment.*

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"Stick-Fast"

Made instantly with cold water.

For **all purposes** where Paste is used.

A Great Seller.

Order some to-day—phone your Wholesaler.

Manufactured only by

STUART & FOSTER Ltd.
TORONTO, CANADA

GLUE
IN PACKAGES

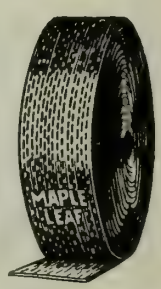
Putup in the way that best appeals to the people—that's "Brantford"

GLUE

It's an all 'round glue and makes good profits for dealers.
In ¼, ½ and 1 lb. packages at your jobbers.

CANADA GLUE CO., Limited, Brantford, Ont.

"Maple Leaf" Belting



IN THE MACHINE SHOP, "Maple Leaf" belting is invaluable in the machine shop where belting is put to severe tests. Its strong construction of stitched cotton duck makes it a superior belting.

There is a good margin of profit in handling it. "Maple Leaf" Brand Belt Dressing gives longer life and more satisfactory service to all makes of beltings.

Write To-day.

DOMINION BELTING COMPANY, LIMITED
Hamilton, Canada

WROUGHT PIPE BLACK and GALVANIZED SIZES, 1 8 IN. TO 4 IN.

All our pipe thoroughly inspected, tested to 600 lbs. hydraulic pressure and branded.

All Sizes of NIPPLES (Black and Galvanized)

Ask your jobber for CT *Brand of Wrought Pipe*

CANADIAN TUBE & IRON CO., LIMITED, MONTREAL
Works: Lachine, Can.

DU PONT CANADIAN INDUSTRIES



Absolutely Dependable!

For absolute dependability, shooters, at the trap or in the field, always fall back on DUPONT Loads.

They know that they are speedy, sure and so nicely balanced that they can be depended upon, at any stage of the game, to give satisfaction.

Specify DUPONT loads in all your shell orders and satisfy your cus tomers. They will appreciate it.

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DU PONT



EXTENSION LADDERS

For your own use or for selling to your customers—our extension ladders have all the qualities of a high grade product. Light, yet durable, safe and easy to handle.

We also manufacture Step Ladder Stools, Step Ladders, Extension Safety Gates, Folding Chairs and Tables, etc.

Write for our catalogue D of wood products.

THE STRATFORD MFG. CO., Limited
Stratford, - Ontario



MR. HARDWARE DEALER

VLIT sells quickly, yields you 100 per cent. profit. It is made in Canada too.

Write for our dealers proposition.

VLIT MANUFACTURING CO.
223 McGill Street - MONTREAL, CANADA

Guaranteed Gopher Poison

the poison that means certain results and increased crop profits is what your farmer trade wants.

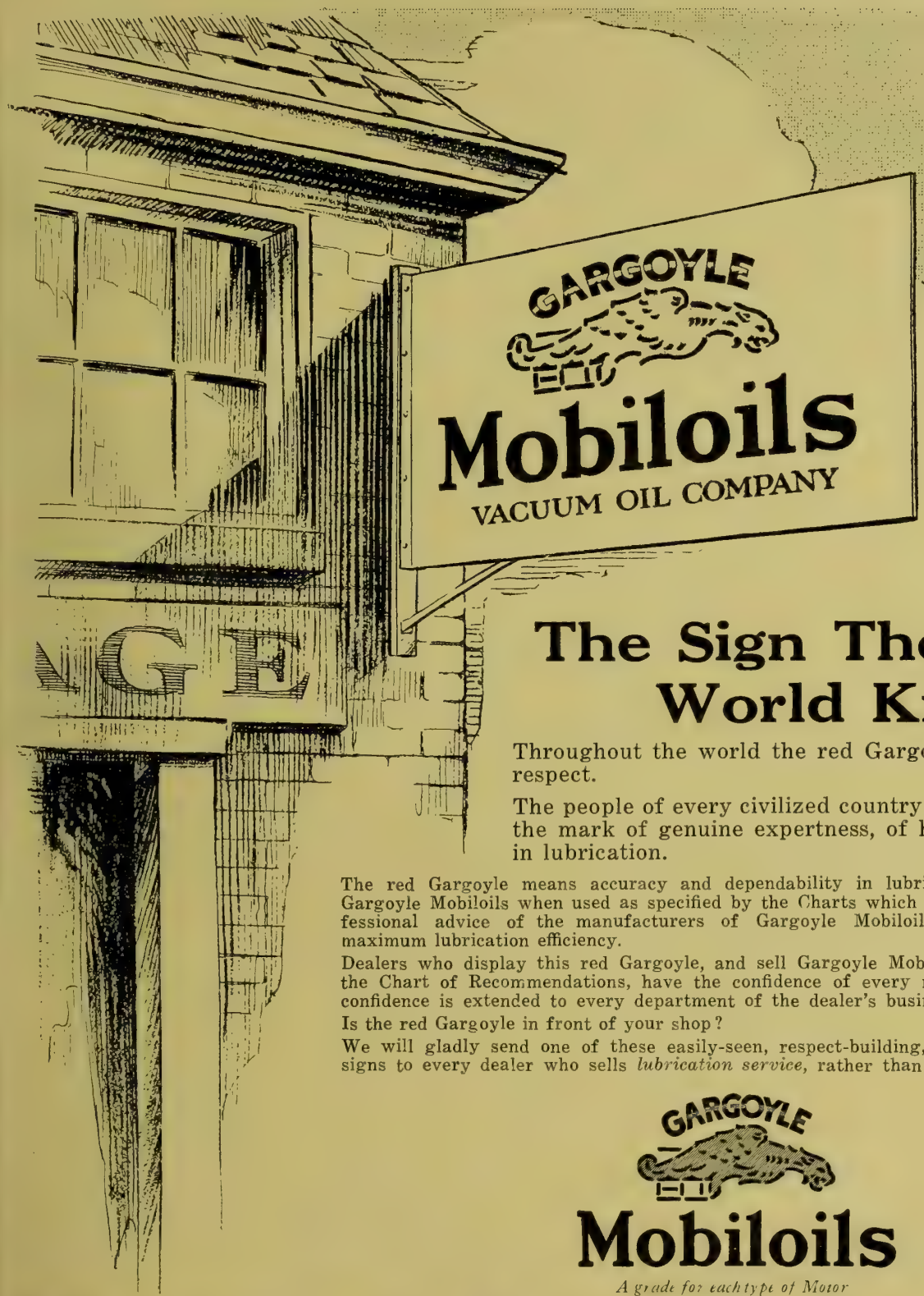
Kill-Em-Quick
Gopher Poison

is the best known, best advertised gopher poison in Canada, with an absolute money-back guarantee.

It's a Big Seller. Get It.

Kill-Em-Quick Co., Ltd. Regina, Canada





The Sign The World Knows.

Throughout the world the red Gargoyle commands respect.

The people of every civilized country know that it is the mark of genuine expertness, of highest quality, in lubrication.

The red Gargoyle means accuracy and dependability in lubrication. Because, Gargoyle Mobiloils when used as specified by the Charts which represent the professional advice of the manufacturers of Gargoyle Mobiloils, give the user maximum lubrication efficiency.

Dealers who display this red Gargoyle, and sell Gargoyle Mobiloils according to the Chart of Recommendations, have the confidence of every motorist—and this confidence is extended to every department of the dealer's business.

Is the red Gargoyle in front of your shop?

We will gladly send one of these easily-seen, respect-building, permanent metal signs to every dealer who sells *lubrication service*, rather than just oil.

GARGOYLE

Mobiloils

A grade for each type of Motor

IMPERIAL OIL LIMITED

Manufacturers & Marketers of POLARINE MOTOR OILS & GREASES

Marketers of *Gargoyle Mobiloils* in Canada

BRANCHES IN ALL CITIES

RECOMMENDED BY THEIR QUALITY.....



Imperial Parowax, Imperial Ioco Liquid Gloss, Imperial Household Lubricant—just try these three excellent products in your own home, and you will ever after unhesitatingly recommend them to your customers.

Imperial Ioco Liquid Gloss for renewing the lustre on all finished surfaces—furniture, automobile and carriage bodies. Useful also in cleaning and polishing plate and cut glass.

Imperial Household Lubricant prevents rust and kills the squeaks. As its name indicates, it is just the thing for a phonograph, sewing-machine and typewriter, as well as for other household purposes.

Imperial Parowax seals out the air in preserving. A little parowax makes the wash-day lighter—brightens the clothes, and adds the laundry gloss in ironing, too.

A better value for customers and a more liberal margin for dealers in these than any similar products.

IMPERIAL OIL LIMITED

Power - Heat - Light - Lubrication

Branches in all Cities



A QUALITY PERENNIAL

¶ If you motor all the year round you have an excellent opportunity of knowing the meaning of "day-by-day service from Dunlop Tires."

¶ If you motor between Spring and Fall only, you have an excellent opportunity of knowing right now why so many other motorists use Dunlop Tires all the time.

¶ The "Two Hands" Line consists of:
Dunlop Cord—"Traction" and "Ribbed."
Dunlop Fabric—"Traction," "Special," "Ribbed," "Clipper," "Plain."

Dunlop Tire & Rubber Goods Co., Ltd.

Head Office and Factories: TORONTO

Branches in the Leading Cities

Tires for all Purposes, Mechanical Rubber Products, and General Rubber Specialties

A119

CARBORUNDUM NIAGARA GRINDERS



JUST TO REMIND YOU THAT YOU CAN SELL THEM

To the Carpenter

For grinding his chisels, plane, bits, gouges, etc. The No. 3 Niagara just suits him. It's big enough for bench work, small enough to pack in his tool kit.



To the Garage Man

For grinding parts, tools and fittings—for a dozen and one jobs about the shop. He will want the big No. 4, or, if he has power, the No. 28 Grinder Head.



To the Farmer

For grinding his scythes, grass hooks, mower sections, feed chopping knives—for edging spades and general farm tools, for grinding household knives, etc., the Niagara No. 14 is the machine for him.

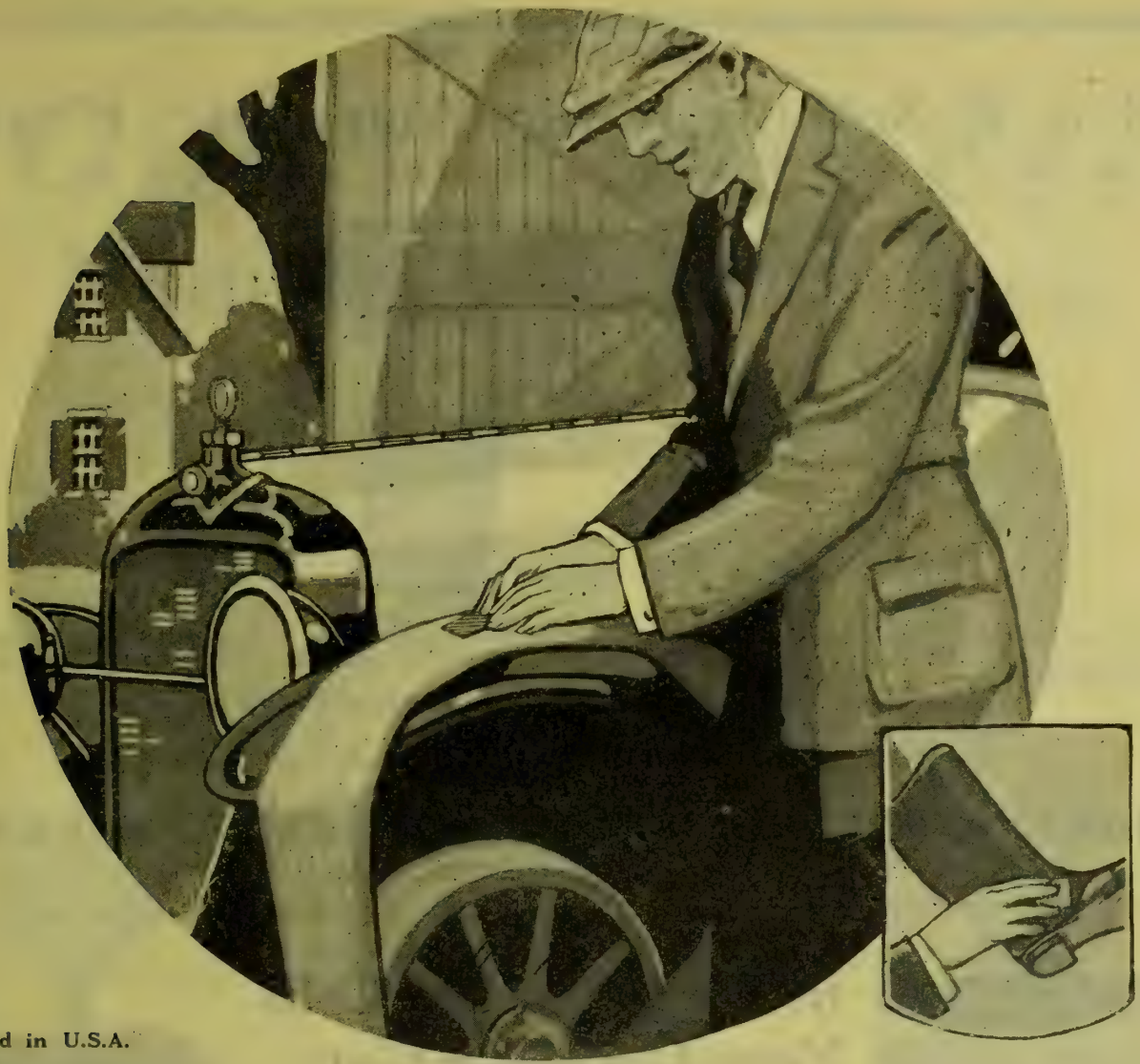


To the Householder

For grinding household knives and tools —a little No. 1 machine.

The business is waiting for you—go after it with Carborundum Niagara Grinders. Carborundum displays and advertising will help you.

THE CARBORUNDUM COMPANY
NIAGARA FALLS, N. Y.



Patented in U.S.A.

50c - $1.00 - $1.50



The Tire Patch Your Customers Want!

KEEP weak spots repaired with Wood's Everloc Tire Patch. Takes only 3 minutes. Makes leaks absolutely air-tight. Guaranteed to permanently repair blowouts to 17 inches. Used on casings temporarily, it will always get you home. No heat, tools, experience required. The original self-vulcanizing patch. 3 sizes:- 50c - $1.00 - $1.50.

DEALERS:- We have a mighty good proposition for you.

Wood's Everloc Tire Patch is patented in the U.S.A.

W. C. WOOD COMPANY

74 WESTERN AVENUE Dept. E MINNEAPOLIS, MINNESOTA

Special Garage Size: 20" x 28"

WOOD'S EVERLOC TIRE PATCH

ANNOUNCING THE

H & R Self-Loading (Automatic) Pistol

Caliber .32 (765 M/M)



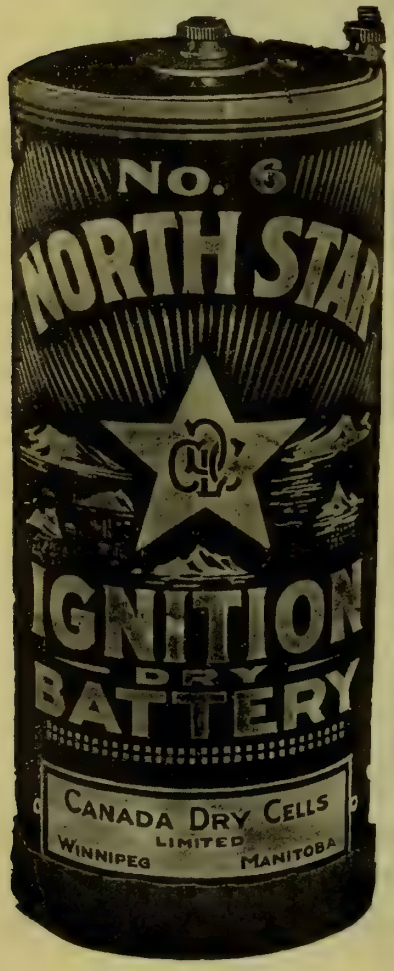
A hammerless pistol of the automatic type combining the desirable features of the various pistols now on the market and offering in the highest degree simplicity of construction, strength and reliability of mechanism, light weight and compactness.

A special circular describing this pistol, also a catalog of our complete line, will be mailed to any address on request.

LEADING HARDWARE AND SPORTING GOODS JOBBERS CAN SUPPLY.

HARRINGTON & RICHARDSON ARMS COMPANY

715 PARK AVENUE, WORCESTER, MASS., U.S.A.



In North Star Dry Cells Your Customer Gets What He Pays For: ---Service!



The element required in an ignition battery is length of life—service—it must do the work required or it must be cast aside to be replaced by a satisfactory — an **efficient** battery.

In North Star Dry Cells your customer gets a thoroughly efficient battery in every sense of the word.

He will always come back to you, because in selling North Stars, your customer always gets what he pays for—**service.**

The Western Battery for Western Need.

Order through your Jobber.

Canada Dry Cells Limited

WINNIPEG, MANITOBA

Good Business
Handling Accessories

Hundreds of Hardware Dealers have added accessories to their regular lines and glad they did it. If you have not taken on a line, remember the importance of stocking goods of quality and with a reputation. You are safe, both ways, with—

MALTESE CROSS BRANDS

Everything a Rubber Goods Factory makes for Automobiles we make, and we make them so high-grade that everybody takes the Trade-Mark as a guarantee.

The Public Know They're Good

Link Up—Carry Maltese Cross Lines—People Will Go Out of Their Way to Get to Your Store

If our Traveller has not supplied you, write to Head Office for lists and quotations

Gutta Percha & Rubber, Ltd.

Head Office and Factory, Toronto

BRANCHES—Halifax, Montreal, Ottawa, Toronto, Fort William, Winnipeg, Regina, Saskatoon, Edmonton, Calgary, Lethbridge, Vancouver, Victoria



COLT

"The World's Right Arm"

When the Huns came face to face with our boys over there they looked into the muzzles of these Colt "Forty-fives"!

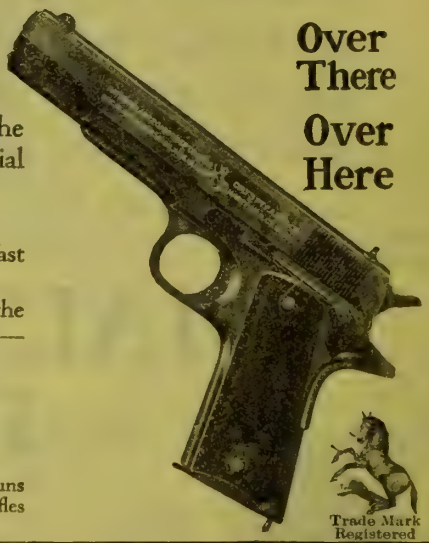
This is the official side arm of our fighting forces on land and sea.

Home demands were impossible to meet during the war, but now the great Colt factories are rushing full speed ahead to provide essential Colt protection for the homes.

Dealers need no longer supply their trade with a "second best."

Colt Automatic Pistols and Colt Revolvers are being supplied the trade as fast as possible. Get your orders in for the popular models now.

Remember that the name Colt on an Automatic Pistol or Revolver assures the owner that he has the utmost attainable in accuracy, safety and dependability — "The Proven Best by Government Test."



Over There

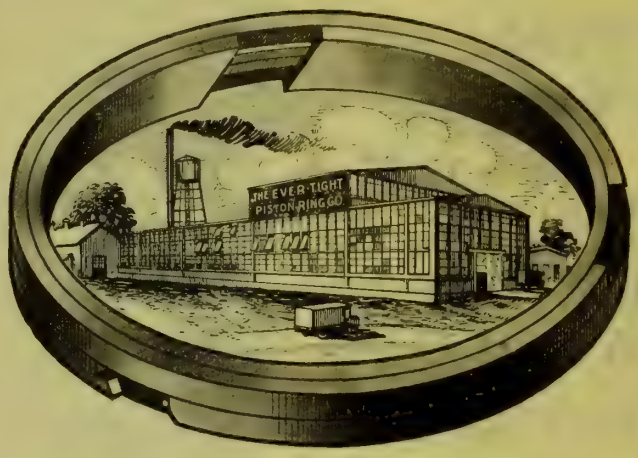
Over Here

Colt's Patent Fire Arms Mfg. Co.

Hartford, Conn., U. S. A.

Manufacturers of Colt's Revolvers
Colt's Automatic Pistols
Colt's (Browning) Automatic Machine Guns
Colt's (Browning) Automatic Machine Rifles

Trade Mark Registered



We Had To
DOUBLE
Our Factory Space
TO TAKE CARE OF
The DEMAND For

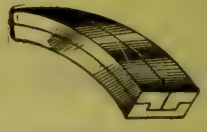
Zelnicker *EVER-TYTE* Piston Rings

GAS AND OIL SAVERS

Three Rings Locked Into One

MANUFACTURED BY

The Ever Tight Piston Ring Company



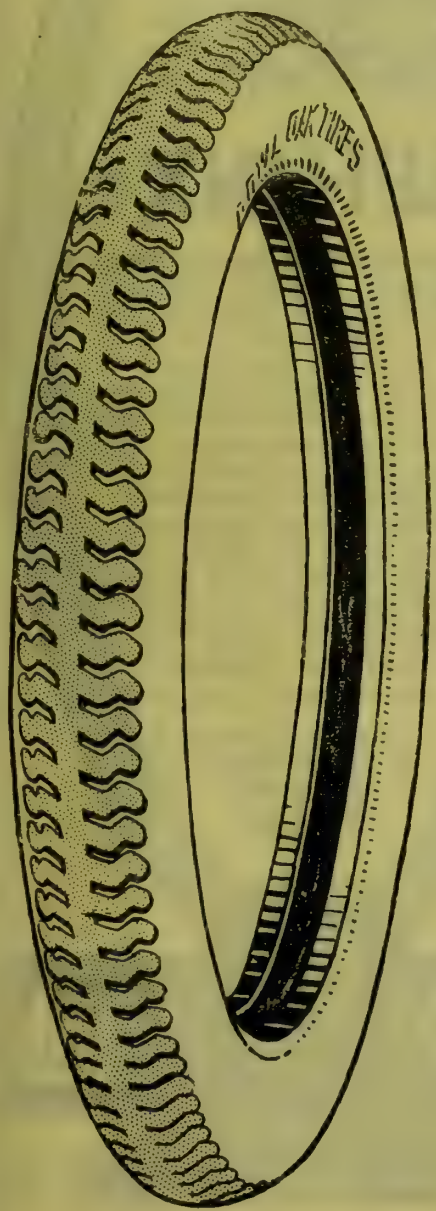
The Right Angle Interlock

General Office: 3124 Locust Street
Factory: 1600 Kingsland Avenue
ST. LOUIS, MO.

4-19

IF YOU SELL TIRES

Here Is a Money-Making Proposition FOR YOU



ANY Royal Oak Tire dealer can tell you that Royal Oak Tires pay him a profit. He can also tell you that Royal Oak Tires give unequalled satisfaction to his customers.

These are actual facts that our dealers experience. There is no question about the quality, the value, or the profit connected with Royal Oak Tires.

You will be pleased with the Royal Oak Tire proposition. We will be pleased to explain it to you in detail.

Write our head office to-day that you are interested. Drop us a line now, and find out all about Royal Oak Tires before the busy season begins.

ROYAL OAK TIRES

"TOUGHER THAN OAK"

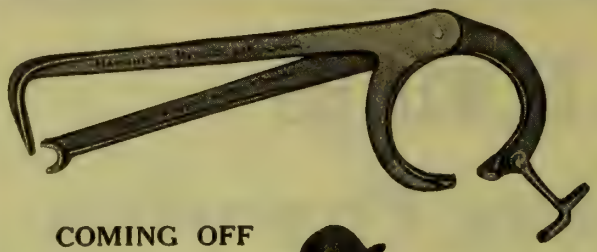
Oak Tire & Rubber Co.
Limited

Factory:
Oakville, Ont.

Head Office:
19 Dundas Street, East
TORONTO

Winnipeg Branch: 120 Lombard St.





COMING OFF



Sales That Count

The two auto specialties here illustrated present an opportunity to the dealer for worth while sales. They are necessities with every motorist and made to give satisfaction.

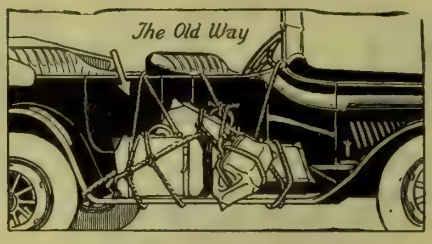
Marquette Tire Tool—for the quick removing and putting on of all makes of tires. A bothersome task becomes a pleasure. The only easy off-and-on-tool.

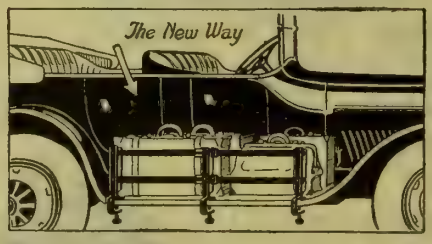
Marquette Luggage Carrier—a genuine all steel carrier that fits all cars. Neat compact and good appearing. Folds down against the running board when not in use. No wrench or tool needed for attaching.

Splendid profits for the dealer in these lines. Write for prices, etc.

Marquette Manufacturing Co., Inc.

St. Paul, Minn.







Patented U.S.A. and Canada.

Plug Talk



$1.00 Retail

VERY little verbal argument is necessary to effect a sale in the case of

"SPHINX"

—England's Most Durable Plug

Interest is at once created in the attractive green metal box with the ingenious sealing band permitting the lid to be opened and the identification card to be perused. The sterling merits of the plug enclosed are vouched for by the Guarantee, unequivocal and without time limit, printed plainly on the box.

It is easy to sell Sphinx Plugs—and profitable. I shall be pleased to quote and to send you literature on request.

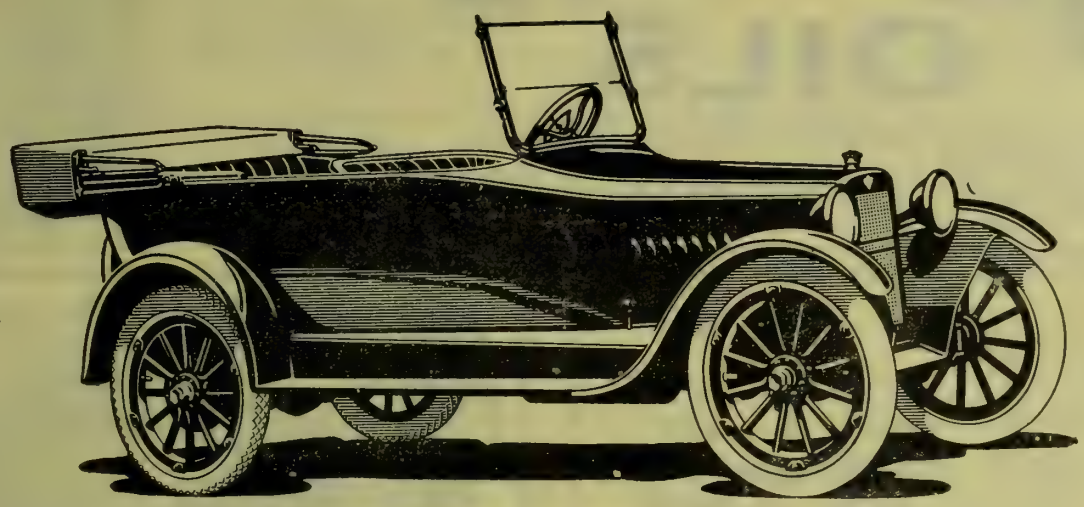
Sole Agent for Dominion: Wm. T. Evans, 1684 St. Urbain St., Montreal

Manufacturers:
Sphinx Mfg. Co.,
Birmingham,
England



Entirely British

AUTOMOBILE ACCESSORY CATALOGUE



Our 1919 Automobile Accessory Catalogue has just been received from our printer

It has been our aim in compiling this book to make it a valuable buying guide for the Accessory dealer. Every article listed has been carefully selected, and we believe represents the best value which can be obtained in its particular line.

Such well-known lines as "Maltese Cross Tires," "Eveready" Automobile Lamps and Flashlights, "Champion" Spark Plugs, "Mossberg" and "Lane" Socket Wrench Sets, "Sterling" Auto Jacks, "Niagara" Bumpers, "Pyrene" Fire Extinguishers, "Weed" Tire Chains, "Richards-Wilcox" Garage Door Hardware and "Toronto" Metallic Garages are among the leaders in this catalogue. Every other article listed is of the same high quality, and makes this one of the best accessory catalogues offered to the Canadian trade.

If you have not received a copy of this catalogue, we will gladly send one on request. You can't afford to be without it.

Try Us with a Mail Order for Auto Accessories

WHITES LIMITED
WHOLESALE HARDWARE & METALS
COLLINGWOOD - - ONTARIO

MADE IN CANADA

BUFFALO OILS

These are a few of our most staple lines, so well and favorably known throughout Western Canada, and are sold only through reliable merchants.

Special Cylinder Oil for Steam Engines

Harness Oil. Neatsfoot Oil

A Gas Engine Oil (for gasoline engines).

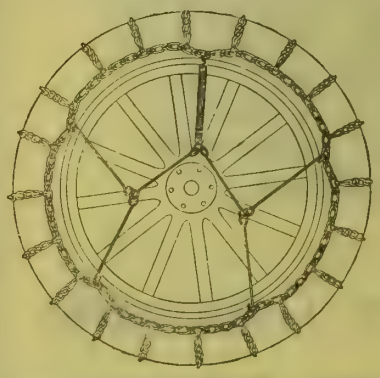
Tractorlene Oil (for oil burning engines).

Ideal Thresher's Machine Oil (for general use).

Automobile Oil and Transmission Greases.



PRAIRIE CITY OIL COMPANY, LIMITED, WINNIPEG



The Fastest Selling All-Year Accessory a Dealer Can Handle

Small investment Good profit Takes up little room Every motorist needs them And has no excuse for being without them at this price.

MERCHANT'S ANTI-SKID CHAIN TIGHTENER

$1.00 A PAIR

If dealer does not handle, sold direct prepaid on receipt of price.

Simple and easy to attach. You can slip it on a customer's car in about one minute, and it means a sale every time.

The Tightener catches the chain at five points, giving an easy tension all around. It holds the chain in place, prevents dragging or rattling, and yet permits the chain to creep on the tire, and carry out to the full its non-skid action. Keeps chain from pounding the fender, and prevents it from unhooking.

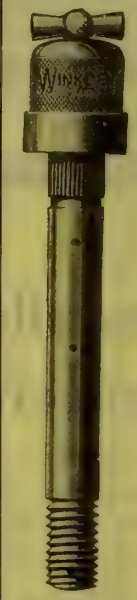
JOBBERS AND DEALERS:—Write at once for full particulars and generous terms, for now is the time to sell these things.

M. H. Merchant Corporation

236-238 Emma Street, Syracuse, N.Y.

Sales Agents—Clucker & Hixon Co., New York, N.Y.; H. W. Petrie, Montreal, P.Q.; Inter-Ocean Auto Co., Ltd., Montreal, P.Q.; Keyes Supply Co., Ltd., Ottawa, Ont.; James S. Neill & Sons Ltd., Fredericton, N.B.

Pressed Steel and Brass Grease Cups
Oil Hole Covers and Oil Cups
Spring Shackle Bolts
Brass Pattern Makers Dowel Pins




"Oil Cup"


"Ratchet"



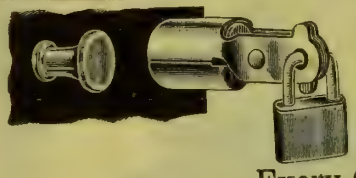

"D"




"M"

Catalogues and Prices Sent Upon Application

The CANADIAN WINKLEY CO., Ltd.
WINDSOR, ONT.



Sell this Vest Pocket Lock for Chevrolet Cars

Every Chevrolet owner will want this lock. Easy and simple to operate. Inexpensive.

Dealers, write us.

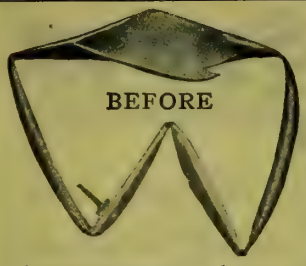
Manufactured by

HOMER & WILSON

1-5 Lancaster Street, HAMILTON



Do you want help or have you something to sell, if so use the classified column in this paper.



"MADE IN CANADA"

Air-Tite Auto Patch

"The Hotter the Road the Tighter It Holds"



GUARANTEED

A permanent tube repair for any size Puncture or Blow Out without vulcanizing.

Also recommended on casings, also rubber boots, rubber hose, rubber coats, hot water bottles, etc.

It Positively will not Loosen or Leak

Sold Through the Jobbing Trade — If Your Jobber Does Not Handle it, Write us

AIR-TITE MFG. COMPANY, St. Thomas, Ont.



It's A Sternwear Tube

that's why the tire here illustrated was able to run 7,000 miles with eight 1¼ in. unprotected holes in it and still be in service. There are many reasons why you should sell this tube.

Write us to-day for full particulars.

The Sterns Tire and Tube Company
of Canada, Limited
944 Keele Street, Toronto, Ont.

Insist on Getting

A

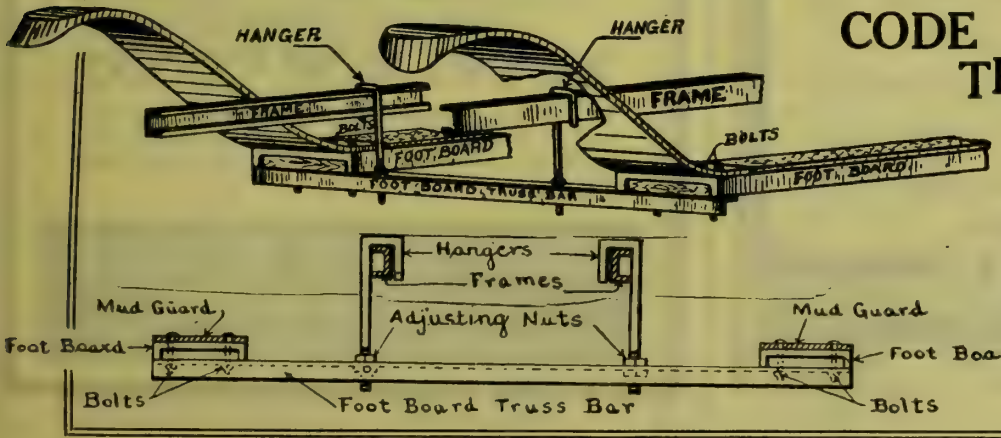
Tallman Two Cylinder Double Action Pump



Easy on Your Back

Saves Your Tires

Tallman Brass & Metal Limited
HAMILTON, ONT.



CODE FOOT BOARD TRUSS BAR

for Ford Cars

Increases the life of the car. Can be attached by any one in a few minutes. Costs a trifle. Meets a popular demand. A quick seller with good profits.

At your Jobber's

The J. H. Hanson Co., Limited
MONTREAL, QUE.
The Western Specialty Co.,
WINNIPEG, MAN.

Takes Little Shelf Space
Brings Big Returns



How It Works

First place the tube around the container—as shown in the picture. Clean and roughen the surface around the hole with emery, apply cement. Then press on the patch firmly — and the tube is ready to go into casing.
No waiting for the patch to set. The hotter the road, the tighter it holds.

What It Contains

The Locktite Patcher container serves as a cylinder around which the tube is placed and repaired. A clamp holds the tube tightly in position —no buckling.
The emery top of the container—strong, canvas-back patching sheet — gasoline swab — tube buffer and cement furnish the complete Patcher—ready for all tire troubles.

You'll get big returns for the small space devoted to Locktite Patchers.

Motorists are buying the Locktite Auto-New-Matic Patcher because it solves their blow-out and puncture troubles.

Locktite seals tube cuts and rips quickly and permanently—locks them tight. The Locktite Patcher is a complete workshop on the road—for the emergency or for the repair of spare tubes in the garage.

It's a time-saver for the motorist—a money-maker for the dealer.

Are you getting your share of the Locktite Patcher business?

There is also a special garage size of Locktite Canvas-Back Patcher.

This offers a splendid profit-maker for dealers. Write for proposition.

Locktite Patch Co., Windsor, Ont.
American Plant, Detroit, Mich.

LOCKTITE
AUTO-NEW-MATIC
PATCHER

William Penn
MOTOR OIL

A body for every make and type of motor car and tractor—

Extra Heavy, Heavy, Medium, Light, Cold Test

made of Pennsylvania stocks—admittedly the best in the world — to specifications determined by years of experience catering to Western Canadian needs.

Write our nearest office for chart showing which one of these oils you should use.

4

Continental Oil Company LIMITED

WINNIPEG
BRANDON
ST. BONIFACE
REGINA
SASKATOON
SWIFT CURRENT
CALGARY
CAMROSE
LETHBRIDGE

TIRES,

Hardware Dealers

Now is Your Opportunity to Beat the Mail Order Houses

30 x 3½ Inner Tubes	$ 1.90
30 x 3½ Plain Tires	13.10
30 x 3½ Grooved Tires	14.00
30 x 3½ Non-Skid Tires	14.65

HUNDREDS OF OTHER SIZES

BRAND NEW GOODS

Mr. Dealer, we can sell you the most complete line of automobile accessories in Canada at tremendous reductions. Write for our catalogues. Wholesale only.

CROWN CYCLE & MOTOR CO.
319 Craig St. West, MONTREAL
LARGEST WHOLESALE MAIL ORDER HOUSE IN CANADA

NORTHLAND SKI

PRONOUNCED SHEE

BREAK THE WORLD'S RECORD AGAIN

The remarkable jump of 213 feet made by Anders Haugen at Dillon, Colo., Mar. 9, 1919, on Northland Ski broke the former world's record by ten feet. Write for catalog. Place your fall order now.

NORTHLAND SKI MFG. CO., ST. PAUL, MINN.

CROWBARS



No. 102-A—CHISEL POINT

We offer you bars made of High Carbon Steel at the same price as you are buying the Mild Steel Bar elsewhere. Send us a trial order.

B. J. COGHLIN CO., LIMITED, Office and Factory: Ontario Street East, MONTREAL.

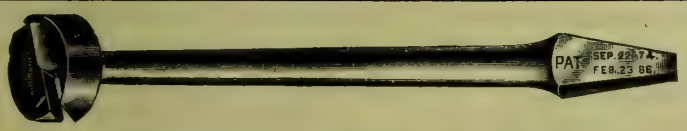
TARRED FELT

SPECIFY DOMINION BRAND

J. H. McCOMB, LIMITED

Manufacturers of all kinds of Building Paper, Pitch and Coal Tar

MONTREAL



THE PROGRESSIVE MANUFACTURING CO.

Torrington, Conn., U.S.A.

FORSTNER BITS

bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTER. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability. Made for Brace—made for Machine. Packed singly; packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Order through your jobber to-day.

CLASCO

This Trade-Mark is a guarantee of Highest Quality and Workmanship

We specialize in, and our Plant is fully equipped to produce

STEEL and BRASS STAMPINGS of all kinds

Write us for quotations

CANADIAN LAMP & STAMPING CO., LIMITED

Makers of the celebrated CLASCO Lamps for Motor Cars

FORD CITY, ONTARIO

ALL-WAY OILERS

Reduce Oil Bills 50%



Nothing else like it. A handy, convenient device that appeals to all customers.

Dealers make good profits selling them

Combination Filler and Funnel

For Hardware Stores, Garages, etc. In four sizes, No. 101, 1 pint and 10" spout; No. 102, 1 quart and 13" spout; No. 103, ½ gal. and 13" spout; No. 104, 1 gal., and 13" spout.

Canadian Fairbanks-Morse Co., Ltd.	Montreal
Wood, Alexander and James	Hamilton
Caverhill, Learmont Co.	Montreal
Auto Supply Company	London
Great West Electric Co.	Winnipeg
Wood, Vallance & Leggatt	Vancouver
Walker Vallance, Ltd.	Hamilton
Wm. Stairs Son and Morrow, Ltd.	Halifax
Summer Bros.	Moncton, N.B.
Canadian Specialty Co.	Moose Jaw

If your jobber cannot supply you, write us.

THE ALL-WAY MFG. COMPANY

77 YORK ST. - - TORONTO, ONT.



TRADE MARKS

Any trade-mark shown on this page, when stamped on an article of hardware, is the manufacturer's personal "O.K.," guaranteeing the quality of the product.

METAL STAMPINGS

Drop a card for prices and particulars.

HAMILTON STAMP & STENCIL WORKS, LTD
HAMILTON, ONT.

Handle Specialists

Our handles are made out of the best grade Second Growth air-seasoned timber for Pick, Axe, Sledge and Hammer. Quality, Shape and Finish unexcelled. They Look Well, Sell Well and Last Well.

St. Marys Wood Specialty Co., Ltd.
St. Marys, Ont., Canada

BATH ROOM FITTINGS

K NIAGARA
KINZINGER, BRUCE & CO., LIMITED
NIAGARA FALLS, CANADA
WHAT WE MAKE WE GUARANTEE

AUTO ACCESSORIES

TRADE SAWYER MARK Registered
STITCHED CANVAS BELTS
"THE QUALITY BELT"
PLEWES LIMITED, Distributors, WINNIPEG
A good concern to do business with

STERLING

Hack Saw Blades and Machines
Manufactured by
Diamond Saw & Stamping Works
BUFFALO, N.Y.

DOON TWINES, LIMITED

KITCHENER, ONT.

Manufacturers of all kinds of Twines and Cordage, Plow Lines, Clothes Lines, Ropes, etc. Write for samples and prices.

MILLS AT DOON, and KITCHENER, ONT.

THE STANDARD BY WHICH MANTLES ARE JUDGED
MANTLES
GAS and GASOLINE MANTLES
FOR ALL STYLES OF LIGHTS
ASK FOR SAMPLES and QUOTATIONS.
R-M-Moore & Co. Ltd. Vancouver B.C.
PACIFIC COAST MANTLE FACTORY.

The PARMENTER BULLOCH CO., Ltd.

GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

BRITANNIC MILLS

Manchester England

Blue Twill Cloth — D DE ROCHERS — Emery Grains & Flour Made from Pure Turkish Rock

De Ro Brand
Canadian Distributors
DesRochers, Limited Montreal, Que

CANADIAN CANOES

All Wood and Canvas Covered
Catalogue "H" on request
THE CANADIAN CANOE COMPANY LIMITED
216 RINK STREET PETERBOROUGH ONT.

TENTS, AWNINGS

FLAGS ALL SIZES, ALL KINDS

Lumbermen's, Sportsmen's, Hunters' and Campers' Complete Outfits. Clothing, Footwear, Supplies and Accessories.

Send Postcard for Catalogue

GRANT, HOLDEN, GRAHAM LTD.
OTTAWA, CANADA

DENNISTEEL

Made in Canada

Lockers for Factories Stores, Offices Etc.

THE DENNIS WIRE AND IRON WORKS CO. LIMITED
LONDON

NCH
Manufacturers of Builders' Hardware, Castings and Steel Stampings.
NATIONAL HARDWARE CO. LIMITED
ORILLIA ONTARIO. CANADA

PETERBOROUGH CANOES

We make Canvas Covered and All Wood Canoes Skiffs, Motor Boats and Toboggans

The Peterborough Canoe Co., Limited
Peterborough, Canada

THE ORIGINAL RUBBER PUTTY

Vulcanizes without heat. Repairs tires, tubes, hot water bottles. Put up in three sizes: 25, 50, 150. Dealers wanted.

"TITE WAD"
"STICKS LIKE A BULL-DOG"

E Schofield, 620 Dominion Bank Bldg., Toronto

MILBRADT LADDERS.



are made in many styles and to fit all kinds of Shelving.

Write to J. H. Ashdown Hardware Co. Ltd., Winnipeg; Marshall-Wells Co. Ltd., Winnipeg; or direct for Catalogue and Prices.

John Calander Mfg. Co.
153 E. 13th Street,
ST. PAUL, MINN., U.S.A.

SIDEWALK TOOLS

Rollers, Pounders, Jointers, Edgers, Letters and Figures for cement walks.

WRIGHT TOOL COMPANY
21 West Ave. North HAMILTON, ONT.

BEAR BRAND LAMP BLACKS

A Germantown of quality that gets big business

WILCKES, MARTIN, WILCKES CO.
135 WILLIAM ST. NEW YORK

STOVE MICA

All sizes of Clear Mica in stock for immediate shipment.

Price List on Application

Mica Company of Canada, Limited
P.O. Box 156, Hull, Que.

Wanted

HELP WANTED

SALESMAN—SELL SIDE LINE. 5 ORDERS per day pay $27 per week. Product in demand by all hardware and tin shops. Used and endorsed by Dept. of Government. State references, lines handled and territory covered. Transom Mfrs. Co., Dept. E15, Northern Office Bldg., Chicago, Ill.

WANTED—TRAVELLING SALESMAN, THOROUGHLY acquainted with the wholesale hardware trade. Apply stating experience to Nicholson File Co., Port Hope, Ont.

WANTED—FURNACE SALESMAN—AN ENergetic salesman conversant with the installation of warm air heating systems. Canada Foundries & Forgings Ltd., James Smart Plant, Brockville, Ont.

EXPERIENCED HARDWARE MAN WHO IS thoroughly acquainted with Canadian hardware trade. Salary to start $2,000 year with splendid opportunity for advancement. This position is with a large Ontario company. Apply Box 246, Hardware and Metal.

WANTED—HARDWARE CLERK WITH THREE or four years' experience. State whether married or single and salary expected. Armstrong, Smyth & Dowswell, Regina, Sask.

COMPETENT PRICE CLERK WITH GOOD warehouse and office experience seeks similar position. Apply Box 260, Hardware and Metal.

WANTED — AT ONCE. TINSMITH WITH some knowledge of plumbing to take charge f shop. Apply giving experience and wages expected. C. F. Fawcett, Tweed, Ont.

WANTED — A FIRST-CLASS HARDware man, to take second position in store employing ten other clerks. Must be well posted, aggressive, and capable of taking full charge if necessary. A good position for a good man. Apply to Box 262, Hardware and Metal.

POSITIONS WANTED

EXPERIENCED SALESMAN AND COLLECTOR would like some lines of hardware or machinery. Both languages. Best of references. Oliver Lefebvre, 54 Champagne Ave., Ottawa.

MARRIED MAN, AGE TWENTY-SIX, WITH nine years' hardware experience, two wholesale, seven retail, desires position with progressive hardware firm. Box 272, Hardware and Metal.

MANUFACTURERS' AGENT CALLING ON all hardware dealers and factories wants a line on commission. Box 271, Hardware and Metal.

FOR SALE

FOR SALE — HARDWARE BUSINESS, WITH buildings and land, in good district New Ontario, doing cash business. Good reason for selling. Apply Box 253, Hardware and Metal.

WANTED

WANTED — MANUFACTURERS' AGENT wants good reliable line to sell on commission in Western Canada. Address replies to T. F. Beresford, 327 North Brock Street, Sarnia, Ont.

AGENCIES WANTED

COMMISSION AGENT

SALESMAN—SIXTEEN YEARS' EXPERIENCE —wants to represent firms for the city and district of Quebec on commission basis. Best references given if necessary. Address J. R. Watters, 44 Cremazie St., Quebec.

MISCELLANEOUS

GOOD STENOGRAPHERS ARE WHAT EVERY employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

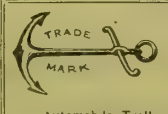
WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Ltd. Supplied by the trade throughout Canada. (tf)

ADDING TYPEWRITER, WRITE, ADD OR subtract in one operation. Elliott Fisher Limited, Room 314 Stair Building, Toronto.

DOUBLE YOUR FLOOR SPACE — BY INstalling an Otis-Fensome hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only $70. Write for catalogue "B," Otis Fensome Elevator Co., Toronto.

TRANSLATIONS

ENGLISH INTO FRENCH. COMMERCIAL, Financial and Technical Literature. Advertising booklets, catalogues, circulars, posters. Private correspondence. Manufacturers and Manufacturers' Agents desiring English to French translations will secure expert service at a moderate rate by addressing Leon A. Archambault, P.O. Box 135, Station B, Montreal.



Springs and Axles

We manufacture the celebrated "Anchor Brand" Carriage and Wagon Springs and Axles.

Automobile, Trolley, Railway and Heavy Coil Springs.

The Guelph Spring & Axle Company, Limited

GUELPH, ONTARIO

This page is the logical place for anyone in the Canadian hardware trade to place his "condensed" advertisements if he wants anything that can be supplied by any other Canadian hardwareman.

Do you want a clerk or store manager?

Do you want a position as clerk or travelling salesman?

Do you want a traveller?

Do you want to sell or exchange your business?

Do you want to buy a hardware business?

Do you want to buy or sell any store equipment?

If so, sit down now, and draft an advertisement for Hardware and Metal's "Wanted" page, setting forth just what you want, and stating your needs or qualifications.

Such an advertisement will automatically seek out for you, the only people you want to reach—those who are arctively engaged in selling hardware, in Canada.

The cost?

Trifling! Two cents per word for first insertion and one cent per word for each subsequent insertion of the same advertisement. Each figure is counted as a word, and a charge of 5 cents extra per insertion is made when Box Number is required. In this way the advertiser's name is kept confidential.

Copy for Condensed Advertisements should reach the Toronto office of Hardware and Metal not later than Thursday morning to catch the current week's issue. In order to save unnecessary correspondence and bookkeping, please remit with copy, preferably by money order.

TENTS — CANOES — PADDLES — PACKSACKS — CUSHIONS

These lines find ready sale through the hardware trade. Your stock need not be large—just a few standard size tents—as we carry a large, well assorted stock for prompt shipment. Canoes and paddles of all kinds can be supplied but should be ordered as far ahead as possible to ensure delivery when required. Various kinds of canoe cushions as well as launch cushions made to order. Can be supplied on short notice. Pack Sacks of every kind and style. Send for catalogue.

J. J. TURNER & SONS, LIMITED - PETERBOROUGH, ONT.

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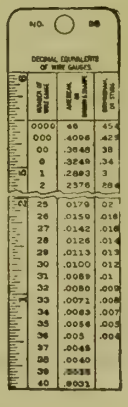
LUFKIN MECHANICS' SCALES

ACCURATE

FULL LINE

All standard patterns, also combination Steel Scales and Handy Reference Tables of Decimal Equivalents of Fraction and Wire Gauges, Tap and Drill Sizes, etc.

STOCK OUR LINE AND YOU CAN MEET ALL REQUIREMENTS





THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.

Starrett Tools



SINCE 1880



asking for these books -- get them now.

For two generations we have been making fine precision instruments — building them to the Starrett standard—not to a price.
To-day the name Starrett is recognized the world over as standard for accuracy. Starrett Tools are helping skilled mechanics produce high-quality work.

Write for Catalog No. 21MA.

The L. S. Starrett Company

The World's Greatest Toolmakers
Manufacturers of Hack Saws Unexcelled

Athol - Mass.

42-90

STARRETT TOOLS

STEEL and IRON

Our Monthly Stock list will solve your own and your customers' problems.

SEND FOR IT IT'S FREE

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BARS

IRON and MILD STEEL IN FLATS, ROUND, SQUARES OR TWISTED
all sizes

Bands—Boiler Tubes—Bolts — Nuts — Rivets —Cap and Set Screws—Beams—Angles—Channels — Plates — Tees — Tool Steel—Rails, new and relaying — Gauge Sheets—Shafting—Wire Cable, etc.

Our stocks are complete and we ship promptly.

THE
MANITOBA STEEL and IRON COMPANY
LIMITED
Steel, Iron and Metal Merchants
WINNIPEG, CANADA



HARDWARE AND METAL

Vol. XXXI
No. 19

PUBLISHED EVERY SATURDAY SINCE 1888

THE MACLEAN PUBLISHING COMPANY, LIMITED
PUBLICATION OFFICE: TORONTO, CANADA

MAY 10
1919

Our Trade Mark

A Guarantee  of "DOMINION" Quality

IRON and STEEL

Bars, Hoops, Angles, Plates, Beams, Channels, Tees, Pig Iron and Ferro Alloys

SHEET METALS

Tin, Terne and Canada Plates, Cold Rolled Strips, Polished Sheets, Sheet Zinc, Copper & Aluminum

INGOT METALS

Tin, Copper, Lead, Zinc, Antimony, Aluminum, Etc.

FIRE BRICKS & CHEMICALS

A. C. LESLIE & CO. Limited
Montreal

Are you with us in selling braces?

Our national advertising is putting bit braces on the map with amateurs as well as mechanics, emphasizing its use along with the hammer, the screw driver and the saw.

This campaign in the Saturday Evening Post and other mediums is making Millers Falls Bit Braces more than ever the standard tool, and the advertising is creating a strong demand for our No. 732 Brace which we are specially featuring because its patent chuck makes it an all-purpose tool which can do all kinds of boring with twist drills as well as with augers and other tools.

Are you with us in this campaign? If you use the same arguments and push our bit braces you can benefit by our advertising and get new business. Amateurs often have no bit brace and are willing to be shown the economy of a 732 Brace that will help them do odd jobs around the house.



Get this rack for counter and window display use. It shows up the talking points on a 732 Brace and helps do your selling for you. Sent free with small order for No. 732 Braces.

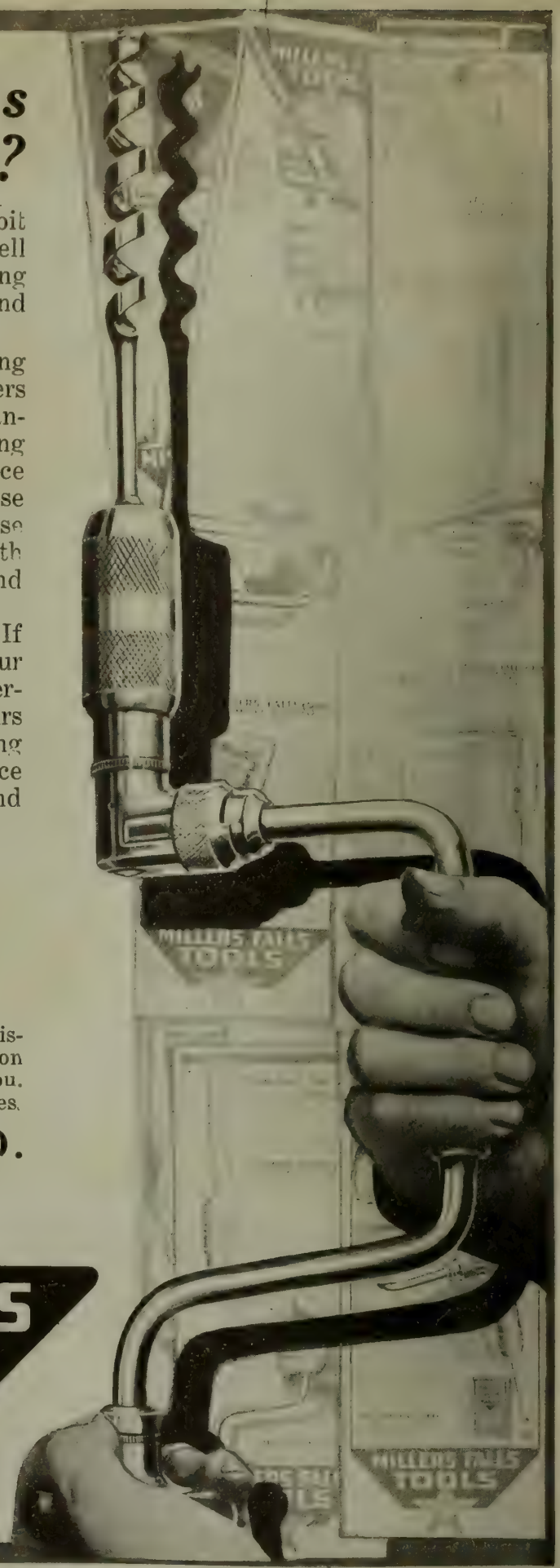
MILLERS FALLS CO.

"Toolmaker to the Master Mechanic"

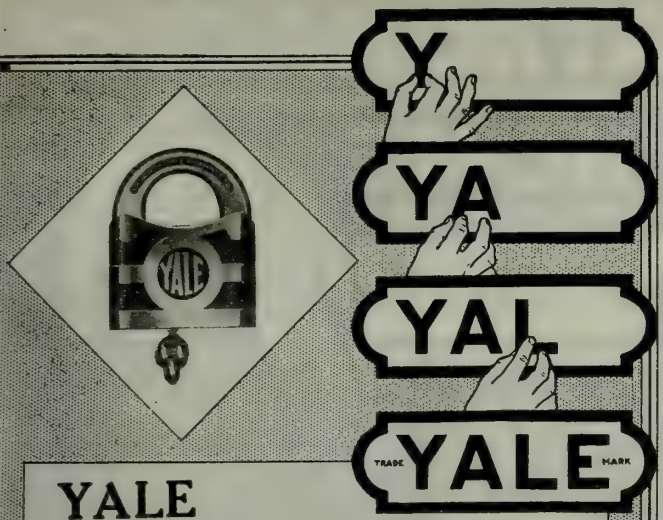
100 RIVER STREET

MILLERS FALLS, MASS.

MILLERS FALLS TOOLS



HARDWARE AND METAL, May 10th, 1919. Volume XXXI., No. 19. Published every Saturday at Toronto. Yearly subscription price, $3.00. Entered as second-class matter July 1st, 1912, at the Post Office at Buffalo, under the Act of March 3rd, 1879. Entered as second-class matter at the Post Office Department, Ottawa.



YALE Padlocks—

"The trade-mark Yale helps make the sale."

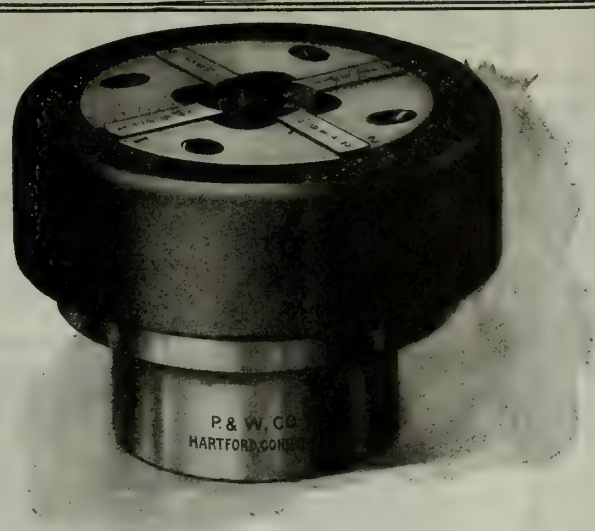
YALE Padlocks, like Yale Night Latches, Door Closers and Builders' Hardware are quick selling, profitable items in every dealer's line.

Enjoying the complete confidence of the public because of years of satisfactory service.

And being widely advertised throughout the Dominion—are but two reasons why you should stock Yale products.

Made at St. Catharines, Ont.

Canadian Yale & Towne Ltd.



DIES— Dies designed for accurate threading and easily sharpened or adjusted for wear are numbered among—

"P. & W. CO." SMALL TOOLS

also

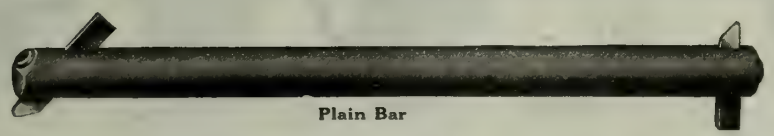
Taps, Milling Cutters, Reamers, Punches, Drills and Miscellaneous Tools. You can't go wrong on a "P. & W. Co." Tool. They are made of High Grade Materials, by Expert Workmen and Absolutely Guaranteed.

PRATT & WHITNEY CO. of Canada, Ltd.

Dundas, Ontario, Canada. Montreal, 723 Drummond Bldg. Vancouver, 609 Ban of Ottawa Bldg. Winnipeg, 1205 McArthur Bldg.



Sleeve Bar and Holder



Plain Bar

Williams' "Agrippa" Boring-Tool Holders for Multiple Bars

Raise no bar against the selection of Bars. The choice is yours.

The "twin-screw" fastening with V groove at top and bottom accommodates any shape or size of bar within its range. No shims or bushings of any kind are required.

We furnish two types of Standard Bars, Sleeve and Plain, as illustrated—they are interchangeable in the Holder.

In the *Sleeve-Bar* the Cap admits a straight or angular Cutter; either can be quickly inserted at the business end of the Bar without removing the Cap, or disturbing the setting of either the Bar, or the Holder.

The *Plain-Bar* provides for the use of both styles of Cutters in the simplest manner possible.

Machinists' Tools Booklets with your Imprint, if desired.

J. H. Williams & Co., *"The Drop-Forging People"*

The A. G. Low Co., Ltd., 30 Pacific Ave., Saskatoon, Sask.
Agents for Manitoba, Saskatchewan, Alberta and British Columbia

General Offices:
30 Richards St., Brooklyn, N.Y

KEY TO THE PATRONAGE OF EVERY HOME

UNIVERSAL HOME NEEDS

The Trade Mark Known in Every Home

Thousands of homes are using appliances bearing this UNIVERSAL trade-mark, which stands for the best in mechanical construction, material, quality and satisfaction. It is easy to sell the owners of these appliances other home needs under this trade-mark.

The UNIVERSAL Line includes a great variety of household aids, each one designed to perform better and easier service in the dining room, kitchen or boudoir.

Consistent national advertising is persistently reminding housewives of the many UNIVERSAL Home Needs. These well-advertised products should be in the stock of every Hardware Dealer.

Your profits increase with your turnover. Concentrate on goods you can get and sell quickly.



Universal
Bread Maker No. 4



Universal
Food Chopper No. 1



Universal
Percolator No. 476



Universal
Toaster No. 946



Universal
Grill No. 984

Canadian Representatives:

A. MACFARLANE & CO., LIMITED

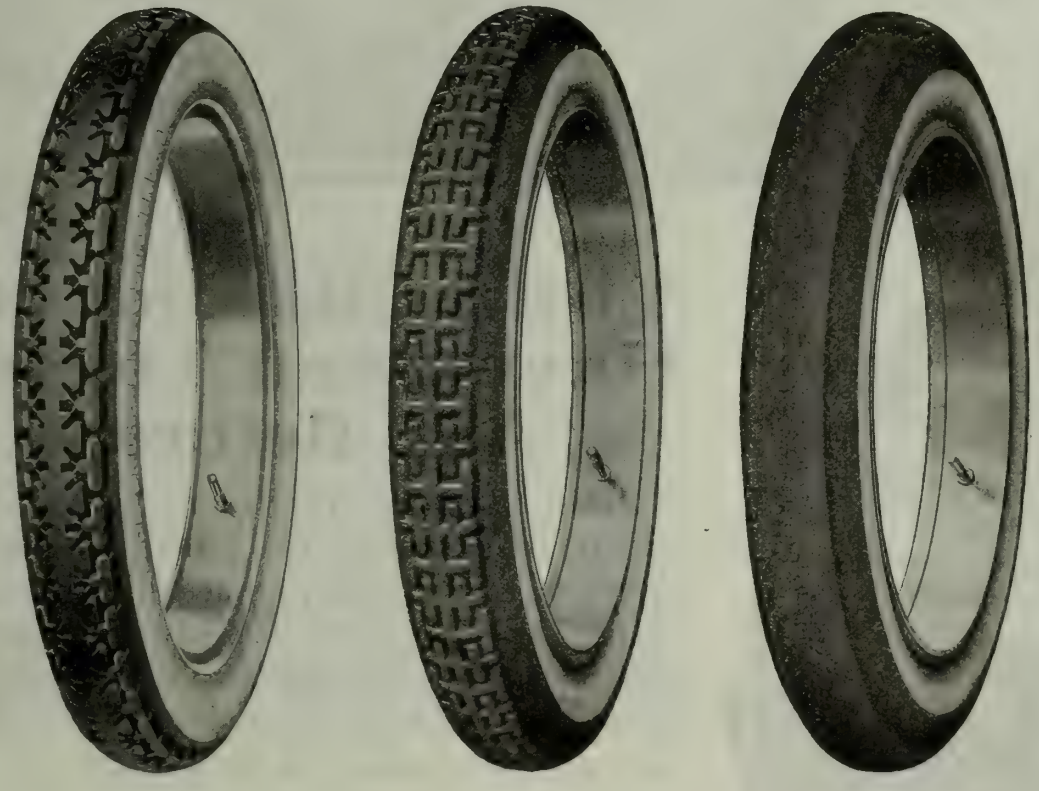
MONTREAL -:- QUEBEC

LANDERS · FRARY & CLARK

· NEW · BRITAIN · CONNECTICUT ·

QUICK SELLERS

That Make Satisfied Customers



Maltese Cross Tires pave the way to increased tire profits. The National Advertising Campaign we are now conducting is as much for your benefit as for our own. Link your stores up with this publicity.

Every Maltese Cross Tire sold is a salesman working for you to increase your tire profit. Maltese Cross Tires give that satisfaction which makes every sale a repeat order.

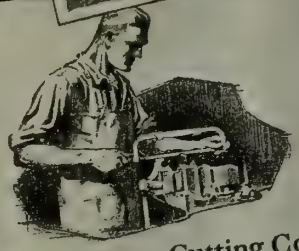
If our salesman is not in your town, write us direct for information, prices and terms.

Gutta Percha & Rubber, Limited

Head Office and Factory, TORONTO

Branches: **Halifax, Montreal, Ottawa, Toronto, Fort William, Winnipeg, Regina, Saskatoon, Lethbridge, Calgary, Edmonton, Vancouver, Victoria**

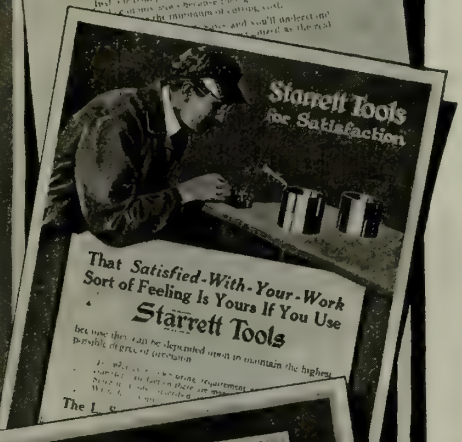


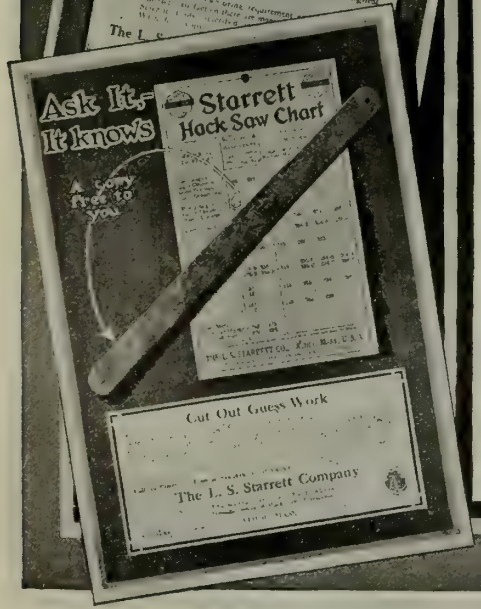


Now for Low Cutting Costs

Good-bye to hack saw troubles. No more lost time. I've changed from any hack saws to the

Starrett Hack Saws





Your Customers Have Seen These Ads Before

They are appearing in forty-nine mechanics' papers, trade papers, and general publications. Combine, with your acquaintance of tools, this selling power of thirty-nine years' experience in producing the most accurate measuring instruments—and you have the best tool proposition on the market.

We have always followed the policy of offering our dealers the co-operation they appreciate.



"The Tools Mechanics Buy" is a good book to offer for your salesmen. Ask for copies, when writing for Catalog No. 21MA.

Another Sales Help.
These Starret Books will help you sell more Starrett Tools.

The L. S. Starrett Company

The World's Greatest Tool Makers.
Manufacturers of Hack Saws Unexcelled.
Athol, Mass.

New York London Chicago

42-929





National Garage Door Set

The extra serviceable working qualities of our No. 806 Garage Door Set make it such a good seller. Its attractive appearance is also a vital factor in making sales.

Note the absence of any structural iron work, and how one door opens without disturbing the other. An easy-working garage door set,—hanger operates on a swivel, and turns on the track without sticking or binding, and doors are absolutely weather-tight.

Set No. 806 includes: No. 27 Latch; 1 only Swivel Hanger; 6-foot Braced Rail; 4½ pair, 4 x 4 inch Jap. No. 505 T.P. Butts; 1 only, No. 820 Chain Bolt; 1 only, No. 830 Foot Bolt; 1 only, No. 5 Pull; 1 only, 4½ inch No. 30 Safety Hasp. All necessary bolts and screws. Comes packed in the "Unusual National Way." Japan finished. Write for prices, etc.

NATIONAL MANUFACTURING COMPANY, STERLING, ILL.

ALL GARAGE DOORS SHOULD BE HUNG ON ROLLERS

No equipment ever produced offers the many attractive features or gives such universal satisfaction to the user as does the

HATCH GARAGE DOOR OUTFIT

Outfit includes:

- **3 Special Swivel Door Rollers**
- **22 Feet of Track**
- **3 Pairs Special Garage Door Hinges**
- **3 Stay Rollers**
- **2 Extra Heavy Door Handles**
- **1 Safety Hasp**
- **1 Hook and Eye**



Makes doors weather-tight, sag-proof; prevents slamming, and does not get out of order.

The hinged door allows entrance without opening the other two.

Complete directions packed with every set.

The roller bearing swivel hangers hold the doors in place, take the bind off the hinges and roll the doors around the corner, on the inside of building to the side wall.

SWING IN NOW---WRITE OUR HANGER DEPT. TO-DAY.

CANADA STEEL GOODS COMPANY, LIMITED, Hamilton, Canada

"DAVIDSON'S" DAIRY SUPPLIES

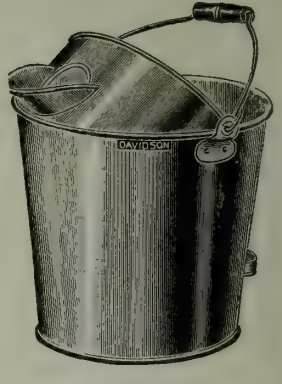


Creamery Can

In line with your policy of handling only the best merchandise—it will pay you to investigate our *Dairy Supplies*.

We manufacture Cheese, Factory and Railroad Milk Cans, Cream Cans, Delivery Milk Cans, Creamery Cans, Ice Cream Cans, Milk Aerators, Strainers, Strainer Pails, Cream Pails and Dairy Pails. All made to stand a great amount of wear and absolutely sanitary.

Write to-day for our catalogue. Fully illustrated.



Milk Strainer Pail

THE THOS. DAVIDSON MFG. CO., Limited

Toronto Montreal Winnipeg



Plymouth Rope

is an honest rope, both in construction and workmanship. Under proper working conditions it will give superior service in any field of endeavor, insuring safety, satisfaction and economy to the user.

Rope—like everything else—wears out. Its length of service depends on two things—the **quality** of the rope, and the **treatment and care** it receives. The quality of Plymouth Rope goes without saying. Dealers can help their customers obtain **extra** service in the use of Plymouth Rope by handing them a copy of our booklet, "How to Take Care of Rope." A supply of these booklets will be sent to Plymouth dealers on request.

PLYMOUTH CORDAGE CO.

North Plymouth, Mass. **Welland, Canada**

INDEPENDENT CORDAGE CO., Ltd., Toronto, CANADA
Canadian Sales Agents

PLYMOUTH TRADE MARK 1824

Time to Order
FREEZERS





All of the three, LIGHTNING, GEM or BLIZZARD, have served the housewives of America for thirty years, and, like the cream they create, are in demand in all seasons.

They are built of the very best material and workmanship possible—their ingenious construction makes them easy to operate, quick freezing, and economical to both dealer and user.





The Blizzard, being simpler in construction and cheaper in price, makes it a good running-mate with either the Lightning or Gem. They sel themselves and stay sold! No come-backs or complaints.

This means easy net profits for you.

Your Jobber Can Supply

NORTH BROS. MFG. CO.
PHILADELPHIA, PA.

TRIMO

The word Trimo

stands for good tools made by the Trimont Mfg. Co., which are the following:

The Trimo Pipe Wrench
The Trimo Chain Pipe Wrench
The Trimo Monkey Wrench
The Trimo Pipe Cutter (Hand)

The four good points that make **Trimo Pipe Wrenches** superior are the **Spiral Spring** always in place—**Steel Frames** that will not break—**Nut Guards** that protect adjustment nut—and the **Inserted Jaw** in handle that can be replaced when worn. Save money and buy Trimo goods, made by

TRIMONT MFG. CO.
55-71 Amory Street
Roxbury, Mass.
U.S.A.



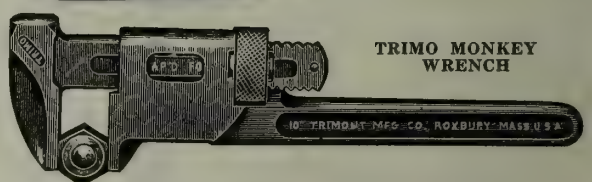
TRIMO PIPE WRENCH
WOOD HANDLE



TRIMO PIPE WRENCH
STEEL HANDLE

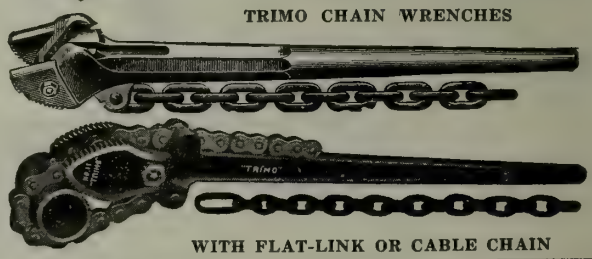
TRIMO PIPE CUTTER



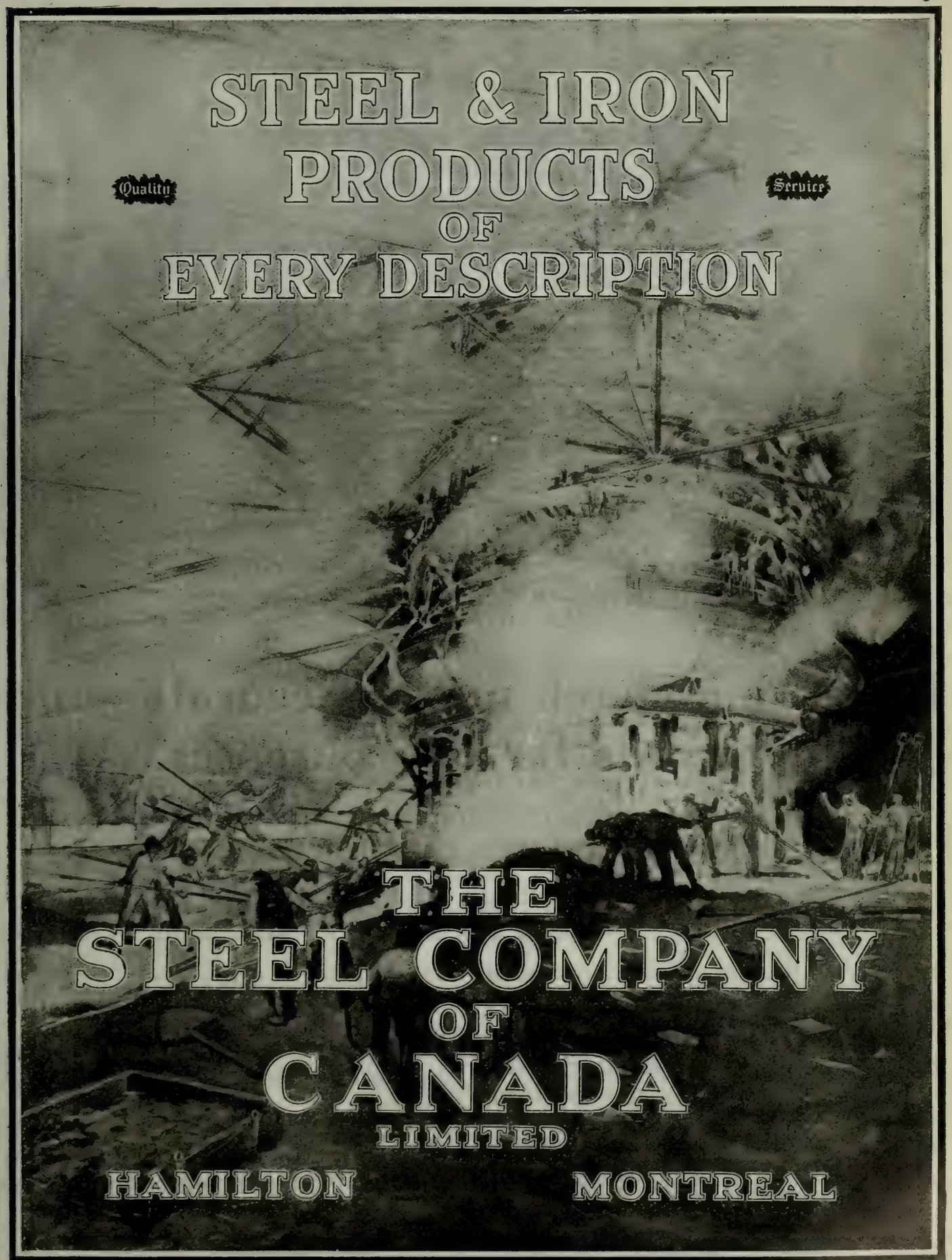


TRIMO MONKEY
WRENCH

TRIMO CHAIN WRENCHES



WITH FLAT-LINK OR CABLE CHAIN


STEEL & IRON
PRODUCTS
OF
EVERY DESCRIPTION
Quality
Service
THE
STEEL COMPANY
OF
CANADA
LIMITED
HAMILTON
MONTREAL



Every merchant needs accurate store records for two purposes

1. Every day he needs a complete, accurate record of his store transactions to successfully control his business.
2. He needs these same figures every time his banker or wholesaler calls on him for a financial statement.

He also needs them to know how much money he is making, and what it costs him to do business.

Every merchant can get a record of his store transactions in two ways—slowly by hand, or quickly and accurately by machinery.

A modern National Cash Register will give him accurate, unchangeable records. It will classify, add, and certify. It will save him work and reduce his expenses.

No merchant should keep records by hand that can be kept so easily by machinery.

A post card will bring full information about how an up-to-date National will take the drudgery out of keeping store records.

The National Cash Register Company of Canada, Limited
Toronto, Ont.
Offices in all the principal cities of the world

WILT

HIGH SPEED AND CARBON
TWIST DRILLS
REAMERS AND MILLING CUTTERS

Quality First

A High Standard of perfection is maintained throughout the various processes of manufacturing **WILT High Speed and Carbon Twist Drills, Reamers and Milling Cutters.**

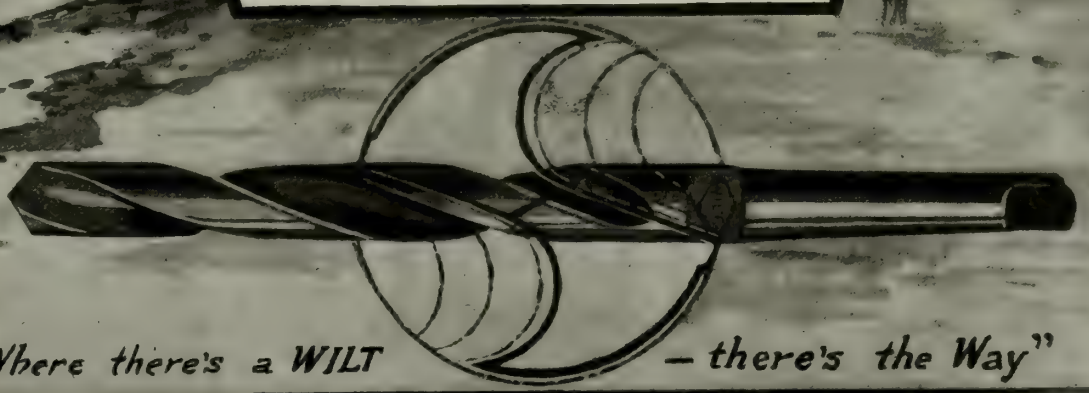
QUALITY FIRST is the corner stone upon which all **WILT** products are built.

Wherever the name of **WILT** is known there the utmost in **Tool Efficiency** is realized. Good mechanics **Buy** the name, and progressive dealers **Know** of its great sales-creating value.

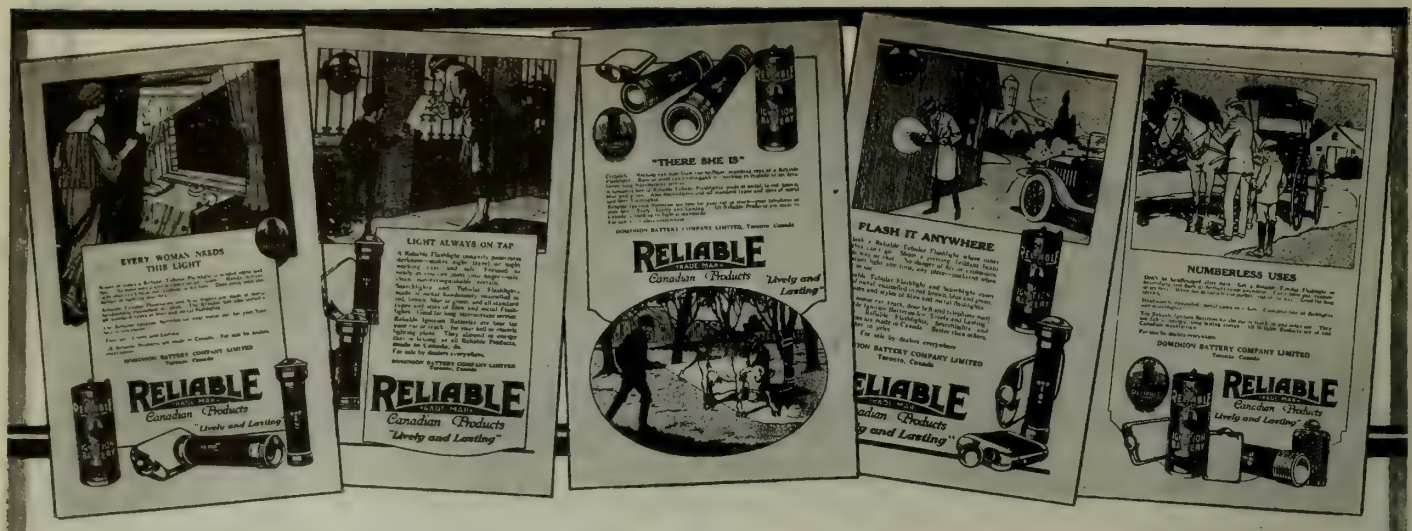
Sell **WILT Products** for greater profits and more satisfied customers.

WILT TWIST DRILL COMPANY
OF CANADA, LTD. WALKERVILLE, ONT.

London Office: Wilt Twist Drill Agency, Moorgate Hall, Finsbury Pavement, London, E.C. 2, England.



"Where there's a WILT — there's the Way"



These Advertisements Are Your Salesmen

Advertising of Canadian-made Reliable Flashlights and Reliable Batteries will send its selling message to the outermost parts of Canada.

The great merits of Reliable products will be driven home to the multitude of Canadians who use flashlights and batteries—farmers, automobile and truck owners, fishermen, sportsmen, housewives, boys and girls.

Publications carrying our advertising reach 1,600,000 Canadian homes every issue, and schedules are planned to cover the year.

Reliable Tubular Flashlights are of metal, handsomely enamelled in colors. Their looks help sell them, their quality brings customers back. Reliable Batteries repeat because they *are* "Lively and Lasting."

More than 3,900,000 batteries and 250,000 flashlights are sold yearly in Canada. Get your share of this tremendous retail business. Stock Reliable products *at once.*

Profits on Reliable products are bigger than on competing lines. Ask your jobber to supply you from his fresh stock.

Reliable selling helps are worth using—inquire about them.

JOBBERS IN PROVINCE OF ONTARIO:

The Hamilton Whip Co., Limited, Hamilton; Benson-Wilcox Electric Company, London; The Masco Co., Limited, Toronto; The H. S. Howland Sons & Company, Toronto; The Aikenhead Hardware Company, Toronto; Thos. Birkett & Sons, Ottawa; Keyes Auto Supply, Limited, Ottawa; Marchand & Donnelly, Ottawa; and many others throughout Canada.

DOMINION BATTERY COMPANY, LIMITED - TORONTO, ONTARIO

"Lively and Lasting"

RELIABLE

TRADE MARK

Canadian Products





The advertisement shown above is No. 6 of a series that will appear during 1919 in newspapers and magazines from Coast to Coast. Hardware dealers can profit by this advertising by placing an order at once with any of the following distributors:

E. T. Black Tire Company	Vancouver, B.C.	The Marks-Clavett-Dobie Co., Ltd.,	Port Arthur, Ont.
Border City Auto Supply Co.	Windsor, Ont.	Marshall-Wells Co., Ltd.	Winnipeg, Man.
The Chapin Company	Calgary, Alta.	Marshall-Wells Alberta Co., Ltd.	Edmonton, Alta.
The Canada Auto Devices Co.	London, Ont.	Ontario Auto Spring & Supply Co.	Guelph, Ont.
Edwin Chown & Son	Kingston, Ont.	Thomas Plimley	Victoria, B.C.
Cragg Bros. Co., Ltd.	Halifax, N.S.	Summer Company	Moncton, N.B.
Hugh Carson Co., Ltd.	Ottawa, Ont.	Samuel Trees & Co., Ltd.	Toronto, Ont.
G. L. Griffith & Son	Stratford, Ont.	The United Automobile Tire Co., Ltd.,	St. John, N.B.
Lamontagne, Ltd.	Montreal, Que.	Wilson Auto Specialties Co.	Hamilton, Ont.

THE HAMILTON STOVE & HEATER CO.
LIMITED

SUCCESSORS TO

GURNEY TILDEN & COMPANY,
LIMITED

MANUFACTURERS OF

STOVES, RANGES, BOILERS, RADIATORS, FURNACES REGISTERS, LOCKS AND HARDWARE

Head Office and Works
HAMILTON, ONTARIO
Established 1843

Warehouses and Offices:
Winnipeg,
134½ Higgins Ave.
Montreal, 167 McGill St.

Agencies and Showrooms:

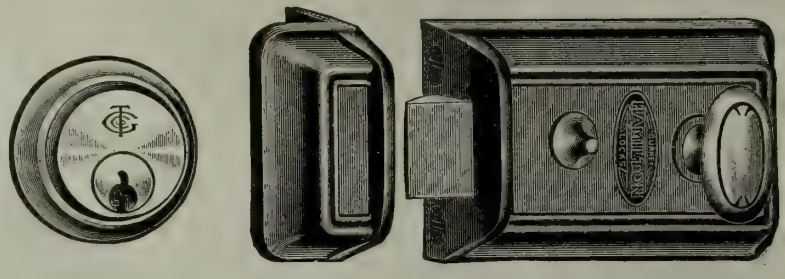
Chas. Rankow, Durban, South Africa; Webb Bros., Demerara, British Guiana; W. G. Chester, 1160 Hamilton St., Vancouver, B.C., Edward Le Bas & Co., Inc., 64-68 Broad St., New York, N.Y.; Dock House, Billiter St., London, E.C. 3, England.

Cable Address
"HASTCO"

Western Union Telegraph Code and A.B.C., Code, Fifth Edition.

Number 1980

New Cylinder Night Latch, Antique Copper Finish. For sale by Jobbers everywhere. Price, $30.32 per doz. net.



SOUVENIR
- Ranges
- Cooking Stoves
- Warming Closets
- Heaters
- Caboose or Van Stoves
- Base Burners
- Box Stoves
- Laundry Stoves
- Cottage Furnaces
- Gas Ranges
- Gas Hot Plates
- Gas Garage Heaters
- Gas Garbage Incinerators
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- Warm Air Furnaces
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IDEAL
- Smokeless Boilers

GURNEY

HAMILTON
- Locks and Keyes
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- Simplex Transom Lifters
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- Knobs
- Store Door Sets
- Front Door Sets
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- Foot and Chain Bolts
- Extension Flush Bolts
- Cupboard Catches
- Transom Catches
- Drawer Pulls
- Hat and Coat Hooks
- Shelf Brackets
- Casement Holders
- Transom Chains
- Sash Pulleys
- Hinges and Butts
- Kick Plates
- All Standard Finishes or to Sample.

British Crown Steel Plate Range



One of our best selling ranges.

Well made and highly finished.

Guaranteed baker cast iron fire box.

May be quickly changed from coal to wood.

Oven—17½ x 21 x 11¾.
4—9″ Covers, 2—5½″ Covers.
Coal Fire Box 18 x 7 x 7½.
Wood Fire Box 21 x 7 x 7½.
Square, with high closet and white enamel splashers.

Ash shown, 285 lbs. - - $46.35 net
With Reservoir, 310 lbs. - 51.95 net

Special Discounts for Quantity Orders.



Westminster Design, as supplied the New Parliament Buildings at Toronto.

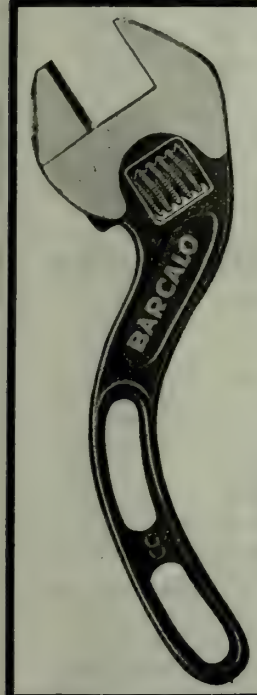
Write for catalog and prices on any line you are interested in.

BARCALO

"S" Wrench

Simplicity

During our past twenty years' experience in the making and marketing of metal products we have made **Simplicity** a necessary quality—for an ideal "S" wrench. The absence of complicated parts in the Barcalo "S" wrench has made it a general favorite. Note the few parts, but four—a drop-forged movable jaw—screw—pin and solid bar. All combined to make a handy, durable and useful tool for the Mechanic, Machinist and Garageman.



The Wrench

There are many things the Barcalo "S" wrench will do, that many other wrenches will not—there are splendid profits to be made by you in selling it and the customer's satisfaction created will mean an added **quality reputation** to your store.

Made in 6, 8, 10, 12 and 14 inch sizes.



Its Parts

Our guarantee is **your protection.** We supply without question a new wrench for every one proving unsatisfactory in any way. Write to-day for information and prices.

Barcalo Manufacturing Company

BUFFALO, NEW YORK

WINNIPEG
D. PHILLIPS
138 Portage Ave. East

Real Protection

For the dealer and consumer is behind DOWSWELL-LEES' Products

It represents 30 years of producing washing machines and wringers in large quantities with skilled workmen —the best machinery and efficient management — a combination that offers you the best value in home laundry equipment.



Arrow Brand Wringers.

Our assortment embraces only machines of established reputation— mechanically correct and durably finished—a line to meet the requirements of every family.

Your nearest jobber handles and recommends them, and stocks are carried by us in Hamilton and Montreal.



THE **SEAFOAM**

Electric Washer and Wringer. Convenient to operate---Absolutely safe.

Wrings while it washes, washes while it wrings.



DOWSWELL, LEES & CO., LTD.

HAMILTON, CANADA

Makers of every type of hand or power washing machine of merit. Also ARROW BRAND Clothes Wringers.

Western Representative:
HARRY F. MOULDEN & SON
WINNIPEG, MAN.

Eastern Representative:
JOHN R. ANDERSON
MONTREAL, QUE.

Electrical

Supplies—Apparatus—Devices

We offer a most complete electrical line. The name *Northern Electric* stands for "Service" and everything "Electrical." There is not a single contract too large or too small for us to handle, whether an order for wire or the installing of a city's complete Fire, Police, Lighting and Power System.

The following is only a partial list:—

Ammeters
Arc Lamp Supplies
Automobile Accessories
Bare Wire
Batteries
Bells
Bryant Wiring Devices
Burglar Alarm Apparatus
Cable
Clusters
Conduits
Copper Wire
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Dome Lamps
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Dynamos
Electric Cooking Devices
Esterline Instruments
Fans
Fibre
Fixtures
Floodlights
Fuses
Gears
Generators
Gongs
Grinders
Hammers
Head Lights
Incandescent Lamps
Industrial Lighting
Insulators
Instruments
Interphones
Jacks
Joints Cable Splicing
Klaxon Warning Signals
Knife Switches
Lamps
Lighting Outfits
Marine Fittings
Mazda Lamps
Meters
Mine Telephones
Motors
Nitrogen Lamps
Oil Switches
Ornamental Posts
Outlet Boxes
Pins
Plugs
Pole Line Material
Protectors
Railway Material
Railway Telephone Apparatus
Receptacles
Reflectors
Rubber Covered Wire
Search Lights
Signal Bell Gongs and Horns
Sockets
Steel Wire and Strand
Street Lighting Systems
Switches
Switchboards
Tape
Telephones
Testing Instruments
Tools
Transformers
Weston Instruments
Watt Hour Meters
Wire
Wood Poles

Our nearest house will be glad to quote you on your requirements — any of the items listed or anything in the Electrical business.

Northern Electric Company

LIMITED

Montreal
Halifax
Ottawa

Toronto
London
Winnipeg

Regina
Calgary
Vancouver

You are safe in buying



Benjamin

Sockets for Electrical Use



BECAUSE :—

The workmanship is good—they are made to last.
The materials are good—quality and dimensions conform to best standards.
They are "Made-in-Canada"—here in our own factory, under careful supervision.
They are approved by electrical authorities.
The prices are right—ask for them.

PRODUCTS

Plug Clusters
Wireless Clusters
Attachment Plugs
Stand Lamp Clusters
Sockets
Wiring Devices
Reflectors
Street Lighting Units
Store and Office Fixtures
Industrial Lighting Units
Gas and Vapor Proof Fixtures
Show Case Lighting Material
Knife Switches
Panel Boards
Marine Fixtures

SEND FOR CATALOGUE

Benjamin Electric Mfg. Co.
of Canada, Limited

Head Office and Works : 11-17 Charlotte St., TORONTO

Why Not Stock Them?

WE are Washing Machine specialists. For twenty years we have been manufacturing home laundry equipment exclusively. Our "1900" Cataract and "1900" Agitator Electric Machines are the best designed Washers on the market. They are mechanically perfect and give wonderful satisfaction.

A liberal profit is allowed on all "1900" Washers and Wringers. Our complete line includes washers that operate by Hand, Water Power, Engine Power and Electric Motor. We also have a full assortment of sizes and grades of superior, beautifully finished hand and power wringers. The profit made by carrying the "1900" line is limited only by the "prospects" within your reach.



"1900" Agitator Electric.



"1900" Cataract Electric.

Extensively Advertised— And the Dealer Gets the Benefit

Every dealer who proves his worth is handed all the inquiries from his territory resulting from our twice-a-year advertising campaigns.
If, at the present time, you do not carry a line of washing machines, or are looking for "something better," you will profit by writing our "Wholesale Department."

THE "1900" WASHER COMPANY
537 Yonge St. - Toronto

Be the Master of Your Own Business!

LACO Lamp contracts are not iron-clad complicated agreements limiting your sales initiative. They do not require you to build up our business at your expense. Our aim is to co-operate with you in gaining profit and prestige to our mutual benefit.

WE make no attempt to finance your business. You are trading independently on your own capital. You buy your LACO stock—we presume you will handle it with the same business judgment that has prompted you to want LACO in your store. We hold no whip-hand over you, once you have bought the goods—we ask no more than we give.

YOUR order for LACO lamps is a definite business transaction—you order what you require, not only as judged from your own past experience, but what you need, as you need it, and when you need it.

Your order is filled according to *your* wishes alone.

A Square Deal to YOU—to your CUSTOMER—to our JOBBERS—and to OURSELVES

Back of it all is the unsurpassed LACO Guarantee, that protects you and benefits us all.

The business you build in LACO LAMPS is yours to hold. Make no mistake—

HANDLE

LACO LAMPS

Complete Stock always available from LACO Jobbers in leading centres, or our various branches

Canadian Laco-Philips Co., Limited

Montreal Toronto Winnipeg Vancouver

Another BISHOPRIC STUCCO BOARD Home



More and more are home-owners building with stucco, because of its economy, strength and durability.

This photograph shows the residence being built by Superintendent J. H. W. Bower, of the Military Hospitals Commission, at Sunnyside and Fentiman Avenues, Ottawa.

Bishopric Stucco Board was used on all interior outside walls as a background for plaster; Bishopric Sheathing was used in place of lumber on outside walls on studs—then furred with 1 x 2 furring strips and stucco board and cement stucco applied, giving a double air space, increasing the warmth and durability of the building, yet not increasing to any great extent the cost.

Every Hardware Dealer—who does any business at all with Architects, Builders and Contractors—can handle Bishopric Products to advantage.

Write us for samples and prices.

Bishopric Wall Board Co., Limited, OTTAWA

Sanitary -- Odor-Proof -- Sturdy

That's the story of Eddy's Indurated Fibreware in a nutshell.

In the Home On the Farm Anywhere Everywhere

Eddy's Indurated Fibreware finds a place and makes friends. There's no great selling argument required when you handle this line. It sells itself. Its very appearance suggests cleanliness. Moulded, pressed and baked, its glass-like surface at first sight impresses your customers with the fact that dust or dirt simply cannot lodge in it, for the very good reason that there's no crevices or cracks in it for dust or dirt to lodge in.

EDDY'S
INDURATED FIBREWARE

is an all year 'round proposition. The better your stock of it, the more you'll sell.

Get ready for big summer business.

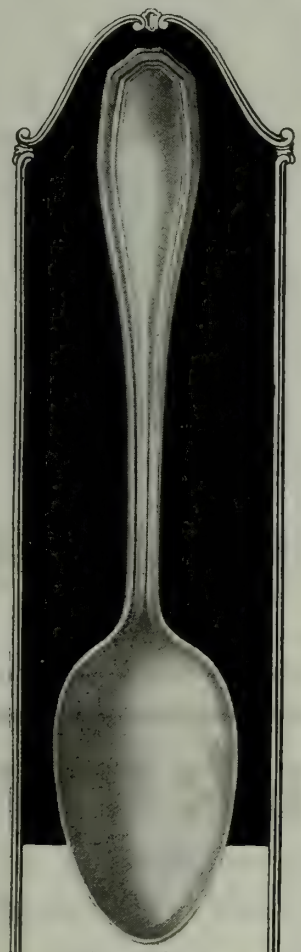
Have it when it's asked for.

The E. B. EDDY CO., Limited

Makers of the World Famous "EDDY MATCHES"

HULL CANADA

The Silver Plate of William Rogers and his Son



The Clinton

An unusually inviting design, in the Colonial spirit, certain to prove in years to come as pleasing an appointment of your family table as it is today.

The Silver Plate of Wm. Rogers & Son is known favourably throughout the Dominion to buyers of good judgment as to values and quality.

Wise dealers will make an effort to capture more and more of this lucrative business. Every woman that enters your doors is thinking of *her* home—of the things that will beautify it.

She can be made to think of—to *buy*—the silver plate you offer her.

From Coast to Coast

The Silverplate of

William Rogers and his Son

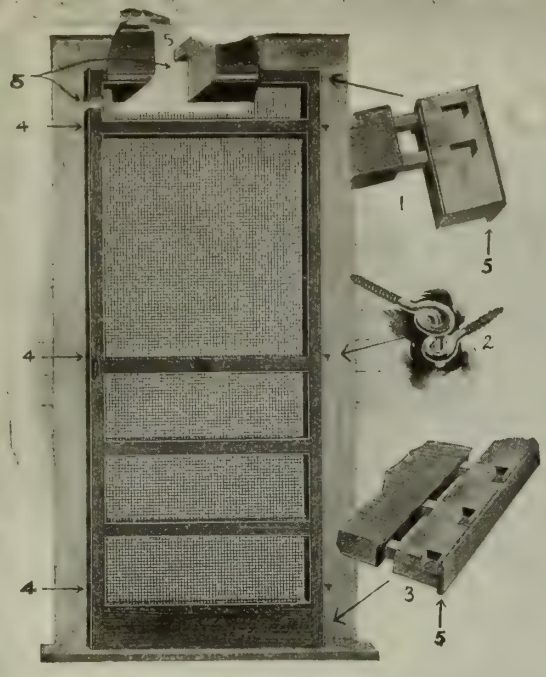
is known as

"The Best at the Price"

Made and guaranteed by

WM. ROGERS MFG. CO., LTD.

Niagara Falls, Ontario



26 MORTISE *and* TENON JOINTS

That's why "KASEMENT screen doors are guaranteed not to sag.

Every "KASEMENT" door is clamped together in a power press. The tenons are one-sixteenth of an inch oversize, when the door leaves the press it simply cannot pull apart.

"KASEMENT" doors are supplied complete with "KASEMENT" hardware, in individual cartons all ready to hand out.

"KASEMENT" doors are the easiest doors in the world to put up and can be taken down in a jiffy.

SOLD FROM COAST TO COAST

KASEMENT SKRENE DORE COMPANY

183 Church St., Toronto, Canada

Factory: Burlington, Ontario





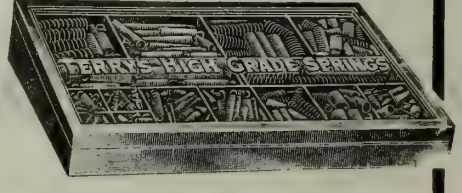
Terry's Patent Steel Spring Exercisers are of splendid wearing quality. Made from a high grade steel; they are good for years of service.

Each set packed in cardboard box, with illustrated chart of exercises.





We have a good standard range of display clips. Of proved value to the shop window or display dresser.



568—Handsome oak and plate glass counter case. Contains about 5 gross well assorted high grade springs. Size 22" x 13".

We also supply a good range of assorted boxes of springs, washers, hoseclips, cottars, pins, etc., split and taper.



603—Magneto Spanner Oxydized.

Our range of double-ended and folding spanners are worthy of your investigation.

TERRY'S

Representative is in Canada with range of Samples



WE are a thoroughly British firm with a 63 years reputation for honest straight dealing and excellent quality. Our MR. ERNEST CLARKE has planned to visit every city of note. You will be notified of his visit thro the local press and interviews will be arranged by appointment.

We trust you will make his visit successful and pleasant.

HERBERT TERRY & SONS, LTD.

Manufacturers

REDDITCH, ENG.

Established 1855



Our slogan is "a washer for every want," and an invitation is given to all who are interested to ask for prices and samples.



Better Sheet Metal

Give your customer the *facts* about sheet metal. Let him understand that it pays to use Toncan Metal of fairly good weight, that it means many added years of service, that it is cheaper in the long run.

It pays the sheet metal man too, because his work is judged largely by the way it lasts.

Send for our "Corrosion Book"—it gives the facts.

Recommend and use Toncan Metal for every sheet metal service from culverts to conductor pipe, from roofing to refrigeration. It pays all ways.

The Pedlar People Ltd.

Canadian Distributors - Oshawa, Ont.

The Stark Rolling Mill Co., Canton, O.
Sole Makers

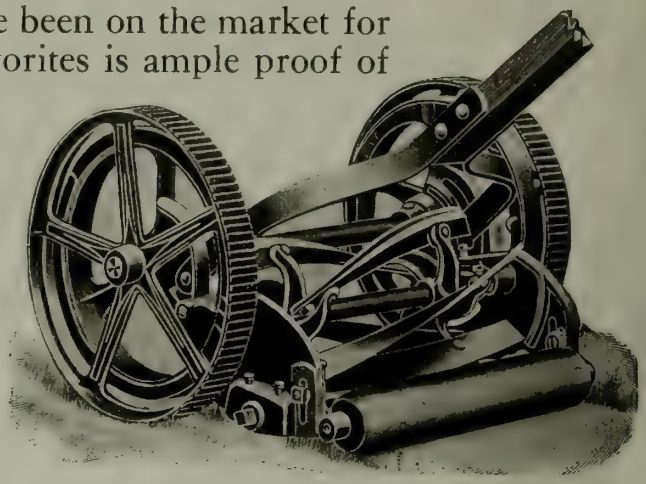
TONCAN METAL

Resists Corrosion

WHAT'S IN A GUARANTEE?

The fact that T. F. Lawn Mowers have been on the market for forty years and are still the general favorites is ample proof of superiority over other makes.

They measure up to all we claim for them. There's "selling value" in the T.F. Guarantee.



The Taylor-Forbes Lawn Mowers are guaranteed for one year from date of purchase, against defective material and if for any reason the purchaser is dissatisfied with the machine we will be pleased to replace it free of charge, if delivered at our works accompanied by the tag attached to each mower.

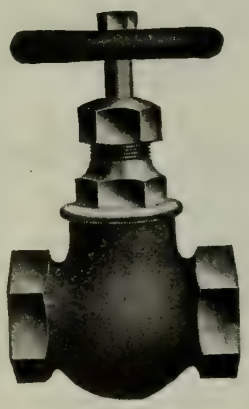
The Largest Manufacturers of Hardware in Canada

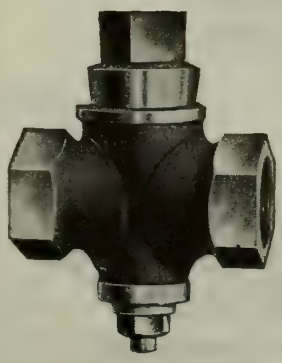
Taylor-Forbes Company, Limited

Taylor-Forbes Co., 246 Craig St. W., Montreal.
H. G. Rogers, Ltd., 147 Prince William Street, St. John, N.B.

Head Office and Works:
Guelph, Ont.

Taylor-Forbes Co., Ltd., 1070 Homer Street, Vancouver.
H. F. Moulden & Son, 314 Confederation Life Bldg., Winnipeg.





FIVE WORKS---OVER 3,000 EMPLOYEES

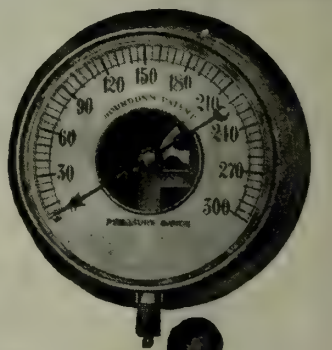
UNITED BRASSFOUNDERS AND ENGINEERS, LIMITED

EMPRESS FOUNDRY, CORNBROOK, MANCHESTER, ENG.

DURING THE WAR our Plants have been exclusively engaged on work of supreme national importance.

WITH PEACE IN SIGHT we are pleased to announce that we intend to again direct our energies to the intensive production of:—

GUNMETAL and BRASS VALVES and COCKS.
STEAM, WATER and COMPRESSED AIR FITTINGS GENERALLY.
CAST IRON STOP and SLUICE VALVES.
SEMI-ROTARY PUMPS.
EXTRUDED BRASS and BRONZE BARS.
BRASS BOLTS and NUTS, STUDS and GENERAL TURNED WORK FROM THE BAR.
CAST AND MALLEABLE IRON COCKS and PIPE FITTINGS.
PRESSURE and VACUUM GAUGES.
INJECTORS and GENERAL JET APPLIANCES.
ENGINE GOVERNORS (Pickering, Proell, and Other Types).
SPRAYING MACHINES, for Insecticides and Lime-washing.
COPPERSMITHS' WORK.
"STELLA" BRAND ALLOYS: MANGANESE COPPER, SILICON COPPER, FERRO ZINC, PHOSPHOR COPPER and TIN, etc.





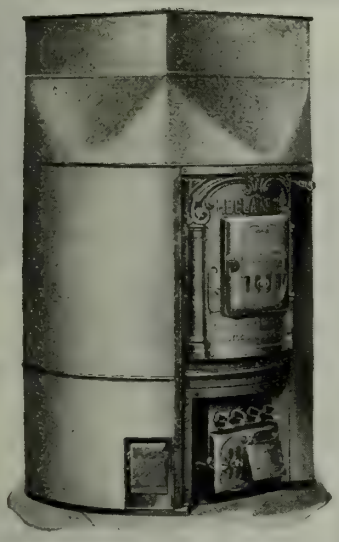
"UBEL" POST-WAR SERVICE

If you are interested in any or all of the lines mentioned, and are in a position to take a hand in the energetic distribution of the same, please communicate with us NOW to our Head Office, at above address.

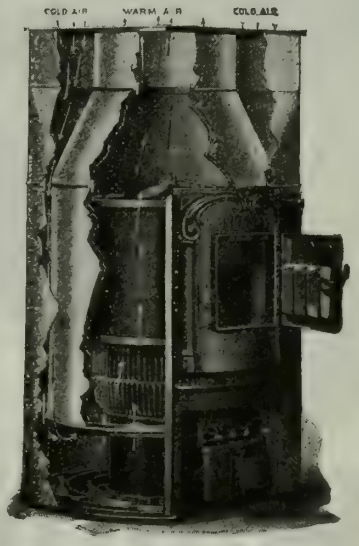
Here's the Hecla PIPELESS Furnace

to increase your sales—widen your market

Once again, Clare Bros. are the first to produce an innovation—this time in furnaces.



The "Hecla" Pipeless Furnace is a furnace with all the "Hecla" qualities—modified to suit the needs of a pipeless heating plant. The patented features—circular waterpan—steel ribbed firepot—dust and gas proof fused joints—which made the "Hecla" the best selling furnace in Canada, are all incorporated in the pipeless furnace.



And it **will** heat buildings. The principle upon which all pipeless heating is based is so scientifically applied in the Hecla Pipeless that the whole building is made comfortable and uniformly warm. And the temperature throughout is even. The volume of cold and warm air is so carefully proportioned that it is impossible to have one room hot.

A Great Field

You will find a warm welcome for the "Hecla" pipeless furnace in your usual furnace trade. And it is so easy to instal. No pipes to make except the smoke pipe—no elbows to cut—only one register—it is complete in itself—you do not need a large number of workmen to instal a "Hecla" Pipeless Furnace. And it means a much larger market for you. Houses without furnace piping will instal a pipeless. It is ideal for churches, one-roomed schools, halls, etc. It will establish the ventilation so necessary to health, not given by steam or hot water heating. It acts also as an auxiliary in the spring and fall when only a temporary heat is needed. Houses with cellars with no room for pipes will welcome the pipeless idea.

A Hecla Pipeless Furnace will give you a market much larger than you now enjoy.

Learn more about this perfected furnace. Write to-day for our catalogue. We still have a few territories open for agents. Inquire about getting the appointment in your district.

We now have a most complete booklet on the Hecla Pipeless Furnace ready. Write for a supply—distribute them among your prospects.

Clare Bros. & Co., Limited

PRESTON - ONTARIO

CLARE BROS. WESTERN, LIMITED

WINNIPEG SASKATOON CALGARY

RACE HUNT & GIDDY, EDMONTON



The Bull Dog Bite

The "W & B" Pipe Wrenches mind what you say.

Just tighten up on your pipe or rod and there's no shaking or pulling loose until you get around to where you want it. Then—quick release, and you're off.

Full range of sizes—6 to 14-inch, with wood handle grips; 18 to 48-inch, with steel handle grips.

Interchangeable parts. Milled teeth both jaws.

Full polish finish. Prompt shipment from stock.

The Whitman & Barnes Manufacturing Co.

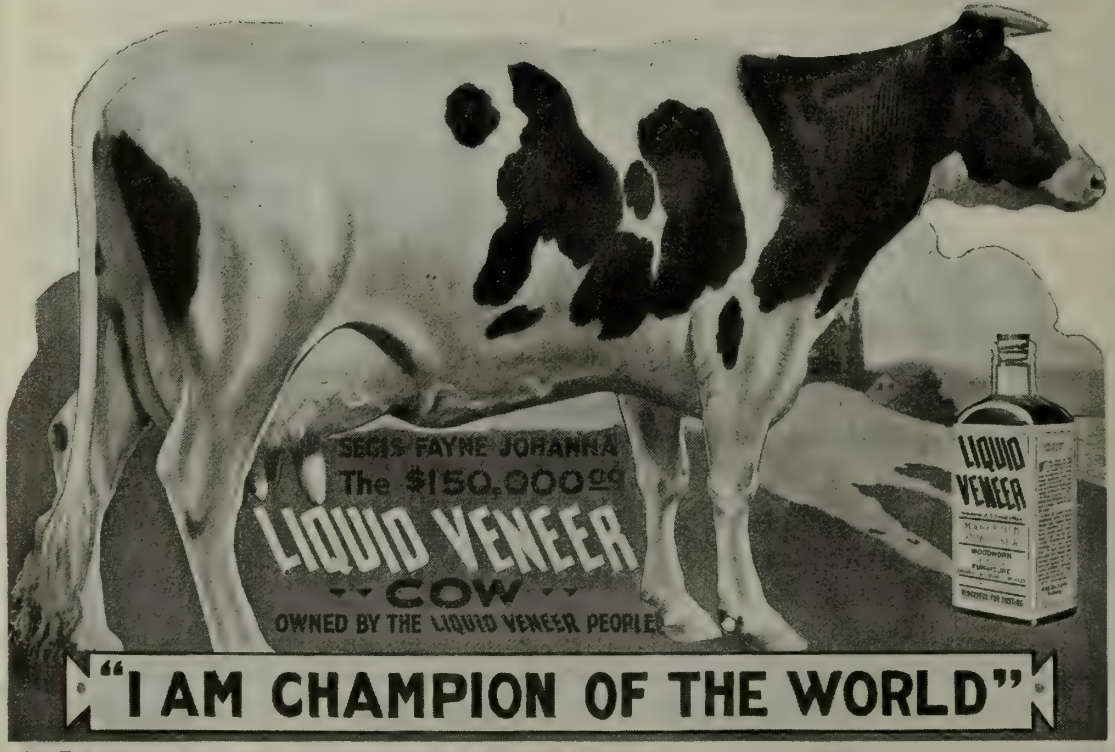
Office and Factory: St. Catharines, Ont.

London Office: 139 Queen Victoria St., E.C.

Established Whitman & Barnes 65 Years

TWIST DRILLS — REAMERS — WRENCHES — HAMMERS

Is This Big Cutout In *Your* Window?



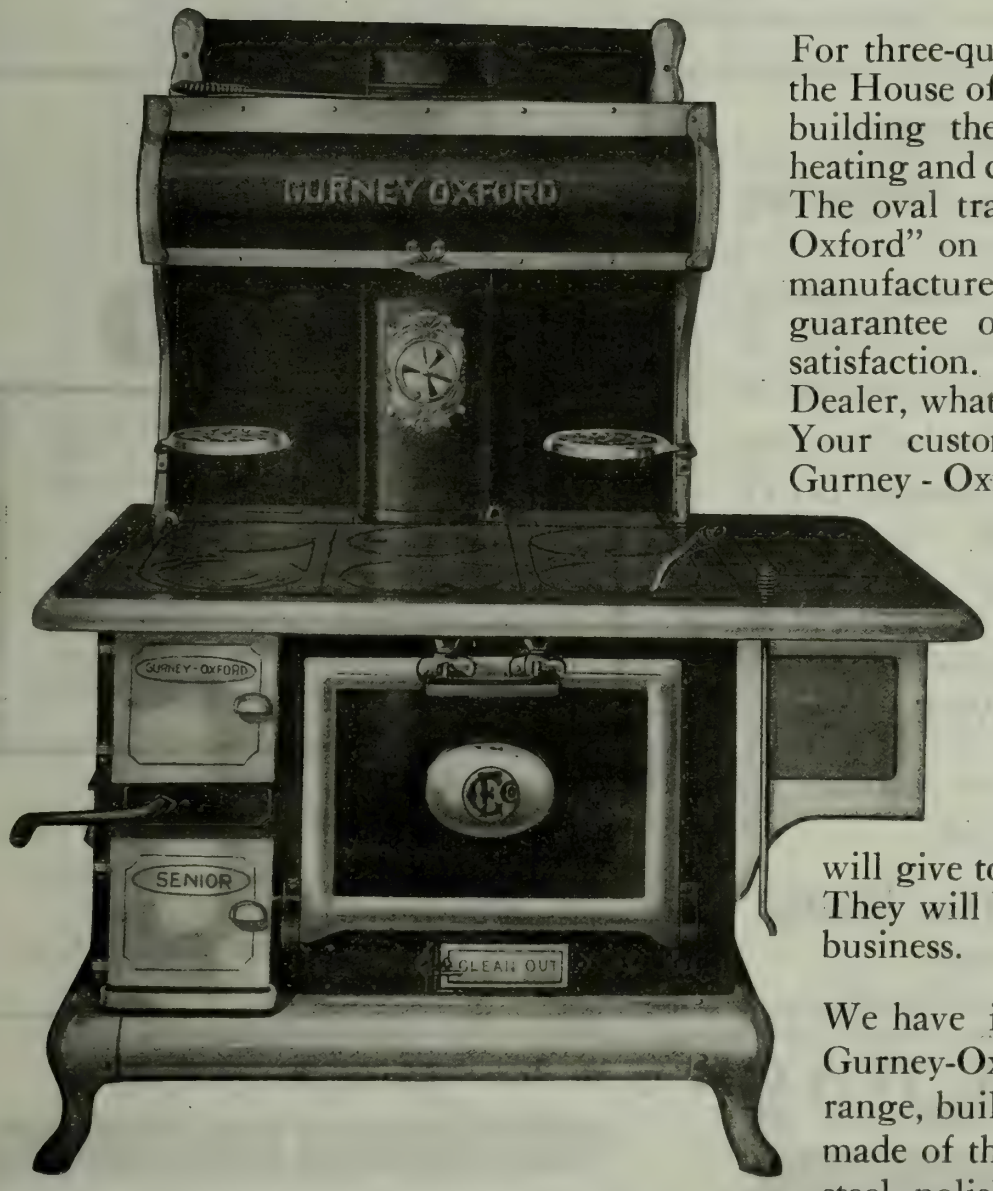
This beautiful, colored, easel picture of the $150,000 Liquid Veneer Cow attracts *great attention* and *sells Liquid Veneer*.

If you want one, *free*, write at once, as our supply is limited.

BUFFALO SPECIALTY CO., 347 Ellicott St., BUFFALO, N.Y.

BRIDGEBURG, ONT., CANADA

Gurney - Oxford Supremacy



For three-quarters of a century the House of Gurney have been building the better grades of heating and cooking appliances. The oval trade-mark "Gurney-Oxford" on any article of their manufacture is an absolute guarantee of supremacy and satisfaction. Consider, Mr. Dealer, what this means to you. Your customers know the Gurney - Oxford regulation — your sales come easier—there are no after complaints—the goods are made right—and above all consider the added prestige the Gurney-Oxford goods will give to your show rooms. They will be an asset to your business.

We have illustrated here the Gurney-Oxford "Senior" steel range, built to last a life time, made of the finest heavy blue steel, polished top, full nickel trim. Warranted to give satisfaction.

GURNEY-OXFORD **Write to Head Office or our nearest branch for our dealers' terms It means money in your pocket. Write to-day**

THE GURNEY FOUNDRY CO., LIMITED

TORONTO---Also at Montreal, Winnipeg, Calgary, Vancouver



MENDETS
A PATENT PATCH

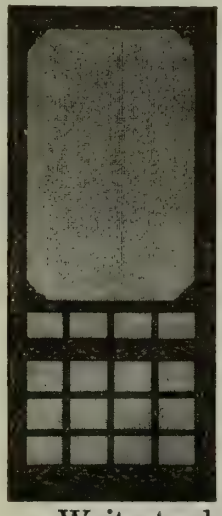
It's the Little Things That Count!

The little courtesies, the little conveniences that customers always look for, attract trade to your store. The bigger sales follow as a natural course. **Mendets** will just do that for you. Its usefulness is already apparent. There is a demand **already** created. It's to your customers' interest and to your own advantage to sell it.

For mending graniteware and all other kitchen utensils.

Collette Mfg. Company, Collingwood, Ont.

REFRIGERATORS SCREEN DOORS and WINDOWS

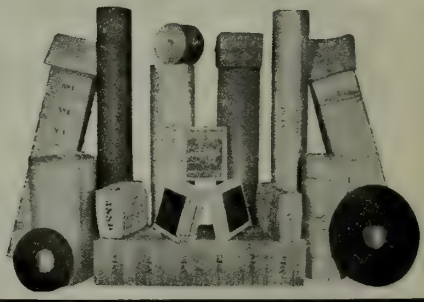


The warm weather will soon be here. If you have not sent in your order for your requirements, DO IT NOW.

We are anxious to give you best possible SERVICE.

Write to-day for our catalogue and price list.

Sanderson-Harold Co., Limited
PARIS, CANADA



Our wide and varied experience in successful manufacturing enables us to offer you a line of extraordinary saleable products. We make—

Emery Paper and Cloth, Garnet Paper and Cloth, Flint Paper and Cloth, Discs and Circles.

A complete stock of these lines will enable you to better serve your customers. Send us a postal for full particulars and prices.

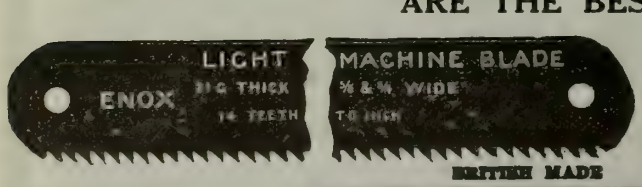
Canadian Sales Representatives:

Messrs. Moncrieff & Endress, Galt Bldg., Winnipeg, Man. 'Phone Garry 3389.

Mr. Alexander Gibb, 3 St. Nicholas St., Montreal, Can. 'Phone Main 2343.

United States Sand Paper Co.
Williamsport, Penn.

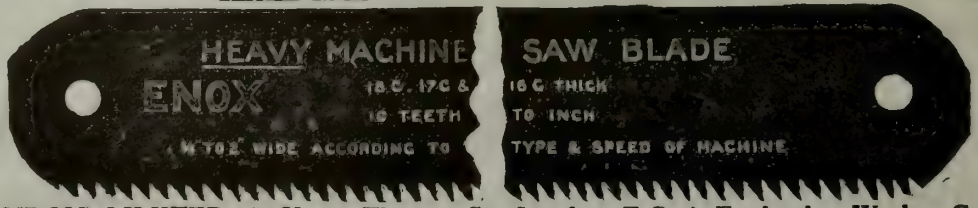
ENOX HACKSAW BLADES
ARE THE BEST





AGENTS IN CANADIAN TOWNS WANTED

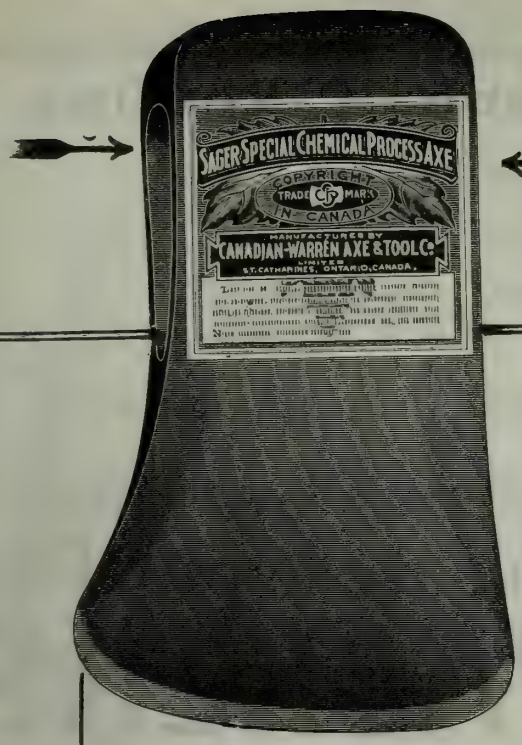
AN ENTIREL BRITISH COMPANY



Liberal terms offered to firms willing to carry stocks and act as sole agents for the district.

SOLE MAKERS FRY'S (LONDON) LIMITED, 46 Upper Thames St., London, E.C. 4, England. Works: Greenwich, S.E. 10

The Standard Machinery & Supplies, Limited, 261 Notre Dame St., West, Montreal.
Agents for British Columbia—The A. R. Williams Machinery Co., 495 Railway St., Vancouver, B.C.



Sager Axes Stay Sharp

They Cost More *But*
They Are Worth More
Than They Cost

SAGER AXES meet the critical and particular requirements of the skilled lumbermen, because the general design, the Bitt, the Eye, the general feel of the Axe is as the lumberman dictates, but above all their record for dependability and long service make them favorites wherever they are used.

The natural blue finish on the Sager Axe is a sure indication of their superior quality, because they are hand tempered.

The Sager Label is your guarantee.

Sager Axes are manufactured in patterns to meet the requirements of the lumbermen in every section of Canada.

Manufactured by

Canadian-Warren Axe & Tool Co.,
LIMITED
ST. CATHARINES, ONT.

Eastern Representatives: Richardson & Bureau, 55 St. Francois-Xavier St., Montreal, Que.



Soo Line Logging Tools

Demand Is There—
It Is Only a Matter of Supplying It

There, in a phrase, is the sales story of "Famous Five" Files as far as dealers are concerned.

Customers come to buy. You don't have to spend time explaining their qualities. All you need to do is carry stock enough to fill orders and specify "Famous Five" when buying from jobbers.

They are:

KEARNEY & FOOT
GREAT WESTERN
AMERICAN
ARCADE
GLOBE

Made in Canada by



REED'S STANDARD Asphalt Roofing

The dealer aiming to give his customers the utmost in money value can safely recommend **REED'S STANDARD ASPHALT ROOFING.** It stands the test of the roughest elements and is absolutely reliable.

Cement and nails with every roll. A time and money saver. Weight per square—1-ply, 35 lbs.; 2-ply, 45 lbs.; 3-ply, 55 lbs.

Prices and particulars will be mailed you on request.

We handle a complete line of Roofer's Supplies. Write us for prices and complete information.

G. W. REED & CO., LIMITED, Manufacturers
Montreal, Que.

We Have

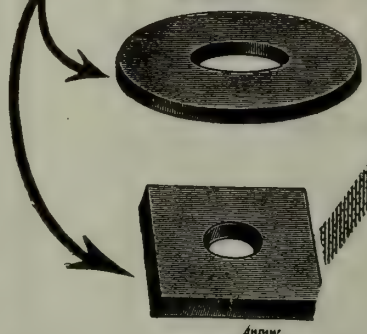
Safe Pack Waterproof Paper

Shippers Should Know About it

Walter Woods & Co.
Hamilton and Winnipeg

Wrought and Steel Plate WASHERS

of all descriptions



Round & Square
Plain or
Galvanized

Annealed
Rivet Burrs,
Felloe Plates,
Sheared and
Punched Plates.
Malleable Washers
and Cast Iron Washers.

Prompt Shipment

Wrought Washer Mfg. Company
Milwaukee, Wis.

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

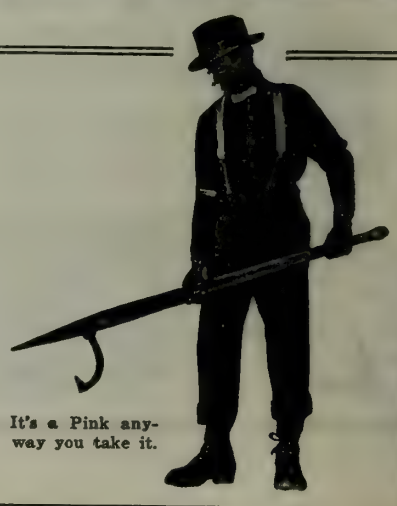
We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THE THOS. PINK COMPANY, LIMITED
Manufacturers of Lumber Tools
PEMBROKE - - - - - ONTARIO



It's a Pink anyway you take it.

Cleaner Oil, Economically Handled
No Waste, More Profits.

This sums up the advantages of the dust and dirt-proof, leak and waste-proof battery of

GILBERT & BARKER
T-230-L Lubricating Oil Outfit

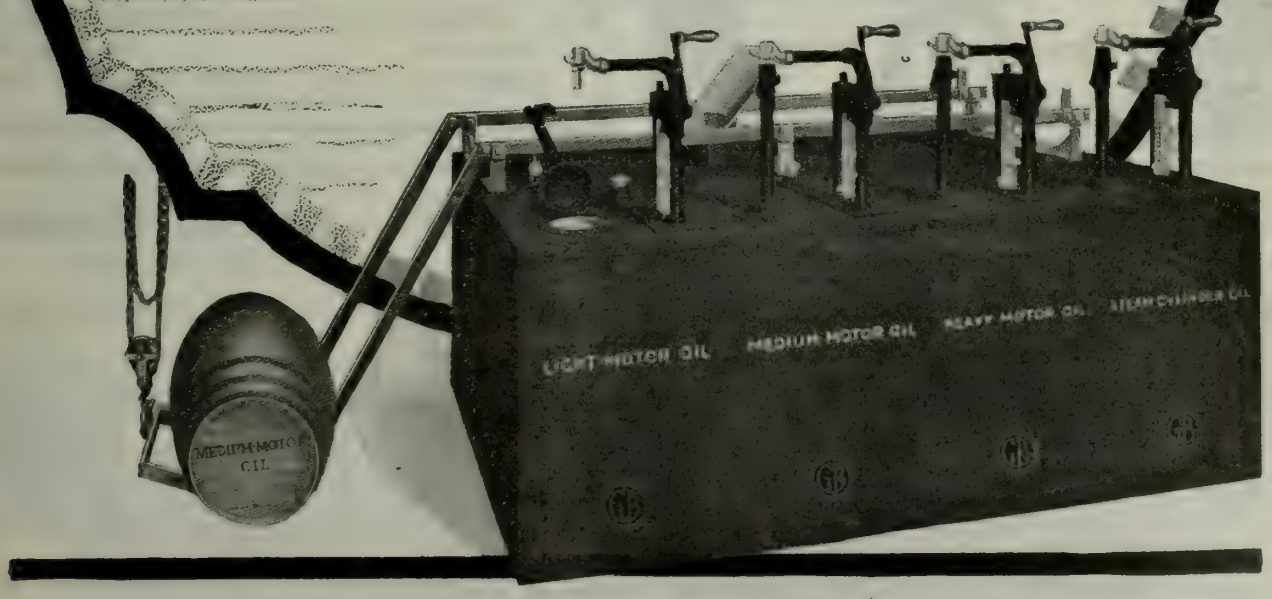
It replaces the fire risk, mess and waste of barrel storage, with safety, convenience and economy. The oil is kept absolutely clean and cannot evaporate. The modern hardware dealer is making additional profits catering to the automobile trade.

This outfit can be put in the rear of the store, quickly available to serve the auto trade with oil. A barrel track and chain hoist enables any man to drain a barrel with ease and despatch. It's such a good investment, making for such positive economy and additional profits from the handling of oils, that it soon pays for itself. At least this has been the experience of thousands of users.

Why not send for Bulletin 52 to-day.
To-day is a better day than to-morrow.
Write.

Gilbert & Barker Mfg. Company
SPRINGFIELD, MASS., U.S.A.

Canadian Distributors :
Imperial Oil Limited
Branches All Cities



Build Up Your Business

by handling the BEST.

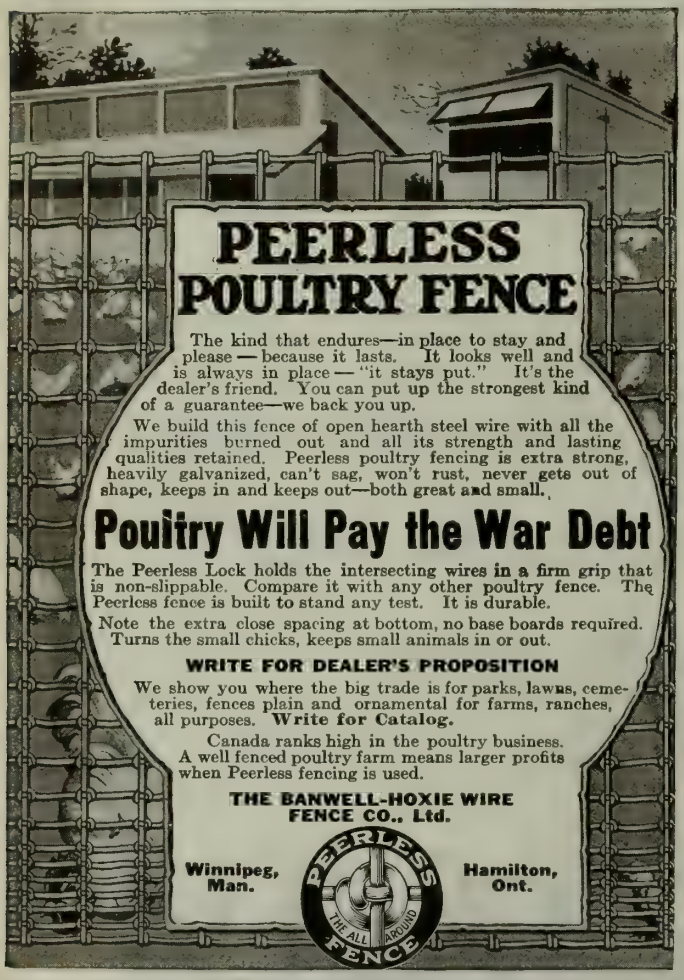
MADE IN CANANA BY CANADIANS

Sold All Over the World



ARROW HEAD SAWS

Write for Catalogue
T. F. SHURLY CO., LTD
St. Catharines, Ont. ■



PEERLESS POULTRY FENCE

The kind that endures—in place to stay and please — because it lasts. It looks well and is always in place — "it stays put." It's the dealer's friend. You can put up the strongest kind of a guarantee—we back you up.

We build this fence of open hearth steel wire with all the impurities burned out and all its strength and lasting qualities retained. Peerless poultry fencing is extra strong, heavily galvanized, can't sag, won't rust, never gets out of shape, keeps in and keeps out—both great and small.

Poultry Will Pay the War Debt

The Peerless Lock holds the intersecting wires in a firm grip that is non-slippable. Compare it with any other poultry fence. The Peerless fence is built to stand any test. It is durable.

Note the extra close spacing at bottom, no base boards required. Turns the small chicks, keeps small animals in or out.

WRITE FOR DEALER'S PROPOSITION

We show you where the big trade is for parks, lawns, cemeteries, fences plain and ornamental for farms, ranches, all purposes. **Write for Catalog.**

Canada ranks high in the poultry business. A well fenced poultry farm means larger profits when Peerless fencing is used.

THE BANWELL-HOXIE WIRE FENCE CO., Ltd.

Winnipeg, Man. — Hamilton, Ont.

PEERLESS — THE ALL AROUND — FENCE



FOR YOU, SIR

YOU—are interested in business growth.
YOU—feel that if the performance of the goods you sell backs up the guarantee of the manufacturer and your statement to your customers, it is a big advantage to you.
WE—are prepared to prove to you that CLEVELAND GRINDSTONES will help you sell and satisfy more buyers in this line of goods than any other.
WE—have the products of 22 quarries from which to select, including the only ones producing **genuine** Berea and Huron stone.

The Cleveland Stone Co.

Union Bldg. - Cleveland, Ohio

BISSETT & WEBB, LIMITED, WINNIPEG, MAN.
Western Distributors

E. Roy,
65½ St. Andre St., Montreal, Que.

A. S. Butchart
26 Adelaide St. W., Toronto

C. C. Cartwright,
Union Trust Bldg., Winnipeg



4 Good Reasons ---READ 'EM!

Why you should sell Rolled Thread Bolts and Screws:

BETTER QUALITY—Rolled Thread Bolts can only be made from first quality Basic Open-Hearth Stock.

STRONGER—Actual tests show 13 per cent. greater strength than Cut Thread Bolts.

NO USELESS WEIGHT—Shanks are smaller than threads. No useless weight to pay freight on.

BIG FIRMS ADOPTING THEM—Some of the largest users on the continent will accept nothing else—and they always investigate before acting.

THE NORTHERN BOLT, SCREW AND WIRE COMPANY, LIMITED - OWEN SOUND, ONT



Satisfied Customers the Best Advertisement

This old axiom will work for you most effectively in increasing your trade with motorists if you sell Imperial Polarine Lubricating oils and greases. Imperial Polarine is scientifically right. The motorist who uses the correct grade of Imperial Polarine in his car cannot but be satisfied.

Imperial Polarine does satisfy customers. The fact that more Imperial Polarine is used in Canada than all other makes put together demonstrates the fact.

Polarine
FRICTION REDUCING MOTOR OIL
"Makes a good car better"

Be headquarters for Imperial Polarine in your locality. Carry a full supply of each size package in every grade—the complete Imperial Polarine line. Then you can give your customer the size package he wants in the grade best suited to his requirements.

There is a minimum profit of 33-1/3% in every sale of Imperial Polarine you make. If you develop the business so that you can order in large quantities and turn your stock quickly your profit increases in pleasing proportion.

Tractor owners as well as car owners use Imperial Polarine—a lot of it. Get after this business too.

There are three grades for cylinder lubrication—Imperial Polarine, Imperial Polarine Heavy and Imperial Polarine A. Also Imperial Polarine oils and greases for transmission and differential lubrication.

Send to-day for the Polarine booklet on lubrication. If you have not received your copy—address us at 56 Church Street, Toronto.

IMPERIAL OIL LIMITED
Manufacturers & Marketers of POLARINE MOTOR OILS & GREASES
Marketers of *Gargoyle Mobiloils* in Canada
BRANCHES IN ALL CITIES

Keep Your Merchandise Bright

SOILED commodities never appeal to your customers—they want their goods bright and clean. Dusty merchandise looks shop-worn. Keep down dust and your stock will remain as clean as the day you unpacked it.

STANDARD Floor Dressing

prevents dust from rising off the floors and shelving. Dust cannot rise from floors treated with Imperial Standard Floor Dressing.

In addition, it is a wood-*preserving*, non-evaporating dressing for all wood, linoleum and oil-cloth surfaces, thoroughly cleansing in its action.

One gallon will treat 500 to 700 square feet of floor space—once dressed no further treatment is required for three or four months, save regular cleaning. Use it on your floors to clean them and save the spoiling of valuable merchandise.



Advise those responsible for the cleaning of apartment houses, churches, public buildings, etc., as well as neighboring merchants, of its qualities, and demonstrate its worth by your own store's cleanliness.

Sold in one and four-gallon cans, also half-barrels and barrels.

Ask the Imperial Oil man.

IMPERIAL OIL LIMITED

BRANCHES IN ALL CITIES



BE PREPARED

Now that conditions are assuming a more normal attitude a great amount of repairing and overhauling will be done that has been pending during the war years.

Be prepared—stock up with **Morrison Quality Products.**

Morrison Improved Steam Gauges

for steam, water, air, ammonia, etc., are instruments of the very highest quality and utmost reliability, and are sold under a full guarantee of satisfaction.



Approved by Provincial and Marine Inspection Department.

J.M.T. Pressure Reducing Valve

will maintain a steady, reduced pressure, regardless of the variation of the intial pressure.

J.M.T. reducing valves can be supplied to suit every requirement.

The James Morrison Brass Manufacturing Co., Limited
93-97 Adelaide St. West, Toronto, Ontario

MADE IN CANADA

Blacksmiths'
Boiler Makers'
Machinists'
AND
Pipe Fitters'
Tools

Write for Catalogue

A. B. Jardine & Co.
LIMITED
HESPELER, ONT.



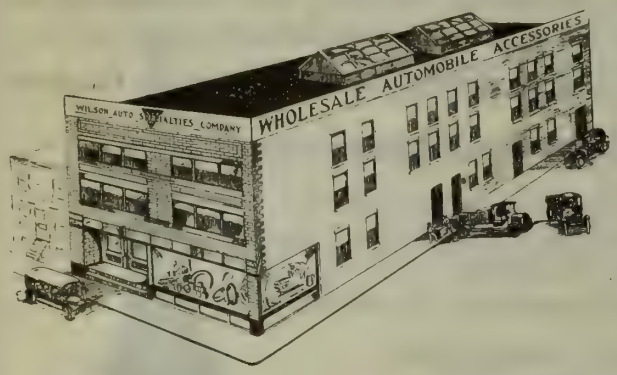
Solid Die Plates
Armstrong's Adjustable Stock and Dies
Pipe Cutters and Vises.

We are the sole manufacturers of these lines previously made by Butterfield's.
Their quality is well known among the trade. You do your customers a service by having a complete stock on hand.
Write us for our complete catalogue and price list and find out that our prices are right.
Prompt attention to all enquiries and orders.

Rapid Tool & Machine Co. Ltd.
Lachine, Que. Branch: Iberville, Que.

OUR NEW PLANT

WILL ENABLE US TO SERVE YOU EVEN BETTER THAN BEFORE



We are now in our new warehouse—one of the largest automotive accessory plants in Canada—and with better facilities than before. We can assure you of a service second to none.

Wilson Auto Specialties Co.

HAMILTON - CANADA

BICYCLE

WHOLESALE ONLY

SUPPLIES FLASHLIGHTS

Mr. Dealer, if you are looking out for yourself and buying where you can make the most profit, GET IN TOUCH WITH US.

We Sell by Mail Only

Our prices positively defy competition. Our low overhead expenses, elimination of expensive salesmen enable us to sell goods of superior quality, at prices away below any of our competitors.

Write for Catalogue—FREE

CROWN CYCLE & MOTOR CO.

319 Craig St. West, MONTREAL

LARGEST WHOLESALE MAIL ORDER HOUSE IN CANADA

TRADE MARK Red Devil Tools



An Almost Unbreakable Blade

"Red Devil" Flexible Hack Saw Blades are manufactured by a special process which enables us to turn out a really good blade at a very moderate price. Teeth are milled sharp (not punched) and are evenly set.

Write for prices of this and other "Red Devil" Hand Tools

SMITH & HEMENWAY CO., INC.

89 Coit Street, Irvington, N.J.

"Red Devil" is the Expert Mechanic's guide to Known Quality in Pliers, Electricians' Tools, Hack Saw Frames and Blades, Auger Bits, Chain Drills, and other Hand Tools, all of a class with "Red Devil" Glass Cutters, the biggest sellers in the World.

Good Men

DO you need the services of a good retail salesman, traveller, or manager? The best of them read HARDWARE AND METAL each week from cover to cover. Incidentally they also note the condensed ads. in the "Wanted" section. You can use space in this section at a cost of two cents per word for the first insertion, and one cent a word for subsequent insertions. Add five cents for box number or address.

K K

IT'S CONTAGIOUS!

The Desire for Kribs Washing Machines



In the **household** the woman who uses the machine tells the other members of the family—it becomes a real treasure and delight. The **happy story** spreads to the neighbors. They repeat the glad experience—and so on—infinitum.

The dealer benefits by all this. Each time he sells a **KRIBS** machine he makes a strong friend of the customer; he increases his reputation for selling **the best.**

COMFORT, SATISFACTION, PROFIT

The "Big Three," are in every "KRIBS"

These splendid qualities exist in the **whole line,** from the low-priced hand-power machine to the beautiful electric. There's one for every home.

The enormous sale of these machines would surprise even the most cheerful optimist. **There's a reason.** Every dealer who handles the **KRIBS** comes back for **more.** Are **you** cashing in on this line?

Almost every jobber carries them, but if yours does not, write us direct for catalogue and discounts. **Do it NOW.**

ELECTRIC
GASOLINE-MOTOR
WATER-MOTOR
HAND POWER

WILLIAM A. KRIBS, - HESPELER, ONTARIO

Maker of FREIGHT HANDLING TRUCKS of All Kinds

K K

"Hercules" Sash Cord

The reputation of this brand has been thoroughly established in the Canadian market for the last eighteen years. It compares in quality with the best imported brands, but is sold at a considerably lower price and can be safely recommended for any job.

All wholesale hardware dealers carry "Hercules" Sash Cord and can fill orders promptly.

Manufactured in Canada

ROCK ISLAND VISES

A Type and Size for Every Service



No. 241—Autovise

A combination Pipe and Anvil Vise—particularly suitable for auto repair work. Write for catalogue and prices.

Factory and Office:

Rock Island Mfg. Co.

Rock Island, Ill., U.S.A.

NEW YORK
113 Chambers St.

CHICAGO
180 North Market St.

METALS · CHEMICALS · GLASS

B&S·H
Established 1790

Metals

Our mills can make prompt shipments of APOLLO Galvanized Sheets, Black Steel Sheets and Specialties, Tin Plates, Terne Plates, Canada Plates, etc.

B.&S.H. THOMPSON
& COMPANY LIMITED
MONTREAL

Branches: Toronto, Winnipeg, Vancouver, New Glasgow, N.S.

Selling Agents for Eastern Canada for United States Steel Products Co.
Exporters of the Products of the American Steel & Tinplate Co.

SANITARY BRUSHES

in TWISTED WIRE of all kinds





MANUFACTURED BY

The Perfection Sanitary Brush Company

1118 Queen St., W.
TORONTO

Original Makers in Canada

HIGHEST QUALITY AND WORKMANSHIP

Manufacturers to the trade only

Send for Catalogue and Prices

Phone: Parkdale 250

QUALITY FIRST IN

Still's Handles

We are specialists in the manufacture of wood handles.

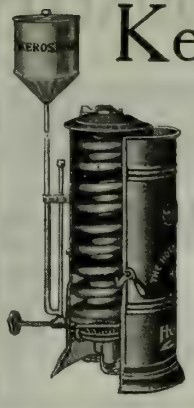
Quality First has always been our policy in all our products.

STILL'S HANDLES enjoy a reputation throughout the Dominion that has put them in the front rank of rapid sellers for the retailer.

Wherever the best is in demand there **STILL'S** are sold.

More sold in Canada than any other make. **STILL'S HANDLES** are made with exacting care from high quality Canadian woods, durable and lasting to an unusual degree. Axe, Pick, Sledge and Hammer Handles, Cant, Hook and Peavie Handles. There are good profits for the dealer and an abundance of customers' satisfaction in all **STILL'S HANDLES.**

J. H. STILL MFG. COMPANY
ST. THOMAS - - ONTARIO



No. 20-K
(Also made with cast sections).

Kerosene Water Heater

Here is a REAL Kerosene Water Heater! Works like a gas heater—easy to operate.

Wickless burner generates its own gas and throws a clean, powerful, odorless flame.

This heater will give SATISFACTORY SERVICE. Once sold—stays sold—no come backs. The price is low, the season is here—send for descriptive folder **To-Day**

The Hotstream Heater Co.
"Makers of heaters that heat"
1380 East 17th Street, Cleveland, Ohio
Write to, Canadian Representatives
W. H. CUNNINGHAM & CO., 181 Church Street, TORONTO



No. 212½ Sash Lock. *Cast Brass.*

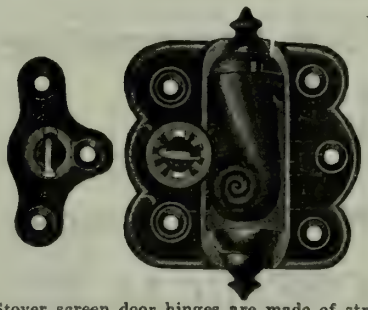
BUILDERS' HARDWARE

The future looks bright for a renewal of business activities. The demand for building hardware is steadily increasing. You can profitably meet this demand with Stratford Brass Company Products.

We manufacture Furniture Trimmings of all kinds, also Sash Locks, Sash Lifts, Casement Fasteners, Door Pulls, Hat Hooks, Transom Catches, Key Plates, Flush Bolts, Sash Push and Pull Plates, House Numbers, Door Knockers, Casement Adjusters, etc.

The Stratford Brass Company,
Limited
STRATFORD, ONTARIO

BE PREPARED for



FLY SEASON
with a good stock of Stover
Screen Door Hinges

Stover screen door hinges are made of strong, smooth castings with the best grade of spring wire. That is why people that know the hinge business order the Stover hinges.

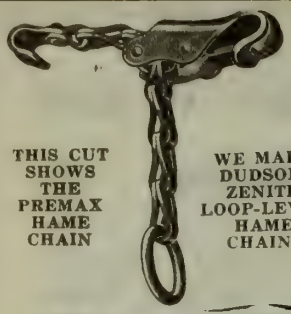
Stover hinges are made in non-hold-back, hold-back, detachable and double-acting styles.

Our new general hardware catalog No. R-19 is now ready for the trade. If you have not received one, let us know. It shows a big assortment of seasonable, quick-selling specialties, such as: Mop Sticks—Waffle Irons—Corn Stick Pans—Meat Broilers—Lemon Squeezers—Ice Picks and Shaves—Lamp Brackets—Paper Holders—Combination Pliers—Pincers—Cast Hammers and Hatchets—House Numbers—Shade Fixtures—Door Pulls—Coat, Robe and Harness Hooks—Latches—Saw Clamps—Dampers, and other Stove Trimmings—Pulleys, all styles—Fireplace Fixtures—Windmills, Feed Mills and Gasoline Engines.

Stover Mfg. & Eng. Co.
709 East St.
FREEPORT, ILL.

Canadian Representatives: Cadman & Co., 322 McIntyre Block, Winnipeg; Mr. G. L. Cohoon, 11 St. Sacrament St., Montreal.

USE THIS COUPON
Stover Mfg. & Engine Co., 709 East St., Freeport, Ill.
Send undersigned information regarding your
Name .....
Business .....
Address .....



THIS CUT SHOWS THE PREMAX HAME CHAIN

WE MAKE DUDSON, ZENITH LOOP-LEVER HAME CHAINS

QUALITY HARNESS GOODS



IDEAL CURRY COMB

Four of our many representative lines of Harness Goods, our own make, are shown here. Saddlers and Hardware Dealers supplied with exceptionally fine and saleable lines. Materials, design and workmanship of the best. QUALITY, SERVICE, SATISFACTION. Prompt shipment. Profitable lines to handle. They make and hold trade. Prices right. Ask for catalog No. 20F-14.

NIAGARA FALLS METAL STAMPING WORKS

NIAGARA FALLS, N. Y.

Makers of Hardware Specialties

Premax Jockey, Stallion, Spreader and Coil Chains, Sports' Goods, Key Chains, Traps, Sheet Metal Letters and Figures, Seven Sizes, Seven Finishes. Builders' Supplies, Signs, Checks, Badges, Medals, Dog Tags, License Plates, Name Plates, Miscellaneous Goods.



NIAGARA STEEL DOUBLE SWIVELS



NIAGARA WROUGHT STEEL HARNESS SNAP

Solastic Roof Cement

A Plastic, Waterproof Compound, instantly stops leaks and makes old roofs like new. Has 101 different uses.

General Purpose Black

A heavy bodied elastic paint, heat and weather resisting. Specially suitable for roofs of every description.

Solastic Black Paint

A quick drying but durable paint, intensely black and suitable for all class of work.

Alpine Wood Preservative or Shingle Stain

Adds years to the life of wood, made in various shades. Cheap but reliable.

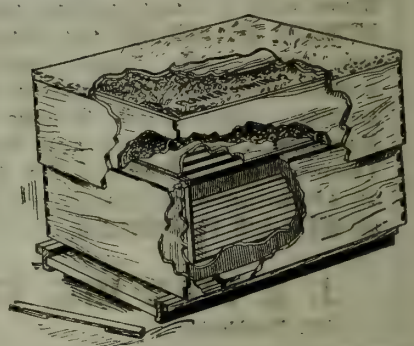
AGENTS WANTED—PRICES RIGHT

ALPINE CHEMICAL CO.

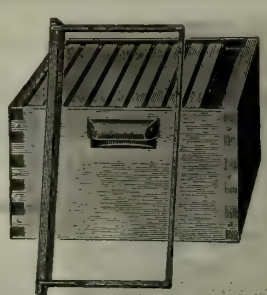
11 Duke Street, Toronto

BEEKEEPER'S SUPPLIES

Hives
Frames
Foundation
Extractors
and
Engines



Buckeye's Double Walled Hive



10 Frame Super

Honey Tins and Glass Jars
Honey Labels
Literature on Bee Culture

EVERYTHING THE BEEKEEPER NEEDS

Ask For Catalogue and Trade Discounts

The Canadian Bee Supply & Honey Co.

LIMITED

73 Jarvis St., Toronto **Factory, Stouffville, Ont.**

NO ROCKING
NO SHAKING
NO WORK
NO DIRT



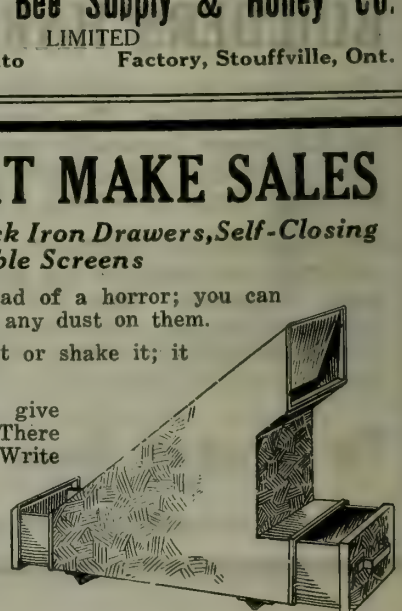
ASH-SIFTERS THAT MAKE SALES

Made of Galvanized Iron with Black Iron Drawers, Self-Closing Doors, Removable Screens

This makes ash-sifting a pleasure instead of a horror; you can wear your best clothes and yet not get any dust on them.

It is dustless; you don't have to rock it or shake it; it is self-operating, a child can work it.

We guarantee that this ash sifter will give satisfaction or your money refunded. There are good profits in it for the dealer. Write us to-day for prices and information.



FURNIVAL & CO.

631 Dupont St. - Toronto, Ont.

More-Profit Pumps ---Real Profit

No use to sell a pump that makes trouble for a dealer with his customer.

The trouble is remembered. The cost of repairs is dead loss of time and temper. The dealer suffers.



"Aremacdee" hand and motor metal pumps for force or lift use, every kind, are shown in the big catalogue.

Dealers, ask for prices and terms. Get real profits on your metal pump sales.

WRITE

The R. McDougall Co.
LIMITED
GALT, CANADA

The L. Martin Co. *Headquarters for*

GERMANTOWN LAMPBLACKS

IN

ENGLAND and AMERICA

Originators of Eagle, Old Standard, Globe and Pyramid Germantown Brands.

Suppliers of Bulk Blacks to the highest class Grinding Trade.

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Automobiles For Boys and Girls

It will pay you to investigate the line of Automobiles we manufacture for Boys and Girls. We make a line that is absolutely new, novel and up-to-date in every respect. New features, attractive finishes and extra strong and durable to withstand rough usage.

Write us to-day for catalogue and complete information.

Gendron Manufacturing Company, Ltd.
Duchess and Ontario Streets, Toronto, Ont.

Automobile No. 35. Wins favor on sight. Every child desires to own one. A rapid seller for the dealer.

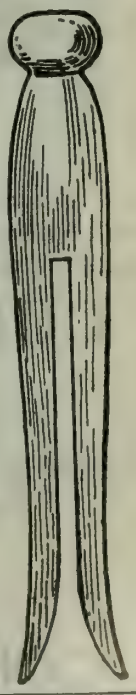


The Megantic Broom Mfg., Co., Ltd.
Manufacturers of Brooms and Clothes Pins





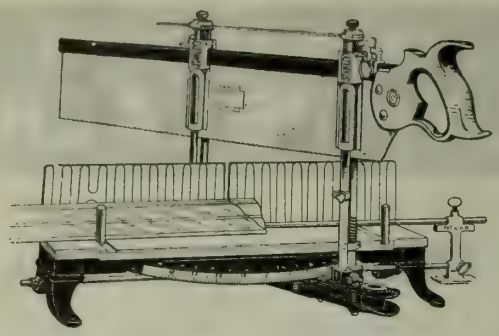
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Our clothes pins are made and designed to **stay on the line.** And they do. Dealers know that by the way housewives are asking for them. Made of the best wood, that insures against splitting. Splendid profits and customers' satisfaction assured to the dealer selling them. Write our nearest agent.

AGENTS: Boivin & Grenier, Quebec. Delorme Frere, Montreal. J. Hunter White, St. John, N.B. H. D. Marshall, Ottawa. Harry Horne Co., Toronto. Tomlinson & O'Brien, Winnipeg. Oppenheimer Bros., Vancouver; McFarlane & Field, Hamilton, Canada.

Stanley Tools



Stanley Mitre Boxes

MADE IN CANADA

Every mechanic that visits your store would be interested in a STANLEY MITRE BOX. They are strong, durable and accurate, and have a number of striking features that appeal to those who handle tools.

Note the Patented "Length Gauge," a new and particularly useful device.

Special circular upon request.

STANLEY RULE & LEVEL CO.
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MANUFACTURERS OF

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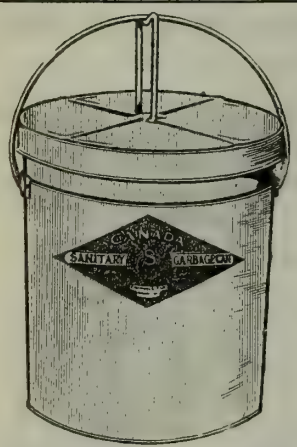
Flake, Ground or Sheet

Importers of

POTATO STARCH
CORN DEXTRINE

Your inquires solicited, giving name of your wholesale dealer

W. HARRIS & CO., Limited
994 Danforth Ave. TORONTO, Can.



"Canada" Garbage Cans

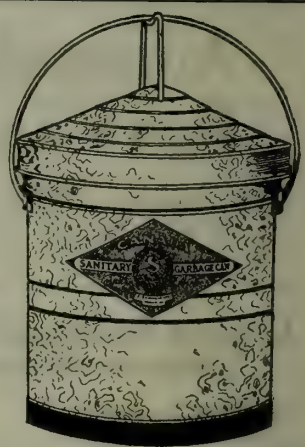
Service, Durability and Quality are all combined in Samuel's "Canada" Garbage Cans. That's why they win the favor of dealers everywhere. **"Canada" Sanitary Garbage Can** is popular priced. Fully 33 per cent. lower than galvanized cans—made in two sizes.

"Canada" Galvanized Garbage Can

An extra strong and durable can. Made throughout of heavy galvanized iron in two sizes.

Order "Canada" products through your jobbers.

J. SAMUELS 275 Queen Street W., Toronto, Ont.



COLONIAL WIRE MFG. CO., LIMITED

WORKS: LACHINE CANAL, MONTREAL

MANUFACTURERS OF

SMOOTH STEEL WIRES—Bright annealed, oiled and annealed.
Tinned Mattress Wire, Broom Wire, Fine Wires—Plain and Galvanized.
FENCE STAPLES—WIRE NAILS—WOOD SCREWS
PUMP RODS—Plain and Galvanized.

SELLING AGENTS:

CANADIAN TUBE & IRON CO., Limited, MONTREAL

VOL-PEEK



FIRST AID IN THE KITCHEN

IN EVERY HOUSEHOLD

Vol-Peek finds a place. Mends pots, pans, tinware, graniteware, copper, aluminum, etc. Easily applied, sanitary, hardens quickly and costs only ½ cent per mend.

Send a sample order to-day. A bright colored display stand of 24 packages for $2.25. Vol-Peek sells on sight and is guaranteed; 60% profit for the dealer.

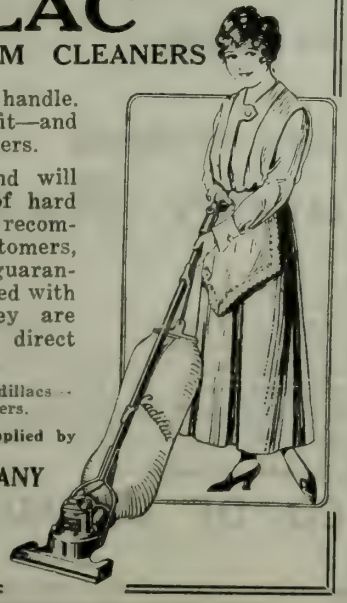
At your jobber or

H. NAGLE & CO., Box 2024, MONTREAL
(Owning and Operating Vol-Peek Mfg. Co.)

The Necessity of To-day!

The live dealer is right on the job this Spring—he realizes that the demand is all for labor-saving devices—the busy housewife must, and will have them.

CADILLAC
ELECTRIC VACUUM CLEANERS



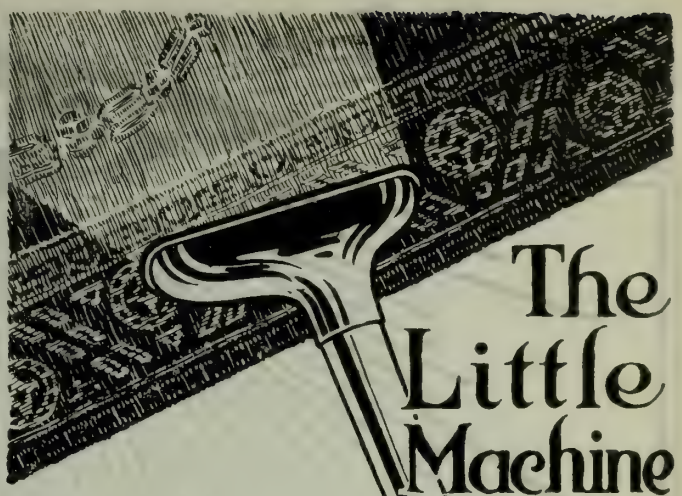
are a profitable line to handle. They net you a good profit—and produce satisfied customers.

They are well made and will stand up to all kinds of hard wear. You can honestly recommend them to your customers, as they are absolutely guaranteed by us. Being equipped with a Universal motor, they are adapted to any form of direct current.

Display and recommend Cadillacs — they are business winners.

Full particulars cheerfully supplied by

CLEMENTS MFG. COMPANY
78 DUCHESS ST.
TORONTO



The Little Machine with the Big Suction

Our Wartime Contracts for aeroplanes are running out and we have a number of "Baby Daisy" models going through the factory.

The supply will be limited for a while, but we can look after the interests of any of our customers who will let us know their requirements in good time.

Do you require any Baby Daisys for the Spring Trade, if so write now.

THE DAISY VACUUM CLEANER

Write for Illustrated Leaflet and fall Trade particulars.

The DAISY VACUUM CLEANER CO. Ltd.

Office and Works, Leamington Road, Gravelly Hill, BIRMINGHAM

Telegrams: "Ileklean Birmingham." Telephones: 405 and 406 East.



Baby Daisy, £5 5s 0d.
Other sizes, £4 4s. 0d. and £6 6s. 0d.

MADE IN CANADA

TRADE Gillette MARK

KNOWN THE WORLD OVER



NO STROPPING NO HONING

We are Making and Shipping

GILLETTE Safety Razors

Properly Packed for Export

to

AUSTRALIA:
Sydney
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Melbourne
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STRAITS SETTLEMENTS
BRITISH EAST INDIES

INDIA:
9 Centres
Hong Kong, China
Shanghai, China
and all parts of the
BRITISH EMPIRE

Orders for your requirements may be safely entrusted to

GILLETTE SAFETY RAZOR CO. OF CANADA, LIMITED

65-73 St. Alexander St. Montreal, CANADA

"Member Audit Bureau Circulation."

HARDWARE AND METAL

CANADA'S NATIONAL HARDWARE WEEKLY

Vol. XXX. TORONTO, MAY 10, 1919 No. 19

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BLACK SHEETS

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EASILY WORKED UP

JOHN LYSAGHT, Limited

Manufacturers

Bristol Newport Montreal



During the war did you hear of any soldiers' boots being made or repaired with any other soles than solid leather? We did not. **MAPLE LEAF BRAND** TAPSOLES and TOPLIFTS were supplied to the Department of Militia and Defense to repair soldiers' boots in hundreds of thousands of pairs, and we had not one complaint. We can supply these, or lower grades at lower prices. Your customers will be pleased with the following:

	Per doz. pairs
Grade "X"—No. 120 Men's Heavy Tap Sole	$4.20
Grade "X"—No. 121 Men's Heavy Medium Tap Sole	4.00
Grade "X"—No. 122 Men's Medium Tap Sole	3.80
Grade "X"—No. 123 Men's Light Tap Sole	3.60
or	
Grade "C"—No. 124 Men's Heavy Tap Sole	2.85
Grade "C"—No. 125 Men's Heavy Medium Tap Sole	2.65
Grade "C"—No. 126 Men's Medium Tap Sole	1.45
Grade "C"—No. 127 Men's Light Tap Sole	2.30

ANGLO-CANADIAN LEATHER COMPANY, LIMITED

665 KING ST. WEST, TORONTO, CANADA

Head Office, Montreal. Branch Office, Quebec. Tanneries, Huntsville and Bracebridge.

THE LARGEST SOLE LEATHER TANNERS IN THE BRITISH EMPIRE

Canada's National Hardware Weekly

HARDWARE AND METAL

Published Every Saturday Since 1888

Vol. XXX. TORONTO, MAY 26, 1919 No. 18

Extending the Hardwaremens' Field

Trunks and Bags Form Another Addition That Spells Profit—Aggressive Methods Getting Results



This is an attractive display of trunks and bags recently made in J. H. Ashdown Hardware Co., store in Calgary.

MORE and more is the hardware man's field extending. It is not so many years ago that the average hardware man sold builders' hardware, tools, house furnishings, such as enamelware, tinware, stoves, and perhaps some lines of sporting goods. To-day the hardware man carries in additions to all these, lines such as automobile accessories, phonographs, and also trunks and bags.

It is this latter line which hardware men are taking up quite extensively and those who have given it a trial extending over a couple of years are quite satisfied that the line is a good one from the hardware man's viewpoint. In commenting on the possibilities for sales in trunks and bags, H. A. Bowen, of the J. H. Ashdown Hardware Company, Ltd., Calgary, stated: "It is something that a hardware store does not usually carry. However, we have had the department here for a good two years now and progress has marked every month's sales since we have installed same.

"Once a month a window is devoted to the display of bags and leather goods and the results which the firm has secured are very gratifying. We find that the window display makes a direct influence on the volume of sales. There is of course always a steady demand, but it is to draw the attention of the public to the fact that we carry the line that we consistently use the display in our windows. Combined with this are the advertisements in the newspapers and we find that our sales are showing steady improvement.

"We find that it is possible to put on a few lines

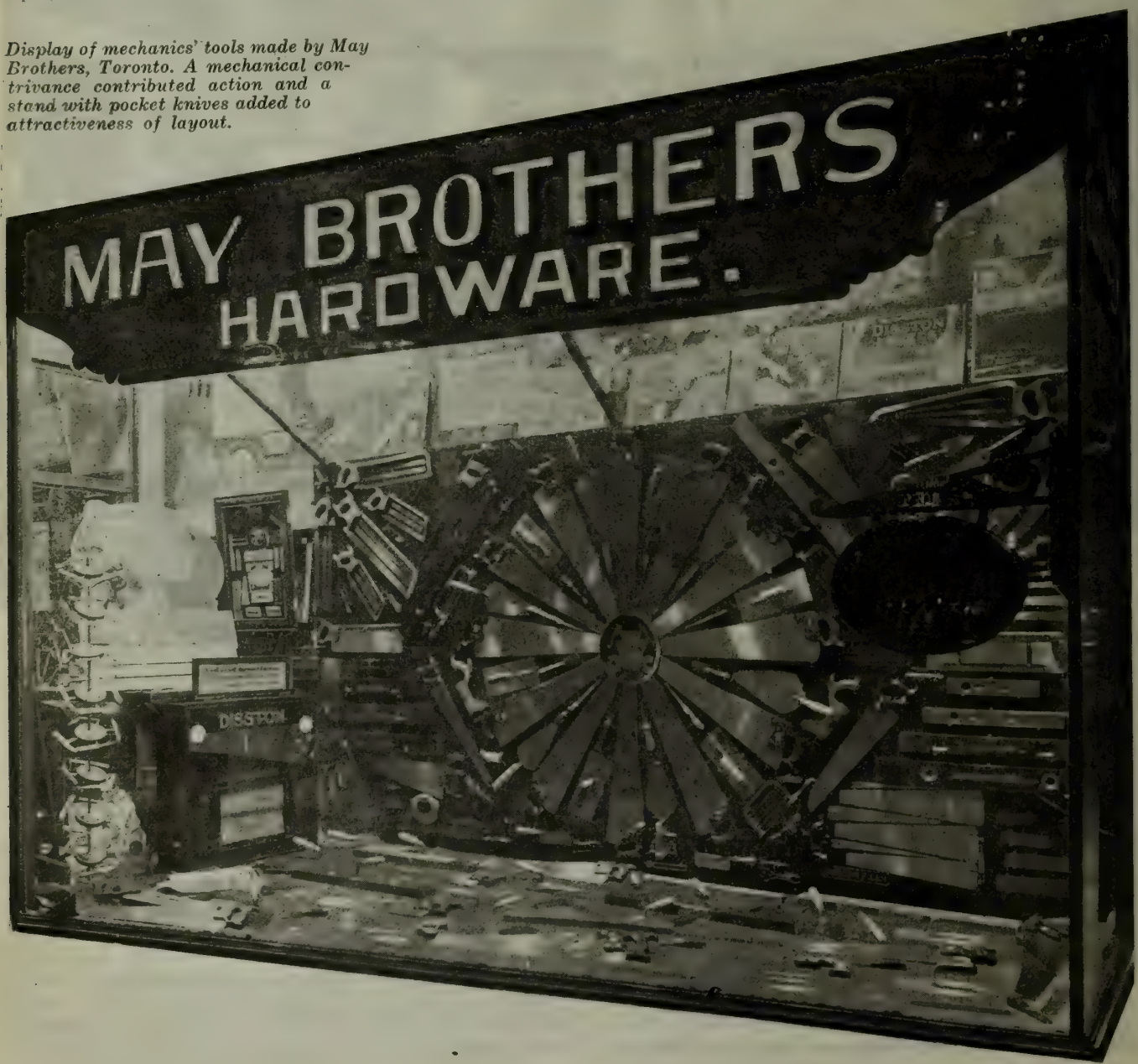
at a special price and these form what we might term 'leaders.' These serve to draw a certain class of trade to the store and when we have the customer in the store, we feel that it is up to the salesman to see that a customer secures exactly what he wants. It may be that something which the customer has seen in the window is not exactly suitable for his requirements; in such a case we endeavor to take care of his needs from the stock that we may have on hand.

"There are others again to whom the bargain appeal will not reach. We emphasize the fact that we carry quality goods and we are prepared to satisfy any customer's requirements no matter what they may be. The price of leather remains very high, but that seems to make very little difference to the customer contemplating a purchase. When a man needs a suitcase or a club bag or a trunk he is usually prepared to pay whatever is necessary to satisfy his ideas of value."

This company keep their supply of trunks and bags on the top floor of the store, but every method to encourage customers to visit this department is promoted. The window which is shown herewith is one means which they have found very successful, and there is no question of doubt that other merchants are finding it equally so.

It is only necessary to look at the other window display that is shown with this article arranged with mechanic tools. It is true that this line of goods is not a new department with the hardware merchant. However, there are some merchants that seem to feel they have always been headquarters for mechanic tools, or at least, they have always handled same, and for that reason it is not necessary to make any special drive to bring this fact to the attention of the customers. This is a mistaken idea, as the public is more or less fickle and they very soon forget unless you are constantly hammering at them and pointing the way towards your store for these and other lines.

The window display of May Brothers' store in which tools were shown was not only valuable from the fact that the goods were arranged in an attractive manner, but there was action supplied in a mechanical way. This showed a handsaw moving up and down and there was a needle arranged in such a way that the progress of the saw would show how true



Display of mechanics' tools made by May Brothers, Toronto. A mechanical contrivance contributed action and a stand with pocket knives added to attractiveness of layout.

Current Events in Photographs



Will Try to Fly Across Atlantic

This is the first photograph of the Handley-Page oversea plane and shows the testing of the engines. The machine is one of the most powerful yet built and will be one of the largest machines participating in the Trans-Atlantic flight.

the teeth were set. This feature makes a very desirable change, for when something of a mechanical nature can be incorporated into a window display, it will be found that it often attracts where no other will.

There was another little wrinkle used in connection with the window display. Practically every mechanic is responsible for the sale of a jack knife. It may be that he just wants a heavy knife for work at which he daily labors or maybe he wants a real neat pocket knife. Incorporated with this window display, though not very clearly illustrated in the photograph, there was a little pedestal stand upon which knives of all descriptions were shown. These knives served to attract the attention and the display stand was arranged in such a manner that each style of knife was in full view of the purchaser so that there was no trouble in making a selection.

There was another idea which this firm carried out in regard to illustrating paints and their uses. There is another window which this firm has for display in which a display of paints and paint brushes was made. At the back of the window there was a set of porch steps, newly made and newly painted. The steps looked very nice and clean and attractive and there was a card which indicated that this firm had the same style of paint which had been used on those steps, inside the store for sale. In front of the steps the various kinds of finishes were shown and brushes were arranged in a neat display, the whole was backed up with display cards which had been furnished by the manufacturer.

The value of the window display cannot be overestimated very well. More and more and more, the better class of merchants realize that greater attention must be given to the class of goods that they display and the number of times that they change the display. In any schemes of retail advertising, the window display is one that must not be overlooked.

One might sermonize intensively and still not get the point clearly across to the retailer. It is by showing actual displays such as those herewith, along with the description of the arrangement and the actual success which those firms are meeting with, that helps more than any amount of theorizing that might be attempted. The idea of getting pointers from other members of the trade is a good one and the exchange of ideas is one which has been found to work out to good advantage.

Retail merchants as a whole are paying particular attention now to their window displays and it is with a view to encouraging this that this article has been written. It is not a very difficult task to arrange goods in a nice way and attractive manner and it does not take such a lot of time. The benefits which will be derived are many and cannot be overlooked. Every merchant should see that his window displays are made with a view to bringing a customer into the store and when the display of goods has done this it is up to the merchant and his sales staff to take care of the customer's requirements whatever they may be.

SERVICE is the dynamo not only of business but of life. He who serves most succeeds best.

WISE spenders find that they not only get a full measure of the things they want but also have a surplus left for investment.

TURNOVER, not leftover, is what makes a business grow and yield steadily increasing profits.

Excitement Stirring in Binder Twine

Buying by Farmers' Clubs Results in Dealers' Cancellations—The Farmers' Proposition Has Flaws—Retailer Here to Stay.

BINDER twine is perhaps causing as much excitement as any other one item related to the hardware trade, and the reason is not hard to find. The United Farmers of Ontario have purchased in the neighborhood of 1,000 tons for distribution to their local branches, and this quantity represents quite a percentage of the volume of binder twine sold in the province of Ontario. The result of this move has been that a greater number of retailers have sent in cancellations of their bookings with the manufacturers and are stepping out of the sales arena altogether.

Whether this attitude is the one which should be adopted without a thorough investigation into the methods under which the farmer buys his twine is just a question. It is a case of giving up the ghost when the outlook may not be quite so black as would appear from first impressions.

Canadian Manufacturers' Stand

It might be well to point out where the Canadian manufacturers stood when approached by the representatives of the farmers with orders. The Canadian manufacturers were a unit in refusing to sell the organization, one firm stating to HARDWARE AND METAL that they had turned down an order for 600 tons. Their reason and that of the other manufacturers was simply that the dealer had handled the business satisfactorily; he was operating on a small margin and they felt that the dealer should be protected. The Farmers' Association representative then went to Chicago, where an initial order for 600 tons, it is understood, was placed with the International Harvester Co., and this was later increased to 1,000 tons. The price at which they bought is supposed to be pretty close to that paid by the retail merchant for his supplies from the Canadian manufacturer.

Dealers Can Compete

In talking with a representative of one of the large Canadian companies, HARDWARE AND METAL was told that the dealers, by buying early, could, when selling on exactly the same basis as that governing sales by the United Farmers to their members, be in a position to compete. The transaction would not show much profit, it is true, but the business would be going through the legitimate channels.

The Farmer's Proposition

Consider what the farmer does when he buys through the organization. He pays 10 per cent. cash down when he places his order; the minimum amount he can buy is 50 pounds, there are no broken packages; at the tail end of the season he cannot secure one or two balls of twine to complete his harvesting, he has to arrange to come into town on the day the car arrives to take delivery.

Not a Favorable Arrangement

Now this is not the most favorable arrangement for any buyer to be placed in with any line of goods. In the first place, should the price decline he has to pay the high price—the dealer would probably protect the farmer against a decline. The farmer buys 50 or 100 pounds of twine, whatever he considers he may need—if it is a bad season and he has 25 pounds left over he is again facing a possible decline in the price. On an advancing market this might be all right, but it seem as though the peak must have been reached and lower prices may be expected.

Then again it may be a good season—the farmer may want 10 or 20 pounds more of twine to complete operations. Where is he going to get it if the dealer is eliminated—will he want to buy 50 pounds from the association, and isn't it more than likely that he may find the association supplies exhausted? Is this a good proposition?

There is also the question of delivery. The farmer may be compelled to lose two or three hours or even half a day coming into town to get his twine, which will cost him more than the total value of the twine, let alone any ¼c or ½c he might pay the merchant for carrying the stock. He also has to complete payment—there is no putting off the evil day to see how the crop turns out, and if it is a bad one, making that an excuse to withhold payment of the account as he would the merchant.

Merchant Sell on Same Basis

The merchant may say the line isn't worth handling and that he doesn't make any money on it, but it is quite apparent when the business threatens to get away from him he is not pleased. The way to handle the business is on the same basis exactly that the association handles it. The farmer must feel that is fair and cannot object to the merchant operating along the same line. Probably a small premium could be charged for broken lots and most certainly the man wanting credit should be charged for it.

Retailer Not to be Eliminated

In the smaller towns, depending as they do to a great extent on the farmers for their trade, the merchant may not want to antagonize them. There should be no objection to handling the business, however, in a businesslike way, and in spite of the activities of the farmers' clubs, the retailer is not going to be eliminated. Whether the merchant wants it or not there is a field for him in handling twine—where a line such as this is sold in competition with the world he cannot expect a big margin of profit. Quick turnover on a cash basis is the answer; the manufacturers have endeavored to protect the merchant—is the merchant going to carry on or let the business slide?

Prior to the war there was a considerable amount of binder twine imported from the Old Country and it has been hinted that an effort to secure supplies in that market will be made next year.

The farmers' organizations out West have been handling twine for quite a number of years, but this is the first time that the Ontario farmer has been a factor in handling any large quantity through the organization to which he now lends his support. What the future will bring forth is still problematical.

Sees Active Roofing Season Ahead

D. P. Hatch, sales manager of the Barrett Company, Montreal, anticipates an improvement in the roofing trade. "We look for a busy trade in May," said Mr. Hatch to HARDWARE AND METAL. "There has not been as great activity as there should have been in April, but we believe that a big improvement will be shown next month."

Mr. Hatch expressed his conviction that prices would hold quite firmly on roofing and building papers. True, some declines had been just recorded, but these were likely to constitute the very limit of decreases which could be made effective. If there had been any relief to the manufacturer, in the matter of slight reductions on raw materials, labor costs were so high as to offset these, and in some cases, to more than offset them. "Basing our opinion on present manufacturing costs we do not anticipate any declines for several months, if indeed this year," said Mr. Hatch.

"Saturday Savings" a Sales Booster

Hardwaremen in Various Parts of the Dominion Tell of Good Results Obtained by Putting on Week-End Specials—Some Ads That Contain Suggestions for Dealers in Arranging Their Copy

SPECIAL week-end sales advertised under the caption of "Saturday Savings," "Saturday Specials," "Week-end Specials," and similar titles have been increasing in popularity with hardware dealers in all parts of the Dominion, and from statements made to HARDWARE AND METAL some excellent results, from a sales standpoint, have been obtained. Dealers state that they have frequently found that people who come to the store attracted by the "specials" advertised, purchase a lot of other goods. Good newspaper advertising, backed by attractive window displays, they say, are essentials in making a "special" a success. The specials are held at the week-end in order to draw the custom of the farmers, who are in town in large numbers, and also because in many of the towns and cities where they have been put on Friday is pay day at factories or other places of business.

Hold Them Regularly

Saturday specials have proven so successful that many dealers state that they find it good business to hold them regularly as their customers have come to look for them, and if no announcement appears in the papers, many enquiries are made as to why no specials are being offered.

"During the quiet seasons I advertise a special almost every week," said H. B. May, of Indian Head, Sask., to HARDWARE AND METAL. " My advertisements have proven good trade getters. One advertisement run under the title "A few specials," resulted in the sale of 8 dozen brooms, 4 dozen pails, 4 dozen pairs of gloves and mitts, besides other articles. This I consider good, during a quiet part of the year. My general results from advertising have been most satisfactory. My business in December increased 33 1-3% over that of the same month in the previous year, and I attribute this chiefly to advertising. The campaign was the most extensive I have gone in for, as I ran practically a page for three weeks. I back up all this advertising matter with window displays, and we certainly got results. Both the window displays and the ads were changed every week."

Gratifying Results

"We have had very gratifying results from our "Saturday specials," said J. B. Curran, managing director of the Brandon Hardware Co., Ltd., Brandon, Man., to HARDWARE AND METAL. "We have had a series of these sales and when the values are reasonably good and the weather conditions fine the sales have proven most satisfactory. We make no special effort at window dressing, as the specials are sold direct from the window, and an elaborate display would defeat its object, that is to sell broken lines that have been hanging fire too long.

In announcing its specials the firm uses a space two columns wide and five inches deep. "Saturday Specials," in display type, is the caption. Below are listed 15 to 20 specials in a single column list. The adjoining space is occupied by "75c" in as large type as can be got into the space. Below this list is a note stating: "There are also some bargain tables of goods at 10c, 15c and 25c, which will surprise you."

Ingram & Davey, of St. Thomas, Ont., frequently put on "Saturday Savings" sales. Their ads usually occupy a space nine by eleven inches, and a generous use is made of illustrations.

"From years of experience we find that advertising, if conducted in a systematic and business-like manner, always pays well, said Geo. W. Davey to HARDWARE AND METAL. We give prices of each and every article without crowding, and always advertise goods in keeping with the season. Ads of this kind draw people to the store, and we find that even when they come for bargains they often buy many lines not mentioned in the advertisement."

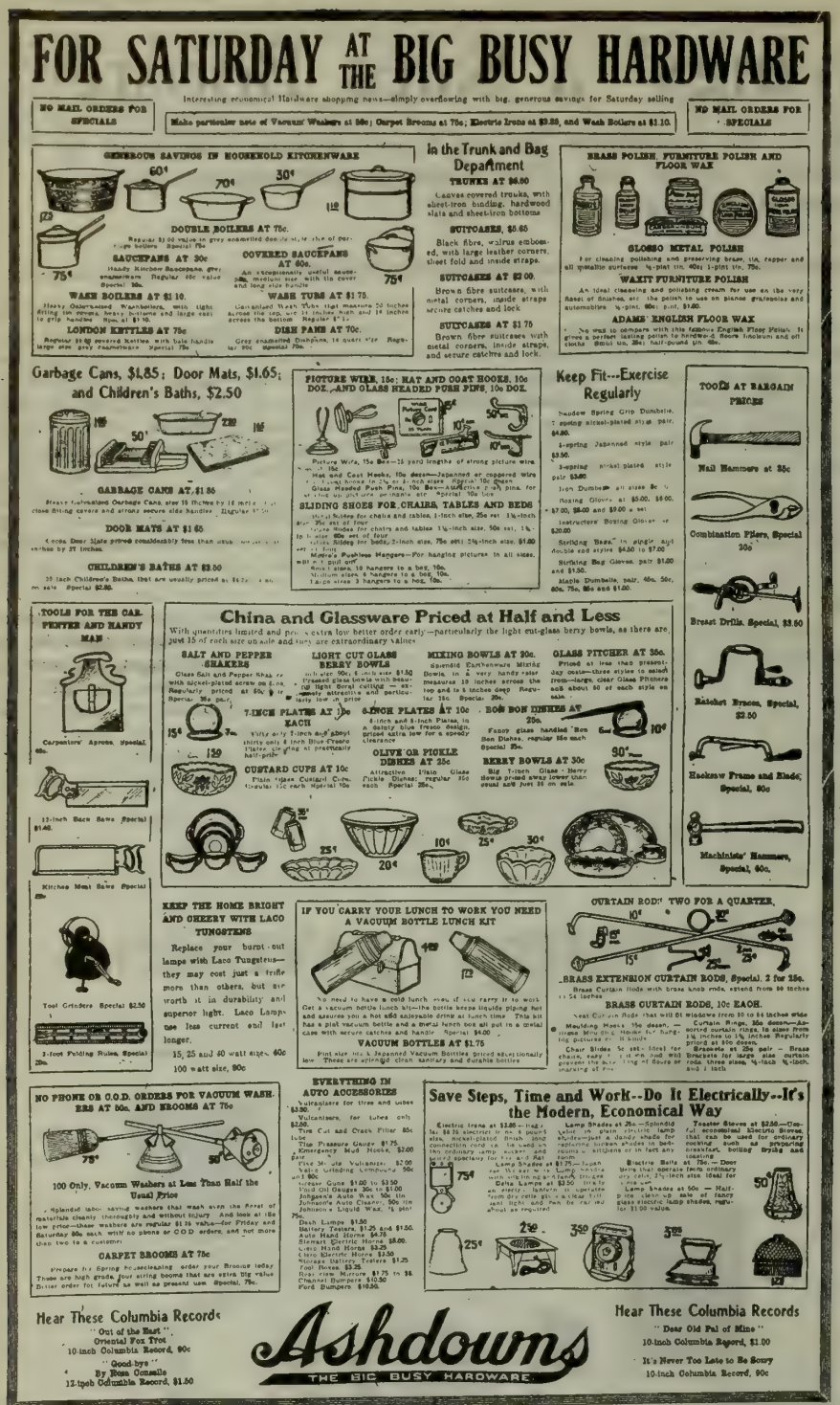
Mr. Davey stated that he makes a point of featuring something special each week. The features must be real bargains and include lines that are seasonable. These specials not only draw the farmer and his wife, but bring many new customers from the city, who otherwise might not visit the store," he stated.

Sold 300 Brooms

Mr. Davey explained that arrangements are always made a week in ad-



The space used for "Saturday Savings" ads is never less than nine by eleven inches, frequently larger. The ads are always well illustrated. Ingram and Davey state that they have had splendid results from "specials of this kind.



Neat arrangement and a free use of illustrations is a feature of Ashdown advertising. Note how prices are given not only in the reading matter but also with the illustration. Ads of this kind are often more widely read than the general news in a paper because they contain so much of direct interest to the buying public.

vance to give the public something new the week following. Using cuts freely in the space provided, he says, is also a very good idea. As an instance of this he mentions an advertisement which appeared in the newspaper of recent date, right in the centre of which he displayed a cut of a corn broom. He offered this at 59c, and at the closing hour Saturday night the salesman had disposed of no less than 300 brooms. "We are quite satisfied," he continued, "that the people read the ads Through a systematic campaign they look for the advertisement, and wait to see it before making their purchases."

Value of Windows

Whenever they can do it the J. H. Ashdown Hardware Co., Ltd., of Winnipeg, put in a window display that will back up their advertising matter. This, of course, is not always possible, as the firm tries to confine each window to some particular line. In a great many cases, however, a window can be put in. For instance, if they advertise something special in the line of graniteware, they always show a window of the goods and special attention is paid to pricing each line. Only when there are enough goods of a particular line to make a display is the window connected up with the advertising copy. They are able to do this often and effectively with their china and glassware. On one occasion they advertised a tea set and ran a splendid window display in connection with it. The window and the newspaper copy "pulled" to such an extent that every tea set the firm had in stock at the particular price was sold. This is such a successful line that the firm advertises it almost every week in their Saturday advertisement, and invariably put in a window display.

Produces Results

The Ashdown Co. finds it to their advantage occasionally to utilize a corner in their advertisement for a line which, under ordinary circumstances, would not be advertised. For instance a number of cuts of small electrical fittings may be shown with the regular prices quoted. The firm does not advertise bargains in lines of this kind. They state that it is surprising the number of inquiries they get for electrical fittings, or whatever other line they may have mentioned, following the advertisement.

It will be noticed that "No mail orders for specials" is featured in a box at each side of the ad at the top. This is a policy that is adhered to by the firm in its advertising of specials, and is based on the idea that it is better to get the people into the store, where there is a chance of selling them many other goods than those they came with the idea of buying. The firm has frequently found that people will ask for goods that were advertised two or three weeks after the ad was run. As a result of this it is hard to estimate the results obtained from the ad. However, it has been frequently found that a large ad will produce direct and immediate results in sales totalling ten times its cost. As a general rule large space pays best, they say, and this year are using more newspaper space than ever.

Hold Many "Specials"

Arthan & Hughes, of Tompkins, Sask., have been running a number of "specials" and with excellent results they state.

"We have put on a number of specials," said E. C. Arthan to HARDWARE AND METAL. "One of the best was a sale of pails. We had a heavy stock of pails and took this method of reducing it. As far as special sales are concerned we believe in them. If we sell a customer an article at a big discount we believe we get the profit back in many other ways. The farmers are the biggest gossips there are in the country, and they are doing one of two things, either knocking the merchant or boosting for him. These special sales make boosters for us. When we put on a special sale we advertise it, and we have large plate glass windows and we fill the windows with the articles advertised to

show them we have the goods to sell and also to catch the man who does not read the local paper. We do not do a strictly cash business, as we believe in giving a man a chance; of course we are careful to whom we give credit. Our business is about 75 per cent. cash and 25 per cent. credit. The amount of business we do on credit does not hurt us to carry it, and we are willing to help a man along by giving him credit. If we make a mistake in judging a man's character we take the loss, but we must say our losses are very light."

New Bankruptcy Act is Now Before the House

Many Questions Being Asked by Members—Hon. Hugh Guthrie Explains the Working of the Measure, Emphasizing Its Quickness and Accuracy

THE new Bankruptcy Act, now being given its second reading before the House, is occasioning a great deal of discussion. Much of this centres around efforts to make its action quick and accurate. The new bill was introduced by Hon. Hugh Guthrie and one of the first comments he had to deal with was that it was imperative that there should be nothing haphazard about the appointment of trustees and that they should be good, honest, capable men. Mr. Guthrie in reply stated that the committee had dealt at some length with this matter and that there was some difference of opinion regarding it among representative bodies of Canada. It was decided that the trustees should be appointed by the Governor in Council upon application of the Secretary of State. A sufficient number of trustees are to be appointed throughout Canada who will have a limited territorial jurisdiction and they will be required to give adequate security for the performance of their duties and for the prompt payment over of funds which come into their hands.

May Demand Order

An order for increased security may be made upon application of the creditors, he stated. The standing security is $10,000.

Mr. Guthrie was asked if the act is passed what will be the effect on the local acts now in force, and stated that all provincial legislation dealing with the subject of bankruptcy would in his opinion become null and void. The basis of the new bill, he said, is the English Bankruptcy Act, although it was not possible to apply all sections of the British Act here. The bill as it stands he said was a modification of and addition to the laws of a good many provinces also.

As the act is a new departure, Mr. Guthrie explained that it is not yet known how many trustees will be necessary throughout Canada. They were not, he said, salaried officers, but their fees will be voted by the creditors.

Should Get Interest

He was asked if any provision is made in the bill for the payment of interest upon the sum which the assignee is obliged to deposit with the Secretary of State. Mr. Jacobs who asked this said it seemed to him that when such a cash deposit was put up there should be some provision whereby the party would receive at least as much interest as the owners of Victory Bonds.

"I think if the trustees puts up cash security," said Mr. Guthrie, "he certainly ought to be entitled to a return by way of interest, but I believe in practice, it will work out in the form of guaranteed bonds."

He stated that the Canadian Manufacturers' Association and the Wholesale Grocers' Association, and other bodies, had deemed that the question of the selection of trustees was most vital. In England, Mr. Guthrie stated, the trustees are appointed by the courts, and he was asked why the same system was not adopted here.

He pointed out that one difficulty the Committee had striven to overcome, was the delay and expense in connection with application to the courts.

Too Expensive

"One complaint that has come to us from all over Canada," he said, "is that the expense of cases that go before the court, notably the cases of companies under the Winding-Up Act, is so great and the procedure so tedious that creditors become disgusted. An outstanding case in British Columbia to-day is that of the Dominion Trust Co. I believe that 80 per cent. of their assets have been expended in courts, liquidators and the like. If one thing was impressed upon the Committee more than another, it was that we should avoid as far as possible court procedure and court appointments."

H. H. McLean said that he could not understand the principle of taking the control of the estate or of the assets away from the creditors who own them, and asked why the trustees as proposed should be limited to a particular class.

How It Works

Mr. Guthrie stated, that it is not contemplated under the Bill that the trustee will be asked to carry on the business. It was not the common experience, after an assignment takes place, that the business is carried on, it is wound up. One of the chief objects of the Bill is to see that it is wound up properly. It might have to be carried on, but it was not planned that the trustee should do this. The creditors may appoint a manager. The insolvent himself may be appointed by the creditors. There is a special provision, he stated, that the insolvent, who is the man most familiar with the business, shall be appointed if the creditors agree. The largest creditors in the Dominion, the Canadian Wholesalers, the Canadian Manufacturers' Association, and the retailers, he stated, all passed favorably upon the clause as it stands, and did not approve of appointing anyone as a trustee or of anything that might open the door to the appointment of friends of any man or set of men as trustees or of anything not in the interests of the creditors.

The discussion on the Bill is still in progress.

What of Comparative Prices in Retail Advertising?

Has the use of "comparative prices" in retail advertising been abused to such a degree that an advertisement is weakened when the claim is made that the article is worth so-and-so, but is being sold for so-and-so (a low price)?

Some of the leading retail stores have concluded that such statements have so often been untrue that they are losing their power to produce trade because of this feeling and the knowledge that the "comparative price" is a constant temptation to department managers and others to exaggerate, they have eliminated such statements entirely.

They believe—and their sales records bear out the assertion, says a bulletin from the Associated Advertising Clubs—that a well-written description of the goods, followed by the announcement that prices are uncommonly attractive, is a stronger appeal than the other style of store advertising. Prices are, of course, usually stated, though not on all occasions.

The Associated Advertising Clubs are seeking further information on the subject, and to this end, William P. Green, organization secretary of the National Vigilance Committee of the Advertising Clubs, recently issued a letter to a number of representative stores in many of the more important communities of the country, which reads in part as follows:

"We are interested in having your viewpoint on such questions as use of the term "value," the conditions, if any, under which goods in lots may be advertised "values up to," and such other phrases as your experience has shown you to enter into a determination of right policies.

"We would like to have you tell us whether some stores, by reason of size, class of goods handled, or business conditions, are justified in using comparative prices, and if so, to what extent.

"Also please let us have your reaction on this—if a store announces that it does not use comparative prices in its advertising, but subsequently advertises goods (one half off," without stating either the original or sale price, is this, in your opinion, really comparative price advertising? Kindly explain your answer."

EDITORIAL COMMENT

MUST GO AFTER TRADE

EXPORT business has been secured by many Canadian firms in a most satisfactory volume. It is rather significant that the firms who have been getting the business are the firms who went after it. Some firms as soon as they deemed the time opportune sent their own personal representatives to round up orders. Others depended on other methods. It is not altogether reasonable to expect trade commissions or other bodies to get business and hand it to people. Canadian firms would not depend on this means of getting business at home. They would go out after it. Firms who have been waiting for business to be handed to them are likely to be disappointed. The general manager of a Western Ontario firm sums up the situation fairly well in a recent letter in which he says in part:

"Let me impress on you that the talk of the mother country and other sections of the Empire being unwilling to trade with us is merely the result of profound ignorance. They do want to trade with us—they do want our goods—but they will not come after us. We must go after them."

Canadian firms have a lot of good goods and good materials that the people in England and other countries want. The business is there, but it must be gone after. There is nothing new in this principle. The firms have built up a business at home by going after it. The same methods that meant success at home means success abroad and while it may be true that there will be rivals and some competition, no country stands higher in the eyes of the Allies to-day than Canada. However, this is nothing particular to lean upon in a business transaction. If Canadians show that they have the goods and go after the business, they will get it.

KEEP AT IT

ARE you keeping your name and the name of your store before the buying public all the year round. Advertising knows no seasons. It is good business for you to keep seasonable lines to the fore, but unless you keep your store before the people all the time you are not going to get the profits you would otherwise. Attractive advertising keeps everlastingly at it. It works twenty-four hours a day and seven days a week. It never stops. People will see your name on your window or your sign above your door and forget, but if they see your advertisement continually, your name and your store becomes fastened in their minds. If you back your advertising with goods and good service the results will be apparent in steadily growing business and more and more profits.

MEANS MORE BUSINESS

THE preferential tariff of Great Britain which allows 6½ per cent. to Canadian manufacturers developing export trade is resulting in an enormous expansion of automobile making in the Dominion by American firms. It is stated that Detroit manufacturers alone will invest no less than $12,000,000 in new plants in Canada. Some of this work is already under way and in at least one instance an American firm is leasing a large plant in Ontario that was making engines and boilers and will use it to try and keep up with its orders until a new factory can be built. This expansion in the export auto trade will undoubtedly have an effect in stimulating business at home, and every auto that is sold at home means the sale of accessories. In this the hardware dealer is especially interested and also in the supplies. The steady growth of the auto accessory business has been a source of keen satisfaction to many hardware dealers in the past five years, and they are looking forward to even greater developments in the next decade.

PROFITS ARE NECESSARY

JUST where the demands which labor is making to-day for higher wages and shorter hours will lead to is a question that has got many business men puzzled. In the midst of a whole lot of other problems that require the most careful consideration this question of higher wages and shorter hours stands pre-eminent with many firms because it affects their whole future not only from a production standpoint but from the very foundation. It strikes directly at profits, and profits are what all firms are vitally interested in. One hears a lot of talk these days about "killing the goose that laid the golden egg." It remains, however, to be seen just how far the demands of labor can be carried without killing the goose. In some recent instances labor's demands include, beside the shorter hours and higher wages, a share in the profits. Some have gone even further and wanted a share in the business. Labor cannat have more than it can earn even with the rewards

of capital altogether eliminated and the payment of management brought down to the basis of the laborer. There has been quite a lot of talk about distributing profits to workers. Much of what has been suggested seems decidedly impractical. Profits are to business what fertilizer is to the soil. Business starved of profits will soon eat up its own capital. It is stated that even a plan which would return six per cent. on the invested capital and distribute the balance to the workers would mean business starvation. One of the biggest businesses in the world of its kind, the Armour Co., was built up by putting back into the firm more than eighty-seven per cent. of the total profits. Many of the most substantial business structures all over the world to-day have been built up by the same process. It would appear that one of the mistakes many firms have been making is to veil too much of their affairs, especially regarding profits, from the public. Mysterious and very often erroneous reports have been circulated regarding the huge sums certain firms were making. Reports of this kind have been magnified and have bred discontent, which, fostered by other conditions, are crystallizing into demands which are now supplying many captains of industry with much food for earnest thought. Some firms are meeting demands for shorter hours and higher wages. Others are adopting profit-sharing plans. Many others are wondering just what to do for the best. Many business men are beginning to realize that they have been making a mistake in ignoring public opinion and allowing stories of huge profits to go unchallenged. Intelligent publicity will do a lot to counteract the evil effects of this, but in the meantime a movement is under way which promises to sweep right through the industrial and commercial world and there is no telling yet just what the results are going to be.

THE HOUSING PROPOSITION

ACCORDING to the Ontario Director of the Bureau of Municipal Affairs one-half of the cities of the province have already passed by-laws by which they will come under the provisions of the Housing Act. He estimates that no less than $8,000,000 worth of new buildings will be under construction in this manner shortly. Some of the hardware dealers have been taking the view that little or nothing was likely to come of the activities of the Housing Commission. Others took the view that the Commission had not only lost a lot of valuable time but had not accomplished anything itself and prevented others who would have built from going ahead. It has taken time to get the machinery for the Housing Act in motion, but once it is started it is expected that rapid progress will be made and that a lot of work will be under construction this summer.

WHAT OTHER EDITORS SAY

ONE who watches carefully the pages of general advertising mediums is struck by two things; the persistency with which those advertisers who are recognized as successful maintain their advertising week after week, month after month, and year after year. They never seem to abate their effort; apparently the volume of their business increases steadily. The other thing noticeable is the large number of advertisers who thrust their announcements above the surface for a little while and then sink into oblivion. They either had not merit as a basis for their claims or they did not possess the skill to steer their enterprise successfully, or else they lacked the nerve to put forth proper effort.—*Advertising Experience.*

THE atmosphere through which the steel situation must be discerned has been befogged in a variety of ways. There has been the usual befogging by the playing of their usual tactics by both buyers and sellers, buyers pretending they have no intention or occasion to buy while sellers make their familiar pleas as to production costs. Additional befogging has occurred because the idea, proper in war time, that producers have to be taken care of, is not entirely dispelled, while a rather dense mixture has been spread over the prospect by operations at Washington, where things are done differently, or left undone differently, than in regular business circles. To put the thing in a nutshell, the steel producers have been playing for time and also exerting pressure upon Washington to withdraw its opposition to wage reductions. The steel producers have been doubtful whether there would be a really large volume of steel demand this year. Accordingly, as in all the past, they have sought to postpone price reduction until the last moment, until the time when it would be certain that reductions would at once fill the mills and start the market on the road of advances.—*The American Metal Market.*

WHATEVER the difficulties between the metal-workers and their employers, strikes are generally the result of a wrong attitude of mind, on the part of either employers or workers, or of both. If the employers have the opinion that the aim of labor is to make business impossible by demanding more and still more of the margin of operation they will not be conciliatory. If the workers believe that the employers are merely "capitalistic exploiters of labor," that will have a continuing sense of injury. Under such conditions trouble is inevitable. We believe that the practice of the electrical contractors and the electricians might be more generally adopted for the mutual advantage of both employers and employed and for the benefit of the country as a whole It is to be expected that the Government Commission on Industrial Relations now touring the West will advise the setting up of trade councils on the model of the Whitley plan. Workers are entitled to a growing share in the control of industry. Given that the majority of them will give loyal service.—*The Times*, Toronto.

THE most frequent complaint that we hear in regard to clerks is their lack of initiative. Merchant after merchant laments the fact that their clerks need too much directing—it is necessary to keep continually telling them what to do. When a clerk has finished one thing he has been told to do, he stands around until told to do something else, instead of himself seeing the things that ought to be done and going about his work without being urged.

It is unfortunate that more clerks do not realize that they could make themselves much more valuable to their employers by going about their work without direction so that the proprietor will not be taking up time, in telling them what to do, that should be given to other important store work.—*Profit Pointers.*

Broad-Minded Merchandising Pays

Introduce Outside Lines in Your Displays to Enhance Your Own Goods and to Produce the Desired Moral Effect on Their Customers—Co-operate With Other Merchants to Encourage the Better Furnishing of the Homes of Your District

ARE you introducing novelty in your merchandising? Are you getting away from the beaten path of conservative hardware ideas in the selling of your goods? Think these two questions over as you read this article and see where you can improve your methods.

How often hardwaremen, not in rural districts alone, but right in our largest cities, have said: "Isn't it great the way those big department stores advertise? Don't they put over some great stunts?" No matter how much bad you think about them you still admire their aggressiveness and often wonder how you can compete.

Now to size up your possibilities for a moment. Do you realize that there are some very fine homes in your district whose owners are in a financial position to afford much better furnishings than they have? And some day they are going to buy them from the big city store unless the local merchant gets after them first, and he can. Here is one suggestion which shows that you can do it.

The Artistic Side of Merchandising

You say, "Oh, I'm not artistically inclined! My salesmen know nothing about artistic ideas." This is where you underestimate both yourself and your selling force, for nearly every man has a streak of good taste in his make-up or he can develop it and if he can't scare it up himself he can borrow it from some of his acquaintances until at last he begins to think it is his own. All it requires is putting into practice what you already know or can learn. Suppose now as an example you have a window to trim in which you wish to display electric fixtures, appliances, etc. Sure you can arrange them very nicely and they will look quite neat, but wherein does the display differ from any other of the dozens you and your competitor have put in before? Why not something different?

You know the wall paper man down the street, if you do not carry the line yourself. Why not go down and get his idea? If he is a live wire he will cooperate with you and loan you a display rack of wall paper that will harmonize with the goods you are showing. He may even go to the trouble to fix up a pair of panels representing the corner of a dining room. This set up in your window will form the background. Now see the picture man and borrow a nice picture that will blend in with the paper and the other goods. Next hang your electric fixture, selecting one that is in keeping with the paper and display other lines suitable for such a room: a pretty table lamp, a set of cutlery, a piece or two of hollowware. If you are not sure about the harmony of the lines displayed, ask your friends, ask those who should know and get their ideas—don't be afraid of borrowing other people's ideas and using them to establish your store as the place to buy the better goods. The public will soon look to you for ideas in the fitting of their homes. This can be carried right through the home—cellar to garret, even to the office and factory, in fact everywhere.

Take Stock of the Homes

The possibilities that lie behind the front door of the average well-kept home are always under-estimated and the hardware dealer is too often inclined to leave the suggesting to the other merchants in the town, who incidentally are doing the same, with the result nobody gets the business until some day the expressman brings home a tell-tale parcel.

Why not take stock of the most likely homes in your district and set out to get the business that is waiting to be picked off, by running a series of windows and interior displays along the lines mentioned above and through your paper and personal contact get the bigger trade of your community.

Handsome Homes in the Country

You no doubt can call to mind the many handsome country homes in your vicinity. Do you know their needs? Not perhaps what they actually need but what the owners would like to have if they knew you could supply them.

You can help to make rural life more attractive by fitting the country homes with all the most modern conveniences and labor saving devices. For instance, the installation of an electric power plant for domestic use will make possible the use of electric lighting fixtures, electric washing machine, electric iron, electrically operated churn, electric vacuum cleaner and many such labor saving devices. The installation of a sanitary water system will lead to the outfitting of a bathroom, a kitchen, etc.,—one modern idea leads to scores of others which mean good business for you.

In a small town, in fact a village in Ontario, one hardware man devotes much of the quiet season in the summer time to selling and installing water systems, which net him a very good profit and pave the way for other more profitable business.





This idea is not new of course, but very often it is neglected. The profit on such a job is only the beginning, for a well equipped kitchen is not complete until the cooking utensils are taken stock of, vacancies filled and old inefficient pots, pans and kettles displaced by the newer and better type.

The Walls the First Step

In decorating the home the first step is the decorating of the walls. Build your plans around this fact and in getting the interest of Mrs. Housewife make this one of your first interest getters.

Follow the decoration of walls, whether they be produced from your paint or wall paper department (someone else's if need be) with the furnishing, study the best style of furniture to go with the wall decoration and then add the other touches which go to complete a nicely furnished home, even to the rug. Start the housewives thinking through your window decorations and your interior trims until you finally get into their homes.

The Farmer and His Stable

Don't stop with the home, but show the farmer that you are just as interested in his end of the institution as the housewife's, and that you can place his part on an equal basis with the house. That barn door opens as if it were glued to the track, perhaps the hanger is a poor one. Labor is scarce, why not a hay fork and stable carrier to say nothing of the water and lighting system; a motor to grind his feed, to fan his grain, to cut his wood, etc.?

The hardware dealer's merchandising can be made most comprehensive if a broad policy of co-operation is adopted, one which will not prevent him from displaying the other fellow's goods, thus encouraging mutual good-will and hearty co-operation.

Demonstrating Electrical Devices to Create Interest and Effect Sales

MANY points in display, store arrangement and salesmanship might be adopted by hardware dealers, from an electrical demonstration put on by a Toronto store. To start with, the display was complete. One thing that impressed everyone who saw it was that the store in question not only had everything in stock, but all the very latest improvements. No matter whether it was a spark plug for an auto or an electric iceless refrigerator, a vacuum cleaner or a high speed washer, it was on display and working. The iceless refrigerator was shown manufacturing little chunks of ice to be put in water glasses. The electric washers were running, filled with foamy lather. The vacuum cleaners were sucking up shovels full of dust, pieces of paper, sand and other things that impressed the lookers on with their efficiency. Half a dozen spark plugs connected with a motor were "sparking." There was no doubt whatever about it. All who saw the demonstration, and the continuous blue sparks, were satisfied in their own minds, that the plugs were built for service.

In connection with the display, a plan was featured that made for efficiency. The electric washers were in a section to themselves. There was a section for auto accessories, another for toasters, percolators and similar lines. In another section, a battery of vacuum cleaners were busy, and over in a corner the iceless refrigerators were humming as the motor driven equipment sent the fluid through the coils.

A man or woman no sooner stopped before a gorgeous display of electric lamps, the electric washers, vacuum cleaners or other lines than an alert and thoroughly posted salesman was on the job to answer any questions, give prices and all general information. Every one of the salesmen and saleswomen knew their business. The little ladies in charge of the electric refrigerators might have worked in a plant where electric motors were made, so thoroughly could they tell all about the machines and what they would do. So it was with the electric washers, the vacuum cleaners, the auto accessories and all the other lines. Without being in any way officious or obtrusive, the sales force in charge of the demonstration was on the job every minute.

Another feature of the demonstration was the decorations, the setting for the various electrical devices. There were all kinds of effects, all in keeping with whatever was shown. For instance, there were floral and woodland effects among the lighting fixtures, there was furniture that harmonized with the table and hall lamps, there was spotless linen and handsome furniture to go with the toasters, percolators and other articles used in the home. The effect was to suggest involuntarily to prospective buyers that the articles shown, would not only make their homes more complete, but to show them also how best to show them in the home.

TO LAUNCH CLEAN-UP WEEK BY PARADE

Montreal is out to do its annual springtime cleaning this year in a way that should prove decidedly effective. A monster parade is now being planned for May 17. This will present a great opportunity to the hardware dealer who is out to make this a banner year. With the inauguration of this campaign there will be a big demand made upon the hardware men's stock of rakes, hoes and shovels. Step-ladders, the scrubbing brush assortments, the mops and pails, cleansers, sponges, etc., should be brought to the fore and displayed in the windows, and sales of paints and varnishes should be greatly stimulated as a result. Reports indicate that the dealers are taking an active interest in the campaign, and the citizens are being asked to do their share in making the campaign a success.

EVENTS IN THE TRADE

Business Changes

Ottawa.—Israel Houle, succeeds Houle & Richard, hardware.

Harris, Sask.—Kaiser & Kerr succeed N. S. Blondin, hardware.

Colonsay, Sask.—Morgan and Baird have purchased the hardware and implement business of J. E. Morgan.

Lucan, Ont.—Joseph Hodgins & Son, of Strathroy, Ont., have purchased the hardware business of the late Richard Hodgins. Alex. Hodgins will be manager.

Fire Losses

An explosion in a furnace was responsible for a fire at Deseronto, Ont., which partially destroyed a portion of the plant of the Standard Iron Co.

Obituaries

Thomas A. White died at Bruce Mines, Ont., on April 21, 1919, in his 81st year. Mr. White was in business for many years, and was one of the oldest and best known hardware men in the north country.

Trade Notes

The Colonial Mfg. Co., Montreal, saddlery, has been dissolved.

The Mitchell Vacuum Cleaner Co., Ltd., has been registered at Montreal.

G. B. Laforest & Co., Montreal, steel, has been registered by Guy B. Laforest.

The Imperial Oil Co., Ltd., has purchased property and will erect a storage plant at Eston, Sask.

The Terrebonne Electric Power & Steel Co., of Terrebonne, Que., has secured a Dominion charter.

A winding up order has been granted in connection with the Hastings Wagon Co. Ltd., of Watford, Ont.

The Canada Cement Co., of Port Colborne, Ont., will shortly commence the erection of a potash plant, to cost $1,500,000.

W. Ashley has withdrawn from the tinsmithing firm of Tufts & Ashley, at Delisle, Sask., and the business will be continued by Mr. Tufts.

The hardware firm of Ingram & Davey, Ltd., of St. Thomas, Ont., has the distinction of being the first business concern of any kind in that city to install a private telephone exchange.

McLennan & McFeely, of Vancouver, B.C., are opening an auto accessory department which will be in charge of Arthur Britton, manager of the sporting goods section.

A dissolution of partnership has taken place in the Delton Hardware Co., Edmonton, Alta., between Bernard V. Dougherty, John H. Chesser and Henry E. Grant.

At the annual meeting of the Dalyte Electric Co., the merger of the Flexible Conduit Co., Dalyte Lamp Co. and Munder Tungsten Co., the following officers were elected: President, John Kennedy; vice-president, J. E. Carter; managing director, J. S. Wheeler.

Oneida Community, Ltd., make the announcement that they are about to move their head Canadian office from Oneida, N.Y., to their Canadian factory, which is located at Niagara Falls, Ont.

The Hoover Suction Sweeper Co., of North Canton, Ohio, will make its Canadian headquarters in Hamilton, Ont., and will erect a plant there. The Canadian sales manager will be Thomas F. Kelly. Temporary quarters of the company have been established at 20 Macnab St.

F. E. McFeely, warehouse manager and salesman of the wholesale hardware firm of McLennan, McFeely & Co., Ltd., Vancouver, has started in business for himself, as a manufacturers' agent, with offices at 508 Credit Foncier Building, Vancouver.

Personals

After three and a half years' service overseas, Harry Taylor has returned to his position with the Drake Hardware Co., Ltd.. of Victoria, B.C.

A. Pritzker, National Electric Heating Co., Toronto, who has been seriously ill with pleuro-pneumonia, is now on the way to recovery.

E. Roy Fenwick, manager of the New Brunswick branch of the Dunlop Tire & Rubber Co. at St. John, has been appointed manager of the Montreal branch.

J. E. Dufton, formerly with the Gas Appliance Co., London, Ont., has been appointed Canadian representative of Eclipse Gas Stove Co., Rockford, Ill.

Prior to his departure for Vancouver, where he is starting business, F. A. Healey, who has been manager of the hardware department of Revillon, Wholesale, Ltd., Edmonton, Alta., for twelve years, was presented with a massive cut glass rose bowl, on a mirror reflector, by the management and department heads, and with a fitted club bag by the staff. L. M. Muir succeeds Mr. Healey in charge of the hardware department.

Mr. C. Brownley, who has been manager for the past six years of the Great West Saddlery Co.'s Calgary branch, has resigned to become manager of the Calgary branch of the Delco Light Co. On behalf of the employees he was presented with a gold chain and Masonic emblem prior to leaving.

Gordon Cunningham, buyer of sporting goods in the hardware department of Revillon, Wholesale, Ltd., Edmonton, Alta., is leaving shortly for the coast to recover his health, after a long illness with influenza.

Montreal News

George C. Wiltshire, representative of F. H. Noble and Co., Chicago, was in Montreal early this week.

H. Lamarre, of Lamarre and Co., St. Remi, stove manufacturers, was visiting Montreal this week.

W. S. Fisher, of the Enterprise Foundry Co., Limited, Sackville, N.B., was a Montreal caller this week.

D. Blais, of Gagnon Freres, Chicoutimi, Quebec, was in Montreal this week in the interest of his firm.

J. H. Ross, formerly with the Remington U.M.C. Arms Co., and who is now selling various lines on his own account, was in Montreal this week.

Mr. Brooks, representing Oneida Community, Ltd., and selling their line of traps throughout the country, called on Montreal jobbers this week.

Walter B. Ramsay, president A. Ramsay and Son Co., Ltd., Montreal, returned from England this week. Mr. Ramsay has been absent for several weeks in connection with special business for the Canadian Paint, Oil and Varnish Association.

Z. E. Martin, of the Martin-Senour Co., Ltd., and who resides in Chicago, was in Montreal this week. Mr. Martin was called to Knowlton, Quebec, through the death of his mother. During his stay in Montreal he visited the Montreal factory for a day or two.

George Henderson, president Brandram-Henderson, Ltd., Montreal, left on Monday for Vancouver. Mr. Henderson expects to be absent for a month and will visit the company's agencies in B.C., Manitoba and Alberta.

John Irwin, managing director of McArthur-Irwin, Ltd., Montreal, has been confined to the Royal Victoria Hospital for the past ten days, and underwent an operation which was happily successful. Mr. Irwin is expected back at his office in a few days.

J. E. Penfound, representing McArthur-Irwin, Ltd., Montreal, left this week for a western trip. Mr. Penfound will be away about two months, and will cover territory through Western Canada, going as far as Victoria.

Winnipeg News

N. J. Dinnen & Co., manufacturers' agents, Winnipeg, have moved from the Canada Building to the Nokomis Building.

C. C. Craig, of the C. C. Craig Company, cutlery importer, leaves on an extensive trip to the Pacific Coast next week.

A. C. Leslie Co., Ltd., have moved their offices in Winnipeg from the Nanton Building to 610 Confederation Life Building.

Mr. Davidson, of Henry Disston & Sons, Ltd., Toronto, is in the city this week, soliciting the trade in the interests of his firm.

Mr. Yendall, of the Richards Wilcox Co., London, Ont., spent a few days in the city during the week, calling on the jobbing trade, leaving Friday night for the East.

Incorporations

Gravenite Products Limited, capital $240,000, head office Toronto, plans to manufacture and deal in electrical devices and appliances, and to carry on the business of brass founders and tool makers.

Piano Cases and Phonographs, Limited, head office, Brantford, Ont., capital $100,000, plans to manufacture and deal in office and store fixtures, and to carry on the business of wood and metal workers.

The Sellers Kitchen Cabinet Company, of Canada, Limited, capital $90,000, head office, Southampton, Ontario, plans to manufacture and deal in kitchen cabinets and wood manufactures.

The Sudbury Improved Car Stake and Manufacturing Company, Limited, capital, $500,000, head office, Sudbury, Ont., plans to manufacture and deal in car stakes, screws, chains, tackle and all articles used in connection with lumbering.

LaSalle Hardware, Limited, capital, $50,000, head office, Lachine, Quebec, plans to carry on a general business in hardware, plumbers' supplies and building materials.

The Office Furniture and Supplies Company, Limited, capital, $100,000, head office, Brockville, Ont., plans to manufacture and deal in furniture made of steel and wood.

CLOSES ON SATURDAY AFTERNOONS

The Stevens Hepner Co., of Port Elgin, Ont., has made the following announcement:

"We have decided to close on Saturday afternoons until October first. During the winter months we will discontinue the half holiday and will run nine hours per day. An increase of 10% on the rates per hour and on piece work rates will be made, so that employees will make approximately the same amount in a week of 55 hours as they formerly made in 60 hours."

New C.M.A. President to be Montreal Man

T. P. Howard, of the Phoenix Bridge and Iron Works, Montreal, is, it is indicated, slated for the presidency of the Canadian Manufacturers' Association. The annual meeting is to be held shortly, and, in accordance with the custom followed heretofore by this Association, the vice-president, which office Mr. Howard now fills, will be elected to the higher honor.

Mr. Howard is considered one of the industrial leaders of Montreal, and the appointment will, it is thought, have the approval of all manufacturers.

Among other important considerations taken up at the meeting of the executive, held in Montreal last week, the question of appointing a committee to represent the Association of Montreal on the proposed technical council, received favorable discussion. The object is to promote technical education, and a representative was appointed to represent the Association at a subsequent meeting called to consider compulsory education. Preparation was also discussed relative to the reception of the Royal Commission, which will, later in the month, go there to study industrial conditions.

An additional important consideration taken up, was that of steamship service between Montreal and Europe and between this port and Australia.

Marshall, Son & Bunney Opening in Toronto

Marshall, Son & Bunney, successors to Geo. A. Marshall & Co., have taken over the former premises of the Canada Hardware Co., at 39 Richmond St. E., Toronto, and will conduct a business as importers in steel, tool steel, alloy steel, files, drills, axles, springs, vises, saws, wickless and brazier lamps and auto accessories. It is the intention of the company to deal entirely in British goods, and a complete stock of the foregoing lines will be carried. Members of the company will call on manufacturers, wholesalers and retailers in all parts of Canada. In an interview with HARDWARE AND METAL, Mr. Geo. A. Marshall stated that the company will confine their lines to those of British manufacturers, and have made arrangements with the latter firms to adopt Canadian patterns. Geo. A. Marshall has been connected with the steel and cutlery trade for nearly 30 years, and has a wide connection both in England and throughout Canada. Mr. Marshall is also head of the Perfection Sanitary Brush Co., of Toronto. Reginald Marshall, son of Geo. A. Marshall, has just returned after serving for three years as a captain in the R.A.F. Mr. Marshall, Jr., was formerly associated with his father, Geo. A. Marshall, in Toronto. Walter E. Bunney has been connected with a Sheffield steel manufacturer, Jones, Colver, Ltd., Sheffield, Eng., for 21 years, latterly as general manager of W. D. Beesley & Co., a Sheffield subsidiary firm and a manufacturer of cold roll strip and wire of all kinds. Both Mr. Marshall and Mr. Bunney have spent considerable time, during the past few months, with the English houses which are to be represented by the new company in Canada. The following firms will be represented: Wm. Atkins & Co., Ltd., Sheffield; J. Brockhouse & Co., Ltd., West Bromwich, England; Howie & Burley, Ltd., Birmingham, England; C. & J. Hampton, Ltd., Sheffield, England; W. Gilbertson & Co., Ltd., Swansea; Joseph Evans & Sons, Ltd., Sheffield, England.

Tribute to Francis Glidden; "Northern Chesterfield"

In its April issue, the Palm Beach, Fla., "Post" pays a tribute to one of the best loved characters ever identified with this trade. It says:

"A very familiar face, always wearing that genial smile that makes everyone his friend, seen almost daily along Clematis avenue, in his wheel chair, or his motor car, is that of Francis H. Glidden, of Cleveland, the founder of the great varnish manufacturing business that has made the Glidden name so widely known. Mr. Glidden laid the foundation of that business early in 1875 when quite a young man, leaving his native state of Maine in January, 1870.

"Mr. Glidden's sons, who have always been associated with him in the business, also have their winter homes in Palm Beach, and although the crowds have gone 'the Glidden Colony' will not leave until about May 1, as we are having the most delightful weather of the season now.

"The Gliddens have many friends here. Mr. Glidden is a typical 'gentleman of the old school' and his dignified and courteous affability has won him many admirers. Mr. Glidden retired from active business two years ago at the age of 85 years, having earned the sobriquet of 'dean of the trade' and 'the grand old man of the varnish business.' He has our heartiest good wishes for many more years in which to enjoy the fruits of his labors."

C. F. HENLEY COMING BACK

C. F. Henley, who formerly travelled in Northern Manitoba and Saskatchewan for Plewes, Ltd., passed through Winnipeg last week. Mr. Henley was at the front, and was wounded very severely, in fact it was thought at one time that he would not recover. However, he made progress, and later made one trip for Plewes, Ltd., but was called back by the military to administer the Military Service Act in Alberta. He is still with the Government, but will shortly be back on the road again.

Export May Develop For Cordage

Asked as to the prospects for business abroad in binder twine, cordage, etc., W. A. C. Hamilton, of the Consumers' Cordage Co., Ltd., Montreal, said:

"We have had many enquiries from sources abroad in recent weeks. These have been mostly in the nature of enquiries for quotations, but we hope that there will be some business later as a result of the enquiry."

Mr. Hamilton said that it was not possible at the present time to make quotations except for immediate or near delivery. "Labor unrest makes this impossible," he said, "and new demands are being made practically all the time, so that the manufacturer could not extend his terms and prices indefinitely."

Replying to HARDWARE AND METAL'S question as to the probable permanancy of any trade that might be secured abroad, Mr. Hamilton said that there was reason to hope that a permanent business would be secured in some parts of Europe.

"We are as near the raw products as many of the European countries," continued Mr. Hamilton, "and should be in a position to ship the manufactured material there. Recently an order came from Roumania for binder twine, and this was distributed among various makers. There should be business for both binder twine and other cordage. Many of the countries there will not be in a position now to work along regular lines, and in the meantime some business should be forthcoming."

In the past, Mr. Hamilton pointed out that some export business had been done with Scandinavia. There was reason to hope that there would be a much larger expansion abroad for all lines, however.

Boston Berry Bros., Inc., Ordered to Desist

Under recent date a despatch from Washington indicates that the Federal Trade Commission has found that it recently erroneously served Berry Brothers, the well-known Detroit concern, in proceedings intended against a Boston concern, Berry Bros., Inc., distributors of varnishes and like products, and Evert W. Hinckley, its manager, who now have been ordered to cease and desist from giving money or gratuities such as liquor, entertainment, cigars, valuable presents and the like, to employees of the Detroit concern's customers or prospective customers of its competitors' customers or prospective customers, to influence the purchase of supplies.

At the same time, the Commission dismissed its proceedings against William H. Kennedy, former salesman of the concern, having found he did not use the practices complained of during 1918, as charged.

The commission found that the Boston concern and Hinckley during 1918 secretly paid money to Harry C. Ayers, foreman finisher employed by Estes & Sons, Hancock, Mass., and to George M. Crooker, foreman finisher of the Maine Mfg. Co., Nashua, N.H., as an inducement to them to influence their employers to purchase their products or to refrain from dealing with their competitors.

Adopt Life Insurance Plan for Employees

THE AutoStrop Safety Razor Co., Toronto, has just adopted a plan which has for its object the insuring of every one in the employ of the company.

Under this system, as explained by C. S. Stampleman, the general manager of the Canadian branch, the AutoStrop Company undertakes to insure the life of each member of its staff and to pay all premiums in connection with such insurance.

The policies are graded in amounts from $500 to $2,500, the value of each policy agreeing proportionately with the length of time spent by the recipient in the service of the company. Each employee is permitted to choose his or her beneficiary and thereafter all responsibility in relation to the various policies is assumed by the Company.

When an employee of the office or factory has been with the company three months, a policy for $500 is taken out and each succeeding year an additional $100 is added to the face value of the policy until the amount reaches $1,000.

A preferred plan covering departmental heads and travelling salesmen is issued, the initial policy being for $1,250, and each year an addition of $250 being made to the policy until the face value reaches $2,500.

Should an employee leave at the end of the year or at any time, he is given the option of carrying the policy in his own name if he wishes; otherwise policy is just cancelled. The company have adopted the 8-hour day.

W. W. Page Passes On

Wallace Welton Page, who for the past several years has been secretary and sales and advertising manager of the Geneva Cutlery Corporation, Geneva, N. Y., died at his home in Geneva on on Tuseday, April 29, after a brief illness at the age of 38.

Previous to his connection with the Geneva Cutlery Corporation, he was with the H. O. Company of Buffalo, N.Y., E. Kirstein & Sons' Optical House of Rochester and the Standard Optical Company of Geneva.

On February 1, 1916, he became affiliated with the Geneva Cutlery Corporation, as secretary and director, and immediately took up the duties of sales and Advertising Manager of that organization.

At the time of his death, in addition to his activities in connection with the Cutlery Corporation, Mr. Page was president of the National Wire Wheel Works, president of the Goodwin Press and a principal owner and officer of a large New York Export Corporation, and the director or principal owner of several other extensive corporations.

Mr. Page was widely known and made fast friends among hundreds of men during his business career. He leave a widow and five brothers and sisters.

Opening Sales Office About June 15

L. M. Cochrane, who has been associated with the Northern Electric Company, Limited, in Calgary and Winnipeg for the past eight years, has resigned his position of district sales manager of the Winnipeg district, to enter into business for himself.

Mr. Cochrane is opening a sales office in Winnipeg, which will be his headquarters, and will represent manufacturers of electrical and automobile accessory products. He will cover the Western territory from Port Arthur and Fort William to the Pacific Coast, and will work with jobbers and distributors exclusively.

Mr. Cochrane is visiting manufacturers in Eastern Canada and the United States completing arrangements in connection with his business, and expects to open his office about June 15.

Resigns as President Du Pont Company

An announcement has been made by the executive board of the E. I. du Pont de Nemours Company, that Pierre S. du Pont had resigned from the presidency of the company. Irenee S. du Pont, chairman of the executive committee, succeeds him as president, and Pierre S. du Pont becomes president of the board of directors.

These changes were to become effective May 1. It was said at the du Pont offices that these changes were made in order to meet the new business conditions consequent upon the ending of the world war.

Sons Return From Overseas

Chas. N. Haldenby, president of Sanderson Pearcy & Co., Ltd., is rejoicing over the safe return this week of his two eldest sons from the war.

Capt. E. W. Haldenby, M.C., has served continuously for three years as adjutant of the 15th Battalion and Lt. R. E. Haldenby, M.C., has also served two years with the same battalion.

Mr. Haldenby's youngest son, Norman, also served for two years in France with the 69th Battery, was wounded and returned home recently.

Friends are congratulating Mr. Haldenby on his fighting family of boys and their safe return

To Hold Back on Stove Export Trade

Canadian stove manufacturers will not, as an organization, continue their efforts to secure export business in Europe. A. M. Smith, of the McClary Mfg. Co., London, Ont., who went overseas some weeks ago to size up the situation and the prospects for business, has returned, and, at a meeting of the stove manufacturers, held in Toronto, gave a full report on conditions. It was stated to HARDWARE AND METAL that as a result of the information given them by Mr. Smith the manufacturers do not feel justified in any further expenditures to get business in France, England, or other European countries. Mr. Smith's report will be issued in full shortly, it is stated, and will be mailed to Canadian stove firms.

A. C. Jones Goes to Hamilton

On the occasion of his leaving for Hamilton, A. C. Jones, who for the past 6½ years has been in charge of the pricing and costing department with the Aikenhead Hardware Ltd., Toronto, was presented with a solid gold watch. T. E. Aikenhead, president of Aikenhead Hardware Ltd., on behalf of the directors and the staff made the presentation. Mr. Aikenhead wished Mr. Jones every success in his new venture and assured him that he was leaving a host of friends behind in the associates he had had for so many years.

Mr. Jones goes to Hamilton as sales manager of the Allith Manufacturing Co. of that city and will assume his new duties on Monday, May 12.

Tiling Department Active

The James Walker Hardware Co., Ltd., Montreal, is finding business very encouraging in a retail way. "Our tiling department is especially busy," said Max Hill, the manager to HARDWARE AND METAL. "We now have forty-three men engaged in this work and the outlook is very good."

In the matter of collections, Mr. Hill stated that these might be better. It meant hard work to keep these up to standard, and it was rather difficult to get accounts paid as they should be. Close, constant application was essential, and by being ever on the trail of delinquents it was possible to overtake outstandings far better than if one permitted any easing of effort.

Mr. Hill feels that there will be a fairly good business this summer, and in some departments this will be particularly good. The auto accessory department has been doing a splendid business," he concluded.

Paper Manufacturer Bereaved

The many friends of J. H. McComb, wholesale building papers, Montreal, will sympathize with him in the loss of his wife, who passed away in that city on May 1. Mrs. McComb had been suffering for many months and the end was not unexpected. The funeral was held on Saturday afternoon, May 3.

D. A. MacNab Located At Brockville, Ont.

D. A. MacNab, president of the Ontario Retail Hardware and Stove Dealers' Association, who was for many years engaged in the hardware business at Orillia with his brother, has purchased a hardware business at Brockville, Ont., and is now rearranging stock fixtures, etc.

Conditions Improving

E. B. Plewes, head of Plewes, Ltd., Winnipeg, returned last week from one of his trips in the country, and stated that he found business almost as good as it was on the same trip a year ago. He says there is lots of evidence that if conditions are good as regards the crop this year, there will be an enormous demand for hardware. He quoted one hardware dealer who stated that when he saw that the crop was going to be right, he would stock up heavy, but not until then. The dealers are still holding back, and yet it looks from the above as though conditions are improving.

English Garden Tools Arriving

Alexander Gibb, representing some of the English manufacturers, states that quantities of English tools are coming to hand now. Many of these are garden tools, large quantities of which were sold through the Canadian trade before the war. Orders being filled now, Mr. Gibb said, are those which have been in the hands of British firms for some time, some of them being taken in 1917.

NOW CONCRETE AUTOMOBILES

A recent despatch from London, Eng., announces that an English manufacturing company is preparing to put on the market an automobile that can be retailed for $250, certainly for not more than $300. Scarcely any wood will be used in the construction of the car, the principal material being a new substance which is described as "a kind of concrete, light, but strong and durable, produced from waste material, such as slag, clinkers and sawdust, and covered with a metal solution."

The process of manufacture is another innovation in England. All parts, including wheels and chassis, will be stamped out, each complete in one piece, and then fitted together.

Heaton's Industrial Agency announce that the Hauck Mfg. Company of Brooklyn, N.Y., have completed arrangements for taking over a plant at Port Hope, Ont., and they will commence on May 15 manufacturing oil-burning torches and appliances.



W. H. BANFIELD & SONS, LTD.

The catalogue of lighting fixtures previously mentioned in HARDWARE AND METAL has been printed in French. Readers of HARDWARE AND METAL who are interested may obtain copies upon request.

RETAIL MERCHANDISING

The University of Manitoba has published a book entitled "Retail Merchandising," which covers the short course in merchandising held at the University in Winnipeg, February 4 to 9, 1918. The book contains information as to organization, selling, cash, credits, collections, turnover, figuring profits and many other details incident to the successful operation of the retail store. Copies, for which a nominal charge is made, can be secured by writing the University of Manitoba, Winnipeg.

Payment of Freight Plans Finally Worked Out

THE plan of the Canadian railways to go on a cash basis will become effective on June 1. As stated in previous issues of HARDWARE AND METAL, the railways planned to do this on March 1, but the manufacturers and many of the large firms made such strenuous objections to the clause in reference to bonding, that it was postponed. As a result of conferences between members of the Canadian Railway War Board, the railways and the shippers, an understanding has been arrived at by which the objectionable bonding clause has been eliminated. This, it is stated to HARDWARE AND METAL, would have made the whole plan unworkable.

The clauses as they now stand are practically an adoption of the plan that has been in use by the Canadian Pacific Railway, and, it is stated, are entirely satisfactory to shippers throughout the country.

Payment within 48 hours, it is stated, will be considered as cash.

Charges on goods shipped from the 1st to the 7th of any month, inclusive, shall be paid on or before the 14th of the same month; charges on goods shipped between the 8th and 14th of any month, inclusive, shall be paid before the last day of that month, and charges on goods shipped between the 22nd and the last day of any month shall be duly paid before the 7th day of the month following.

THE CLERKS DEPARTMENT

Diverts Golden Stream to Confreres

Romance of Science is Story of Dr. Frederick G. Cottrell, Chief Metallurgist, U.S. Bureau of Mines, in His Development of Helium and Supply of Potash—Money Pouring in to Benefit Struggling Scientists

By ALBERT WHITING FOX, in the New York *Sun*

THERE is a man working for a modest Government compensation who to-morrow could command a salary which would make the earnings of a popular movie star look like pin money. He could announce his readiness to give his services exclusively to one concern and have the directors of American steel companies, copper companies, zinc companies, etc., hurrying here ready to outbid each other in big round, substantial figures.

Dr. Frederick G. Cottrell, chief metallurgist of the Bureau of Mines, is the man in question. The story of his career, the results he has achieved and is achieving and the rapidly accumulating benefits which the nation is getting from his work form a striking romance of science.

A little more than ten years ago Dr. Cottrell was a poorly paid, struggling assistant professor of chemistry in the University of California. Now he has saved big plants in the country literally millons of dollars, has found a means of giving the United States a potash supply independent of Germany, has been responsible largely for the development of the non-inflammable gas helium of inestimable military and commercial value, and stands out as such an undisputed leader in his line that he was awarded the Perkin medal for 1919 by the Society of Chemical Industry "in recognition of his most original and valuable work in applied chemistry."

Diverts Golden Stream

Only in the matter of financial recompense has Dr. Cottrell remained backward. He has consistently refused all offers to make a fortune out of his work, and when money began to pour in upon him in spite of himself he promptly got his friends together, formed what is known as the "research corporation," turned the financial stream into the corporation with the provision that the funds were to be used to assist struggling scientists whose hardships he already knew. An ironclad agreement has been made that all profits from his work go to the corporation and not to Mr. Cottrell himself.

No one would imagine from his manner or appearance that Dr. Cottrell had already risen to the top rank among the scientists of the world. There is nothing about him to suggest the popular conception of the great scientist. He looks like the typical wide awake American business man of 40, who has no fads and believes in the free and easy unconventional way of meeting men with whom he comes in contact.

After luncheon with him at the club one might say that his particular interest was in how to care properly for an automobile or in billiards. At present Dr. Cottrell is making a flying trip to Europe in connection with helium developments.

The first big contribution of Dr. Cottrell to science was the electric precipitation of particles of liquids and solids, or, in popular terms, the elimination of smoke and rescue of smoke constituents by a process of electricity. Undertaken first to eliminate smoke as a nuisance, the process showed that the so-called smoke dust precipitated at big plants was worth in some cases more than the product being manufactured.

It was in 1906 while he was working as assistant professor of chemistry at the University of California that the idea first came to Dr. Cottrell. California at that time was much annoyed over fumes from smelters. There were examples of it close to the university. The fumes were admittedly necessary to the running of the smelters, but were a nuisance to every one within their radius. There was continued talk about it, but no one suggested a possible remedy, excepting to remove the smelters.

Springs His Surprise

Dr. Cottrell said little, but it was noticed that he began spending all his spare time in the laboratory. He worked whenever he got a chance during the day and far into the night. Finally he surprised his friends at the university by telling them that he had discovered an "electrical precipitation process" which would do away with the smoke.

In a general way his idea was to remove the suspended particles from the gases by the aid of electrical discharges. His process was to operate by passing the gases, carrying the suspended, finely divided particles, between two systems of electrodes, one of which was made to carry a negative electrical charge while the other carried a positive charge.

The electrodes were to be charged by being connected with a source of high voltage electricity, consisting of a high voltage transformer for increasing the electric potential up to a working voltage of from 20,000 to 100,000 volts. A rectifier for changing alternating current into direct current and a switchboard were to provide the necessary control equipment. Dr. Cottrell figured that the suspended particles while passing between the electrodes would become electrically charged and would be driven into pipes by the forces of the electric field.

The professors at the university believed in Cottrell and were interested in his announcement, although they all agreed that nothing could be done with it without money.

Cottrell had no money. He was distinctly "hard up" in those days, but he was certain he could eliminate the smoke nuisance if given a chance. He obtained the personal and financial assistance finally of Prof Edmond O'Neill, of the chemistry department and Dr. Harry East Miller and E. S. Heller, both alumni of the university. This put him in a position where he could attempt to get some of the smelting companies interested, but his efforts along this line were either not taken seriously or were ridiculed.

"There's a smoke bug up in the university," was the only comment heard which even indicated to Dr. Cottrell that his presence was known by the men running smelters. Strangely enough this "smoke bug" was to play an all important part in the developments of the future.

It happened that the Riverdale Portland Cement Company, near Riverdale, Cal., was having all manner of trouble with the orange growers in the vicinity. Dust blown out of the stacks from the rotary kilns was settling in the buds and killing the crops. The orange growers had taken the matter into the courts and were spending hundreds of thousands of dollars in pressing and winning their cases.

The company bought up the land at $1,000 an acre and then found it could not stand the pace. More than $1,000,000 had already been spent by the company in litigation and still there were no relief in sight. The directors were desperate. In the course of one meeting somebody repeated the story about the "smoke bug" at the university and the directors said, "Bring him to us."

Dr. Cottrell went to the company's plant and installed his process. It worked like a charm. His process did away with the smoke and collected approximately 100 tons of dust per day. His presence at the plant gave him an opportunity to get acquainted with the men running the business. They found him interesting and full of suggestions designed to help them.

The mill had a capacity of 5,000 barrels of cement a day and business was good, but Dr. Cottrell told them they might find it profitable to examine the smoke dust, which was coming in at the rate of 100 tons a day. He figured that there might be profitable potash values contained in this dust. The company took his advice and investigated. Now the Portland Cement Company is manufacturing chiefly potash, obtained from the smoke dust by the Cottrell process, and is only making cement as a by-product. A new and profitable means of getting potash had been discovered.

A recent statement issued by the Bureau of Mines here bears on this

phase of Dr. Cottrell's work. It is as follows:

"In the attempts of the United States to find some methods of increasing the potash production for fertilizers and other purposes to offset the stoppage of shipments from Germany there has come to the attention of the Bureau of Mines, Department of the Interior, a highly successful effort at the plant of the Riverdale Cement Company, Riverdale, Cal.

"This company, after a number of years of costly litigation with the orange growers in the territory adjacent to the plant, because the mill discharged large quantities of dust that fell on the groves, installed a Cottrell electric precipitator with the sole hope of abating the nuisance.

"Word now reaches the Bureau of Mines that the factory of this cement company on March 1 went into full blast operation for the purpose of making potash, with cement as a by-product. The investigator who reported many details of this operation of the plant to the bureau says:

"'This is certainly a romantic development of modern industry, where an apparatus installed for the purpose of saving the life of the factory turns out to be the centre of operations, around which the entire plant is adjusted, the incidental profits being sufficient, at least during the continuance of the war, to make the former operation of the factory of secondary importance.'"

But if one plant can make potash in this way, why not other plants? the Bureau of Mines asked. How about blast furnaces, the smelting plants, where the dust contains potash as it does in most cases?

Promises Plenty of Potash

The United States Government now feels assured that by means of Dr. Cottrell's discovery America will have more than enough potash for its own needs without depending on Germany or any other outside source. In a statement issued on October 3 last, Secretary of the Interior Lane said definitely:

"The United States does not need German potash. America can in two years become entirely independent of Germany in this regard by the development of her own deposits and the use of processes devised by Dr. Cottrell of this department."

Among the plants already using the Cottrell processes are the American Smelting and Refining Companies at Garfield, Utah; Maurer, N.J.; Omaha, Neb.; the American Steel and Wire Company at Worcester, Mass.; the Anaconda Copper Mining Company at Anaconda, Mont.; the Balbach Smelting and Refining Company at Newark, N. J.; the Minnesota Steel Company at Duluth, Minn.; the Raritan Copper Works at Perth Amboy, N. J.; the Rome Brass and Copper Company at Rome, N. Y.; the Winchester Repeating Arms Company at New Haven, Conn., and others too numerous to mention.

The assets of the research corporation, of which men like Charles D. Walcott, secretary of the Smithsonian Institution, and Otto H. Kahn are directors, jumped to $217,862.72 from royalties on Dr. Cottrell's invention as soon as it got fairly started. More money is coming in than the corporation knows what to do with, but Dr. Cottrell is convinced that new scientific discoveries can be helped along by financial assistance from discoveries already made. That is his slogan.

Development of Helium

Other important work has been done by Dr. Cottrell, but the value of the right man in the right place has been particularly emphasized by the development of the new non-inflammable gas helium.

The idea of using helium in balloons, dirigibles, etc., is that it has practically the same lifting power as hydrogen, but unlike hydrogen cannot be set afire. It makes the balloon and dirigible safe against explosive bullets. It is the airship's defence against the incendiary bullet just as armor was the defence of the old wooden ships against cannon.



CHARLES O. MORRIS

President St. John, N.B. Clark's Association

The military authorities dread to think what would have happened if the Germans had had helium instead of hydrogen in their Zeppelins during the London and Paris raids.

It was during one of the Zeppelin raids over London that the first move toward developing helium started. An old British scientist fell to thinking what would happen if the Zeppelin could not be set afire. He remembered having put away an old report made some ten years ago by a Prof. Cady of the Universtiy of Kansas, which claimed that helium could be found in the ground in Oklahoma and Texas. He got the report out and sent it to the Admiralty.

The British experts decided that if there was one chance in a thousand to get anything of that sort it was worth taking, so they communicated with the Government of the United States and sent experts over. The experts were referred to the Bureau of Bines, and Director Manning of the bureau in turn referred them to Dr. Cottrell. Then things began to happen.

Dr. Cottrell Gets Busy

Dr. Cottrell brushed aside all sceptical suggestions as to why the plan would not work. "We are not here to find out why it won't work, but to make it work," he said, and forthwith he started setting the wheels in motion.

It is not easy to cut red tape and get action out of the executive departments in Washington. In this case the War Department and the Navy Department, as well as the Bureau of Mines, were concerned. It was necessary to keep these three branches working and it was necessary to get money from Congress without telling Congress what the funds were needed for, as it was a deep war secret.

The theory advanced for the quantity production of helium seemed to Dr. Cottrell sound. In a general way it consisted of a process similar to liquefaction of air, everything except helium was to be liquefied out, which was possible because it required 268 degrees centigrade below zero to liquefy helium, and other gases went out before that was reached. To Dr. Cottrell there seemed no difficulty in the practical application which could not be surmounter, excepting the danger of not getting red tape cut and delay and inactivity done away with.

He set out to force action and haunted the offices in question until he became the "helium bug," which reminded him of his former "smoke bug" title. But he kept after results and managed to cut enough red tape to get things started.

As for getting money from Congress the Bureau of Mines began to plead for an appropriation for important experiments in "argon," this being the camouflage name for helium. Congress did not know what was going to be done with argon, but Dr. Cottrell saw some of the Congressmen and the money was forthcoming. Now helium is being produced in quantity at two big texas plants in Texas.

Stockdale Subjects at Western Conventions

Regina, Sask., May 8 (Special).—Frank Stockdale's lectures will be one of the outstanding features of the annual conventions of the Saskatchewan and Alberta branches of the Retail Merchants' Association to be held in Regina for Saskatchewan, May 13, 14 and 15, and at Medicine Hat for Alberta, June 3, 4 and 5. The greatest interest attaching to his special series of instructive lectures may be gauged from the following partial list of points covered in his programme under the various subjects:

"Meeting To-day's Competition": What to-day's competition is; The methods your competitors use; The things you must do to meet them.

"Some After-the-War Problems": Buying the goods—the plan; Selling the goods—the method; Pricing the goods—the profit; Holding down expenses.

"Opportunities in Retail Advertising"; What advertising is; How it protects your trade territory; The advertising of your competitors.

"Protecting the Home Town Front"; Your town and you—and your store; When the trade leaves town; When brains, energy, and youth leave town; Things that make towns grow and prosper.

"Salespeople of To-day and To-morrow": Changing "lookers" to "buyers"; Salespeople and store-waiters; Suggestive selling; Selling service and satisfaction.

Frank Stockdale has spent the last five years in the field investigating retail merchants and retail stores of every kind and size. Before that he was engaged in the retail business himself. His talks are boiled-down reports of his experiences and his investigations.

He is a "clearing house" for better business ideas for he is in touch with what retailers are thinking and doing.

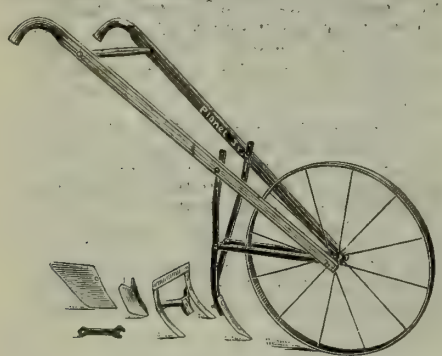
Every merchant in Saskatchewan and Alberta who can possibly do so should unhesitatingly attend these conventions.

NEW HARDWARE GOODS

OFFERED TO CANADIAN HARDWAREMEN

PLOW AND CULTIVATOR

S. L. Allen & Co., Inc., Fifth Street and Glenwood Ave., Philadelphia, have added to their "Planet Jr." family a garden plow and cultivator. The wheel, it is stated, is 24 inches in diameter with a rim 1½ inches wide, insuring, it is claimed, easy running in the lightest soil. The equipment, it is stated, is so complete that it will meet all the needs of the ordinary garden, where the adjustments and refinements of the higher priced wheel hoes are not required. The wide cultivator tooth, it is stated, may be used for opening furrows, for cultivating and hilling between rows of plants, while the plow may be used for preparing the ground in the spring, going twice in each furrow. Later, it is stated, it will open furrows for fertilizer or for planting, cover them, or plow to and from the crop during the season.

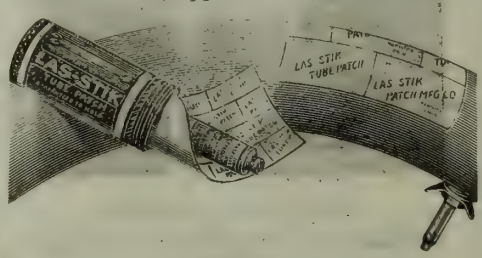


Garden Plow and Cultivator

The three prong cultivator teeth, it is stated, are made of steel and specially hardened, will break up the soil deep or shallow and give excellent and thorough cultivation. The centre tooth of the three prong, it is stated, may be uesed alone or separately for extra deep work. The scuffle blade, it is claimed, is just the thing for weed cutting and shallow cultivation, as it leaves a fine mulch which prevents rapid loss of moisture by evaporation. The tool, it is claimed, while light, is very strong and the handles are adjustable for height to suit either adult or child.

TUBE PATCH

Las-Stik tube patch, manufactured by the Las-Stik Patch Mfg. Co., of Hamilton, Ont., makes a permanent patch, it is stated, on a small puncture or a large blowout on tubes without vulcanizing, which will stretch with the tube upon inflation. It is an all white, self-vulcanizing sheet rubber patch, it is stated, and the claim is made that it will save seventy-five per cent. on tube repairing, that it can be applied in about five minutes' time by anyone, and at any place. Las-Stik, it is stated, is a cold patch, no heat or tools being required, and can be used immediately as the pressure and heat from the casing in action does the work. It is claimed that with Las-Stik it costs only one cent to repair a nail hole. It is manufactured under an entirely new process, which gives it the required strength to resist the highest air pressure, hottest roads and hardest service.



Las-Stik Tube Patch

PIPE THREADER

In working out the design of the new receding pipe threader, which has recently been added to the line of tools manufactured by the Greenfield Tap & Die Corporation, Greenfield, Mass., two special advantages are claimed for it—one, the quick release o fthe chasers at the end of the cut, the other, the quick resetting to cutting size.

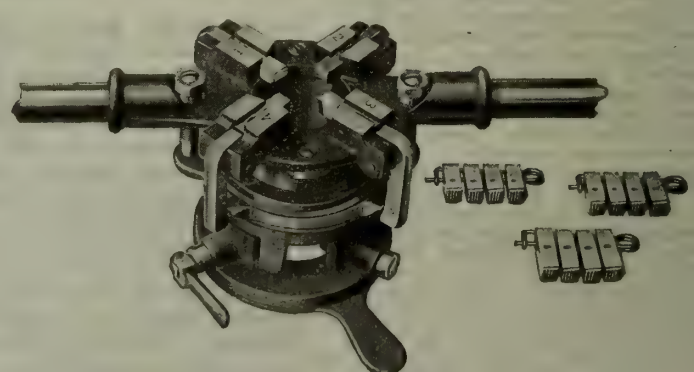
In operation the tool is wound onto the pipe until a thread of the desired length has been cut, after which the threader may be pulled straight off. It is stated that this tool "leads" on easily and that the action of the tool becomes freer as it is advanced onto the work.

No unwinding is necessary to return the threader to its original cutting position. To accomplish this result it is merely necessary to release the lead screw, lift the head, reset the trigger and begin another cut. It will be apparent that none but the actual cutting teeth of this threader follow around the threads.

The chasers are narrow and they travel along the pipe parallel to the thread they are cutting and not parallel to the axis of the pipe, the claim being made that this condition of operation reduces considerable friction. The chasers are interchangeable and made in such a way tht it is possible to replace a single chaser in case of breakage. Under such conditions, the replaced chaser will follow or "track" uniformly with the balance of the set, making it unnecessary to buy an entire new set of chasers when one becomes unfit for further use.

At the beginning of the operation, the chasers, it is stated, cut a full depth thread, and as the work progresses the levers which support the chasers gradually change their position, permitting the chasers to recede until they have finally backed completely away from the pipe. Then the threader can be pulled straight off the pipe, avoiding loss of time in unwinding. A single turn of either of three conveniently placed lugs disengages the lead screw, it is stated, so that the head may be pulled back to its original position and reset at that point.

The threader is regularly furnished with one set of narrow chasers for each pipe size, Briggs standard right-hand threads being furnished unless otherwise specified. Chasers for cutting British (Whitworth) standard threads may be furnished to order.



Receding Pipe Threader

WEEKLY HARDWARE MARKET REPORTS

STATEMENTS FROM BUYING CENTRES

THE MARKETS AT A GLANCE

REVISIONS have occurred in many fall lines such as stove pipe, stove pipe elbows, stove boards, coal hods, stove pipe thimbles and kindred lines. The present basis of quoting these lines provides for substantial declines and orders are now being solicited for fall delivery on the reduced basis. One coat enamelware RK has declined 10 per cent. this week according to new discounts just issued.

Linseed oil is again to the fore this week in an advance of 5c per gallon. The situation in regard to Argentine seed shows no improvement and supplies are not coming through yet. Whether they will is now becoming doubtful according to some factors and the failure of Argentine seed to reach this continent will tend to stabilize prices here around their present level at least for some time to come. Crushers report activity manifest in sales.

Turpentine has registered a 2c per gallon advance this week. The markets in the South are surprising in the strength shown, the reasons given being the marked reduction in tankage and slowness in determining what new supplies may be expected from present crop out-turn. There has been a scarcity of supplies here though no one is suffering on this account as far as can be learned. Shipments rolling will overcome this temporary shortage, however.

Flashlights and renewal batteries have come in for revision downward this week, the new list prices showing a general decline approximating 15 per cent. There has been no change made in the discounts. Dash churns have registered an advance, whereas machine screws are again on the downward trend according to discounts just issued.

A revision upward has occurred in combination anvils and vises, some lines of pliers and japanned lawn rakes. Dry mortar stain is also higher, whereas declines are noted in lamp burners, malleable fittings and soldering coppers. Business is reported very good and jobbers are well pleased with volume of orders being shipped out.

MONTREAL MARKETS

MONTREAL, May 8—In the matter of price changes, lumbering tools and tool handles have advanced in price. This is the only actual advance. An increase in the price of stoves will not come as a surprise, for labor outlays to the moulders have been heavier and the makers claim that prices must go higher. Declines are effective on brass screws, both flat and round head, and rope clips are down about 5 per cent. Various wares, such as stove boards, fire shovels, stove pipe, elbows, coal hods, etc., are reduced through a change of discount. Galvanized and black sheets are on a lower price basis. Various grades of solder are lower in price to the extent of three cents per pound. The ingot markets are quiet, but unchanged.

Notwithstanding the fact that conditions of weather are somewhat unseasonable, resulting in a curtailed sale of gardening tools and some other early spring lines, there is much activity in hardware jobbing circles, and what is better, a confident feeling.

Brass Screws Less; Builders' Hardware

Montreal

SCREWS, BUILDERS' HARDWARE.—Lower prices are effective for round and flat head brass screws. The discount on round head is now 45 per cent., and that on flat head 47½ per cent. Builders' hardware of P. & F. Corbin make is being revised in price, and an average decline of about 10 per cent is expected to be arranged through these changes.

Lumber Tools Up; Rope Clips Down

Montreal

LUMBER TOOLS, ROPE CLIPS.—Advanced prices are effective for lumbering tools of Pink's make. The discount has been revised from 35% and 5% on tools to 30%, and that on handles is now 35% and 10%. Increase for labor are assigned the reason for this advance.

Rope clips, now in heavy demand by the boats, are down about 5 per cent. The new prices are as follows: Galvanized, ¼-inch, 72c per dozen; japanned, 60c; 5-16-inch galvanized, 80c; ⅜-inch galvanized, 95c; black, 75c; ½-inch, $1.40-$1.10; ⅝-inch, $1.95-$1.50; ¾-inch, $3-$2.25; ⅞-inch, $4-$3.10; 1-inch, $4.80-$3.60.

Stoves To Go Up; Wares Are Down

Montreal.

STOVES, WARES.—There is every indication that higher prices will become effective for stoves, said a large manufacturer to HARDWARE AND METAL this week. He clearly indicated that there would be no lower prices and that there would be higher quotations sooner than it was thought possible a while ago. Various wares are on a revised basis. This change applies to some lines of fall goods which were not changed recently when the various other wares were changed. The lines affected and the new basis follows: Stove boards, paper lined, 40 per cent. and 5 per cent. from list; wood lined, 30 per cent. and 5 per cent.; fire shovels, 10 per cent. on list; coal hods, japanned, 25 per cent. on list; galvanized, 40 per cent; stove pipe elbows, black, tin and galvanized, 12½ per cent. on list; patent and regular stove pipe, 33 1-3 per cent. on list stove pipe rings, Crown, 20 per cent. on list; chimney thimbles, 50 per cent. on list.

Prices Holding And Oil Trade Normal

Montreal

OILS AND GASOLINE.—There is little of a new nature in the oil market. There is a fair demand within the city for coal oil, although weather conditions are against an early use of oil cook stoves. Prices remain at 20c to 23c per gallon. Gasoline sales are fairly good, and the price basis for motor grade holds at 34c per gallon.

Nail Tonnage Sold; Fairly Large

Montreal

NAILS AND WIRE.—There is a good healthy demand for nails, indicating that building operations are not altogether dead. The price basis is steadily held at $4.75 per 100 pounds, with the same quotation holding for cut nails. There is a good sale for various kinds of wire, and fencing is in fair demand. Base price for No. 9 smooth wire remains at $5 per 100 pounds.

Selling Active On Iron And Steel Bars

Montreal

IRON AND STEEL.—Jobbers are well pleased with the business coming to hand for iron and steel. It would seem that the country needs are being cared for well and that farmers are getting their tools in shape for the spring work. Changes of any kind are absent this week.

Common bar iron, per 100 lbs.	3 75
Refined iron, per 100 lbs.	4 75
Mild steel	3 75
Iron finish machinery steel	3 80
Norway iron	12 00
Single reeled machinery steel	5 50
Spring steel	5 50
Sleigh shoe steel	3 75
Tire steel	3 95
Toe calk steel, per 100 lbs.	4 65
Band steel	3 75
Harrow tooth steel	3 90
Mining tool steel, per lb.	0 17½-0 19
Black Diamond tool steel, per lb.	0 18 -0 19
Black Diamond cast steel, lb.	0 22

Both Kinds Sheets On Lower Basis

Montreal.

SHEETS AND PLATES.—A lower price range is available here this week and the reductions apply to both black sheets and galvanized. There is only a fair movement, but the stocks maintained are not heavy, jobbers, as well as retailers governing their holdings by the probable demand. New prices are given below.

BLACK SHEETS—	Per 100 lbs.	
10 gauge	$5 25	$6 25
12 gauge	5 30	6 30
14 gauge	5 35	6 35
16 gauge	5 45	6 50
18-20 gauge	6 00	6 35
22-24 gauge	6 05	6 40
26 gauge	6 10	6 50
28 gauge	6 40	7 00
GALVANIZED SHEETS—		
10¾ oz.	$8 35	$9 25
28 gauge	8 30	8 75
26 gauge	....	8 50
22 and 24 gauge	7 70	8 35
20 gauge	7 50	8 35
18 gauge	7 50	8 35
16 gauge	7 30	8 00

NOTE—These prices are for full bundles, an extra charge of 25c to 35c per 100 lbs. is made for broken lots.

Solder Down 3 Cents; Traps and Bends Hold

Montreal

LEAD PRODUCTS.—Prices are reduced three cents per pound on solder. This applies to half and half and to other grades, and there is a lower price basis for plumbers' wiping grade, 3c less being quoted. Trade has improved for various lines and there is a better undertone to business for these lines. No further price changes are made.

Lead pipe	0 11½
Lead waste	0 12½
Lead traps and bends	15%
Lead wool, lb.	0 14
Lead sheets, 3 to 3½ lbs., sq. ft., lb.	0 10½
Lead sheets, 4 to 8 lbs, sq. ft.	0 09½
Cut sheets ¾c lb. extra, and cut sheets to size, 1c. lb. extra.	
Solder, guaranteed, lb.	0 33
Solder, strictly, lb.	0 29
Solder, commercial, lb.	0 27
Solder, wiping, lb.	0 25
Solder wire (8 gauge)—	
40-60	0 34
45-55	0 36¾
50-50	0 39¼
Zinc sheets, casks	0 17
Do., broken lots	0 18

When Argument Stops Material Will Move

Montreal

OLD MATERIALS.—It is confidently expected by the old material buyers that once the steel price controversy is settled in the States there will be considerable buying of steel scrap, particularly heavy scrap and melting steel. In the meantime there is really little to report, prices holding without change. Movement accelerated, there would be a better undertone on the various metals.

Dealers' Buying Prices—		
Pipe scrap, ton	9 00	10 00
Stove plate, ton	....	15 00
No. 2 busheling	....	5 00
Old rubbers, boots and shoes	0 06½	0 07
Overshoes, lumbermen's rubber boots	....	0 03½
Bicycle tires	....	0 03
Automobile tires	....	0 03
Yellow brass	....	0 08½
Red brass	0 12	0 12½
Light brass	0 06	0 07
Scrap zinc	....	0 04¾
Heavy copper	0 13	0 13½
Wrought iron, No. 1, per gr. ton	....	11 00
No. 1 machinery cast	....	18 00
Heavy melting steel	....	10 00

Very Quiet Still Are All Ingots

Montreal

INGOTS, METALS.—Local conditions are about as quiet as they have been on the various ingots. Trading is done in small lots, and there are no actual changes of price this week.

COPPER.—No feature has been developed either in the local market or outside and with little demand, price remains at 18c per pound.

TIN.—Interest is being evinced in the tin situation in that speculation is greater as to what the future will bring about. The restrictions may be revised or at least lifted in the States a little later on, and whether this will mean the advance of prices or a decline with heavier buying, is not clear. Local basis still 56c per pound.

LEAD.—This is being quoted lower at New York and there is little movement reported. Prices here are without change of any kind, 6½c per pound being the basis here.

ANTIMONY.—Locally there is an ample stock of this to meet the small demand and which is supplied at 8½c per pound.

SPELTER.—While there is no local change the tendency is weaker in the United States to a limited extent. Price here holds at 8½c per pound.

ALUMINUM.—Small sales are reported and price is still given as 38c per pound.

PIG IRON.—With no change in the general situation price basis is still $45 per ton.

BRIEFS FROM THE WEEK'S MARKETS

Dash churns advanced about 33 1/3 per cent. this week. A "dash" big advance, one might say.

* * * *

Winnipeg quotations on turpentine show an advance of 10c per gallon.

* * * *

Quotations on Winchester and Remington rifles have been revised along with American ammunition.

* * * *

Soldering coppers are being quoted at a base of 42c per pound, a decline. The extras are unchanged.

* * * *

Machine screws show a substantial drop in new discounts issued this week.

* * * *

One-coat enamelware, R. K., is down 10 per cent., being quoted at 50 and 10 per cent. discount from list.

* * * *

Pipe fittings, steam cocks, valves and kindred lines have been revised downward.

* * * *

Flashlight batteries have undergone a revision downward of about 5c each in the list price.

* * * *

Stove pipes and stove pipe elbows are down substantially in new prices issued for fall.

* * * *

Linseed oil advanced 5c per gallon on the Toronto market.

* * * *

Turpentine is also higher, 2c per gallon advance being shown. Supplies are scarce.

TORONTO MARKETS

TORONTO, May 8—Lower prices have been named on stove pipes and stove pipe elbows for fall delivery. Declines have also been registered in machine screws, soldering coppers and one coat enamelware. A drop has also been recorded in flashlights and renewal batters with a slight readjustment of broom prices to lower levels noted. American rifles and ammunition show a slight move upward and dash churns have also followed the upward trend. Business is reported very good and jobbers noted a marked improvement in volume of sales.

Revision in Rifles, Ammunition Necessary

Toronto.

RIFLES AND AMMUNITION.—Prices on Winchester Rifles, owing to the Federal tax in the United States, have had to be revised locally, and these are now invoiced at 7½% advance on the list. American ammunition is being quoted at an advance of 15% on the list. Remington rifles are quoted at an advance on the list of 47½%. The reason given for these changes is as follows: The Federal tax in the United States on rifles for home consumption is 10%. However, the exporters do not have to pay the tax on the goods that go out of the country. However, the Dominion Government has so ruled that the Canadian buyer has to pay the regular duty of 30% on this tax, which amounts to about 3%, and this has to be added to the laid down cost of the merchandise in Canada. Why this action should be taken in view of the fact that the United States Government permits the shipment of these goods free of special taxation has not been determined. By the time the wholesaler and the retailer handle the goods on this increased cost basis, it means that the consumer has to pay probably 5% on what are already high prices for this class of merchandise.

Decline in Stove Pipe and Elbows

Toronto.

STOVE PIPES, ELBOWS.—New prices have just been issued on stove pipes and stove pipe elbows this week. Standard stove pipe is now quoted at list plus 3 1-3%, whereas former price was list plus 75%. The new net prices on the 6 in. standard pipe are $17 per 100 lengths, and 7 in., $18.20. Stove pipe elbows, 6 in., are now being quoted at $2.47 per doz. net, and 7 in. at $2.76; this net price is arrived at from a list plus 12½% basis; the basis of quoting formerly was list plus 25%. New net prices on stove pipe elbows, light, are for the 5 and 6 in., $2 per doz., and 7 in., $2.15; the former comparative prices were $2.30 and $2.50.

Sharp Advance in Dash Churns

Toronto.

DASH CHURNS.—There has been an advance made in dash churns this week, the new prices named showing an upward trend amounting to almost 33 1-3%. At the present basis the five gallon dash churn is quoted at $2.25 each, the seven gallon at $2.45 each, and the ten gallon at $2.70 each.

Soldering Coppers Register Declines

Toronto.

SOLDERING COPPERS.—There has been a further decline this week made in the base price of soldering coppers. The base which has now been established is 42 cents per pound. The usual extras apply without any changes made in same.

Lower Prices on Machine Screws

Toronto.

MACHINE SCREWS—Discounts have again been revised this week on machine screws. The new prices quoted provide for a further decline which follows quite closely at the heels of one made a month or six weeks ago. The present scale of discounts named on cut machine screws are as follows: Flat head and round head steel, 37½ and 10%; oval head and fillister head steel, 30% discount; flat head and round head brass, 30%; oval head and fillister head brass, 15% discount; washer head steel and brass machine screw prices will be quoted on application.

Flashlight Batteries Revised Downward

Toronto.

FLASHLIGHT BATTERIES.—Prices on the Reliable flashlight batteries have been revised downward, and new quotations follow below. It will be noted that with the exception of No. 443, the list has been reduced 5c each. The present lists are: No. 423, 45c; No. 324, 45c; No. 422, 40c; No. 452, 40c; No. 442, 40c; No. 322, 40c; No. 222, 35c; No. 443, 60c each.

Stoves Holding: Some Wares Down

Toronto.

STOVES, WARES.—No new developments are reported during the week in the situation of stoves. Summer lines are moving forward quite freely, and business as it effects the regular stoves and ranges is what might be termed normal for this season of the year. There has been no indication of price changes and there does not seem to be any immediate prospect of a revision taking place.

A decline of 10% has been made in the price of one coat enamelware R K, which is now being quoted to the trade at a discount of 50 and 10%.

Some Fall lines have been revised, notably stove pipes and stove pipe elbows, a notation of which appears elsewhere with these markets. Manufacturers report a fair volume of business coming in, and look forward to more activity in business as the season advances. Altogether the outlook is quite satisfactory.

Broom Prices Show Readjustment

Toronto.

BROOMS.—Some manufacturers report a slight revision in prices of brooms, not a general decline but a readjustment. The new prices established show a slight drop of about 5% in some of the better grades.

Roofing Shows Slight Change

Toronto.

ROOFING.—A slight change in ready roofing has occurred in some quarters, new prices on the Panamoid just named for the 1 ply, $1.60 per square; 2 ply, $1.85; 3 ply, $2.20. Other lines of roofing and building papers are unchanged at declines recently recorded. Business is quiet just at the present time.

Oils, Gasoline Active; Firmly Held

Toronto.

OILS, GASOLINE.—More activity continues to be manifested in sales of lubricating oils and gasoline. Automobile users are now greater consumers, and volume of sales has responded. There has been no price change in oils, whereas gasoline is firm at 33c per gal. Coal oil is moving freely at firmly maintained prices, ranging from 19½c to 22½c per gal., according to grade.

Flashlights, Batteries Revised Downward

Toronto.

FLASHLIGHTS, BATTERIES.—Manufacturers have put into effect a further general change this week on list prices on Eveready flashlights and batteries. It is indicated this is quite a favorable reduction, amounting to about 15 per cent. Discounts will remain as before, the following applying: Less than $50 list, one delivery, 33 1-3 per cent.; $50 list or over, one delivery, 40 per cent. All prices f.o.b. Toronto, and subject to change. List prices on a few lines follow:

Stock Number Article	Stock No. Battery	List Price of Battery	List Price Complete
2602	791	$0 40	$1 70
2606	705	0 60	1 95
2614	711	0 65	2 65
2616	790	0 40	2 40
2631	790	0 40	2 25
2632	705	0 60	2 75
2633	705	0 60	3 45
2634	790	0 40	2 85
2681	706	0 35	1 40
2690	791	0 40	1 95
2823	790	0 40	2 40
4703	734	0 65	1 85
4704	719	1 25	7 40

4706	703	0 45	3 45
4707	734	0 65	4 25
4708	775	0 65	4 45
4709	734	0 65	3 60
4712	719	1 25	5 25
6900	700	0 40	1 25
6901	703	0 45	1 75
6902	792	0 40	1 70

Iron and Steel Showing Activity

Toronto.

IRON AND STEEL.—A better feeling is apparent among the jobbers as a result of increased business being handled for iron and steel bars. Retailers are buying carefully, but they seem to be buying quite regularly now, which should be a very good sign.

Common bar steel	4 25	4 50
Common bar iron	$4 25	$4 50
Refined iron	4 65	4 90
Angle base	4 50	4 75
Horseshoe iron	4 50	4 75
Tire steel	4 45	4 70
Mild steel	4 25	4 50
Norway iron	11 50	15 00
Toe caulk steel	5 15	5 45
Sleigh shoe steel	4 25	4 50
Band steel, No. 10	4 50	4 75
Do., No. 12	4 75	5 00
Spring steel	9 50	11 50
Mining drill steel	21 00	30 00
Sheet cast steel	0 42	0 45
Tool steel	0 22	0 30

Sheets Holding Firm; Selling Well

Toronto.

SHEETS, PLATES.—A firm market seems to be generally in effect on galvanized sheet and black sheets, the basis now established being right in line with to-day's costs. Business is reported brisk also, and the substantial reductions made in prices are considered a factor along with improved conditions generally. The outlook is considered very promising, the placing of many large orders contributing to this feeling of confidence.

BLACK SHEETS.	Per 100 lbs.	
10 gauge	$5 00	$5 45
12 gauge	5 05	5 50
14 gauge	....	5 10
16 gauge	....	5 20
18-20 gauge	5 80	....
22-24 gauge	5 85	....
26 gauge	5 90	....
28 gauge	6 00	....
3-16 inch plate	4 90	6 25
¼-inch boiler plate	4 50	5 80

Prices shown are for full cases. An extra charge of from 25c per 100 lbs. is made for less than case lots.

GALVANIZED SHEETS.		
10¾ oz.	$7 80	$8 10
U.S. 28	7 40	7 70
U.S. 26	7 10	7 40
22 and 24	6 95	7 25
18 and 20	6 80	7 10
16	6 65	6 95
12 and 14	6 50	6 80

An extra is now charged on galvanized sheets, 10¾ oz. and 28 ga., when shipped out in sheets 3 feet wide. The extra charged over prices shown above is 20c per 100 pounds. Other gauges show no change for different widths.

Prices shown are for full cases. An extra charge of 25c per 100 lbs. is made for less than case lots.

Better Feeling in Corrugated Sheets

Toronto.

CORRUGATED SHEETS. — Manufacturers report a better feeling in the trade noticeable with a resulting improvement in number and size of orders coming to hand. Business is still open to improvement, but this is apparent, and activity is the keynote expected during the next few months. Prices are firm and unchanged as follows:

Corrugated Sheets—	Per 100 sq. ft. Gal'zed	Painted
No. 28 gauge	$8 25	$7 00
No. 26 gauge	9 00	8 00
No. 24 gauge	13 50	10 00
No. 22 gauge	16 00	12 50
No. 20 gauge	19 00	16 00
No. 18 gauge	24 00	19 50

Discount, 7½ per cent.

On shipments of 300 lbs. and over, freight is allowed south and east of and including North Bay; also several western counties in Quebec Province. Places north and west of North Bay, the freight is equalized on North Bay. For Quebec and Maritime Provinces, freight is equalized on Montreal.

Wrought Pipe, Boiler Tubes Remain Steady

Toronto.

WROUGHT PIPE, BOILER TUBES.—Steadiness marks the situation in respect to wrought pipe. Sales are showing some improvements and market holds at unchanged prices as shown in current market quotations. Boiler tube supplies are coming along freely and trade is considered very satisfactory. Prices are steady and unchanged as follows:

BOILER TUBES—	Per 100 feet Seamless	Lapweld
1¼ inch	27 00	.....
1½ inch	28 00	.....
1¾ inch	30 00	26 00
2 inch	30 00	26 00
2¼ inch	33 00	28 00
2½ inch	40 00	32 00
3 inch	46 00	38 00
3¼ inch	.....	45 00
3½ inch	56 00	42 00
4 inch	70 00	54 00

FALL LINES DOWN

A change has occurred this week in the price of stove pipes, stove pipe elbows, fire shovels, coal hods, stove pipe thimbles and stove boards for fall. New discounts issued provide for a substantial decline from former figures. When the recent change was made in enamelware and tinware about April 1, HARDWARE AND METAL at that time indicated that a change to lower levels on fall lines would very likely follow at an early date when market could be more easily determined.

Nails Moving Fairly Well; Wire

Toronto.

NAILS, WIRE.—There seems to be a fair amount of activity in business on nails. Prices are unchanged, the wire selling at a base of $4.70 per 100 lbs., and cut at a base of $4.75 per 100 lbs. Wire is selling fairly well at base prices recently established. The smooth steel wire base is now $5 per 100 pounds.

Solder Holds; Other Lines Too

Toronto.

LEAD AND ZINC PRODUCTS.—Solder is holding without change and nothing new in the way of price changes is shown in manufactured lead products. Business has eased away somewhat this week, but is considered fair. Range of prices follows:

Lead pipe, lb.		$0 11½
Lead waste pipe, lb.		0 12½
Lead traps and bends		15%
Lead wool, lb.		0 14
Lead sheets, 4 to 6 lbs., sq. ft., in rolls, lb.	0 11	0 12½

Cut sheets ½ to ¾c lb. extra and cut sheets to size, 1c lb. extra.

Solder, guaranteed, lb.	0 33	0 38
Solder, strictly, lb.	0 31	0 33
Solder, commercial, lb.	0 28	0 32
Solder, wiping, lb.	0 27½	0 29½
Solder, wire, lb.	0 34	0 40
Zinc sheets, per lb.	....	0 17

"Still Waiting" For Better Times

Toronto.

OLD MATERIALS.—The attitude remains one of waiting, and no new developments are apparent. Until peace is signed and the European situation clarified no improvement from present stagnation of business in the various lines of old materials is looked for. Nominally, prices run as follows:

Dealers' Buying Prices—		
Tea lead	....	0 03
Heavy lead pipe	....	0 04
Pipe scrap	....	8 00
Stove plate, per ton	....	10 00
No. 2 busheling	....	8 00
Yellow brass	....	0 06
Red brass	....	0 08½
Light brass	....	0 05
Scrap zinc	....	0 05
Heavy copper	....	0 15
Wrought iron, No. 1, per gr. ton	....	15 00
No. 1 machinery cast	....	14 00
Heavy melting steel	....	9 00
Old rubbers, boots and shoes	0 06	0 06¼
Overshoes, lumbermen's rubber boots	....	0 04½
Bicycle tires	....	0 04½
Automobile tires	0 03½	0 04

Cordage Quiet; Twine is Lower

Toronto.

CORDAGE, TWINE.—There is little activity in rope noted just now. The market seems to be quite steady and sales within narrow channels. The prices remain quite steady, the pure manila being quoted at 34c. per lb., base; British manila, at 30c; New Zealand hemp, 30c.; sisal, 27½c, and sisal lath yarn, 27½c. Declines have been registered in some quarters in jute twines ranging from 4c. to 8c. per lb., according to grade. A better supply is reported available.

Ingot Metals Hold Their Own

Toronto.

INGOT METALS.—Generally there is little new to report and all metals are holding their own quite well. Lead and spelter are weak at primary markets, but this has not affected the situation here yet.

COPPER. — The market remains steady at 18c. per lb. locally, a reflection of primary conditions. There is only a small movement.

TIN.—The price of tin is reported as 56c. per lb. this week. Little new is reported on this metal with sales only fair.

SPELTER.—The primary markets display weakness, but there is no indication of a change locally as yet. Quotations here are being made at 8¼c. per lb.

LEAD.—Weakness has characterized the past week's activities in lead. There is little business offering and prices at primary points have sagged. No change has been made here, 6½c. per lb. being quoted.

ALUMINUM.—Little or no interest attaches to this metal, with quotations ranging around 40c per lb.

ANTIMONY.—Sales locally are just fair and price steady at 8c per pound. Stocks are ample for requirements.

LONDON MARKETS

LONDON, May 8—Prices on a number of lines have been readjusted during the week and in the majority of instances show a tendency to continue firm. Business is reported as exceptionally good, not only in the city, but throughout the district. District merchants report that they are well satisfied with the volume of trade offering and that they are looking for good business throughout the year. Quite a lot of building is getting under way and many inquiries are being made by other prospective builders. Turpentine prices are firm and supplies very limited. Lines which show advances this week are dry mortar stain, farmers' combination anvils and vises, lawn rakes, side cutting pliers, plough bolts. Reductions are noted in lamp burners, malleable fittings, cast plugs,

Dry Mortar Stain Slightly Higher

London, Ont.

DRY MORTAR STAIN.—An advance has been made in dry mortar stain, and the new quotations are Clinton Red, $1.55 per hundred pounds; Clinton Black, $2.50.

Anvils and Vises Higher; Pliers Too

London, Ont.

Farmers' combination anvil and vise prices have been increased, and the new quotation is $2.25 each.

New and higher prices are now in effect for Bernard side-cutting pliers. The new quotations are, per doz.: No. 102x4½ in., $19.75; 5½ in., $25; 6 in., $27.50; 7 in, $34.50.

Japanned Lawn Rakes Go Higher

London, Ont.

JAPANNED LAWN RAKES.—J. D. lawn rakes, japanned, are higher this season, and the latest quotaations are as follows: 15 in., $8.00 per doz.; 20 in., $9.00 per doz.

Reduction is Made in Lamp Burners

London, Ont.

LAMP BURNERS.—Prices of lamp burners have been revised, and the lower quotations now in effect are, per doz.: Banner, No. 0, $1; No. A, $1; No. B, $1.25; No. D, $2.75.

Malleable Fittings Revised Slightly

London, Ont.

MALLEABLE FITTINGS.—A readjustment downward has been made in the prices of malleable fittings, and the new quotations are: Class B, black, 22c. per lb.; class C, black, 14c. per lb.; class B, galvanized, 30c. per lb.; class C, galvanized, 21c. per lb. New and lower quotations for cast plugs are now in effect. The new price is 35 per cent. off list; this is a readjustment also.

Ammunition Price Shows Readjustment

London, Ont.

WINCHESTER AMMUNITION.—Winchester ammunition prices have been adjusted to conform with ruling in respect to duty applied as Federal tax in the U.S. The new quotation is list plus 15%.

Lower Prices Are Named For Batteries

London, Ont.

EVER READY DAYLO BATTERIES.—This line has been reduced 10 to 15%, and the new list prices on some of the best selling numbers are given herewith. The discount remains at 33% in small quantities. Lists follow: No. 700, 40c; No. 750, 40c; No. 751, 45c; No. 703, 45c; No. 791, 40c; No. 790, 40c; No 705, 60c each.

New Price Named on Plow Bolts

London, Ont.

PLOW BOLTS.—An advance of 10% above the price of right hand thread plow bolts has been made for the left hand thread bolts. The prices were formerly the same for both kinds.

Poultry Netting, Harvest Tools Hold

London, Ont.

POULTRY NETTING.—Good sales of poultry netting are being made. The price for Canadian is 15% off list. A good business is being done in harvest tools. Prices show no change, the quotations being 17½% off list.

Oil Stoves and Ovens in Demand

London, Ont.

OIL STOVES, OVENS.—A good business in these lines is being done. Quotations are as follows: Perfection: 2 burner, $14.06; 3 burner, $18.19; 4 burner, $23.06. Perfection ovens, No. 21G, $4.31; No. 41G, $4.31; No. 22G, $5.44; No. 42G, $5.44 each.

Lawn Mower Sales Are Reported Brisk

London, Ont.

A brisk demand for lawn mowers is noted. The following quotations are in effect: Daisy, Star, Woodyatt, Empress, 35%. Net prices figured at 35% discount follow:

Daisy—12 inch, $5.36 each; 14 inch, $5.85; 16 inch, $6.30.

Star—14 inch, $6.96 each; 16 inch, $7.41.

Woodyatt—14 inch, $7.67, each; 16 inch, $8.13; 18 inch, $8.58; 20 inch, $9.04.

Empress, Ball Bearing—14 inch, $9.92; 16 inch, $10.40; 18 inch, $10.82; 20 inch, $11.28.

Screen Doors, Windows Active; Hinges Too

London, Ont.

SCREEN DOORS AND WINDOW HINGES.—With the opening of the building season, screen doors and windows are selling well. Quotations are as follows:

Screen Doors—No. 1, grained, $17.40 doz.; No. 2, grained (with brackets), $21.50; No. 21, Mission Style, grained, filled and varnished, $26; No. 8, Panel Bottom, grained, filled and varnished, $30.65; No. 9, Panel Bottom with Oval, grained, filled and varnished, $36.90.

Screen Door Spring Hinges: No. 20, $19.50 gross pair; No. 7/11, loose pin, $20.

Rope and Nails Show No Change

London, Ont.

NAILS, ROPE.—Good sales of nails are being made and enquiries coming in steadily indicate that business in this line will remain good for some time. Quotations show no change, wire holding at $4.70, base and cut at $4.75 base per 100 lbs. Rope business remains somewhat quiet. Prices are steady, as follows: Pure manila, 34c base per lb.; British manila, 30c; New Zealand hemp, 30c; sisal, 27½c.

Glass, Putty, White Lead in Oil Steady

London, Ont.

GLASS, PUTTY, WHITE LEAD IN OIL.—A fair business is being done in these lines. Quotations show no change and are as follows: Glass: single diamond, 25% off list; double diamond, 25% off list; cut lights, 10% off list. Putty: standard 100 lb. drums, per cwt., $6.75; standard 25 lb. drums, $7; pure 100 lbs., $8.75; pure, 25 lbs., $9.

White lead in oil, pure, tons, $16.30 per cwt.; less than tons, $16.65.

Linseed Oil and Turpentine Firm

London, Ont.

LINSEED OIL, TURPENTINE.—Good sales are reported in these lines at firm prices. Supplies of turpentine are very limited. Quotations are as follows: Linseed oil; 1 to 2 bbls., per gal., raw, $2.00, boiled, $2.03; 3 to 5 bbls., raw $1.99; boiled, $2.02; 6 to 9 bbls., raw, $1.97; boiled, $2.00; less bbls., add 10c gal. Turpentine; 1 bbl. lots, $1.17 Imp. gal.; 2 to 4 bbl. lots, $1.16 Imp. gal.; 5 gal., $1.27 Imp. gal.

WINNIPEG MARKETS

WINNIPEG, May 8—Price changes during the past week are comparatively few, with reductions predominating. Stillson wrench parts, galvanized sheets, pipe fittings, valves, steam cocks, stove pipes and stove pipe elbows have declined, while the following lines show an upward trend: linseed oil, turpentine, galvanized pails and tubs.

Business is reported very brisk in all lines of shelf hardware, orders, however, being smaller than in former years, showing nothing whatever of a speculative attitude on the part of the dealers in general.

Wrench Parts Down 10 Per Cent.

Winnipeg.

WRENCH PARTS.—Following the recent revision in Stillson wrenches, new prices have also been named on parts which show a reduction of approximately 10% from former quotations. To-day's net prices are given herewith:

Stillson Wrench Parts.—Jaws, 6 inch, 41c each; 8 inch, 44c; 10 inch, 47c; 14 inch, 63c; 18 inch, 96c; 24 inch, $1.25; 36 inch, $2.40. Nuts, 6 inch, 6c each; 8 inch, 8c; 10 inch, 11c; 14 inch, 17c; 18 inch, 19c; 24 inch, 30c; 36 inch, 40c. Frames, 6 inch, 21c each; 8 inch, 23c; 10 inch, 28c; 14 inch, 33c; 18 inch, 41c; 24 inch, 52c; 36 inch, 94c.

Galvanized Pails, Tubs Move Upward

Winnipeg.

GALVANIZED PAILS, TUBS.—Prices on galvanized pails and tubs, light weight and heavy weight, have again been revised to slightly higher levels, following a sharp reduction some few weeks ago. To-day's selling prices are given as follows: light galvanized pails and tubs, list price, 30%; heavy galvanized pails and tubs, 20%.

Galvanized Sheets Down 35 Cents

Winnipeg.

GALVANIZED SHEETS.—With the opening of navigation, which makes lower freight rates available, a further reduction is recorded during the week on galvanized sheets, of approximately 35c. per 100 lbs. This now makes the base $9 per 100 lbs. Net prices on the different gauges, f.o.b. Winnipeg, are given as follows: Apollo or Premier 10¾ oz., $9.40 per 100 lbs.; 28 gauge, $9; 26 gauge, $8.70; 24 gauge, $8.55; 22 gauge, $8.55; 20 gauge, $8.40; 18 gauge, $8.40; 16 gauge, $8.25. To the above prices add. for 36 in. widths in either 28 or 10¾ oz., 20c. per 100 lbs.

Pipe Fittings, Valves Down 5 to 10%

Winnipeg.

PIPE FITTINGS, VALVES, ETC.—A general revision downward is just announced on pipe fittings, valves, etc., which shows a reduction throughout of from 5 to 10%, based on latest manufacturers' quotations. To-day's ruling prices are given as follows:

Wrought couplings up to 4 inch, 40% discount.
Wrought couplings 4 inch and over, 20% discount.
Malleable pipe fittings, class A, 60-10% off new 1918 piece price list.
Malleable pipe fittings, Class B and C, 60-20% off new 1918 piece price list.
Rail fittings, 40% discount.
Cast iron fittings, 5% discount.
Drainage fittings, 35% fittings.
Companion flanges, 10% discount.
Floor and ceiling plates, 40% discount.
Floor plates, cast iron, 60% discount.
Hangers, Canadian bar, 60% discount.
Hangers, grabler bar and ring "American," 40% discount.
Honeywell generators, 30% discount.
Wrought nipples, up to 4 inch, 55% discount.
Wrought nipples, 4½ inch and over, 45% discount.
Pipe covering, 3 ply air cell, 45% discount.
Plugs and bushings, cast iron, 20% discount.
Radiator valves, 55% discount.
Reducers, eccentric, 5% discount.
Steam cocks, square head, 35% discount.
Branch tees, 10% discount.
Unions, malleable, 40% discount.
Unions, flange, 5% discount.
Valves, standard angle and globe, 20% discount.
Valves, standard gate, 25% discount.

Stove Pipe and Elbows Decline

Winnipeg.

STOVE PIPE ELBOWS.—New prices have just been announced by the manufacturers, covering stove pipe and elbows for Fall and orders are now being booked for shipment up to August 31 at new prices. These show a considerable reduction on last year's figures. New prices now effective, f.o.b. Winnipeg, are as follows: Ready to rivet pipe, 6 in., $16.50, 7 in., $18.50 per 100 lengths; patent standard pipe, 6 in., $17.50, 7 in., $19.50 per 100 lengths; stove pipe elbows, heavy, 6 in., $2.52, 7 in., $2.82 per doz.; stove pipe elbows, light, 6 in., $2.20, 7 in, $2.35 per doz.

Sandpaper Shows Activity

Winnipeg.

SAND PAPER.—Prices on sandpaper show no change over former prices, while the demand at this season is very good. To-day's market prices are confirmed as follows:

SAND PAPER

	Quire	Ream
Star—		
Nos. 00 and 0	.33	$6.05
No. ½	.36	6.50
No. 1	.40	7.30
No. 1½	.45	8.25
No. 2	.52	9.30
No. 2½	.58	10.50
B. & A.—		
Nos. 00 and 0	.37	6.75
No. ½	.40	7.15
No. 1	.45	8.10
No. 1½	.52	9.45
No. 2	.60	10.90
No. 2½	.70	12.50

Good Demand For Poultry Netting

Winnipeg.

POULTRY NETTING. — Prices on poultry netting still continue firm with stocks fairly well assorted, and shipments are reported to be going forward freely. Prices are confirmed as follows: 1 in. mesh, 24 in., $6.30; 30 in., $7.65; 36 in., $9 per roll; 2 in mesh, 24 in., $3.05; 30 in., $3.60; 36 in., $4.20; 48 in., $5.60; 60 in., $6.95; 72 in., $8.30 per roll.

10c Advance Made in Turpentine

Winnipeg.

TURPENTINE.— Turpentine prices have been revised during the week, moving up 10c. per gal. over former quotations. A very good movement from southern points is noted and new supplies are not coming in very freely. Locally shipments are reported quite heavy as a big paint business is anticipated for this year, very little having been done during the war. Prices ruling to-day on turpentine are as follows: barrel lots, $1.35 gal.; half barrels, $1.38 per gal.; 5 gal. lots, $1.40 per gal.; 1 gal. lots, $1.40 per gal., plus the usual extras for containers.

Linseed Oil Holds at Advance

London, Ont.

LINSEED OIL.—The continued firm market in flax seed, which has been selling around $4 per bus., together with a heavy demand for linseed oil, has served to hold prices at advanced prices noted last week, of 8c. per gal. No immediate reduction is looked for. To-day's market prices are as follows: raw linseed oil, barrel lots, $1.93 per gal.; boiled linseed oil, barrel lots, $1.96 per gal.

PITTSBURGH MARKETS

PITTSBURGH, Pa., May 8.—The whole of the iron and steel market may be described as being in a waiting attitude, as the market is much duller than would be expected, on an average, even in ordinarily dull times, but the question is what the trade is waiting for. As noted in last report, the trade does not always assign real reason for its waiting attitude, and the reference in some quarters to buyers waiting for a settlement of the so-called "price-muddle" at Washington is not entitled to much confidence. It is probable the buyers have forgotten all about the matter, except that some may feel that if the Railroad Administration would begin an active buying campaign it would stimulate them to take hold also. Inasmuch as the Railroad Administration would not buy much steel, no matter how satisfactory the prices quoted might be, this feature may be dismissed.

That the steel people, on the other hand, are waiting for further action at Washington, or a declaration by the Industrial Board that it is done with its effort, is very greatly to be doubted,

In the past few weeks there has been much talk of an "open market" in steel products, as being at hand or near at hand. It might be thought, therefore, that the steel producers have simply been waiting for the Industrial Board to publish its obituary, in order to throw the steel market open to competition. Observation of the past ten days indicates that the attitude is quite the contrary. The steel producers evince no disposition to have an open market either now or at any other time in the future, unless there is a great change in fundamental conditions.

Railroad Buying

After receipt of cablegrams from the President, the Industrial Board made a very graceful switch, and while at first it insisted to the Railroad Administration that the latter had to buy steel at the prices the Industrial Board set, the board has since issued a statement in which it blandly disclaims any desire to dictate prices, explaining that it is constituted merely to be an "intermediary," as, for instance, between the steel producers and the Railroad Administration. That is what everybody understood from the original announcement, and one of the criticisms of the Board, in these reports and elsewhere, was that it departed from that platform when it insisted on the Railroad Administration buying at the prices named. The Industrial Board now goes still further, indeed, and while calling itself an intermediary, arranged a meeting between the steel committee and the Railroad Administration, at which the Industrial Board would not be present at all.

In these negotiations it seems reasonably certain the steel producers will refuse the Railroad Administration any further price concessions. It has very little to gain by offering concessions, and much to gain by refusing. Owing to the failure of the Department of Justice to approve the Industrial Board price fixing, which was really the most important respect in which the carrying out of the original program disappointed the steel producers, the producers are not well organized for price maintenance, except through their general and more or less tacit understanding. To make a decided stand against concessions to the Railroad Administration would tend to stiffen the backbone of all producers, whereas to make concessions might be suggestive that producers could make concessions to other consumers at later times.

As to railroad buying, the curious thing is that so few people realize that at best the Railroad Administration would buy very little. Rails have been mentioned as the chief item, but the statistics of rail production in 1918, recently made public, indicate that in that year the steam roads received about 1,400,000 gross tons of rails for replacement purposes, and all analysis shows that such a tonnage was a trifle above, rather than below a year's normal requirements Then it is now well known at this yeat was entered with about 1,200,000 tons on rail mill books, due the railroads at the much advertised average price of $36 a ton, the Industrial Board prices being $45 for Bessemer and $47 for open-hearth. Deliveries have been going forward right along and will be completed about next July. The supply should approximately take care of the most necessary replacement work of this year. Of course if the railroads had plenty of money they might replace rails on a more liberal scale, but that is not their position. In the four months after the signing of the armistice the railroads earned $114,000,000 while the Government guarantee for the period is $259,000,000. The deficit must be made up out of the public funds, and how much money will the roads have when they are returned to their owners and the guarantee ceases? As to the cars, there is probably a surplus to-day of 350,000 cars or more, and there are also surplus locomotives. No doubt in the long run the roads will be in need of making great improvements, but now is not the time when the Railroad Administration would be disposed to embark on such a program. Congress failed to pass the $750,000,000 appropriation for the "revolving fund" out of which deficits, below the Government earning guarantee, are made, and at the first of each month the Railroad Administration has to issue to the roads, to meet their most pressing obligations, "certificates of indebtedness" which the railroads use as collateral for loans.

Thus the outcome of the present negotiations between the steel committee and the Railroad Administration is likely to be just as follows: (1) The steel producers will refuse to make further price concessions: (2) The Railroad Administration will point out that it has no orders to place anyhow.

Pig Iron

Pig iron presents a refreshing contrast to steel, marketwise, even though it is very dull. There is more than the ordinary pre-war "open market" in pig iron. The normal open market means that there is at any date a recognized price, with an advancing or declining tendency. One producer advances his price and, usually within a few days, others follow, or there is a cut in prices, with corresponding following. Now the market is even more open than that, as there is actual bargaining whenever there is any tonnage of importance to be placed. One interest, buying Alabama iron, has been bargaining, making bids that are refused while the sellers make offers which are refused. In the local market no inquiry large enough to warrant bargaining has appeared.

Mill Operations

Steel mill operations are now averaging not more than 60 per cent. of capacity and the rate continues to decline. In some branches of the finished steel trade a slight increase has been observed in current bookings, but old orders are becoming exhausted more rapidly than new buying appears.

TRADE INQUIRIES

The Department of Trade and Commerce has received the following inquiries relating to Canadian trade. Addresses may be secured from the Department, or from the Editor, Hardware and Metal, Toronto, Canada. Please quote reference number when requesting addresses.

42. **Agricultural machinery.**—A farmers' co-operative society operating in the Transvaal, are prepared to purchase from Canadian manufacturers, gang plows, harrows, drags, cultivators, planters, mowers (cutting only, not binding), shellers and graders.

44. **Asbestos.**—A French commission house would like to get in touch with Canadian exporters of asbestos.

46. **Metals.**—A Paris commission agent wishes to get into touch with Canadian exporters of metals.

703. **Agricultural machinery, marine motors.**—A party at Bologna, Italy, asks to be put in communication with manufacturers of agricultural machinery and marine motors (for launches).

711. **Agency.** — A party at Parma, Italy, would handle on commission foodstuffs, canned, dried, preserved meat, and fish, liqueurs, chemicals, sulphate of copper, caustic soda, soda ash, oils and fats for soapmaking and lubricating, paints and varnishes, etc.

714. **Cement.**—Palermo, Sicily, manufacturers require machinery for making Portland cement.

723. **Woodenware and hardware.**—The representative of a London company now in New York is desirous of hearing from Canadian manufacturers of kitchen and domestic woodenware and hardware, able to fill export orders.

724. **Minerals.**—An English firm possessing an established connection among buyers would be glad to hear from Canadian producers wishing to secure an export outlet for Cobalt metal, Cobalt oxide, nickel matte, molybdenum concentrates, ferro-molybdenum, ferro-silicon, ferro-vanadium, vanadic oxide and concentrates, silico-manganese, silico-mangano aluminium, ferro-chrome, and chromite concentrates, including lead ores and concentrates, pig-lead, copper, other metalliferous ores, ferro and nonferous alloys, also graphite. Full particulars at the Commercial Intelligence Branch, Department of Trade and Commerce, Ottawa.

725. **Iron and steel.**—A firm in the north of England which has been importing steel blooms, billets, slabs, sheet bars, wire rods, etc., would be glad to consider propositions from actual Canadian manufacturers.

726. **Electric motors and dynamos.** — A London electrical company wishes to hear from Canadian manufacturers of electric motors and dynamos, both direct and alternating current.

727. A firm of British importers wishes to get in touch with Canadian manufacturers of domestic and other woodenware, with a view to arranging for the purchase of regular supplies. A member of the firm contemplates visiting Canada and the United States before long.

HOUSE PASSES SPONGE BILL

By only three votes over the constitutional majority, House Bill No. 152, prohibiting the sale of sponges which are loaded with sand, salt or other substances, passed the Springfield, Ill., House last week, following an interesting discussion. The final vote was 81 to 21. This bill was prepared by and introduced at the instance of James H. Rhodes & Co., jobbers of sponges, etc.



Make It a Bang-up Floor Paint Week

Housecleaning Time, Floor Paint Time—Plan Your Campaign—Getting Action in the Window Display—Treating Oak Floors — Service Will Spell Success

THE time to strike the iron is when it is hot. The time to strike the floor painting is when floors are undergoing the close scrutiny of house cleaning operations.

At this time, up come carpets, out comes furniture from the wall; every nook and corner is being ransacked to disperse the winter's accumulations of dust, dirt and lint.

What am I going to do with those floors is a question that looms big in every housewife's mind. She is in a keen, receptive mood for suggestions.

Here's the opportune time for the paint department to jump in and help her out.

And there are a thousand and one suggestions that may be drawn from the well-stocked paint department that will help her on her way, and bring increased business to the store.

Fillers, waxes, varnishes, polishing brushes, etc., for the hardwood floors. Crevice fillers, ground color, graining compounds and graining tools to assist in renewing the old floors that are badly in need of renewal. Floor paints, varnishes, stains and floor enamels to brighten up and renew kitchen, bath and bedroom floors. Porch and Verandah paints for the outside floors and steps.

Assuredly plenty of opportunities and plenty of materials to back up a full planned floor paint week.

Plan the Campaign

Now for the planning. Choose the week that you think is best adapted to anticipate the house-cleaning season in your community. Arrange newspaper advertising, devoting special attention to your floor paint line, to commence not later than the Friday night before the week arranged and to run during the week. Stores where a mailing list is used, can arrange to circularize these either during the special week or just previous to it. Arrange with the advertising departments of the various lines carried, to obtain their special floor finish literature, and use these as enclosures. These may be also used as enclosures in parcels, statements to your customers, etc. Arrange all your paint advertising effort so that it will bear on the special effort you will make during that week.

If it is possible to obtain a demonstrator from one of your supply houses, arrange space for a demonstration, and have it featured in co-operation with the advertising your paint or varnish house will arrange for such an occasion.

Last, and by no means least, arrange a window display, devoted entirely to floor paints. It is impossible, in the brief space alloted to this suggestion to even hint at all the numerous possibilities for display along this line. As in every other effort, perhaps concentration upon some one outstanding feature of your floor finishes, should be the keynote of the display.

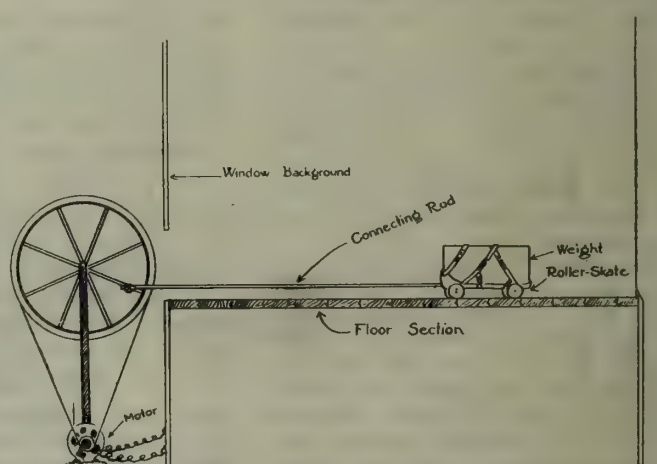
Take, for instance, the wearing qualities of your line. Let the advertising play up this factor more strongly than the others. Arrange the window display so that its importance can be caught quickly by the eye of the passerby. Use some comprehensive illustration that will show how well your floor finishes or paints will wear.

Just two brief suggestions for a window display along this line. Display graphically on a show card, how many thousands of times boot heels beat up a floor section of flooring, finished actually with your floor varnish or paint, and on it place a number of worn-out boots, well down at the heel. On a card below this section, have a caption to the effect that your floor finishes will outwear the shoes that try to wear it out, or words to that effect.

Getting Action in the Window

A very good mechanical device can be arranged to

Continued on page 76



A simple device easily arranged that gives action to the window display.


BENJAMIN MOORE & CO
NEW YORK & CHICAGO
Moore's
READY MIXED
Paints
Every Can is Full of Quality and Customer Satisfaction.
Dealers selling *Moore's Ready Mixed Paints* are well aware of the unstinted satisfaction they always give the customer. The high quality and splendid covering capacity of "Moore's" are factors in the making of better paint sales, worthy of every dealer's consideration. "Moore" profits are worth while.
Write for our agency proposition. It will put you on the road to "better business."
BENJAMIN MOORE & CO., Ltd.
WEST TORONTO - ONTARIO

The Brush Department

Avoid Mixed Window Displays for Best Results

"Our Show Windows One of the Best Forms of Advertisements We Have—Always Bring Results," Says G. O. Cawker—Toronto Hardwareman Tells How He Has Increased Brush and Paint Sales Each Season

THERE are three ways to sell more brushes. One of the best is to put in good window displays. Another is to display them in the store, and the third is to always ask those who are purchasing paints if they have the right kind of brushes for the work they are starting.

These are the plans used by Cawker Bros. of Toronto, and have resulted in steadily increasing sales of brushes.

"In arranging our window displays," said Mr. G. O. Cawker to HARDWARE AND METAL, "we found that it always produces much better results if a drive is made in only one line. Take brushes for instance. When we arrange a window display of brushes, we do not mix lawn mowers or washing machines or some other line of merchandise up with brushes. We show brushes only, and we get immediate results. A good window display is one of the most effective plans we have for "pulling" business. We have never failed to get good results from our displays."

Show Good Brushes

"We always show a good brush, at a reasonable price first," said Mr. Cawker, "the great majority of the customers take them. We are always careful to find out about the work to be done, and suggest the right kind of brush for the job. Many of those who are starting a job, do not know, that by using this brush or that brush, they can not only save time, but get a much better job. We show them why certain brushes will do certain work better, and save time and trouble in the long run. We find that most people appreciate all the help we can give them in the way of suggestions, and that they do not mind paying a reasonable price for a brush that will do all that we say it will. Of course there are customers who want something cheaper sometimes. If they ask for an inexpensive brush, we have something to meet their demands."

Put the Prices on

"It is a good plan to let people know the prices of all brushes, and all that we show carry either a price mark or a ticket. When we arrange a window display of brushes, we find it is a good plan to show paints in our other show windows. We change our window displays regularly, and always try to keep them as seasonable and attractive as possible."

Mr. Cawker stated that his paint sales have been steadily growing. Each year shows an increase in the volume of business. He aims to handle only paints and brushes that he is satisfied he can stand behind, and that will give good service to those who buy. Service of this kind is what brings people back year after year to buy their paints and brushes, and other goods from him, and many of them tell their friends and recommend Cawker's store when inquiry is made as to where this or that can be obtained.

Sells for Cash

"In a business like ours," said Mr. Cawker, "cash is the only plan. Credit business from our standpoint is no good. It would be foolish for us to try to attempt it. The collection of a large number of small credit accounts, would not only eat up all the profits, but all the profits on our other business as well. We sell for cash and find that it is the best plan."

Store display is regarded by this firm as a most important part of merchandising. Seasonable lines are kept right up at the front of the store, and all the stock is kept clean and in good order. It is changed around frequently.

"You can't let the people see too much of your stock," said Mr. Cawker. "By keeping the goods out where people can see them, we sell a lot more than we could in any other way. The goods sell themselves. People come in perhaps only intending to buy a can of paint and brush, while going through the store, they see half a dozen other things they know they need, but which they would have forgotten had they not seen the goods right out before them."

Like Good Goods

Mr. Cawker finds that people in general, are showing a decided tendency to want only goods of quality. They have no objection to paying a little more, he says, provided they are satis-

Continued on page 76



Display of brushes recently made in Cawker Bros., Toronto, store.

There's a Boeckh Brush for Every Paint Job



Sixty years' experience in the manufacturing of high-grade brushes has placed us in a position to know which paint and varnish brushes are best suited for various kinds of work. The kind of brushes that the public demand are the dependable ones that do the work with efficiency. That is the only kind we make—brushes that assure satisfaction to the user.

Your customers want the best in paint and varnish brushes — sell them Boeckh's Rubber Set, and derive the benefit of bigger profits and repeat orders.



BOECKH'S RUBBER SET BRUSHES

The bristles in Boeckh's Rubber Set Brushes cannot work loose and fall out to streak and mar the paint surface—they are rubber set and there to stay. Once used, Boeckh's Brushes are always in demand.

THE BOECKH COMPANY, Ltd.

TORONTO, CANADA





ESTABLISHED SINCE 1856

AVOID MIXED WINDOW DISPLAYS

Continued from page 74

fied that they are getting something that is worth the money from a service standpoint. As far as paint sales he has made this season are concerned, Mr. Cawker says people are buying in larger quantities than usual. He attributes this to the fact that help is scarce, and many people are forced to do their own painting, and also to the fact that there has been a lot of work held up which has to be done for the simple reason, if it is left any longer, the building or whatever the job may be will suffer.

MAKE IT A BANG-UP FLOOR PAINT WEEK

Continued from page 72

show the wearing qualities of a floor finish in any store that has electricity and where the paint department wishes to bring special attention to itself. Finish up a fairly good-sized section of flooring with whatever varnish or paint it is desired to demonstrate. Lay this flat on the platform of the window. Behind the background of the window fix up a pulley and gear it to a small motor, so that is will not revolve too rapidly. On the section of flooring, place a roller skate, to which is fastened a weight of 50 pounds or over, so that when the motor is started, it will pull the skate, with the attached weight. On a placard, state the date and hour at which the motor was set in motion, and give the number of times per minute, per hour, and per day that the roller skate passes over the finish. Numerous methods can be devised to draw attention to wearing qualities, around this demonstration.

Value in Getting Attention

Comes the question; will a special effort of this kind be worth while? Every paint dealer can pretty well estimate this for himself. He knows the interest that every housewife takes in the good appearance of her floors. There is scarcely a house in his community but has either a front verandah or porch with steps or else a back verandah with steps or perhaps both. These seldom take less than a quart of floor paint. The number of possible sales of quarts is limited only by the number of buildings in his district.

Every house is usually equipped with a drawing room, dining room, bathroom, kitchen and one or more bedrooms. The popularity for hardwood floors for halls, drawing and dining rooms alone calls for constant attention and the use of fillers, waxes, floor varnishes, etc. Kitchens, bathrooms, bedrooms, attics, stairs, and other rooms, are always potential users of either paints or varnishes.

The number of houses and buildings in his locality are his only limit, and it is safe to say that there is not 25 per cent. of the houses in his community that have ever used up to the limit of their possibilities in floor paints and varnishes to keep the floors properly protected and in good appearance.

Each paint dealer knows his community well enough to sit down for a moment or two with pencil and paper and figure out as to whether such a special effort would be worth while or not.

Know the Line You Handle

However, carrying out any plans along the lines suggested above, by no means completes what should be done to make a floor paint week successful. Every salesman in the store should become thoroughly posted on the uses and the services that his various floor lines can render.

As has been constantly emphasized on this page, what the customer is mainly interested in, is the service to be rendered, and how the line is to be applied, to enable him to obtain the maximum of service.

If the sales staff is not thoroughly posted, your special effort is quite likely to develop some flat spots that will mar the complete rounding out of your effort.

Possibly the biggest bulk of paint or varnish enquiries come out of customers' interest in proper floor finishing.

Take, for instance, one of the most recent developments in finishing natural oak flooring. It has been proven, and is being advocated by the larger manufacturers, that shellac is no longer necessary in a natural oak finish. After the floor has been properly filled, it is only necessary to apply two or three coats of floor varnish. The use of shellac has been maintained from time honored conditions that no longer exist. A prejudice in favor of shellac will be found in many quarters, but tests in actual use have proven that a natural oak floor finish in varnish gives better results without the use of shellac than with. The reason can be easily explained that without the brittle coat of shellac between the wood and the varnish, the varnish has a better opportunity of obtaining a wearing grip on the wood, and gives better wearing service.

While it is known that floor painting and refinishing is being neglected, the sales staff can render service to the customer by bringing the results of such neglect to his attention.

Where it is felt that a customer does not fully understand the proper application of his purchase, the salesman should take pains to see that he fully understands the necessary preparations to make in order that his floor may be in good condition to receive the finish, and that he should also fully understand the proper methods of application.

"Save the Surface and you Save All," the slogan of the present co-operative advertising campaign now under way, applies just as strongly to floors as to any other surface.

In addition to the advertising and displays that the paint dealer may arrange in putting forth a "Floor Paint Week," do not, by any means, overlook the idea of service to the customer. It should be the kindling spirit behind the whole effort. With it will come the crowning of the success of the week. Without it will be found something lacking, both in its success and the profits that will come to your paint department.

Montreal Enthusiasts Form Gun Club

Not only is trap shooting alluring to many Montreal men who have been "breaking the pigeons" in the past, but the season ahead promises to take on more than passing interest. At the Windsor Hotel, a few days ago, an association of these men was effected, some forty or more attending, and the Montreal Gun Club Limited begins its lease of life shortly. It is stated that, if the enthusiasm of the initial meeting can be maintained, Montreal will have one of the best and most promising gun clubs in the country.

In due time, it is proposed to secure suitable grounds, and to erect thereon a club house, traps, etc. Upwards of twenty men agreed to become charter members at this first meeting, and a meeting for the election of officers will be held on May 9. D. D. Bogue was made temporary chairman.



Brown in Chicago News

Next!



The Average Varnish Buyer

With the exception of the painter, comparatively few people know enough in a practical way about varnish to qualify them to choose it intelligently. Such buyers depend upon the word of the dealer and the label of the manufacturer.

This is why Berry Brothers' Varnishes, Enamels and Stains are so safe to recommend and easy to sell. Even occasional buyers among the smallest consumers have learned the necessity for discrimination, and the "Berry" label is recognized as a positive guarantee of quality.

For sixty-one years Berry Brothers' label has protected the buyer against inferior finishing products.

Partial list of distributors of Berry Brothers' products

Whites, Ltd. - - Collingwood, Ont.
Sanderson Pearcy Co., Ltd. - Toronto, Ont.
Frank A. Gillis Co. - - Halifax, N.S.
A. M. Bell & Co., Ltd. - Halifax, N.S.
Lariviere, Inc. - - - - Montreal, Que.
L. H. Gaudry & Co. - - Quebec, Que.
Wood, Vallance, Ltd. - Winnipeg, Man.
Wood, Vallance & Adams, Ltd., Calgary, Alta.
Revillon Wholesale, Ltd. - Edmonton, Alta.
Hunter, Henderson Paint Co., Ltd. - - Vancouver, B.C.
Wood, Vallance Hardware Co., Ltd., - - Nelson, B.C.
Marks, Clavett, Dobie Co., Ltd., - - - Port Arthur, Ont.

BERRY BROTHERS INC
World's Largest Makers
Varnishes and Paint Specialties

Walkerville, Ont. (778)

WEEKLY PAINT MARKETS

MONTREAL

MONTREAL, May 8.—There is little change in the paint markets this week and all lines are firm. Linseed oil has been ruling steadier, the price of flaxseed having fluctuated during the week, but there being practically no change from the position, at least there is no quotable change on oil prices. Turpentine still is scarce and firm, the demand increasing, and the prospect of low prices is remote.

There is a good healthy business for paints, varnishes, etc., and the outlook is encouraging.

Less Change But Firm Oil Markets

Montreal

LINSEED OIL.—With flaxseed fluctuating a little still, there is really not much change from the position of last week, though quotations are firmer, if anything, in some quarters. Based on the prices asked for spot seed, oil would be worth nearer two dollars to-day per gallon than any less. It is stated that there have been a few sales made at a trifle under the market, but that this is probably done to liquidate small holdings. The whole situation determines itself into one of probable high prices for the next while, at least. With seed prices so high, it is doubtful if crushers will store up heavy supplies, and then, if there is a good painting season, as is expected, a surplus to meet excessive or even large demand does not seem likely. Crushers look for high oil, and it may yet reach the $2 mark.

Raw—	Imp. Gal.	
1 to 4 barrels	$1 83	$1 92
5 to 9 barrels	1 82	1 91
10 to 25 barrels	1 81	1 90
Boiled—	**Imp. Gal.**	
1 to 4 barrels	$1 85½	$1 94½
5 to 9 barrels	1 84½	1 93½
10 to 25 barrels	1 83½	1 92½

Putty Should Move To Higher Basis

Montreal

PUTTY.—Two or three factors have served to steady and hold the putty price basis without change. Fair stocks of whiting are said to be held by some of the makers, and then again, there is not an excessive demand at present for the commodity. But with the cost of linseed oil so very high, it is claimed that a revision of the price basis should be made to higher levels. No change at this time is looked for, notwithstanding.

Standard Putty -	5 ton	1 ton	Less
Bulk, in barrels	$5 00	$5 25	$5 60
Do., ½ barrels	5 15	5 40	5 75
Do., 100 lbs.	5 85	6 10	6 45
Do., 25 lbs.	6 10	6 35	6 70
Do., 12½ lbs.	6 35	6 60	6 95
3 and 5 lb. tins	8 10	8 35	8 70
1 and 3 lb. tins	8 60	8 85	9 20
Do., in 100 lb. cases	7 15	7 40	7 75

Pure linseed oil putty, $2 per 100 lbs. advance on above prices.

Glaziers' putty—$1.60 per 100 lbs. advance on above prices.

Terms—2%, 15 days, net 60.

No Welcome For Turpentine Orders

Montreal

TURPENTINE.—Few, if any of the jobbers are pushing the sale of turpentine, and some will not quote a price. Supplies are anything but heavy, and there is, indeed, less stock here than the opening of the painting season would warrant being carried. As a result of the shortage of stock, prices hold firmly, but are without change.

Turpentine—	Imp. Gal.	
1 to 4 barrels	....	$1 12
Small lots	$1 17	1 27

(Packages extra.)

Expect Lead To Hold On Basis

Montreal.

WHITE LEAD IN OIL.—"We do not expect any change to be made in white lead in oil until the end of June, anyway," said a large jobber this week. "It may not be made then, but in the meantime we look for no change."

There is a steady demand for supplies from the trade and supplies are ample to meet requirements. The price basis on Government standard lead is as follows: Five ton lots, per 100 lbs., $15.50; ton lots, $16; and smaller lots, $16.35.

Steady and Active Is Paint Market

Montreal

MIXED PAINTS, SPECIALTIES. — Jobbers and paint manufacturers are finding the general condition of business satisfactory. There is a large outgo every week, and orders are well assorted, indicating that there is a general condition of wise buying to meet actual needs. The price basis is steadily firm, the high linseed oil market being a big factor in holding the undertone firm.

TORONTO

TORONTO, May 8.—Higher prices have been put into effect on both turpentine and linseed oil this week, and the market shows strength in both commodities. Turpentine seems to be a little scarce at the moment, but should soon be available in liberal quantities. Mixed paint orders are coming along freely and manufacturers report that they are working overtime to get shipments away promptly.

Linseed Oil Moves Up 5c

Toronto.

LINSEED OIL—The situation is without material change this week, as far as outside influences are concerned. Argentine seed is still conspicuous by its absence, and whereas some marked fluctuations are noted in Canadian seed prices, the level is holding pretty well up towards the $4.00 mark. Prices on oil are higher in some quarters this week, $2.00 per gallon being reached for raw linseed oil. Range of quotations follows:

Linseed Oil—	Raw		
1 to 2 barrels, gal.	$1 86	$1 98	$2 00
3 to 5 barrels, gal.	1 85	1 97	1 99
10 bbls. and over	1 83	1 95	1 97
	Boiled		
1 to 2 barrels, gal.	1 88½	$2 01	$2 03
3 to 5 barrels, gal.	1 87½	2 00	2 02
10 barrels and over	1 85½	1 98	2 00

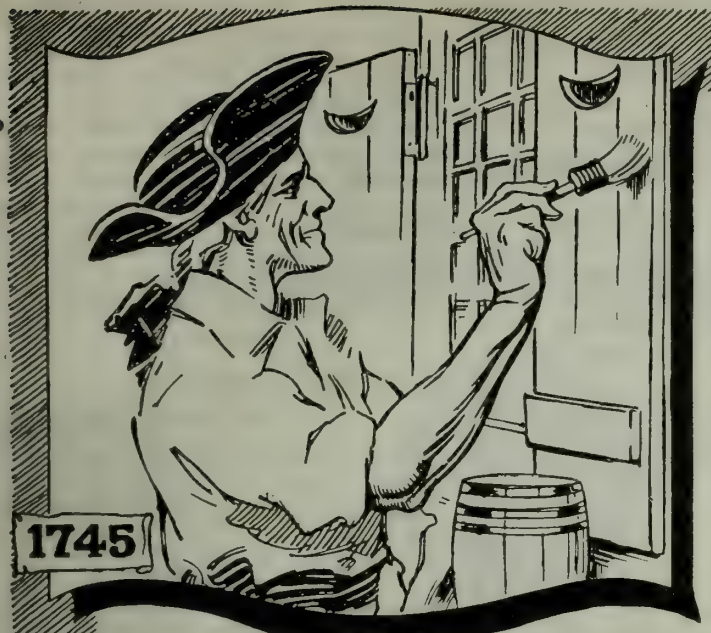
Prices shown are those ruling on Thursday of current week and subject to daily fluctuations of the market.

Turpentine Moves Higher; Up 2c

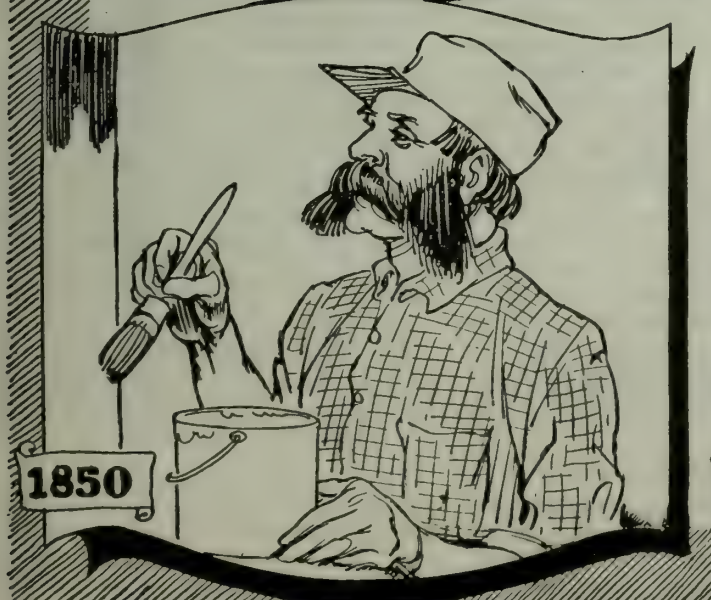
Toronto.

TURPENTINE.—Continued strength is shown in the turpentine market and prices locally have advanced 2c per gallon this week. The market in the South, which is usually easy at this time of the year, is proving a surprise in its continued strength and indications seem to point to a scarcity. This is due to a marked reduction in tankage, it is intimated, and the fact that new supplies are slow in showing volume. There is some turpentine being unloaded this week, which will relieve temporary shortage here. Prices range as follows:

Turpentine—	Imp. Gal.	
1 barrel (barrel included)	$1 14	$1 17
2 to 4 barrels (barrel included)	1 13	1 16
5 gallon lots	1 24	1 27







Nearly Two Centuries Old

Brandram's Genuine B-B White Lead

Do they not mean something to you,—these pictures? Look at them. A long and honorable history is behind them.

Canada was largely a wilderness when Brandram's Genuine B-B White Lead was first made. Napoleon has come and gone. The United States has come into being—and now Germany has fallen. Steam power, electricity, telephone, telegraph, wireless, submarines, airplanes—these have all come into being since the Brandram process was discovered.

1919 is using out of the same pail as 1745. Exactly the same process was used in making the white lead (Brandram's Genuine B-B) of 1745, as is used in making that of 1919. In the world competition which has been waged all these years, the Brandram process is the only survivor of all the patented white lead processes which were in use at the time it came into being.

This is the white lead which is used in B-H "English" Paint, and in all other Brandram-Henderson paint products employing a white base.

Your guarantee lies in that two centuries of history. No one else can give a guarantee of the same character.

Write us for our attractive Agency proposition.

"Save the surface and you save all" *Paint & Varnish*

BRANDRAM-HENDERSON

MONTREAL HALIFAX ST. JOHN TORONTO WINNIPEG
MEDICINE HAT CALGARY EDMONTON VANCOUVER



Improvement Shown in Mixed Paint Sales

Toronto.

MIXED PAINTS.—Manufacturers report that sales of mixed paints are very good and with a turn in the weather to more favorable conditions they are looking for a sharp increase in volume of orders. Repeat orders are coming in well already and there is just a hint that a big rush of business would tie up deliveries somewhat. However, manufacturers are pushing ahead production and indicate they will execute orders with greatest possible despatch. The market is firm and unchanged.

Steadiness Marks White Lead in Oil

Toronto.

WHITE LEAD IN OIL.—Steadiness marks white lead in oil for its own. There is a somewhat better movement to the trade and the outlook is considered quite satisfactory. The market is without any change, pure white lead in oil being quoted in 5-ton lots at $15.80 per 100 pounds; 1-ton lots, $16.30; and less quantities, $16.65.

Glass Holds Firm; Putty Steady

Toronto.

GLASS, PUTTY.—Window glass remains in a firm position. The volume of sales is not large and stocks, though not considered heavy, are ample for immediate requirements. Discount shown in current market quotations are unchanged.

Putty is steady and whereas a fair amount is going forward, it does not represent a very big volume as yet. The market is without change at following levels:

	Per 100 lbs.		
Standard Putty—	5 ton	1 ton	Less
Bulk, in barrels	$5 30	$5 55	$5 90
Do., 100 lb. irons	6 15	6 40	6 75
Do., 25 lb. irons	6 40	6 65	7 00
Do., 12½ lb. irons	6 65	6 90	7 25
Bladder, in barrels	7 05	7 30	7 65

Pure putty advance $2 per 100 lbs. over above prices.

Winnipeg Clerks Demand Minimum Wage of $30 Per Week

They Also Ask Merchants to Give Them 44-Hour Week, and Other Considerations—R.M.A. Will Support Them if Given Support Themselves

WINNIPEG, May 8.—(Special).—The Retail and Wholesale Clerks, Shippers and Warehousemen's Association, of Winnipeg, have addressed a suggestion to the merchants of Winnipeg, which they want considered as a basis to work on for the future. Roughly speaking, it is as follows:

1. Forty-four hours shall constitute a week's work.
2. One hour for lunch at noon each day.
3. Employees shall receive full pay for holidays.
4. No overtime except at stocktaking, and then the pay shall be at the rate of time and half.
5. When reduction of staff becomes necessary, juniors shall be let out first.
6. When the staff is reduced, employees shall be given a week's notice.
7. Seniority shall govern cases of promotion.
8. Women and girls shall not be required to do heavy work.
9. No boys under sixteen shall be employed in any store governed by this agreement.
10. Employees shall be paid at the end of each week.
11. Apprentices must be over sixteen years of age when entering, and shall serve four years.
12. Only one apprentice shall be allowed to every five employees.

Rates of pay: Male, $30; female, $20 per week.

Rates for apprentices: First year, $15; second year, $17; third year, $20; fourth year, $25.

The above rate shall be known as the minimum rate of pay.

What the R. M. A. Say

In conversation with J. H. Curle, secretary of the Retail Merchants' Association of Manitoba, a representative of HARDWARE AND METAL was told it was too early to make a definite statement re the above suggestion. Mr. Curle stated that there would undoubtedly have to be many changes in the proposal as submitted, and that even before any agreement could be entered into, the retail grocery trade would have to be quite sure that the grocery business was going to be protected by the proper enforcement of the Early Closing By-law in Winnipeg. At present there is open house, due to the fact that an appeal is to be heard against the decision of Sir Hugh J. Macdonald's judgment in imposing a fine based on the Early Closing By-law. Retail clerks, Mr. Curle believed, would strongly support the by-law, and would join hands with the merchants in removing groceries from night stores.

What R. M. A. Wants

Asked for a definition of "night" store, Mr. Curle stated that prior to the passing of the Early Closing By-law, fruit and confectionery stores had been in the habit of stocking various quantities of groceries, and sales of groceries after hours were prevented by the spotter system. Now the spotter system is to be abandoned, and inspectors employed, who will be able to determine whether a store should be allowed to remain open at night.

According to Mr. Curle, if the Clerks' Association will support them in having groceries removed from stores which open at night, then they will co-operate with them in getting down to a basis of a shorter working day, and a higher rate of pay, of which the above is put forward as a suggestion by the clerks.

Heating Customs Are Changing

E. C. Townsend, Montreal, manager of Crane, Limited, indicated, on his return from England recently, that custom with regard to the use of heating and cooking arrangements in England, was changing.

Mr. Townsend referred to many changes that were being brought about, and the introduction of which would place modern conveniences in the homes of the people. One of the improvements looked for was that relative to cooking equipment. The old fire-place, Mr. Townsend thinks, is doomed, insofar as heating and cooking proposition is concerned. The people there, he says, are beginning to realize what a great waste of heat there is in the big open fire-place. As a result, there will be a general and favorable consideration, it is expected, of various modern stoves. It is more than likely that a big industry will gradually be built up by those seeking foreign markets for such products.

Says Demonstrations Keep the Goods Moving

Seventeen vacuum cleaners in two months is the sale made in the electrical goods department of George A. McMurtry and Co.'s store, St. Thomas, Ont. Mr. McMurtry states that business was never better than at the present time.

This week Mr. McMurtry held a special demonstration of gas stoves. He announced in his advertisement, that each day during the demonstration he would give away material cooked on the gas stoves demonstrated. Women demonstrators were on hand each day to explain the working of the stoves. Cups of tea were included in the free distribution of food. The store was filled to capacity from the opening of the demonstrations.

Mr. McMurtry has opened a new department and is offering for sale phonographs. He believes this new departure will prove a success, or to put it in his own words, "It will, I expect, be a hummer."

A special window display of gas stoves and electrical appliances was shown this week in connection with the demonstration. Next week this store will have a special window display of phonographs and equipment. Store demonstrations and good window displays, he says, are sure business getters.

SECOND OF THE SERIES OF CONSUMER ADS. APPEARING IN LARGE LIST OF PUBLICITY MEDIUMS TO HELP MARTIN-SENOUR DEALER-AGENTS SELL MORE PAINTS AND VARNISHES

MARTIN-SENOUR
100% PURE PAINT & VARNISHES



"Protection" For Your Home— No "Free Trade" With Decay

Everything with a surface needs surface protection. Not only the outside of your home, but every part of the inside—the floors, walls, furniture, woodwork and metal parts.

To paint, means protection and preservation and money saved on repairs, for wear and decay always start at the surface.

To leave a surface unprotected by paint or varnish, means "free trade" with decay and waste.

"100% Pure" Paint
The Paint for wear and weather.

Senour's Floor Paint
The old reliable — it wears, and wears, and wears.

"Neu-Tone"
The sanitary washable Flat Oil Paint for Interior Decorations.

"Wood-Lac" Stains
Improve the new — renew the old.

"Marble-ite"
The one perfect floor finish—will not mar or scratch white, under hardest wear.

"Varnoleum"
Beautifies and preserves Oil Cloth and Linoleum.

"Save the surface and you save all" Paint & Varnish

With

MARTIN-SENOUR PAINTS AND VARNISHES

They are the greatest material protectors you can use—and the cheapest—because they spread easier, cover more surface and last longer.

136

Dealer-Agent's Name Here

CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION

Dominion Metallics — B.B. Caps 25% B.B. Caps, 20%; 22 short, black, 22 long, black, 22 long smokeless, 20%; 22 short lesmok or 22 long lesmok, 20%; 22 short, smokeless, 30%; 22 long rifle, black, 22 long rifle, smokeless, 7½%; other rim fire, 10%; center fire pistol, add 35% list; center fire sporting, add 60%; shot cartridges, same as ball; brass shot shell, 20%; primers, add 35% list; empty shot shells, 5%; blanks, add 25%; bullets, add 40%.

Terms: Net 90 days, or 2% discount for cash in 30 days.

"Dominion" Loaded Paper Shells "Crown" Black Powder, 10% on list; "Sovereign" Bulk Smokeless Powder, net list; "Regal" Dense Smokeless Powder, net list; "Canuck" Shells, Smokeless, $41 per M. net; Empty Shells, 5%; 90 days net F.O.B. Montreal, Toronto, London, Hamilton.

AMERICAN AMMUNITION

List of Prices.

Subject to 15% advance on list.

B.B. caps, $3.50 per M.; B.B. caps, concave ball, $4.40; 22 short $5; 22 long, $6; 22 long rifle, $7; 22 short smokeless, $5.35; 22 long smokeless, $7.50; 22 long rifle, smokeless, $8.75 per M.

Sporting Cartridges—Centre Fire Smokeless 303 Winchester, $72.25 per M.; 303 Savage, $72.25; 303 British, $95; 32 Winchester special, $72.25; 38-55 Winchester, $76; 401 Winchester self-loading, $76 per M.

Primers—Nos. 1, 1½ and 2½, $3.60; Nos. 1 and 2 (100 in box) $3.80; Nos. 1-W, 1½-W, 2½-W and 3-W and 5, and 5½, 100 in box, $3.80; Berdan Nos. 1, 1½, 2 (250 in box), $3.60; Berdan Nos. 1, 1½, 2 (100 in box), $3.80; new No. 4 $5.50; U.M.C., 33, $5.50.

Shot, standard, 100 lbs., Toronto, $16.45-$17.35; Montreal, $18; net extras, as follows, subject to cash discount only: Chilled, $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal Toronto, Hamilton, London, St. John and Halifax freight equalized

AUGER BITS

Standard List Prices per dozen.

3/16	$ 6.00	18/16	$12.00
4/16	5 00	19/16	14.00
5/16	5.00	20/16	14.00
6/16	5.00	21/16	16.00
7/16	5.00	22/16	16.00
8/16	5.00	23/16	18.00
9/16	6.00	24/16	18.00
10/16	6.00	25/16	21.00
11/16	7.00	26/16	21.00
12/16	7.00	27/16	24.00
13/16	8.25	28/16	24.00
14/16	8 25	29/16	27.00
15/16	9.50	30/16	27.00
16/16	9.50	31/16	30.00
17/16	12.00	32/16	30.00

Discounts from Standard List prices:

Beaver, 57½%.
Ford's Auger Bits, 35 to 37½%.
Gilmour Auger Bits, 47½%.
Gilmour Car Bits, 37½%.
Gilmour Eve Augers, 35%.
Gilmour Ship Augurs, add 10%
Rockford Auger Bits, 50 and 10%
Irwin Auger Bits, 10% off list in Catalogue o. 10, 1905.

F.O.B. Toronto, Montreal, London and Hamilton.

AXES

Single Bits, doz.	$13 25	$16 00
Double Bit	16 50	19 50
Boys' Axes	12 00	14 00
Hunters' Axes	11 00	12 00
Bench—No 2. doz.	12 50	13 20
No. 3, doz.	13 50	14 20
No. 4, doz.	14 50	15 25

BABBITT

Prices on babbitt fluctuate with the metal markets and prices are quoted on application. Prices range from 8c to 75c a lb.

BARS, CLOTHES

No. 1, dozen	$ 8 00
No. 2, dozen	10 80
No. 3, dozen	8 40
No. 4, dozen	$10 00
No. 5, dozen	12 00
No. 6, dozen	14 00

BELTING (Leather)

Discounts apply to Revised List of Feb. 14, 1907.

Extra Quality, 30%.
Standard Quality, 30, 10%.
Side Lace Leather, lb..$1.70-$1.90
Cut Lace Leather, lb... 1.90- 2.20
F.O.B. Montreal, Toronto.

BELLS (Farm)

No. 1 x 40, lb.	$ 4 00
No. 2 x 50, lb.	5 00
No. 3 x 60, lb.	7 50
No. 4 x 100 lb.	10 00

F.O.B. Montreal, Toronto.

BOARDS, BAKE

No. 1, 18 x 24 in., dozen	$ 8 50
No. 2, 18 x 28 in., dozen	10 50
No. 3, 20 x 30 in., dozen	12 00

BOARDS, IRONING

No. 1, dozen $19 20

BOARDS, SLEEVE—

No. 3, dozen ..... $ 5 50

BOARDS, SKIRT—

No. 11, dozen	$11 00
No. 32, 5 x 12 in., doz.	$11 00
No. 35, dozen	25 00
No. 36, dozen	29 00

BOLTS AND NUTS

Discounts apply to list of Feb. 1, 1913.

Carriage Bolts ($1 list), ⅜ in. dia and smaller, 6 in. and shorter, 35%.
Carriage Bolts ($1 list), ⅜ in. dia. and smaller, longer lengths, 20%.
Carriage Bolts ($1 list), 7-16 dia. and larger, 15%.
Machine Bolts, ⅜ in. dia. and smaller, 4 in. and shorter, 40%.
Machine Bolts, ⅜ in. dia. and smaller, longer lengths, 25%.
Machine Bolts, 7-16 in. dia. and arger, 25%.
Sleigh Shoe Bolts, all sizes, net list.
Coach and Lag Screws, 50%.
Square Head Blank Bolts, 25%.
Bolt Ends,, 25%.
Plow Bolts, 25%.
Elevator Bolts 25%.
Fancy Heal Bolts, 25%.
Shaft Bolts ($3 list), 25%.
Step Bolts, large head ($3 list), 25%.
Whiffltree Bolts, 25%.
Nuts, square, blank, add to list, .75.
Nuts, square, tapped, add to list $1.00.
Nuts hexagon, blank, add to list $1.00.
Nuts, hexagon, tapped, add to list, $1.25.
Stove Bolts, 65%. Tire bolts, 50%
Terms: 2% off 30 days from date of shipment
F.O.B. Montreal, Toronto, Hamilton, London, Ont.

BORAX

Lump Crystal Borax, lb. ...11c-12c
F.O.B. Montreal, London, Toronto.

BRASS

Spring sheets, 24 gauge and heavier, base	$0 35
Rods, base ½ to 1 in., round	0 34
Tubing, seamless, base	0 42
Copper tubing, iron pipe size, base, ¾ in. up to 3 in.	0 44

F.O.B. Montreal and Toronto.

BOILERS (Range)

30-gal., extra heavy	$14 50
30-gal., Standard	12 25

BOARDS (Wash), Zinc

	Doz.
Pony	$2 35
Improved Globe	5 15
Neptune	5 15
Standard Globe	5 15
Original Globe	5 65
Jubilee	5 80
Newmarket King	5 80
Western King (enamel)	8 00
Beaver (brass)	7 35
Diamond Ring (glass)	6 30

F.O.B. Newmarket.

BUTTS Wrought Steel:—

No. 840	5%
No. 800	2½%
No. 838	5%
No. 808	5%
No. 80 4	15%
Nos. 802, 842, 844	5%
Nos. 810 and 814	net list
No. 830	2½%

F.O.B. Toronto, Montreal, London, Hamilton.

Spring Butts

Chicago Spring Hinges, list + 5%.
Triplex Spring Hinges, 20-10%.
Chicago Mortise Floor (5,000), 20, 7½ and 5%.
Chicago Relax Floor (6,000), 25-10-10-2½%.
Chicago Premier (4000), 12½%.
Chicago Ajax (3,000), 12½%.
Chicago Fire Station, add 10% to list.
Lavatory Door Hinges, 20%.
Chicago Screen Door (2000), 40 2½%.
Chicago Screen Door (3000), 16 2-3 %.
Non-Hold Back Screen Door, on application. F.O.B. Chicago.

CANS

For discount on milk and cream cans, etc., see list under head of wares, etc. B.B.

CHAIN

	Fire Welded Proof Coil Mont'l	Tor'to	Fire Welded Mont'l	Tor'to
3-16 in.	$22.75	$21.40	$.....	$27.40
¼ in.	16.75	17.75	20.60	23.60
5-16 in.	14.75	14.60	16.40	18.40
⅜ in.	13.00	13.40	15.00	17.25
7-16 in.	12.75	13.15	14.40	16.65
½ in.	12.50	12.80	14.15	16.50
5/8 in.	12.35	12.75	13.85	16.15
¾ in.	12.25	12.70	13.50	16.00
⅞ in.	12.05	12.40	13.40	15.80
1 in.	11.90	12.30	13.30	15.65

Electric Welded

	B.B.		B.B.	
¼ in.	.....	.....	18.05	.....
3-16 in.	.....	.....	16.35	.....
¼ in.	14.95	16.00	14.95	.....
5-16 in.	12.55	13.50	13.00	.....
⅜ in.	11.35	12.25	11.55	.....
7-16 in.	11.10	12.00	11.30	.....
½ in.	10.95	11.80	11.00	.....
5/8 in.	10.70	11.55	10.75	.....
¾ in.	10.40	11.25	10.40	.....

Montreal and Toronto

American Proof Coil Chain	B.B.	B.B.B.
3-16 in.	$17.25	$.....
5-16 in.	14.25	17.25
⅜ in.	13.00	16.00
7-16 in.	12.75	15.45
½ in.	12.55	15.25
5/8 in.	12.25	.....

Electric Welded B.B.B.—Chain, ¼ in., $13.75; 5-16 in., $12; f.o.b. Toronto.

Cow ties, 20%; trace chains net list; dog chains, 12½%; halter chains, 12½%; tie-out chains, 37½%; stall fixtures, No. 1 or heavy, $2 dozen; stamped, No. 3 or Dominion, $1.40 dozen; breast chains, No. 220, $16 dozen pairs. F.O.B. Montreal, Toronto, Hamilton, London.

CEMENT

Cement, per bbl., $3.25 in car lots; 80c. pe rbbl., or 20c each is allowed for sacks returned in good condition, freight paid.

Paris plaster, five-barrel lots $4.00; single barrel, $4.50. F.O.B. Toronto.

CHAIRS

Step ladder, dozen $27 00

CHURNS

List price hand churns--No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.

List prices power churns—No. 0 $11; No. 1, $11; No. 2, $12; No. 3, $13; No. 4, $17; No. 5, $20.

Discount of 20% f.o.b. Toronto Hamilton, Fergus, London, St. John, N.B.

Discount of 17½% f.o.b. Montreal, Ottawa, Kingston.

CHOPPERS, FOOD

Universal—Dozen—No. 0, $19.25; No. 1, $23.30; No. 2, $28.35; No. 3. $36.45.

Russwin—Dozen—No. 0, $19.20; No. 1, $23.40; No. 2, $28.20; No. 3. $36 60.

F. o. b. Montreal, Toronto.

CLOTHES LINE (Galvanized)

No.	Per 1000 ft
17—7-strand, 100 ft. lengths	$6.85
17—7-strand, 50 ft. lengths	7 00
18—6-strand, 100 ft. lengths	5 60
18—6-strand, 50 ft. lengths	5 33
19—6-strand, 100 ft. lengths	4 50
19—6-strand, 50 ft. lengths	5 00

F.O.B. Montreal, Toronto, London

COPPER .. ... Montreal Toronto

Casting ingot, see weekly report.

Rods, ½ to 2 in.	$30 00	$28 00
Plain sheets, base, 16 oz. and heavier	30 00	....
Copper sheets tinned, 14x60 in., 14 oz.	34 00	36 00
Copper sheet, planished, base 16 oz. and heavier	40 00	50 00

Above prices are full sheets and bars. Cut sheets and bars are 5c per lb. higher.

COMBS

Curry combs: No. 111, $1.55; No 121, $1.70; No. 122, $2.25; No. 127. $2.25: No. 100, $2.80 per dozen.

F.O.B. Montreal, Toronto, Hamilton, London

CORD (SASH)

No. 6, lb.	71
No. 7, lb.	70
Nos. 8, 9, 10, 12	69

F.O.B. Montreal, Toronto, Hamilton, London

CANADA PLATES

	Montreal	Toronto
Prices nominal.		
Ordinary, 52 sheets.	$ 8 50	$ 8 00
Do., 60 sheets.	8 60	8 10

COKE, TIN PLATES

	Peb-box
IC, 20x28 base	$20 00
IX, 20x28 base	23 00
IXX, 20x28 base	27 00
IXXX, 20x28 base	31 00

F.O.B. Toronto

TERNE PLATES

I. C. 20x28, 112 sheets $20 50
F.O.B. Toronto.

"DOMINION CROWN BEST"—DOUBLE COATED TISSUE

	Nominal
IC, 14x20 base	$15 00
IX, 14x20 base	17 00
IXX, 14x20 base	19 00

F.O.B. Montreal.

C. C. M. 3-Piece Crank Hanger

Standard Equipment on all

C·C·M· Bicycles

The most perfect satisfaction has been given to both riders and dealers for many years by the C.C.M. Crank Hanger.

It runs smoothly, with no "tight and loose spots." Does not easily get "out of true." Is very simple to adjust and repair. This is due to its special design which is mechanically correct, and to its sturdy strength and accurate workmanship.

This is but one of the special features which have made C.C.M. bicycles the fastest selling lines in Canada.

Write Head Office or nearest Branch for prices, agency terms, etc.

The "C.C.M. Family" includes these well-known name-plates:

Gendron
Columbia
Red Bird
Ivanhoe
Cleveland
Massey
Perfect

CANADA CYCLE & MOTOR COMPANY, LIMITED

Montreal Toronto WESTON, ONT. Winnipeg Vancouver

ROSIN

from the White Gum Forests of the South direct to the Consumer

ROSIN Our Grades conform strictly to Savannah Board of Trade Standard Types.

Car Load prices furnished on application

TURPENTINE Pure Gum Spirits. We are direct importers, and Guarantee Purity.

LINSEED OIL Shipments direct from crushers if desired.

NOTE CHANGE OF ADDRESS

We have purchased large warehouse premises at

106-108 Vine Ave., West Toronto

With splendid R.R. facileties and can accomodate those desiring about 10 thousand square feet of storage at attractive rates. Low Insurance.

Ontario Oil & Turpentine Co., Limited

TORONTO

TURPENTINE

CLOCKS

Big Ben	$2 92
Good Morning, each	1 15
Lookout	1 45-1 50
Sleepmeter	1 65

F.O.B. Montreal, Toronto, London, Hamilton

CROWBARS, $10.50 per 100 lbs

DRILLS—

Standard Lists.
Blacksmiths', ½ in. x 2½ in. shank.

List each.			
1/8	$0.45	19/32	$1.20
5/32	.45	5/8	1.30
3/16	.50	21/32	1.40
7/32	.55	11/16	1.50
¼	.60	23/32	1.60
9/32	.65	¾	1.70
5/16	.70	25/32	1.80
11/32	.75	13/16	1.90
3/8	.80	27/32	2.00
13/32	.85	7/8	2.10
7/16	.90	29/32	2.20
15932	.95	15/16	2.30
½	1.00	31/32	2.40
17/32	1.05	1	2.50
9/16	1.10		

Intermediate sizes take list of next larger.

Bit Stock, list per dozen—			
3/32	$2 70	3/8	$ 8 50
1/8	3 00	7/16	10 50
5/32	3 50	½	13 00
3/16	4 00	9/16	15 50
7/32	4 50	5/8	18 00
¼	5 00	11/16	21 00
9/32	6 00	¾	24 00
5/16	7 00	7/8	30 00

Bit Stock Drills	45%
Blacksmiths', ½-in. shank	40%
Straight Shank	40%
Straight Shank, wire	40%
Taper Shank	40%

DOORS

See Screen Doors.
F.o.b. Toronto.

EMERY CLOTH

See under Sandpaper.

ENAMELWARE

See prices under heading Wares.

FILES AND RASPS

Discounts below apply to list of Nov. 1, 1899.

	%
Great Western, Amer	50
Kearney & Foot, Arcade	50
J. Barton Smith, Eagle	50
P. H. and Imperial	50
Disston Brand	40
Globe	50
Nicholson	35
Black Diamond	35
Delta Files	20
Firth Files	50

F.o.b. Toronto, Montreal, London and Hamilton.

FITTINGS

Cast iron fittings, 20%; Malleable bushings, 35%; cast bushings, 35%; unions, 50%; plugs, 35% off list. Net prices Class B, black, 21c lb.; Class C, 14c lb.; galvanized, Class B, 30c lb.; Class C, 21c lb.

Toronto and Montreal.

GRILLS, ELECTRIC

Single heat, round	$7 50
Three heat, round	8 25

F.o.b. Toronto.

GRINDSTONES

	Per 100 lbs.
Over 40 lbs. and 2 in. thick	$3 00
Under 40 lbs.	3 25
Bi-Treadle, each	7 00

F.o.b. Toronto.

HALTERS (SNAP AND RING)

	Doz.
Russet rope shank, 1"	$11.25-$12.75
Perfect, No. 1½	13 20-13 80
Russet rope shank, 1¼ in.	13 85
Black rope shank, 1 in.	13 75
Black rope shank, 1¼",	12.50-13 85
Hand sewn, no shank, 1 in.	17 40
Hand sewn, no shank, 1¼".	18 75

Halters (Sisal)

7-16 in. gross, $24; 9-16 in., $36
F.o.b. Toronto. London—7-16 in., $2.10 doz.; ½ in., $2.65 doz.

HAMMERS, SLEDGE

Can, 5 lbs. and over, cwt.	$17 50
Masons, 5 lbs. and over, per cwt.	20 00
Masons, 5 lbs. and under	22 50
Napping, up to 2 lbs.	25 00

F.o.b. Montreal, Toronto, Hamilton, London.

HANDLES (WOOD)

All hickory handles, list, plus 10%. All fork, hoe, rake, shovel and mall. D handles, 10%. All other handles, net list. All neck-yokes, whiffletrees and doubletrees, 10%. Wood hay rakes, horse pokes, 10%. Pike poles, ash or maple, net list.

F.o.b. St. Thomas, London, Strathroy, Toronto, St. Mary's.

HANGERS, BARN AND PARLOR

	List
Atlas, No. 0	$13 30
Atlas, No. 1	13 80
Atlas, No. 2	15 80
Stearns, 4 in.	9 75
Stearns, 5 in.	13 20
Perfect, No. 1	10 45
Storm King and safety hangers, doz.	10 60
Steel track, 1¼ in.	9 00-12 00

F.o.b. Montreal, Toronto.

HEATERS, ELECTRIC

Majestic, 1 Burner	7 50
Majestic, 2 Burner	11 25

F.o.b. Toronto.

HINGES, TEE AND STRAP

Heavy, Net Prices.

	Strap Doz. pairs.	Tee pairs.
4-inch	$ 2 70	$ 2 30
5-inch	3 33	2 88
6-inch	3 60	3 24
8-inch	4 86	3 69
10-inch	8 64	6 57
12-inch	10 71	10 44
14-inch	12 24	10 62

Light, Net Prices, figured at discount 10%.

3-inch, doz. pairs	$0 90	$0 90
4-inch	1 08	0 99
5-inch	1 26	1 17
6-inch	1 53	1 35
8-inch	2 25	1 60
10-inch		

Screw Hook and Strap Hinges—List prices, per dozen pairs—6 in., $4.30; 8-in., $4.80; 10-in., $6.40; 12-in., $7; 15-in., $7.50; 18-in., $11; 21-in., $12.40; 24-in., $16; 27-in., $17.20; 30-in., $18.50; 33-in., $21.50; 36-in., $24.50.

Discount, 25%.

F.o.b. Toronto, London, Hamilton and Montreal.

HAY KNIVES

Spear Point	$14 00
Lighting	12 50
Heath's	12 50
HOES, Grub	$10.50 11 00

HOOKS, GRASS

	Canadian	English Fox
No. 2, per doz.	$4 15	$5 00-$5 50
No. 3, per doz.	4 25	5 50- 6 40
No. 4, per doz.	4 35	6 00- 7 40
Little Giant	6 00	
Barden Patent	6 00	

F.o.b. Montreal, Toronto.

HORSESHOES

Price per keg

Patterns	Sizes made	No. 2 and larger Less 20c.	No. 1 and smaller
Light iron	0-7	$7 75	$8 00
Long heel light iron	3-7	7 75	
Medium iron	1-8	7 75	8 00
Heavy iron	6-8	7 75	
Snow	1-6	8 00	8 25
New-light "XL" steel	1-6	8 20	8 45
Featherweight "XL" steel	0-4	9 60	
Special-countersunk	0-4	10 10	
Toe-weight (front only)	1-4	10 60	

Packing—Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra.

F.o.b. Montreal and Belleville.
Terms—Cash in thirty days, less 2% discount.

TOE CAULKS

Nos. 0, 1, 2 and larger, sharp and blunt, $2.25 to $2.90 box.

HOSE, LAWN

	Toronto
Corrugated, ½ in., 100 ft.	$17 50
Corrugated, ⅝ in., 100 ft.	20 50
Corrugated, ¾ in.	23 50
Corrugated, 1 in., 100 ft.	35 00

Less 5% for full reels, 500 ft.
F.o.b. Toronto and London.

HAT AND COAT HOOKS

Coppered wire, 3 in., $1.10 gross.
F.o.b. Montreal, Toronto, Hamilton, London.

IRON AND STEEL

See weekly report.

IRON, TINNED

Prices nominal. Subject to premium where stocks are obtainable.

72x30 up to 24 gauge, case lots	
72x30, 26 gauge, case lots.	

Less than case, 50c per 100 lbs. extra. F.o.b. Montreal.

IRONS, (SAD)

Mrs. Potts, No. 55, polished, per set	$1 95
Mrs. Potts, No. 50, nickel-plated, set	2 10
Mrs. Potts, handles, japanned, doz.	1 65
Sad irons, common, plain, 3, 4 and 5 lbs.	9 20
Sad irons, plain, 6 lbs. up	7 00
Sad irons, common, plated.	5 50
Princess Electric, each.	$4 00 4 10
Canadian Beauty Electric Irons—Style A	4 50
Style B	4 88
Hotpoint Domestic Electric Irons, each	5 25
Gasoline Sad Irons, each	4 25

F.o.b. Montreal, Toronto, London, Hamilton.

LADDERS, Etc.

Step Ladders	Per ft.
Perfect, 6 to 16 ft. only	$0 32
Hercules, 4 to 10 ft.	0 34
Hercules, 12 to 14 ft.	0 39
Faultless, 4 to 10 ft. only	0 30
Ontario, 4 to 10 ft. only	0 27
Shelf Lock, 4 to 8 ft. only	0 22
Gardner, No. 1	0 19
Do., No. 2, bolted	0 22
Dominion, No. 3	0 23
Do., No. 4, bolted	0 26

Single and Fruit Picking

10 ft. to 16 ft.	20c ft.
18 ft. to 20 ft.	23c ft.
Chair ladders, each	2 00

F.o.b. Toronto, Hamilton, London.

Roped and Straight Extension Ladders

	Per ft.
20 to 32 ft.	$0 24
36 to 40 ft.	0 27
44 ft.	0 30
Over 44 ft.	0 40

F.o.b. Toronto, London, Montreal, Stratford.

Fire ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

LANTERNS

	Per doz.
Short Globe, plain	$12 50
Do., Japd.	13 25
Long Globe, plain	12 50
Do., Japd.	13 25
Dash, plain	15 50
Do., Japd.	16 25
Do., Search (r'nd reflec.)	17 00
Little Bobs	2 10-4 20

F.o.b. Toronto, Hamilton, London, Montreal.

LANTERN GLOBES

	Dozen
Cold blast, short	$0 95-$1 10
Cold blast	1 00- 1 10

3 doz. cases, 95c doz.; 6 doz. cases, 90c doz.

Cold blast, genuine ruby | $4 75

F.o.b. Toronto, London, Hamilton and Montreal.

LATCHES

	Per doz.
Steel Thumb, No. 2	$1 90-$2 00
Steel Thumb, No. 3	2 50- 2 70
Steel Thumb, No. 4	4 75
Barn Door, No. 5	2 75
Barn Door, No. 9	5 10

F.o.b. Montreal, Toronto, London.

LEAD

For pig lead and lead and zinc products see weekly report.

MACHINES (WASHING)

	List each
Canadian	$11 00
Dowswell	11 25
Noiseless	15 50
Hamilton	12 50
Ottawa	11 50
Peerless	11 50
Snowball	17 00
Momentum	18 50
New Century, style A	16 50
New Century, style B	18 00
Playtime, engine drive	22 00
Ideal Power	28 00
Seafoam, electric	110 00
Seafoam, engine drive	50 00
New Idea, electric	118 50
Sunshine	10 25
Popular, No. 1	11 50
Popular, No. 2	11 00
Economic	13 50
Champion	18 50
New Excell-All	18 00
Blue Bell, without stand	16 50
Puritan Water Motor Washer, complete	28 00
Hydro, 1 Tub, engine drive	51 50
Do., do., electric	111 50
Low pressure water motor washer, each	30 00
Connor ball-bearing, with rack	18 50
I X L	18 50
Perfection, engine drive	59 50
Perfection, electric	119 50
Gem	18 50
Winner	17 00
Connor Improved	10 75
Jubilee	10 25
Canada First	21 00

Discount, 30% and 10%. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

MALLETS

	Per doz.
Tinsmiths, 2½ x 5½ in.	$1.00-$1.75
Carpenters', No. 3	5.80

F.o.b. Montreal, Toronto, Hamilton.

MATTOCKS

Cutter, doz.	$12 50	$13 25
Pick, doz.	12 50	13 25

F.o.b. Montreal, Toronto, London, Hamilton.

MIXERS, BREAD

Canuck—	
No. 4, dozen	$29 40
No. 8, dozen	33 60
Universal—	
No. 4, dozen	$38 10 39 60
No. 8, dozen	46 40 48 00

MOPS

O-Cedar, doz. net	$12 00
Sprustex, No. 2, doz.	$8 00 8 40
S.W. Mops, complete, doz.	5 25 5 40
Mop Sticks, doz., No. 8	2 00
Cast Head Mop, doz.	2 00
Crescent, doz., No. 10	2 50 3 35
Crank wringing, doz.	8 25

F.o.b. Montreal, Toronto, Hamilton, London.

MOWERS, LAWN

Adanac	40-10%
Woodyatt	35%
Empress	35%
Mayflower	35%
Star, Ontario, Daisy	35%

F.o.b. Toronto, Guelph, London, Hamilton.

NAILS

List adopted July 10, 1912.

Advance over base on common wire nails in kegs.

		2¾ inch	15c
1 inch	$1	3 inch	10c
1⅛ inch	1	3¼ inch	10c
1¼ inch	65c	3½ inch	10c
1½ inch	40c	4 inch	5c
1¾ inch	40c	4½ inch	5c
2 inch	30c	5-inch base.	
2¼ inch	30c	5½-inch base.	
2½ inch	15c	6-inch base.	

6½ to 12-inch-2 Ga. and heavier, 25c over base.

Standard Steel Wire Nails, f.o.b. Toronto, London, Hamilton, Milton, $4.70 base.

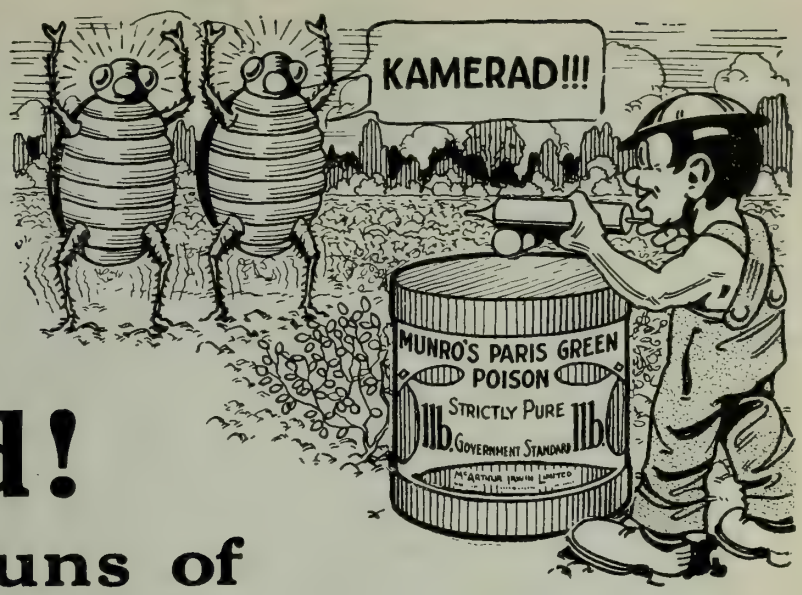
Freight equalized on above points.

F.o.b. Montreal, Gananoque, Collingwood and Owen Sound. $4.75 base.

Freight equalized on above points.

Windsor, Walkerville, Sandwich f.o.b. factory prices, carload freight allowed, $4.80.

Sault Ste. Marie, Port Arthur, Fort William, $5.05 base, f.o.b. factory; no freight allowance.



War's Declared!

on the Huns of the Potato Fields

LIKE the Great War this one will be won by the side of right with the aid of plenty of the best ammunition. Your store should get into the fight as one of the "Ammunition Depots" fully equipped with the deadliest potato bug poison you can get—

Munro's Pure Paris Green

(Government Standard)

This will help to put the treacherous potato bug army in full retreat, and will prove a profitable venture for you.

Paris Green is known wherever potatoes are grown as the most effective poison for ridding potato plants of their destructive enemies. No sales argument is required to sell it. Just show a potato grower Munro's Pure Paris Green and the sale is made—and the bugs on his plants are as good as dead.

Get into the "Big Drive" with a full stock of Munro's.

If your jobber can't supply, order direct from the manufacturers

McARTHUR, IRWIN, LIMITED

MONTREAL

Established 1842

Moulding, Flooring, Slating, Box, Fence, Barrel Nails, 25c per 100 lbs. over common nail prices. Finishing Nails, 50c per 100 lbs. advance over common nail price. Clinch Nails and Sash Pins, 75c per 100 lbs. over common nail price.

Miscellaneous wire nails, 60% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton, London.

Cut Nails—Montreal, $4.75 base; Toronto, $4.75 base; London, $4.75; Hamilton, $4.75; no equalization of freights.

Roofing Nails—American, large head, keg, $8.50; 25-lb. boxes, per 100 lbs., $9.00.

F.o.b. Montreal, Toronto, Hamilton.

NAILS (HORSE)

C Brand

Size Capewell—	Per 100 lbs.
No. 5	$23 00
No. 6	22 00
No. 7	21 00
No. 8	20 00
Nos. 9 to 12	19 00

Discount, 10%

"M.R.M." BRAND

No.	Net Price List Lengths	Per box of 25 lbs.
3	1⅝"	$20 00
4	1¾"	10 00
5	1 15-16"	5 00
6	2⅛"	4 75
7	2 5-16"	4 50
8	2½"	4 50
9	2 11-16"	4 25
10	2⅞"	4 25
11	3 1-16"	4 25
12	3¼"	4 25

F.o.b. London, Hamilton, Montreal, Toronto

NETTING, POULTRY

List prices per roll of 50 lineal yards. Adopted March, 1909.

2-inch mesh and 19 ga. wire.

12 inch...	$1 80	48 inch...	$ 6 20
18 inch...	2 65	60 inch...	7 70
24 inch...	3 40	72 inch...	9 20
30 inch...	4 00	84 inch...	10 50
36 inch...	4 75	96 inch...	12 00
42 inch...	5 50		

1½ inch mesh and 19 ga. wire.

12 inch...	$3 50	42 inch...	$10 50
18 inch...	5 00	48 inch...	12 00
24 inch...	6 30	60 inch...	15 00
30 inch...	7 75	72 inch...	18 00
36 inch...	9 90		

1 inch mesh and 20 ga. wire.

12 inch...	$4 00	42 inch...	$12 00
18 inch...	5 50	48 inch...	14 00
24 inch...	7 00	60 inch...	17 00
30 inch...	8 50	72 inch...	20 00

¾ inch mesh and 20 ga. wire.

24 inch..	$10 50	36 inch...	$15 00
30 inch..	12 75		

½ inch mess and 22 ga. wire.

24 inch...	$16 50	36 inch...	$24 00
30 inch...	20 10		

Discounts at present quoted apply only to 1 and 2 inch mesh netting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Montreal, Canadian netting 15% off list.

American netting, 10% off list.

	Per rod
Invincible—1640	$ 0 75
1848	0 85
2060	0 95

Put up in 10, 20 and 30-rod rolls. F.o.b. Montreal.

Blue Ribbon—	
24-inch, per roll	$4 95
36-inch, per roll	6 50
48-inch, per roll	7 60
60-inch, per roll	9 00
72-inch, per roll	10 85

Put up in 10 rod rolls.

OAKUM

Best (American)	$21 00-$22 00
U.S. Navy (unspun)	
Clipper (spun)	21 00
Clipper (unspun)	19 50
U.S. Navy (unspun)	
U.S. Navy (spun)	21 50
Plumbers (spun)	9 00

F.o.b. Montreal, Toronto.

OILS

	Montreal	Toronto
Royalite, gal.	0 20½	0 19½
Palacine, gal.	0 23½	0 22½
Gasoline, net, gal.	0 34	0 33
	List	Gallon
Black oil (Summer)	0 19½	0 16
Black oil (Winter)	0 20½	0 17
Imperial Kerosene		
Tractor	0 60	
Capital Cylinder	0 62	0 61
Machine oil, regular grades	0 36	0 38½
Standard gas engine oil	0 40½	0 39½
Paraffine	0 25	0 23½

List, less 15% on above.

Polarine Oil, list	0 90
Polarine Oil, heavy, list.	0 90
Polarine A, list	1 00
Gargoyle Mobiloil, list	1 33

List, less 25% on above.

Fuel oil, bbls. net	0 08½
Fuel oil, tank cars, net	0 07 7-10

Prices shown are barrel basis unless otherwise specified. Barrels charged extra.

OLD MATERIALS

See weekly report.

PACKING

	Per lb.
Fine jute	$0 20
Coarse jute	0 15
Hemp	0 34
Square braided hemp	0 38
No. 1 Italian	0 44
No. 2 Italian	0 36

F.o.b. Montreal and Toronto.

PAPER

	Per 400-ft. roll
Dry Fibre, No. 1 roll	$1 10-$1 20
Dry Fibre, No. 2 roll	0 60
Anchor Brand	1 20
Rosin Sized Sheeting, red	1 05
Do., blue	1 10
Tarred Fibre, No. 1 roll	1 25- 1 30
Tarred Fibre, No. 2 roll	0 78
Surprise Fibre	0 66
Tarred felt, per cwt.	3 75
Cyclone (dry)	1 20
Cyclone (tarred)	1 30
Joliet (dry fibre)	0 65
Monarch Sheathing (per 100 lbs.)	4 00
Asbestos sheeeting (per 100 lbs.)	13½ 0 15
Carpet Felt, 16 oz. per 10 lbs.	$5 00
Straw, sheathing, dry, per cwt.	3 05
Do., Do., tarred, per cwt.	3 20

F.o.b. Toronto and Montreal.

PASTE

Stick-Fast	
1-lb. pkgs., gross	$22 00
2-lb. pkgs., gross	42 00
In barrels 250 lbs., lb.	0 12½
Barrels of 5 lbs., cotton bags, lb.	0 13½
In kegs 125 lbs., lb.	0 14
In 50-lb. boxes, lb.	0 16
In 25-lb. boxes, lb.	0 17

PICKS

Clay—	
5 to 6 lbs., doz.	$12 00
6 to 7 lbs., doz.	12 75
7 to 8 lbs., doz.	13 50
Rock—	
7 to 8 lbs., doz.	12 50

F.o.b. Montreal and Toronto.

PINS, CLOTHES

	Per case
5 gross, 4-in. (loose)	1 45
4 gross (cartons), 4½ in.	1 45

F.o.b. Montreal and Toronto.

WROUGHT PIPE

Price List No. 39, April 3, 1919

Standard Buttweld

Per 100 feet.

	Steel Blk.	Gal.	Gen. Wrot. Iron Blk.	Gal.
⅛ in..	$ 6 00	$ 8 00	$.....	$.....
¼ in..	4 53	6 60	5 13	7 26
⅜ in..	4 53	6 66	5 13	7 26
½ in..	5 99	7 57	6 84	8 42
¾ in..	7 53	9 66	8 68	10 81
1 in..	11 14	14 28	12 84	15 98
1¼ in..	15 07	19 32	17 37	21 62
1½ in..	18 01	23 10	20 76	25 85
2 in..	22 24	31 08	27 94	34 78
2 in..	22 24	31 08	27 94	34 78
2½ in..	38 90	49 73	....	....
3 in..	50 87	65 03	....	....
3½ in..	64 86	81 88	....	....
4 in..	76 85	97 01	....	....

Standard Lapweld

	Steel Blk.	Gal.	Gen. Wrot. Iron Blk.	Gal.
2 in..	$27 94	$34 78	$31 64	$38 11
2½ in..	40 66	51 48	46 51	57 35
3 in..	53 17	67 32	60 82	74 97
3½ in..	66 70	83 72	75 90	92 92
4 in..	79 03	99 19	89 93	110 09
4½ in..	88 00	113 00	107 00	132 00
5 in..	103 00	132 00	125 00	154 00
6 in..	133 00	171 00	162 00	200 00
7 in..	175 00	224 00	211 00	259 00
8 L in..	184 00	235 00	221 00	273 00
8 in..	212 00	271 00	255 00	314 00
9 in..	254 00	324 00	305 00	376 00
10 L in.	235 00	301 00	283 00	349 00
10 in..	303 00	387 00	365 00	449 00

Terms 2% 30 days, approved credit.

Freight equalized on Chatham, Guelph, Hamilton, London, Montreal, Toronto, Welland.

WROUGHT NIPPLES

4" and under, 60%.

4½" and larger, 50%.

4" and under, running thread, 30%.

Standard couplings, 4" and under, 40%.

4½" and larger, 20%.

Terms, 2% 30 days. Approved credit, Ontario, Quebec and Maritime Provinces.

PIPE (Conductor)

	Plain	List
2 in., in 10-ft. lengths, list.	$ 8 00	
3 in., in 10-ft. lengths, list.	9 70	
4 in., in 10-ft. lengths, list.	12 80	
5 in., in 10-ft. lengths, list.	17 50	
6 in., in 10-ft. lengths, list.	21 30	

List less 10%.

F.o.b. Toronto, Ottawa, Oshawa.

PIPE, LEAD

See weekly report.

PIPE (SOIL)

Medium and extra heavy pipe, to to 6 inch	20%
Medium and extra heavy fittings, 2 to 6 inch	35%
8 inch pipe and fittings	15%

F.o.b. Toronto, Montreal.

PIPE (STOVE)

See prices under Wares, etc.

PITCH

Pine, black, per bbl.	8 50
Navy pitch, per bbl.	6 50

F.o.b. Montreal, Toronto.

PLANTERS, CORN

King of Field, dozen	$11 25
Triumph, doz.	9 40

POLISH (O-Cedar)

4-oz. bottles, doz., list.	3 00
12-oz. bottles, doz., list.	6 00
1-qt. can, doz., list.	15 00
½-gal. cans, doz., list.	24 00
1-gal. cans, doz., list.	36 00

Discount, 33 1-3 per cent.

Liquid Veneer—	
4 oz., doz.	$2 00
12 oz., doz.	4 00
32 oz., doz.	8 40
64 oz., each	1 20
128 oz., each	2 10

F.o.b. Toronto, London.

POLISH, METAL

Bon-Ton Size	Case	Doz.	Case
¼ pts., 3 doz.		$1 15	$3 40
½ pts., 3 doz.		2 10	6 00
Pints, 2 doz.		3 15	6 00
Quarts, 2 doz.		4 65	9 00
½ gal., 1 doz.		8 40	8 40
Gal., ½ doz.		....	6 90

PUMPS

	Pitcher Spout	Closed Spout
No. 1	$2 75	$2 95
No. 2	3 05	3 30
No. 3	3 40	3 65

F.o.b. Montreal, Toronto, Hamilton, London.

RIVETS AND BURRS

Iron rivets, 7-16 inch and smaller, blacked and tinned, 40 and 5%; Iron Burrs, 40 and 5%.

Copper rivets, usual proportion of burrs, discount 15%; burrs, add 20 to 25%.

Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¾-lb. pkgs., 2c lbs. Coppered Rivets, net extras, 3c per lb.

F.o.b. Montreal, Toronto, London.

ROOFING

	Per square
Samson, 1-ply, roll	$2 30
Samson, 2-ply, roll	2 75
Samson, 3-ply, roll	3 30
R. S. Special, 1 ply	1 75
R. S. Special, 2 ply	2 00
Everlastic, 1-ply	1 80
Everlastic, 2-ply	2 10
Everlastic, 3-ply	2 40
Good Luck, 1-ply	1 80
Good Luck, 2-ply	2 10
Good Luck, 3-ply	2 40
McCombe Sp., 1-ply	1 60
McCombe Sp., 2-ply	1 85
McCombe Sp., 3-ply	2 20
Black Cat, 1-ply	1 95
Black Cat, 2-ply	2 25
Black Cat, 3-ply	2 60
Black Diamond Ready Roofing, 2 ply	1 12
Black Diamond Ready Roofing, 3 ply	1 38
Liquid roofing cement, per gal., in barrels	0 31
5 and 10 gal. lots, per gal.	0 44
Coal Tar (refined), bbl.	8 25
Roofing Pitch, per cwt.	1 20

F.o.b. Toronto and Montreal.

ROPE

	Lb.
Pure Manila basis	34
British Manila basis	30
New Zealand hemp basis	30
Sisal basis	27½

Above quotations are basis prices, ¾ in. and larger diameter. The following advances over basis are made for smaller sizes:—⅞ in., ½c; 9-16 to 7-16 in. inclusive, 1c; ⅜ in., 1½c; ¼ and 5-16 in., 2c; 3-16 in., 2½c extra.

Single lath yarn basis	27½
Double lath yarn	28
Yacht marline, tarred	54
Halyards	47
Hemp, deep sea line basis	47
Hemp, tarred ratline basis	40
Hemp, tarred bolt rope basis	42
Marline and Houseline	42
Italian rope basis. On application	
Cotton, ⅛ in.	0 81¾
5-32 in.	0 80¾
3-16 in.	0 69
¼-in. and up	0 68

F.o.b. Toronto, Montreal, Brantford, London, Hamilton.

RULES, BOXWOOD (LUFKIN)—

651B (68), $2.10 dozen; 751 (61), $2.70; 851 (51), $3.25; 771 (84), $6.35; 781 (62), $7.80; 861A (53½), $7.85; 852 (73), $5.10; 752B (7), $6; 386 (32), $6.90; 3851 (66½), $5.85; 465 (69), $1.80; 171 (36), $4.60.

F.o.b. Montreal, Toronto, London.

TAPES, MEASURING (LUFKIN)—

	Each
263, 50 ft. Challenge Steel	$3 95
103, 50 ft. Reliable Jr. Steel	4 05
243, 50 ft. Rival Steel	3 50
1243, 50 ft. Rival Jr. Steel	3 50
603, 50 ft. Metallic	3 00
604, 66 ft.	3 30
403, 50 ft. Linen	2 15
	Dozen
713, 50 ft. Ass Skin	5 40
714, 66 ft. Ass Skin	6 50
143, 3 ft. Steel Pocket	7 10
145, 5 ft. Steel Pocket	9 65
175, 5 ft. Linnine Pocket	5 55
165, 5 ft. Cotton Pocket	1 60

F.o.b. Montreal, Toronto, London.

SANDPAPER

B. & A. sandpaper, 12½% off list.

Star sandpaper, 12½% off list.

B. & A. emery cloth, 30% on list.

F.o.b. Toronto, Montreal.

SCALES

	Scale List	Stamping extra
Champion—		
4 lb.	$5 50	$0 80
10 lb.	7 50	0 30
240 lb.	12 50	0 50
600 lb.	28 00	1 00
1200 lb.	35 00	1 00
2000 lb.	50 00	1 00
2000 lb. Drop lever	57 00	1 00
10-lb. Household	5 60	0 10
25-lb. Household	6 00	0 30

Champion list prices subject to discount of 5%; Standard scales, 10% discount; Weigh Beams, 5% discount. No discount allowed on stamping charge. F.o.b. Toronto, Montreal, Hamilton.

SCYTHES

	Doz.
Cast Steel	$15 00
Golden Clipper	16 00
Little Giant	17 00



"I Have the Best Flashlight Business in Town because—"

"—Because my trade know that I handle only one grade of batteries—the best—the genuine Eveready TUNGSTEN.

"They know they can get Eveready Tungsten Batteries from me in any size at any time—and that I won't sell any battery that isn't fresh and full of pep.

"I keep my stock fresh by figuring out my weekly sales of each type, and ordering from my jobber every so often at regular intervals—not too fast nor slow enough to get out of stock.

"I watch my stock carefully and sell the oldest dated batteries first. I test every battery with an Eveready Battery Tester before I take the customer's money. I am doing a nice battery business with good profits and it's growing every week."

The above is an extract from a dealer's letter. 1919 will be the greatest "flashlight" year ever known. Eveready Tungsten Batteries are better than ever—we guarantee their quality and uniformity. Have you joined the Eveready Teamworkers? If not, fill out the coupon below, mail today and get in line for the big Eveready Daylo and Battery campaigns for the year.

CANADIAN NATIONAL CARBON CO., Ltd.

Toronto, Ont.

Canada-701

CANADIAN NATIONAL CARBON CO., Ltd., Dept. 213
Toronto, Ontario

Please send me full information regarding the Eveready Dealer Service Plan. I am_____ already an Eveready Daylo Dealer.

*Firm Name*_____ *Address*_____

*City*_____ *Province*_____

Bush 15 50
F.o.b. Toronto, London.

SCREEN DOORS
Kasement No. 1—2 ft. 8in. $28.80; 2 ft. 10 in., $30; 3 ft., $31.20; Nos. 2, 3 and 4, 2 ft. 8 in., $31.20; 2 ft. 10 in., $32.40; 3 ft., $34.20 dozen.

SNATHS

	Doz.
00 Patent	$13 75
1	13 20
2	12 65
3	11 55

SCREWS
Discounts off Standard List adopted Aug. 1, 1903.

Wood, F. H., bright	75
Wood, R. H., bright	70
Wood, O. H., bright	70
Wood, F. H., brass	47½
Wood, R. H., brass	45
Wood, O. H., brass	45
Wood, F. H., bronze	42½
Wood, R. H., bronze	40
Wood, O. H., bronze	40
Square cap	20
Hexagon cap	20

Wooden Bench Screws
Dozen $7 00

SHEETS, BLACK
See Montreal and Toronto report.

SHEETS, CORRUGATED
See weekly report.

SHEETS, GALVANIZED

Premier Galvanized	
10¾ oz.	$8 10
U.S. 28	7 70
U.S. 26	7 40
22 and 24	7 25
18 and 20	7 10
16	6 95
14	6 80

F.o.b. Hamilton and Toronto.

SHINGLES METAL
Standard galvanized $10 00
Standard painted 8 00
Discount 7½%.

SIDING METAL
Standard galvanized $8 50
Standard painted 6 50
Discount 7½%.

On shipments of 300 lbs. and over, freight is allowed south and east of and including North Bay; also several western counties in Quebec Province. Places north and west of North Bay, the freight is equalized on North Bay. For Quebec and Maritime Provinces, freight is equalized on Montreal.

SOLDERING COPPERS
Base, 3 to 8 lbs., 42c, F.o.b. Toronto and Hamilton.

SOLDER, BAR
See weekly report.

SPOUTS, SAP
Eureka, per M.....$13 50 $16 50

STAPLES
See Wire Products.

STOVES

Oil Burning Cooking	List each
Perfection No. 32, 2-burner	18 75
Perfection, No. 33, 3-burner	24 25
Perfection, No. 34, 4-burner	30 75
No. 22G oven for above stoves	7 25

Discount, 25% off list.
Freight allowed on shipments of 12 stoves.

McClary Glass Front Oven No. 70, each, net	4 25
Detroit Glass Front Oven, No. 85, each, net	4 50

F.o.b. Sarnia, London, Toronto, Ottawa.

Oil Burning Heaters.	List
No. 525, each	7 00
No. 530, each	8 25
No. 630, each	10 25

Discount 25% off list.
Freight allowed on shipments of 24 heaters.

STRETCHERS, CURTAIN—

No. 33, per doz.	$34 50
No. 98, per doz.	18 50
No. 99, per doz.	23 00
Star, No. 1, doz.	$21 00
Star, No. 2, doz.	24 00
Adjustable Pin, No. 44, doz.	30 00

STRETCHERS, WIRE

Hercules, doz.	$2 60
Sampson, doz.	7 50

SPADES, SHOVELS AND SCOOPS

	1st Grade %	2nd Grade %	4th Grade %
Plain Back Shovels and Spades	25 and 25	25 and 25	25 and 25
Draining Tools	25 and 25	25 and 25	.....
Hollow Back Scoops	25 and 25	.....	25 and 25
Sand Shovels	25 and 25	.....	25 and 25
Hollow Back Shovels	25 and 25	.....	25 and 25
Hollow Back Coal Shovels	25 and 25	.....	25 and 25
Riveted Back Scoops	25 and 25	25 and 25	25 and 25
Miners' Spring Point Shovels	25 and 25	.....	.....

Above discounts apply whether goods are sold in carload or less than carloads.
The above discounts apply only to Black List; Black List prices being as follows:

BLACK LIST PRICES

Plain Back Shovels and Spades	$29.00	$28.00	$25.00
Draining Tools, No. 2, black	29.00	27.50	.....
Hollow Back Scoops, No. 2, black	34.50	.....	32.00
Coal Shovels, Hollow Back, No. 2, black	32.00	.....	30.00
Sand Shovels, No. 2, black	27.50	.....	24.00
Hollow Back Shovels, No. 2, black	27.50	.....	24.00
Riveted Back Scoops, No. 2, black	37.50	35.50	34.00
Miners' Spring Point Shovel, No. 2, black	36.50	.....	.....

NET EXTRAS—
For each size larger than No. 2, add 25c dozen net.
F.o.b. London, Hamilton, Toronto, Gananoque, Ottawa, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon.

SWEEPERS, CARPET Bissell's Doz.

American Queen, Nickeled Fittings, Cyco Ball Bearing	$48 00
Club, Jap. Cyco Bearing	102 00
Champion, Nickeled Fittings	40 00
Champion, Japan'd Fittings	34 00
Grand, Nic., Cyco B.B.	61 00
Grand, Jap., Cyco B.B.	55 00
Grand Rapids, Nic., Cyco B.B.	45 00
Grand Rapids, Jp., Cyco B.B.	39 00
Parlor Queen, Nic., Cyco, B.B.	51 00
Princess, Nic., Cyco B.B.	46 00
Standard, Nickeled Fittings	42 00
Standard, Jap'd Fittings	36 00
Universal, Nic., Cyco Bearing	43 00
Universal, Jap., Cyco Bearing	37 00

SWEEPERS, VACUUM Bissell's Doz.

Grand Rapids, Nic.	$98 00
Household, Jap.	88 00
Superba, Nic.	114 00

F.o.b. factory Niagara Falls, Ont.
Prices guaranteed by manufacturers against their own decline to Dec. 31, 1919. Also stocked by jobbers.

SWEEPERS (ELECTRIC)

Steel frame	$36 40
Aluminum frame	43 90
Attachments, set	8 25

F.o.b. Toronto, Hamilton, London.

TACKS Discount

Wire Tacks	60 and 10%
Revised Hardware Tack List adopted Jan. 1, 1916	60 and 15%
Double pointed tacks	60 10%
Shoe findings list adopted July 5, 1917	Net List
List of Capped Goods adopted Jan. 1, 1916	60 and 15%

F.o.b. Toronto, Hamilton, Montreal, London.

TINNERS' TRIMMINGS
See prices under head of Wares.

TOASTERS, ELECTRIC
Canadian Beauty $4 50
Upright, with rack 6 40

TOOLS, HARVEST
Waverly, Wellandvale, Rixford, Maple Leaf, Bedford, 17½% discount. Samson, 12½% discount.
F.o.b. Montreal, Toronto, Hamilton, London.

TROUGH (EAVE)
O. G. Square bead and half round:

Size in girth	Per 100 ft.		
8 in.	$ 6 90	15 in.	$12 50
10 in.	7 70	18 in.	16 00
12 in.	9 10	List less 10%.	

F.o.b. Toronto, Oshawa, Ottawa.

TRAPS (GAME) Doz. with chain

Victor, No. 1	$2 20
Jump, No. 1	2 95
Hawley & Norton, No. 1	3 45
Newhouse, No. 1	5 00

F.o.b. Toronto, London, Hamilton, Montreal.

TWINE (BINDER) Per lb.

600 ft.	$0 22
550 ft.	0 23¾
600 ft.	0 25
650 ft.	0 26½

In 5-ton lots, ¼c discount from above; 10 tons and upwards, ¼c discount. Freight paid on 300 lbs. and over to nearest station.
F.o.b. Montreal, Toronto, Brantford, Hamilton, London.

TWINE (COTTON)

3-ply wrapping, lb.	0.65½
4-ply wrapping, lb.	0.69

F.o.b. Toronto, Hamilton, London.

WOOD TUBS

No. 0, per dozen	$19 80
No. 1, per dozen	17 60
No. 2, per dozen	15 40
No. 3, per dozen	13 20

F.o.b. Newmarket.

VALVES

	%
Compression work, standard	50
High grade	49
Fuller work, standard	45
High grade	38
Basin cocks, No. 0, Standard	40
High grade	40
Bath cocks, compression	50
Flatway stop and waste cocks, standard	50
High grade	47
Roundway stop and waste cocks, standard	50
High grade	47
Brass steam cocks, standard	10% advance on list
Radiator valves, standard	31
Do., removable seat	Net list
Patent quick opening valves	30
Globe, angle and check valves, standard	23
Do., Jenkins Disc,	22
Jenkins Valves	17½
Standard Gate	35

F.o.b. Toronto.

Penberthy Brass Valves

Compodisk Valves	15
Gate Valves	25
Regrinding Valves	10
Swing Check Valves	10

WARES, ETC.
Scotch Grey Ware, 50 and 10%.
Colonial, 33 1-3%.
Imperial Ware, 33 1-3%.
Pearl, 33 1-3%.
Premier, 10%.
Canada Ware, 10%.
Diamond, 10%, White Ware, 50%.
Japanned Ware, list plus 20%.
Japanned Ware. White, list, plus 30%.
Plain and Jap. Sprinklers, list plus 20%.
Stamped Ware, plain, 50%.
Stamped Ware, retinned, 45%.
Copper Bottoms, net list.
Tinners' Trimmings, 50%.
Tinners' Trimmings, retinned, 45%.
Tinners' Trimmings, general, list plus 10%.
Factory Milk Cans, list plus 50%.
Milk Can Trimmings, list, plus 60%.
Cream Cans, list, plus 25%.
Railroad Cans, list, plus 20%.
Sheet Iron Ware, list, plus 10%.
Pieced Ware, ordinary, list, plus 30%. Fry pans, 40 and 10%.
Pieced Tinware, C.B., list, plus 50%.
Spiders, steel, 10% off; cast iron, 10%.
Fire Shovels, Japanned, list, plus 10%.
Steel Sinks, painted, list plus 25%.
Steel Sinks, painted, list plus 15%.
Light Galv. Pails and Tubs, list plus 20%.
Heavy Galv. Pails and Tubs, list, plus 10%.
Garbage Pails, list, plus 10%.
Jap. Coal Hods, list, plus 25%.
Galv. Coal Hods, list, plus 40%.
Paper Lined Boards, 40 and 5%.
Wood Lined Board, 30% and 5%.
Stove Pipe, Standard, list plus 33 1-3%
Stove Pipe Thimbles, 50%.
Copper Boilers, net list.
Copper Tea Kettles, net list.
Copper Tea Kettles, 3 doz. lots, list less 10%.
Copper Tea and Coffee Pots, net list.
Copper Tea and Coffee Pots in 3 doz lots, less 10%.
Nickel-plated Ware, 50%.
F.o.b. Montreal, Toronto, London, Hamilton.

WROUGHT WASHERS
Round plain. Sizes given are size of hole. In boxes of 50 lbs., list prices, per 100 lbs.—¼ in., $28.00; 5-16 in., $24.40; ⅜ in., $22.80; 7-16 in., $21.00; ½ in., $19.60; 9-16 in., $18.80; ⅝ in., $18.60; 11-16 in., $18.40; ¾ in., $18.20; 13-16 in., $18.00; 1 1-16 in., 1⅛ in., 1¼ in., $18.00; 1 1-1½ in., 1⅜ in., 1¼ in., 1 5-16 in., $18.00; 1⅜ in., 1½ in., 1⅝ in., $18.40; 1¾ in., 1⅞ in., 2 in., 2⅛ in., $19.00. Discount 45 per cent. Net extras, 26 to 49 lbs. of a size, $1.00; 25 lbs. of a size or less, $2.00 per 100 lbs. Package allowances—if taken in kegs about 175 lbs. each, allowance 10c per 100 lbs.; if taken in bags about 100 lbs., allowance 15c per 100 lbs.

WEIGHTS, SASH

	Tor'to	Lond'n	Mont'l
Sectional, 1 lb., per 10 0lbs.	$4.75	$4.00	$4.75
Section, ½ lb., per 100 lbs.	4.75	4.50	4.75
Solid, 3 to 30 lbs., per cwt.	3.25	3.25	3.25

WHEELBARROWS
Navvy, steel wheel, doz. $60 00
Garden, steel, doz. 64 25
Light garden, doz. 46 80
F.o.b. Montreal, Toronto, London.

WIRE PRODUCTS
F.o.b. Toronto, London, Hamilton Montreal, St. John, freight equalized.

Cut Hay Wire	Per 100 lbs.
No. 9	$5 40
No. 10	5 50
No. 11	5 55
No. 12	5 65
No. 13	5 75
No. 13½	5 75
No. 14	5 95
No. 15	6 15
No. 16	6 35

Stovepipe Wire

No. 18	8 25
No. 19	8 75

Fine wire, list plus 20%.

Smooth Steel Wire
Nos. 0-9 gauge, base 5 00
Extras over base sizes on smaller gauges are as follows:
No. 10, 6c extra; No. 11, 12c; No. 12, 30c; No. 13, 30c; No. 14, 40c; No. 15, 55c; No. 16, 70c extra.
Extra net per 100 lbs.—Oiled wire 10c; spring wire, $2.50; bright, soft drawn, 15c; charcoal (extra quality), $1.25; packed in casks or cases, 15c; bagging and paperings.

Corner the Motor Accessory Business Of Your Town



DOUGALL'S DA-COTE Will Assist You

This is the identical Enamel we have been supplying to garage owners and master painters for special use on MotorCars and Motor Trucks. It is now supplied in convenient sizes for the car owner.

No matter what line of paints you handle, your stock is not complete unless it includes DOUGALL DA-COTE, and DOUGALL DA-COTE is so simple to use and so satisfying in after results, it requires no selling arguments on your part.

Now is the time to feature it.

If you carry DOUGALL DA-COTE be sure to keep your shade range complete. If you are not carrying DOUGALL DA-COTE you're missing a golden opportunity to build up a mighty fine motor trade in your town.

Write us for full particulars.

Shade cards and general information free for the asking.

10 Shades in DA-COTE

RED	GREEN	CREAM	YELLOW	BROWN
BLUE	GREY	BLACK	WHITE	KHAKI

"Save the surface and you save all" *Paint & Varnish*

The Dougall Varnish Co., Limited

MONTREAL

Associated with Murphy Varnish Co., U.S.A.

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE
Colors and white—2½-lb. packages, $8.90 for 100 lbs.; 5-lb. packages, $8.40 for 100 lbs. F.o.b. Montreal, Toronto, London.

BRONZING LIQUID
Bronzing liquid, No. 1..$1.50-$2.00
Banana oil, gal. 3.50- 7.00
F.o.b. Montreal, Toronto.

BLUE STONE	Montreal	Toronto
Per lb.	13-14	15-16

COLORS (DRY)	Per lb.
Raw Umber, No. 1, 100-lb. kegs	0 07
Do., pure, 100-lb. kegs...	0 15
Burnt Umber, No. 1, 100-lb. kegs	0 07
Do., pure, 100 lb. kegs..	0 15
Raw Sienna, No. 1, 100-lb. kegs	0 07
Do., pure, 100-lb. kegs..	0 15
Burnt Sienna, No. 1, 100-lb. kegs	0 07
Do., pure, 100-lb. kegs..	0 15
Imp. green, 100-lb. kegs...	0 17
Chrome green, pure.....	0 35
Chrome yellow	17-31
Brunswick green, 100-lb. kg	0 12
Indian red, 100-lb. kegs....	0 15
Indian red, No. 1, 100-lb. k.	0 06
Venetian red, best bright..	0 04
Venetian red, No. 1.....	0 02½
Drop black, pure dry	0 15
Golden ochre, 100-lb. kegs..	0 06½
White ochre, 100-lb. kegs..	0 04
White ochre, barrels	0 03
Yellow ochre, barrels ...	0 03½-5
French ochre, barrels	0 06
Spruce ochre, 100-lb. kegs..	0 07-8
Canadian red oxide, bbls...0	02-2¼
Super magnetic red 0	02¼-2½
Vermilion	0 40
English vermilion	2 50

F.o.b. Montreal, Toronto

COLORS IN OIL, PURE 1 lb. tins—	
Venetian red	0 21
Indian red	0 35
Chrome yellow, pure	0 53
Golden ochre, pure	30-32
French spruce ochre, pure.	25-28
Greens, pure	28-35
Siennas	0 32
Umbers	0 32
Ultramarine blue	0 52
Prussian blue	1 50
Chinese blue	1 50
Drop black	0 30
Ivory black	0 31
Signwriters' black, pure ...	0 40
Lampblack	0 40
Marine black, 5-lb. irons...	0 20

F.o.b. Montreal, Toronto

ENAMELS (white)	Gal.
Duralite	$6 50
Albagloss	3 50

GLUE	Per lb.
Brantford All Round Glue—	
Case No. 7—50 1-lb. pkgs....$	25 00
Case No. 8—100 ½-lb. pkgs..	28 00
Case No. 9—200 ¼-lb. pkgs...	35 00
Discount—	
French medal (prices withdrawn).	
English common sheet	32-34
English prima	35-38
White pigsfoot	0 50
Cake bone, 112-lb. bags	0 35
Hide, 112-lb. bags.....	0 45
Gelatine, 112-lb. bags	45-60
Ground glues, 112-lb. bags, No. 1	28-30
Ground glue, No. 2, 112-lb. bags	22-24
Do., No. 2, less than bags.	0 24

GLASS	Single	Double
Per 100 ft.	Thick	Thick
Under 25 .....$	16 80	$22 90
26 to 34	17 80	24 85
35 to 40	18 35	26 40
41 to 50	23 50	30 00
51 to 60	24 60	30 80
61 to 70	26 50	32 70
71 to 80	29 70	35 40
81 to 85	....	45 45
86 to 90	....	48 85
91 to 94	....	49 80
95 to 100	....	58 55
101 to 105	....	65 35
106 to 110	....	73 10

Discount box glass, 20 to 25%.
Sheet glass, 5 to 10%. Cash 2%.
F.o.b. Montreal, Toronto, London, Hamilton.

GLASS, PLATE	
Plates up to 1 foot, each ....$	0 80
Plates from 1 to 2 feet, each	0 90
" 2 to 3 "	0 95
" 3 to 4 "	1 15
" 4 to 5 "	1 35
" 5 to 7 "	1 50
" 7 to 10 "	1 70
" 10 to 12 "	1 75
" 12 to 15 "	1 85
" 15 to 25 "	1 95
" 25 to 50 "	2 15
" 50 to 75 "	2 20
" 75 to 90 "	2 25
" 90 to 100 "	2 30
" 100 to 120 "	2 60
" 120 to 140 "	2 90
Plates 101 to 110 wide containing not over 100 ft. each...	3 00
Plates 111 to 120 wide containing not over 100 ft., each...	3 40
Plates 101 to 110 wide containing over 100 ft., each	3 40
Plates 111 to 120 wide containing over 100 ft., each	3 75

Trade Discount, 25%.
City deliveries, 33 1-3%.
Montreal, London, Hamilton, Toronto, Kitchener.

GLAZIERS' POINTS
Zinc coated, $1.45 per doz. packpackages 6 lbs. gross.
Zinc, pure, prices withdrawn.
F.o.b. Montreal, Toronto.

LEAD, WHITE (Ground in oil).
Prices are per 100 lbs. in ton lots. Less than ton lots are 35c per 100 lbs. higher than quoted below. F.o.b. Ottawa, 20c advance per 100 lbs. F.o.b. London and Windsor, 40c per 100 lbs. F.o.b. Toronto and Hamilton, 30c per 100 lbs. F.o.b. Fort William and Port Arthur, ... per 100 lbs.
Maritime differential 35c per 100 lbs. over Montreal

	Montreal	Toronto
Anchor, Pure .....$	16 00	$16 30
Crown Diamond	16 00	16 30
Crown, Pure	16 00	16 30
Green Seal	16 00	16 30
Ramsay's Pure	16 00	16 30
Moore's Pure	16 00	16 30
Tiger, Pure	16 00	16 30
O.P.W. Dec. Pure ..	16 00	16 30
Red Seal	16 00	16 30
Decorators' Pure	16 00	16 30
O.P.W. English	16 20	16 50
Elephant Genuine ..	16 50	16 80

B.B. Genuine Lead, less than tons, $18.45, Toronto; $18.15, Montreal. Ton lots 5% off; five-ton lots, 10% off.

LEAD (RED DRY)

Genuine, 560-pound casks, per cwt. ..	$13 50	$14 50
Genuine, 100-pound kegs, per cwt. ...	14 25	15 50
Less quantity	15 50	17 00

F.o.b. Montreal, Toronto.

LEAD, ARSENATE

	Per pound Dry	Paste
Barrels, 600 lbs. .. $....		$0 21
200s	0 32½	....
100s	0 33	0 22
50s	0 33	0 23
25s	0 34½	0 23
10s	0 35	....
5s	0 36	0 25
2s	....	0 26½
1s	0 39½	0 29
½s	0 43½	....

F.o.b. Toronto, Montreal, Hamilton and London.

MURESCO
Tints, 5-lb. packages, per 100 lbs., $9.60; white, 5-lb. packages, $9.00.
F.o.b. Toronto.

LINSEED OIL
For prices see weekly report.

PAINTS, PREPARED
Price per gallon, 1 gallon can basis

Elephant, white .....$	4 20
Elephant, colors	3 80
B.H. English, white	4 30
B.H. English, colors	4 05
B.H. Floor	3 50
B.H. Porch Floor	4 05
Minerva, white	4 15
Minerva, colors	3 90
Crown Diamond, white	4 05
Crown Diamond, colors	3 80
Crown Diamond, floor	3 50
B.H. Fresconette, white	3 35
B.H. Fresconette, colors	3 25
Moore's House Colors, white..	4 05
Moore's House Colors, colors.	3 90
Moore's Egyptian Paint, all colors	3 25
Moore's Floor Paint	3 50
Moore's Sani-Flat	3 00
Moore's Mooramel	6 50
Jamieson's Crown Anchor ...	3 55
C.P.C. Pure, white	4 30
C.P.C. Pure, colors	4 05
O.P.W. Canada Brand, white.	4 05
O.P.W. Canada Brand, colors	3 75
O.P.W. Canada Brand, floor..	3 50
O.P.W. Flat Wall, white....	3 35
O P.W. Flat Wall, colors	3 25
Ramsay's Pure, white	4 15
Ramsay's Pure, colors	3 85
Martin-Senour, 100%, white..	4 30
Martin-Senour, 100%, colors..	4 05
Martin-Senour, Porch Paint ..	4 05
Martin-Senour, Neutone, white	3 35
Martin-Senour, Neutone, colors	3 25
Senour's Floor Paint	3 50
Sherwin-Williams, white	4 30
Sherwin-Williams, colors	4 05
Sherwin-Williams, floor	3 50
Flat Tone, white	3 35
Flat Tone, colors	3 25
Lowe Bros., H.S., white	4 30
Lowe Bros., H.S., colors	4 05
Lowe Bros.,hard drying floor..	3 50
Mellotone, white	3 50
Mellotone, colors	3 35
Sanitone, white	3 35
Maple Leaf, white	4 30
Maple Leaf, colors	4 05
Maple Leaf, floor	3 50
Pearcy's Prepared, colors	3 50
Pearcy's Prepared, white	3 75

F.o.b. Montreal, Toronto.

PARIS GREEN	Per lb.
In barrels, about 600 lbs....	$0 48
In kegs, about 250 lbs. ...	0 48½
In 50 lb. and 100 lb. drums	0 49
In 25 lb. drums	0 50
In 1 lb. packets, 100 lbs. in case	0 52
In ½ lb. packets, 100 lbs. in case	0 54

F.o.b. Montreal, Quebec, Moncton, St. John and Halifax, Toronto, Hamilton, London and Ottawa. Terms one month net or 1% in 15 days.

PUTTY	Montreal	Toronto
Standard	Less than tons	
Bulk, in casks	$5 60	$5 90
Bulk, 100-lb. drums..	6 45	6 75
Bulk, 25-lb. drums ..	6 70	7 00
Bulk, 12½-lb. irons..	6 95	7 25
Bladder, in bbls.	7 35	7 65

Ton lots standard are 35 per hundred pounds less; five-ton lots 60c less than above prices.
Pure Putty, $2 cwt. advance.
Ottawa prices are 20c; Hamilton 30c; London and Windsor 40c per 100 lbs. over Montreal quotations.

ROSIN

Barrels, 100 lbs.	$8 00
Less, per lb.	0 10

SHELLAC
Pure White, gal. (1 gal. tins).$4 25
Pure Orange, gal. (1 gal. tins) 3 75
Gum Shellac, TN, 74-76c lb.; finest orange, 79-95c; bone dry white, 85c. F.o.b. Toronto, London.

PAINT AND VARNISH REMOVER

Taxite, 1 gal. cans	$3 30
B.H. Vanisher	3 00
Cumoff	3 30
Takof	3 25
O.P.W. Presto	2 75
Lingerwett 2 80-3	25
Solvo	3 00

F.o.b. Montreal, Toronto.

VARNISHES	Per gal. cans
No. 1 Furniture, extra, barrels, $1.10-$1.21 gal.; gal. tins ....$1.32-$1.43	
B.H. Stovepipe Varnish, Anchor, ½ pints, per doz....	1 40
Depend-on, list	3 50
B.H. Maritime Spar, list	7 20
Everlastic, Depend-on and Maritime Spar subject to discount of	40%.
Elastilite	3 50
Granitine Floor Finish	3 50
Hydrox Spar	3 64
Sun Varnish	2 60
Sun Spar	4 63
Sun Waterproof Floor	3 40
Jasperite Interior and Exterior	3 00
Jasperite Pale Hard Oil	2 25
Jasperite Indestructo Floor Varnish	3 00
Jamieson's Copaline	3 02
M-S Marble-Ite Floor	3 29
M-S Wood-Var	3 29
M-S Double Spar	4 57
M-S Finest Interior	3 84
Elastic Interior	2 64
Mar-not	3 40
Quick Action House	2 40
Rexspar	4 62
Smear-Not	3 34
Kyanize Spar	4 94
Kyanize Cabinet Rubbing ..	3 84
Kyanize Interior	3 84
Luxeberry light	3 80
Luxeberry granite	3 52
Luxeberry spar	4 93
Ramsay's Universal	2 92
Crown Diamond Floor	2 60

F.o.b. Montreal, Toronto.

WATER PAINTS	
Opalite, 300 lb. bbls.	0 13½
Opalite, 100 lb. kegs	0 14
1 gal. packages, per pkg...	0 75
½ gal. package, per pkg....	0 40
Coralite, 5-lb. pkgs., white.	0 07
Coralite, 5-lb. pkgs., colors.	0 07½
B.H. Frescota, 5-lb. pkge., white	7 80
B.H. Frescota, 5-lb. pkge., colors	8 40

F.o.b. Montreal, Toronto.

WASTE	
Cream, Polishing	$0 21½

WHITE	
XXX	0 19
XX	0 18
X	0 16½
XC	0 15
Japanese	0 14
XXX Extra	0 19½
XX, grand.	0 18¼
XLCR	0 17
X Empire	0 15½
X Press	0 14

COLORED	
No. 5	0 15
No. 1	0 13½
No. 7	0 12
No. 1A	0 10¾
No. 1B	0 09½
Fancy	0 15½
Lion	0 14
Standard	0 12½
Popular	0 11
Keen	0 09½

Above lines subject to trade discount for quantity.

WAX	Per lb.
C. & B. Floor Wax .....$	0 40
B.H. Wax	0 40
Ronuk Floor Wax, lb.	0 38
Berry Bros.	0 34
Imperial Floor Wax	0 40
Anchor	0 33
O.P.W. Lion Brand	0 45
Old English 0 53	0 62
Johnson's	0 62
Jamieson's liquid wax, gal. ...	2 75
Gold Medal	0 42
Edwards, lb.	0 40
Ramsay's	0 45
S. & W.	0 54
Crown Diamond	0 45

F.o.b. Montreal and Toronto.

WHITING	
Plain, in bbls. ....$	2 50

F.o.b. Montreal, Toronto, London.
Gilders, bolted, in bbls. $3 00

WOOD ALCOHOL	Per gal.
In five gallons	....
In barrels	....

$4 extra for barrels.
F.o.b. Montreal, Toronto, London.

Make the Autoist Your Friend

WITH

BOWSER ESTABLISHED 1865 **Gasoline and Oil Pumps**



Bowser Pumps in front of your store will bring the autoist to you for gasoline and lubricating oils.

This gives you your opportunity to cultivate the autoists desires for accessories, hardware, paint, oils and other lines you handle.

Our literature tells how other merchants have increased their business and profits by use of Bowser Storage Systems.

Ask us to send it to you. No obligations.

S. F. BOWSER & CO., Inc., 66-68 Frazer Avenue TORONTO, ONT.

Sales Offices in all Centers **Representatives Everywhere**

Alex. McArthur & Co., Ltd.

TRADE MARK

82 McGill Street Montreal, Canada

BLACK DIAMOND

TARRED FELTS

and SHEATHINGS

Made at our own Paper Mills.

SAVE COAL

BY USING

BUILDING PAPER

RED **S** BRAND WINDOW GLASS



GLASS BENDERS TO THE TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

DON ROADWAY TORONTO

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863
Twelve Medals of Award at
INTERNATIONAL
Expositions.



INCORPORATED 1895
Special Grand Prize
GOLD MEDAL
Atlanta, 1895.

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY - - - - PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, $11.00.

Shot, soft, per cwt., $17.20; chilled, $18.70; buckshot, $18.00; ball, $18.40.

Dominion Metallics—B.B. Caps, $2.30; C.B. Caps, $3.50; 22 Short Black or Lesmok, $4; 22 Long Black or Lesmok, $4.80; 22 Short Smokeless, $4.30; 22 Long Smokeless, $6; 22 Long Rifle Black, $5.60; 22 Long Rifle Smokeless, $7 per M. net. Center Fire Pistol, 22%; Center Fire Sporting, 25% off American list.

American Metallics—B.B. Caps, $3.06; C.B. Caps, $3.85; 22 Short Black, $4.35; 22 Long Black, $5.25; 22 Long Rifle Black, $7.70; 22 Short Smokeless, $4.69; 22 Long Smokeless, $6.55; 22 Long Rifle Smoke, $7.65 per M. net. Center Fire Pistol, 10% on list; Center Fire Sporting, 10% on list.

Loaded Shells—Crown Black Powder, 12 ga., $31; Sovereign Smokeless, 12 ga., $38; Regale Smokeless, 12 ga., $38; Nitro Club Smokeless, 12 ga., $45; Canuck Smokeless, 12 ga., $41 per M. net. Empty Paper Shot Shells, $14 per M.; Empty Brass Shot Shells, $6.65 per 100.

ANVILS

Peter Wright, 80 lbs. and up, 25c per lb.; clip horn, 26c lb.

Norris, 80 lbs. and over, 16c.

AXES

Single Bit	$14 50	$20 00
Rouble Bit	16 50	21 50
Broad Axes	32 00	35 00

AUGER BITS

Standard List Prices per Dozen

3/16	$6 00	13/16	$12 00
4	6 00	19	14 00
5	5 00	20	14 00
6	5 00	21	16 00
7	5 00	22	16 00
8	5 00	23	18 00
9	6 00	24	18 00
10	6 00	25	21 00
11	7 00	26	21 00
12	7 00	27	24 00
13	8 25	28	24 00
14	8 25	29	27 00
15	9 50	30	27 00
16	9 50	31	30 00
17	12 00	32	30 00

Discounts from standard list prices

Irwin	10%
Gilmour	45%

BARS, CROW. $11.25 per 100 lbs.

BAR IRON

Bar Iron—$5.25 base; Swedish iron, $5.25; sleigh shoe steel, $5.50; spring steel, $6.50; machinery steel, $8.00.

BELTING

Rubber, 6 in. and under, 20-5%; over 6 in., 15-2½%.

Agricultural or No. 1 leather belting, 30-10-7½% off list.

Standard, 27-10% off list. Extra 27%.

"The "double" list is just twice the price of "single."

BELT LACING

In sides, tanned, $1.60 per lb.; cut, $1.80 per lb.; rawhide, sides, $1.55; cut, $1.75.

Blue Stone (Vitriol), 11¾c.

BOLTS

Carriage, ⅜ and smaller, up to 6 inch, 30%; over 6 inch, 15%; 7-16 inch and larger, 10%, machine, ⅜ and under, up to 4 inch, 35%; over 4 inch, 20%; 7-16 and over, 20%; machine set screws, 20%; plough bolts, 25%; stove bolts, 50%; shaft bolts, 5% on list; tire bolts, 45%; sleigh shoe bolts to ⅜ and smaller, 5% on list; 7-16 and up, 5% on list

BORAX. Borax, per lb., 14c.

BUILDING PAPER

Tarred, $1.10 to $1.60 per roll, according to quality; plain, 80c to $1.45.

BUTTS

Plated—No. 241 Antique Copper and Dull Brass Finish

	Per pr.
2½ x 2½ in.	37
3 x 3 in.	39
3½ x 3½ in.	40
4 x 4 in.	52
4½ x 4½ in.	75
5 x 5 in.	94

Wrought Steel—

No. 840	Net list
No. 800	5% on list
No. 838	Net list
No. 804	5% off list

CHAIN

Coil, 3-16 in., $19.20; ¼, $16.25; 5-16 in., $13.75; ⅜, $12.75; 7-16, $12.35; ½, $12.25; 9-16, $12.25; ⅝, $12.00; ¾, $11.65; 1 in., $11.40; Logging, 5-16 in., $15.55; ⅜, $14.55; ½, $14.05; tie-out, 47½%.

CHURNS

Barrel, No. 0, $6.75; No. 1, $6.75; No. 2, $7.50; No. 3, $8.25; No. 4, $9.75 each.

CLEVISES, MALL. 15c per lb.

CLOCKS—Alarm

	Each
Big Ben	$2 90
Baby Ben	2 90
America	1 35
Lookout	1 75
Sleepmeter	1 35

COPPER

Sheet and planished copper, 60c per lb. Tinned, 55c.

CORD SASH

Coils or Hanks

8, 9, 10 ..... 70 lb.

DRILLS

Bit stock, 45%; Blacksmith, ½ in. round shank, 40%.

EAVETROUGH

Eavetrough, per 100 ft., 8 in., $6.10; 10 in., $6.80; 12 in., $8.00.

Conductor pipe, 2 in., per 100 ft., $7.15; 3 in., $8.65; 4 in., $11.40.

ENAMELWARE

See Wares.

FILES

Globe	Discount 40-5%
Nicholson Gen.	Discount 30%

FITTINGS—Malleable.

Class A	60-10%
Class B and C, off new list	20%
Bushings	20%
Unions	40%
Nipples 4" and under	55%

FORMALDEHYDE

400-lb. bbls., 32c lb.; 200-lb. bbls., 33c lb.; 100-lb. bbls., 34c lb.; 10-lb. jugs, $3.75 each; 5-lb. jugs, $2.00 each; 2-lb. jugs, 85c each.

GALVANIZED WARE

See Wares.

GLASS, WINDOW

	Single	Double
Up to 25 in.	$15 50	19 50
26 to 40	16 50	22 00
41 to 50	19 50	25 00
51 to 60	20 50	25 50
61 to 70	21 50	27 00

GLASS (Plate)

Net list.

GLOBES—LANTERN

	Doz.
Short Pattern	$1 05
Cold Blast, regular	1 05

GRINDSTONES

Per 100 lbs., $3.50.

Mounted on steel frames, $6 to $7.50.

HARVEST TOOLS. 17½%.

HINGES

Light T and strap, 15% off.

Corrugated Strap Hinges — 4, $1.60; 5, $2.20; 6, $3.00; 8, $4.75; 10, $7.00; 12, $10.80.

Corrugated Tee Hinges—4, $2.00; 5, $2.50; 6, $3.40; 8, $5.70; 10, $8.50; 12, $12.00.

HORSESHOES

Iron, No. 0 to 1, $8.35; No. 2 and larger, $8.10; snowshoes, No. 0 to No. 1, $8.60; No. 2 and larger, $8.35; steel, No. 0 to 1, $8.80; No. 2 and larger, $8.55; featherweight, $9.95.

IRON, GALVANIZED

	Apollo and "Fleur Premier de Lis"
10¾ oz. or 2 8Eng.	$9 40
28 Am. or 26 Eng.	9 00
26 Am. or 26 Eng	8 70
24	8 55
22	8 55
18 and 20	8 40
16	8 25

IRONS, SAD

Common Sad Irons, 8 lbs., 11c uer lb.; 4 lbs., 14c per lb.

Mrs. Pott's No. 55, set	$2 00
Mrs. Pott's No. 50, set	2 15

Mrs. Pott's common and iron handles, $1.60 dozen. Mrs. Pott's improved, $2.10 a dozen.

JACKSCREWS

20% off list.

KNIVES—HAY

	Doz.
Heath's	$12 50
Lightning	12 50

LAMP CHIMNEYS

A, per case, 8 doz., $9.10 per doz., $1.25: B. per case 6 doz., $7.80; per doz., $1.40.

LANTERNS

No. 2, plain	$13 00
No. 25. Dash-board	17 50
Short Globe, doz.	13 00

LEAD PIPE, $12.40.

LEAD WASTE, $13.40.

LATCHES—THUMB, STEEL

	Doz.
2	$1 90
3	2 50
4	4 50

Barn Door

5	2 95
8	3 20
9	5 50

LINSEED OIL

See weekly report.

MACHINES—WASHING

	Each
Dowswell	....
New Century B	....
New Idea	....
Snowball	....

Prices on application.

MATTOCKS

Pick, $13.85; cutter, $13.85.

MOPS

	Doz.
O'Cedar Polish, No. 1	$12 00
O'Cedar Polish, No. 3	12 00
Self-Wringing	5 75

MOWERS—LAWN

	14 in.	16 in
Woodyatt	$ 8 50	$ 9 00
Empress	11 00	11 50
Daisy	6 00	....
Star	7 50	8 00

NAILS

Wire, f.o.b. Fort William, $5.35 base; Winnipeg, $5.85 base. Cut f.o.b. Winnipeg, $6.55.

NETTING—POULTRY

Net Prices per Roll.

1 in. mesh x 24 in.	$6 30
30 in.	7 65
36 in.	9 00
2 in. mesh x 24 in.	3 05
30 in.	3 60
36 in.	4 20
48 in.	5 60
60 in.	6 95
72 in.	8 30

NETTING. Poultry, Hexagon, 10%.

Banner Netting, 24 in., $4.75; 36 in., $6.10; 48 in., $7.25; 60 in., $8.50; 72 in., $9.75.

NUTS

Square, small lots, blank, 4½c tapped, 4¾c advance on list; Hexagon, small lots, blank, 4¾c; Tapped, 5c advance on list; case lots all styles, 1c less than above.

OILS

"Buffolite," 25c; Ideal Thresher, 50c; "B" Castor machine oil, 41c; Buffalo engine gasoline, 37c; Buffalo "A" gas engine oil, 55c; Royal gasoline, 37c; Family safety coal oil, 24½c; Summer black oil, 24½c; Kelso engine oil, 60c; Electro oil, 45c; Royalite oil, 21c; Standard gas engine oil, 45½c; Prairie Harvester oil, 53c.

PAINTS

Stephens' Out White, $4.45; Stephens' House, $4.20; Stephens' Floor, $3.65; Silkstone colors, $3.40; Silkstone white, $3.60; Stephens' Barn Paint, $1.45.

POLISH

O'Cedar —

	Doz.
4 oz.	$2 00
12 oz.	4 00
1 quart	10 00
½ gal.	16 00
1 gal.	24 00

Liquid Veneer—

4 oz.	$2 00
12 oz.	4 00
1 quart	8 40
½ gal.	14 40

(Continued on second page)

Bon Ton—	Doz.
¼ pints	1 35
½ pints	2 10
Pints	3 15
Quarts	5 10
½ gal.	9 00
Gal.	15 00

Stephens' Stephens' Stephens' Stephens' Stephens' Stephens' Stephens' Stephens' Stephens' Stephens'

Is Your Paint Business Going Forward —Or *Backward?*



Unless your paint business is built upon a rock, sooner or later your trade is going to be swept away by a competitor whose paint business **is** built upon a rock—the rock of good judgment in selecting the right line.

Year after year, Stephens' sales increase in volume —each succeeding year means a greater Paint turnover than ever before. **And we always knew it would.**

From the good-will begun the first day Stephens' Paints were manufactured we anticipated our present great volume of trade, because we have always given our customer—your customer—dollar for dollar value.

Stephens
REGISTERED TRADE MARK

Let us explain the Stephens proposition and tell you what it is doing for other dealers.

G. F. STEPHENS & COMPANY, LIMITED

PAINT AND VARNISH MAKERS

WINNIPEG and CALGARY

Stephens' Stephens' Stephens' Stephens' Stephens' Stephens' Stephens' Stephens' Stephens' Stephens'

Winnipeg Hardware Quotations—Continued

PIPE, WROUGHT IRON

Per 100 ft.	Black	Galv.
¼ inch	$ 4 91	$ 7 20
⅜ inch	5 00	7 34
½ inch	6 66	8 37
¾ inch	8 33	10 71
1 inch	12 33	15 75
1¼ inch	16 65	21 29
1½ inch	19 94	25 43
2 inch	26 82	34 25
2½ inch	43 07	54 77
3 inch	56 40	71 70
3½ inch	73 86	.....
4 inch	87 25	.....
4½ inch	100 26	.....
5 inch	116 82	.....
6 inch	151 52	.....

PLASTER. Paris, per bbl., $4.50.

PLATES, CANADA

18 x 21 per box, half polish, $9.25; full polished, ...; 18 x 24, half polished, $9.25; full polished, ... 20 x 28, half polished, $9.50; full polished, ...

PUTTY

100-lb. irons	$7 20
25-lb. irons, per cwt.	7 80
1½-lb. tins	14½

RIVETS AND BURRS

Iron rivets, 30-10%; copper, No. 7, 45c lb.; No. 8, 46c; No. 10, 50c; No. 12, 54c.

Five-lb. assorted boxes, No. 8, 52c; No. 10, 55c lb.

Copper Burrs, No. 7, 45c; No. 8, 46c; No. 10, 50c; No. 12, 54c.

ROPE

Sisal, 28¼c base; pure Manila, 35¼c base; British Manila, 31¼c base; lath yarn, 28¼c base; African hemp, 31¼c base; cotton rope, ¼ and over, 66c lb.

Tarred Marline Hanks, per lb., 50c.

SANDPAPER—

Star—	Quire	Ream
00, 0	$0 33	$6 05
½	0 36	6 50
1	0 40	7 30
1½	0 45	8 25
2	0 52	9 30
2½	0 58	10 50
3	0 66	11 90

B. & A.—

00, 0	$0 37	$6 75
½	0 40	7 15
1	0 45	8 10
1½	0 62	9 45
2	0 60	10 90
2½	0 70	12 50
3	0 80	14 30

SASH BALANCES (Caldwell). 10% on list.

SAWS, BUCK

Happy Medium, $12.00; Watch Spring, $12.50; Lance Tooth or Lightning Blades, $13.20.

SCREWS

Bright iron round head, 65%; flat head, 70%; round head, brass, 30%, flat head, brass, 35%; coach, 45%. Set Screws, 20-10%.

SCYTHES—

	Doz.
Bramble	$15 50
Bush	15 50
Excelsior	17 00
Cast	15 00

SNATHS—

No. 2 loop	13 25
Bush	15 00

SWEEPERS, CARPET—

See list in regular "Current Market Quotations" Column, f.o.b. factory, Niagara Falls, Ont.

SWEEPERS, VACUUM—

	Doz.
Grand Rapids, Nic.	$101 00
Household, Jap.	91 00
Superba, Nic.	117 00

F.o.b. Jobbers' Warehouse, Winnipeg. Prices guaranteed by manufacturers against their own decline to December 31, 1919.

STEEL SHEETS, BLACK

10 gauge	$7 05
12 gauge	7 10
14 gauge	7 15
16 gauge	7 25
18-20 gauge	7 80
22-24 gauge	7 85
26 gauge	7 90
28 gauge	8 00

SHOVELS AND SPADES—

Shovels—Fox and Olds, D.H., Sqr. Pt., $15.05 per doz.; D.H. Rd. Pt., $15.05 per doz.; L.H. Sqr. Pt., $15.05; L.H. Rd. Pt., $15.05; Bulldog & Jones, D.H., Rd. Pt., $16.30; D.H. Sqr. Pt., $16.30; L.H. Rd Pt., $16.30; L.H. Sqr. Pt., $16.30; L.H. Rd. Pt., $16.30; Black Cat and Crescent Scoops—No. 4, $19.00 doz.; No. 6, $19.50; No. 8, $20.00; No. 10, $20.50; Moose & Jones Scoops, No. 4, $19.90; No. 6, $20.90; No. 8, $21.40.

SOLDER. Per pound, 34 to 35.

SPIKES

Pressed, ¼ in., $8.30; 5-16, $7.95; ⅜, $7.75; ½, $7.55.

STAPLES

Bright wire, per cwt., $5.15 at Fort William, $5.65 Winnipeg; galvanized staples, $5.95 Fort William, $6.45 Winnipeg.

STEEL

Sleighshoe, $5.50 base per cwt.; plow, common, $6.50; crucible plow, $7.50; angle, $5.35; harrow, $5.75 base; cast, octagon tool steel, 20c base; square tool, 20c base; spring, $7.50; machine, $8.00 base; tire, $5.90. Mild, 3-16, ¼, 5-16, $7.75 base; other sizes $5.50 base. Band steel, $5.50 base.

STEEL HOOPS

½ in., $8.35; ⅝ in., $8.00; ¾ in., $7.40; ⅞ in., $7.10; 1 in., $7.00; 1¼ in., $6.90; 1½ in., $6.80.

STEEL SQUARES

15% on list.

TACKS. Carpet, 65% list.

TIES. Cow, 10%.

TIN AND TERNE PLATE—

20 x 28 I.C. box	$23 50
20 x 28 I.X. box	27 00
20 x 33 I.C. box	28 50
20 x 33 I.X. box	32 50
Terne plates	24 00

TRAPS, GAME— Doz.

	Victor	H.& N.	Jump
No. 0	$1 95	$....	$....
No. 1	2 30	3 60	3 10
No. 1½	3 45	5 40	4 55
No. 2	4 80	7 50	6 70
No. 3	6 75	10 00	....

TUBS—

	Wood	Fibre
No. 0	$21 35	$26 40
No. 1	18 80	22 65
No. 2	16 40	18 80
No. 3	14 00	15 95

TURPENTINE

See weekly report.

TWINE (WRAPPING)

	Lb.
Cotton, 3-ply, cones	$0 66
Cotton, 3-ply, balls	0 69
Cotton, 4-ply, cones	0 70
Cotton, 4-ply, balls	0 73

VARNISHES—

Stephens Luminette, gal.	$2 20
Stephens Exalite, gal.	3 00

WARES, ETC.—

Scotch Grey, 40% discount.

Colonial, Imperial, Pearl, 20-7½% discount.

Premier, Canada, Diamond, discount 2½%.

Whiteware, 40-10% discount.

Japanned Ware, list, plus 30%.

Japanned Ware, white, list, plus 40%.

Japanned Sprinklers, list, plus 30%.

Stamped Ware, plain, 40-10% discount.

Stamped Ware, ret'd, 40% discount.

Pieced Tinware, ordinary, list, plus 40%.

Pieced Tinware, copper bottoms, list, plus 60%.

Sheet Iron Ware, list, plus 20%.

Light Galv'd Pails and Tubs, list, plus 30%.

Heavy Galv'd Pails and Tubs, plus 20%.

Jap. Coal Hods, list, plus 35%.

Galv'd Coal Hods, list, plus 50%.

WASHERS—

Iron, small lots, 45% off list plus $1.50; full boxes, iron, 38 1/3% off list plus $1.00.

WHITE LEAD—

Decorators' pure, ton lots, $16.90; less than ton lots, $17.25.

WIRE, BARB—

Lyman, 4-point, $4.85 Winnipeg; Glidden Cattle, 2-pt., $4.65 Winnipeg; Baker, 2-pt., $4.55 Winnipeg; plain twist, cwt., Winnipeg, $7.00 100 lbs.; plain galvanized; Winnipeg, No. 9, $5.50; No. 12, $5.65; coil spring, Winnipeg, No. 9, $5.55; No. 12, $5.70.

Patented screen in 100-ft. rolls, $3.50 per hundred sq. ft.; in 50-ft. rolls, $3.60 per 100 sq. ft.

WIRE, PLAIN—

Bale ties, 14 gauge, single loop $7.25 Winnipeg; $6.75 Ft. William Brass snare wire, per lb., 80c.

WIRE, ANNEALED—

No. 9, $6.00; 10, $6.06; 12, $6.20; 14, $6.40; 15, $6.55; 16, $6.70 per 100 lbs.

WRENCHES (NUT)—

Agricultural—	Doz.
6 in.	$6 70
8 in.	8 00
10 in.	9 40
12 in.	12 00
15 in.	16 80

Perfect Handle—	
6 in.	12 00
8 in.	14 40
10 in.	16 80
12 in.	21 60
15 in.	28 80
18 in.	38 40

WRENCHES (PIPE)—

Stillson—	Each
6 in.	$1 00
8 in.	1 15
10 in.	1 25
14 in.	1 75
18 in.	2 50
24 in.	3 65
36 in.	6 75

Trimo—	
10 in.	$1 50
14 in.	2 10
18 in.	3 00
24 in.	4 35

Always Ready—	Black	N.P. Dozen
No. 1	$4 20	$4 50
No. 2	5 75	6 00

WRINGERS—

Eze, $62.55 per doz. Reliance.

STEEL IRON METALS

WINNIPEG WAREHOUSE STOCK

REINFORCING BARS IN ALL SIZES, IN LENGTHS UP TO 60'
BOLTS: MACHINE, CARRIAGE, DRIFT, SHIPBUILDING, ELEVATOR
BAR IRON: FLAT, ROUND AND SQUARE, SMALLEST TO THE LARGEST
HEXAGON BARS MACHINE STEEL

BOILER TUBES	NUTS	RIVETS	SHAFTING
ANGLES	CHANNELS	RAILS	TEES
FORGING BILLETS	CAP SCREWS	WASHERS	SET SCREWS

GAUGE SHEETS, BLACK AND GALVANIZED, IN ALL GAUGES

GET OUR MONTHLY STOCK LIST

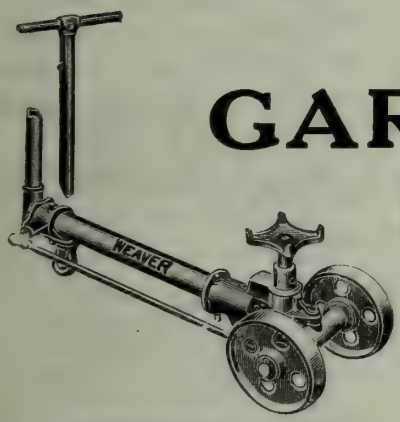
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THE MANUFACTURER — THE WHOLESALER — THE CONSUMER

IF IT'S STEEL OR IRON WE HAVE IT

The MANITOBA STEEL & IRON COMPANY.

WINNIPEG, MANITOBA LIMITED



WEAVER GARAGE AND SHOP EQUIPMENT

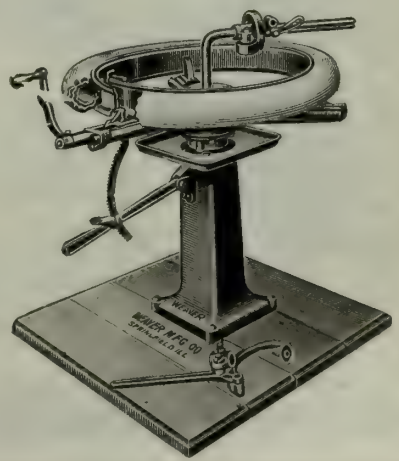
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Quickly and Economically

and with a minimum of labor.

Each device in this very complete line is an article of real merit and a practical necessity to the garage or repair man.

Ask for a copy of the WEAVER BOOKLET and also a copy of our 1919 ACCESSORY CATALOGUE.



GREAT WEST ELECTRIC CO., LTD.

WINNIPEG

Distributors of LACO TUNGSTEN and NITRO LAMPS.

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Auto Accessories, Ltd., Winnipeg, Man.
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Canada Sales Co., Toronto.
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Great West Electric Co., Ltd., Winnipeg, Man.
Homer & Wilson, Hamilton, Ont.
Hyslop Bros., Toronto.
North American Hardware Co., Ltd., Montreal.
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The All-Way Mfg. Co., Toronto, Ont.
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W. H. Banfield & Sons, Ltd., Toronto.
Benjamin Electric Co., Toronto.
Boston Varnish Co., Everett Station, Boston, Mass.
Barcalo Mfg. Co., Buffalo, N.Y.
Canada Cycle & Motor Co., Ltd., Weston, Ont.
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Canadian Winckley Co., Ltd., Windsor, Ont.
Cannon Oiler Co., Keithsburg, Ill.
The Carborundum Co., Niagara Falls, N.Y.
Canada Dry Cells, Ltd., Winnipeg.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
The Durke Atwood Co., Toronto, Ont.
Gutta Percha & Rubber, Ltd., Toronto.
Kinzinger, Bruce & Co., Niagara Falls, Ont.
Line, Kimball Co., Moose Jaw, Sask.
The Lockwood-Ash Motor Co., Jackson, Mich.
The Marquette Manufacturing Co., Inc., St. Paul, Minn.
M. H. Merchant Corporation, Syracuse, N.Y.
Metal Specialties Mfg. Co., Chicago, Ill.
The Locktite Mfg. Co., Windsor, Ont.
Frank Mossberg Co., Attleboro, Mass.
McKinnon Industries, Ltd., St. Catharines, Ont.
Northern Electric Co., Ltd., Montreal.
The Prismolite Sales Co., Westfield, N.Y.
Will B. Lane, Chicago, Ill.
Perfection Sanitary Brush Co., Toronto.
Rock Island Mfg. Co., Chicago, Ill.
C. A. Shaler Co., Waupun, Wis.
The Steel Trough & Machine Co., Ltd., Tweed, Ont.
The Sterns Tire & Tube Co. of Canada, Ltd., Toronto.
Thermoid Rubber Co., Trenton, N.J.
Trimont Mfg. Co., Roxbury, Mass.
Van Cleef Bros., Chicago, Ill.
The Van der Linde Rubber Co., Toronto.
Wilkinson & Kompass, Hamilton.
Williams & Co., J. H., Brooklyn, N.Y.
Wilson Auto Specialties, Ltd., Hamilton, Ont.

Automobiles
Canadian Pneumatic Tool Co., Ltd., Montreal.

Automobile Parts
Kinzinger, Bruce & Co., Ltd., Niagara Falls, N.Y.
McKinnon Industries, Ltd., St. Catharines, Ont.

Awnings
Finnie & Murray, Ltd., Winnipeg.
J. J. Turner & Co., Peterboro, Ont.

Axes
Canada Foundries & Forgings, Brockville, Ont.
Can. Warren Axe & Tool Co., St. Catharines.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.
Shurly-Dietrich Co., Ltd., Galt, Ont.

Axles
Guelph Spring & Axle Co., Ltd., Guelph, Ont.

Babbitt Metal
Thos. Birkett & Son Co., Ltd., Ottawa.
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal.
Hoyt Metal Co., Toronto.
Owl Metal Co., Winnipeg.
Lewis Bros., Ltd., Montreal.
Plewes, Ltd., Winnipeg, Man.
Tallman Brass & Metal Co., Hamilton.

Barb Wire
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Bars and Racks, Clothes
Stratford Mfg. Co., Ltd., Stratford, Ont.
Otterville Mfg. Co., Ltd., Otterville, Ont.

Barrel Covers
E. B. Eddy Co., Ltd., Hull, Que.

Barrel Liners
J. N. Warminton & Co., Montreal, Que.

Batteries, Dry
Canadian National Carbon Co., Ltd., Toronto.
Canada Dry Cells, Ltd., Winnipeg.
Great West Electric Co., Ltd., Winnipeg, Man.
Canadian General Electric Co., Toronto.
Dominion Battery Co., Ltd., Toronto, Ont.
North American Hardware Co., Ltd., Montreal.
Northern Electric Mfg. Co., Montreal.
Usona Mfg. Co., Windsor, Ont.

Batteries, Flashlight
Canadian National Carbon Co., Ltd., Toronto.
Dominion Battery Co., Ltd., Toronto, Ont.
Usona Mfg. Co., Windsor, Ont.

Baths, Enamelled and Copper
Canada Metal Co., Toronto.

Bath Room Fixtures
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Bends, Brass, Iron and Lead
Jas. Morrison Brass Mfg. Co., Toronto.

Bibbs, Basin and Bath Cocks, Compression
Jas. Morrison Brass Mfg. Co., Toronto.
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Bibbs, Basin and Bath Cocks, Fuller
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Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Stratford Brass Co., Ltd., Stratford, Ont.

Brass Castings and Goods
Canada Metal Co., Toronto.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Jas. Morrison Brass Mfg. Co., Toronto.
Tallman Brass & Metal Co., Hamilton.
The Penberthy Injector Co., Ltd., Windsor, Ont.
The United Brassfounders, Ltd., Manchester, Eng.
Williams Bros. & Piggott, Ltd., Birmingham.

Brass, Sheets and Rods
Canada Metal Co., Toronto.
A. C. Leslie & Co., Montreal.
Tallman Brass & Metal Co., Hamilton.

Beekeepers' Supplies
Canadian Bee Supply & Honey Co.

Bevels
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Belting, Transmission, Elevator and Conveyor
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Belting, Rubber
Can. Consolidated Rubber Co., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.
Plewes, Ltd., Winnipeg, Man.

Belting, Cotton
Dominion Belting Co., Hamilton, Can.
Plewes, Ltd., Winnipeg, Man.

Blacksmiths' Supplies
D. Ackland & Son, Winnipeg.

Blankets, Saddle
Burlington Windsor Blanket Co., Ltd., Toronto.
Galt Robe Co., Galt, Ont.
Samuel Trees & Co., Toronto, Ont.

Blankets, Horse
J. J. Turner & Co., Peterboro, Ont.

Bolts and Nuts
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.
Northern Bolt, Screw & Wire Co., Owen Sound.
London Bolt & Hinge Works, London, Ont.
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Wilkinson & Kompass, Hamilton.

Bolts, Eye
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Williams & Co., J. H., Brooklyn, N.Y.

Bolts, Panic
Wm. Newman & Sons, Birmingham, Eng.

Boring Bars
Williams & Co., J. H., Brooklyn, N.Y.

Boxes, Tin
A. R. Whittal Can. Co., Ltd., Montreal, Que.

Boots, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Boot Calks and Tools
Steel Co. of Canada, Ltd., Hamilton.

Boring Bars
Pratt & Whitney Co. of Canada, Ltd., Dundas.

Box Opening Tools
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Bale Ties
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.
Laidlaw Bale Tie Co., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

Bale Tie Buckles
J. N. Warminton & Co., Montreal, Que.

Barbed Wire
Banwell, Hoxie Wire Fence Co., Ltd., Hamilton.

Baskets
Walter Woods & Co., Hamilton.

Barn Door Hangers
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Steel Goods Co., Hamilton.
National Mfg. Co., Sterling, Ill.
Safety Door Hanger Co., Hamilton, Ont.
Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Guelph, Ont.

Barrel Stands
Wakyte Mfg. Co., Winnipeg.

Barrels, Steel
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

Balers, Steel
Climax Baler Co., Hamilton.
Spielmann Agencies, Montreal.

Bit, Braces
Caverhill, Learmont & Co., Montreal.
Russell Jennings Mfg. Co., Chester, Conn.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Black Sheets
The Steel Co. of Canada, Ltd., Hamilton, Ont.

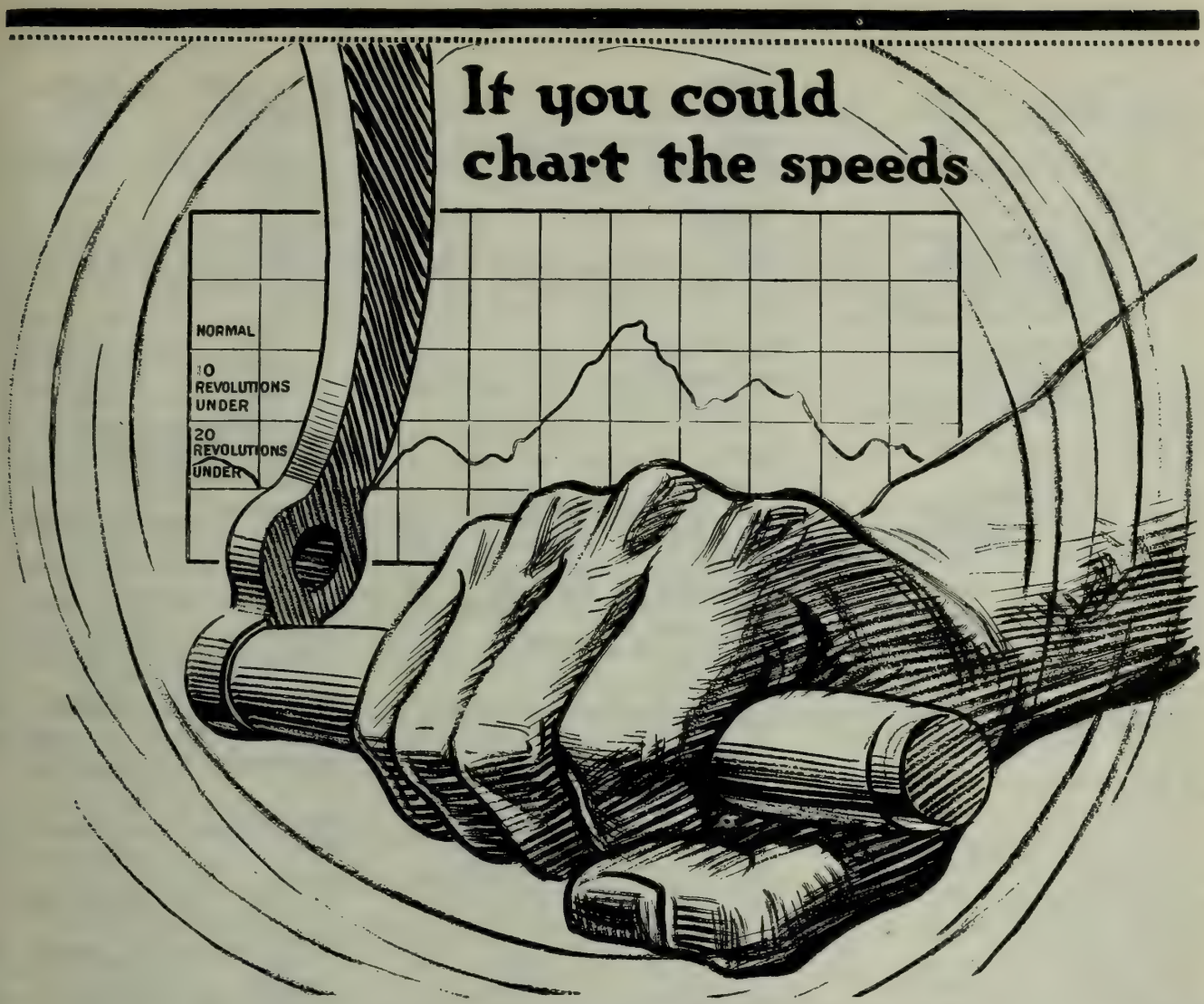
Brackets, Shelf
Canada Steel Goods Co., Hamilton.
The Stanley Works, New Britain, Conn.

Box Strapping
J. E. Beauchamp & Co., Montreal.
The Stanley Works, New Britain, Conn.
J. N. Warminton & Co., Montreal, Que.

Blasting Supplies
Dupont Powder Co., Wilmington, Del.

Building Papers
Alex. McArthur & Co., Montreal, Que.

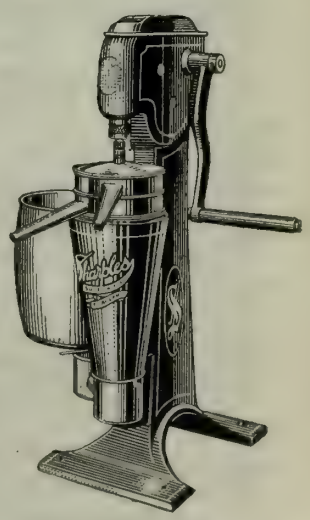
Burlap
Dominion Oil Cloth Co., Ltd., Montreal, Que.



Around and Around and Around!!!

No human hand can keep up a fixed normal speed

If every owner of a fixed feed separator—especially those who **think** they are skimming clean—could see a chart of the great **variation** in speed during one week's separation, they would be amazed. The chart would show that practically all the time the separator was being **turned below** speed and wasting butterfat. Actual tests prove that 95% of all separators are turned below speed most of the time and all separators are turned below speed some of the time. No matter how careful you are, it is humanly **impossible** to turn at a fixed speed, day in and day out. Speedometers, bells and other contraptions only show how wasteful fixed feed separators are.



SHARPLES SUCTION-FEED CREAM SEPARATOR

SKIMS CLEAN AT ANY SPEED

We again emphasize the vigorous advertising campaign for Sharples—in which the dominant note is the exclusive Sharples feature of "Skims Clean at Any Speed." How convincing is this appeal can be readily grasped from the above reproduction of a Sharples advertisement. Is it any wonder that the Sharples dealer contract is a valuable one — and that the Sharples Separator Company carefully selects its dealers? Progressive dealers are invited to write us. We have a **real** opportunity to offer

The Sharples Separator Co.,

TORONTO, ONT.
REGINA, SASK.

The Lounsbury Co. Newcastle, N.B.

Distributors through all their branches.
"Over 2,425,000 Sharples Separators in daily use."

J. Clark & Son *Fredericton, N.B.*

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THE BUYERS' GUIDE

Butchers' Tools
Haddow Brokerage Co., Montreal, Que.

Butter Tubs (Covered)
E. B. Eddy Co., Ltd., Hull, Que.

Butter Molds
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Walter Woods & Co., Hamilton, Can.

Butter Workers
Beatty Bros., Ltd., Fergus, Ont.

Butts and Hinges
Canada Foundries & Forgings, Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Caverhill, Learmont & Co., Montreal.
Chicago Spring Butt Co., Chicago, Ill.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Burrs
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton.
Parmenter & Bulloch, Gananoque.

Bread and Cake Makers
Thos. Davidson Mfg. Co., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.

Breast Drills
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.

Brushes and Brooms
Boeckh Bros. Co., Ltd., Toronto.
Meakins & Sons, Ltd., Hamilton.
Perfection Sanitary Brush Co., Toronto.
The Rubberset Co., Limited, Toronto.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Walter Woods & Co., Hamilton.
Yates & Co., Halifax, Eng.

Bits, Auger
Caverhill, Learmont & Co., Montreal.
Russell Jennings Mfg. Co., Chester, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.
Wilkinson & Kompass, Hamilton.
Scythes, Ltd., Toronto.

Bits, Forstner
Progressive Mfg. Co., Torrington, Conn.

Bicycles
Canada Cycle & Motor Co., Toronto.
Crown Cycle & Motor Co., Montreal, Que.
Hyslop Bros., Ltd., Toronto.
Iver Johnson Arms & Cycle Works, Ltd., Fitchburg, Mass.

Birch Seats
Canadian Veneering Co., Montreal, Que.

Brake Lining
Crown Cycle & Motor Co., Montreal, Que.

Brooms
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.
Walter Woods & Co., Ltd., Hamilton, Ont.

Brushes, Shaving
Boeck Bros. & Co., Ltd., Toronto.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Meakins & Sons, Ltd., Hamilton, Ont.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Brushes, Scrub, Shoe and Stove
Meakins & Sons, Ltd., Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.
Yates & Co., Halifax, Eng.

Brushes, Floor
Perfection Sanitary Brush Co., Toronto.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Brushes, General
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.
Yates & Co., Halifax, Eng.

Buckles, Harness and Trunks
McKinnon Industries, Ltd., St. Catharines, Ont.

Builders' Hardware
Allith Mfg. Co., Ltd., Hamilton, Ont.
Caverhill, Learmont & Co., Montreal.
Canada Steel Goods Co., Hamilton.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
R. Johnson, Clapham & Morris, Ltd., Manchester, Eng.
National Hardware Co., Orillia, Ont.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.
Stratford Brass Co., Ltd., Stratford, Ont.

Bumpers, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Cabinet Hardware
Stratford Brass Co., Ltd., Stratford, Ont.

Canoes and Boats
Canadian Canoe Co., Peterborough, Ont.
Peterborough Canoe Co., Peterborough, Ont.

Calks, Boot
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Calipers and Dividers
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
L. S Starrett Co., Athol, Mass.

Caliper Gauges
Williams & Co., J. H., Brooklyn, N.Y.

Camp Furniture and Goods
Finnie & Murray, Ltd., Winnipeg.
J. J. Turner & Sons, Ltd., Peterboro, Ont.
Otterville Mfg. Co., Ltd., Otterville, Ont.

Cans, Milk
The A. R. Whittal Can. Co., Ltd., Montreal.

Cans, Paint
The A. R. Whittal Can. Co., Ltd., Montreal.

Cans
The A. R. Whittal Can. Co., Ltd., Montreal.

Cans, Oil
Cannon Oiler Co., Keithsburg, Ill.

Caps for Hubs
McKinnon Industries, Ltd., St. Catharines, Ont.

Carriage Hardware
Stratford Brass Co., Ltd., Stratford, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Cartridges
Dominion Cartridge Co., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.

Castings, Brass, Bronze and Aluminum
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Cash Carriers
Gipe-Hazard Store Service Co., Toronto.

Cash Registers
The National Cash Register Co. of Canada, Ltd., Toronto.

Casters
Canada Foundries & Forgings, Ltd., Brockville.
The Faultless Caster Co., Evansville, Ind.

Castor Oil
B. & S. H. Thompson & Co., Ltd., Montreal, Que.

Carpenters' Tools
Haddow Brokerage Co., Montreal, Que.

Carpet Sweepers
Bissell Carpet Sweeper Co, of Canada. Ltd., Niagara Falls, Ont.
Caverhill, Learmont & Co., Montreal.
Walter Woods & Co., Hamilton.

Carriage Castings
McKinnon Industries, Ltd., St. Catharines, Ont.

Casseroles
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Chains, Coil, Boom, Hammock, Tether, Dog, Halter, Cow, Breast, Trace, Tire
McKinnon Chain Co., St. Catharines, Ont.

Cable Carriers
Gipe-Hazard Store Service Co., Toronto.

Cellar Drainers
The Penberthy Injector Co., Ltd., Windsor, Ont.

Cement, Asbestos
Canadian Asbestos Co., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Cement, Rubber
Van Cleef Bros., Chicago, Ill.

Cement, Roofing
Geo. W. Reed & Co., Ltd., Montreal, Que.

Chains, Cut-Link
The Niagara Falls Metal Stamp'g Works, Niagara Falls, N.Y.

Chains, Folding
J. E. Beauchamp & Co., Montreal, Que.

Chain Pipe Wrenches
J. H. Williams & Co., Brooklyn, N.Y.

Chair Seats
J. E. Beauchamp & Co., Montreal, Que.
Canadian Veneering Co., Acton Vale, Que.

Chairs for Automobile, Camp and Boat
McKinnon Industries, Ltd., St. Catharines, Ont.

Choppers, Ice
The Haddow Brokerage Co., Montreal, Que.
L. & I. J. White Co., Buffalo, N.Y.

Chisels, Cape, Cold, etc.
Brown-Boggs Co., Ltd., Hamilton.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Check Protectors
W. G. Patrick & Co., Ltd., Toronto.

Checking Floor Hinges
Chicago Spring Butt Co., Chicago, Ill.

Chemical Closets
Wakyte Mfg. Co., Winnipeg, Man.

Chemical Specialties
B. & S. H. Thompson & Co., Ltd., Montreal, Que.
Van Cleef Bros., Chicago, Ill.
Vol-Peek Mfg. Co., Montreal.

Choppers, Food
Landers, Frary & Clark, New Britain, Conn.

Chucks, Tap
Wells Bros. of Canada, Galt.

Churns, Hand and Power
Beatty Bros., Ltd., Fergus.
Caverhill, Learmont & Co., Montreal.
Dowswell, Lees Co., Hamilton.
Landers, Frary & Clark, New Britain, Conn.
Medalta Stoneware Co., Ltd., Medalta, Ont.
Merchants Hardware Specialties, Ltd., Calgary.
Walter Woods & Co., Hamilton.

Clamps "C"
J. H. Williams & Co., Brooklyn, N.Y.

Clothes Bars and Racks
Otterville Mfg. Co., Ltd., Otterville, Ont.

Clothes Racks
Walter Woods & Co., Hamilton.

Clamps
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Williams & Co., J. H., Brooklyn, N.Y.

Clippers
Chicago Flexible Shaft Co., Chicago, Ill.

Closets
Wakyte Mfg. Co., Ltd., Winnipeg, Man.

Closet Seats
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Clothes Dryers
The Coleman Fare Box Co., Ltd., Toronto.
Dowswell, Lees Co., Ltd., Hamilton, Can.

Clothes Lines
The Coleman Fare Box Co., Ltd., Toronto.

Clothes Line (Wire)
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Clothes Horses
Stratford Mfg. Co., Stratford, Ont.

Coal Chutes
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Coffee Percolators and Urns
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Landers, Frary & Clark, New Britain, Conn.

Corrugated Fasteners
J. E. Beauchamp & Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

Collar Balls
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Collar Pads
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto, Ont.

Cotton Duck
Scythes & Co., Ltd., Toronto, Ont.

Cotton Gloves
American Pad & Textile Co., Chatham.

Coal Chutes
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Coal Hods
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

Cobblers' Sets
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Cookers, Steam
Louis McLain Co., Ltd., Winnipeg, Man.

Cookers, Fireless
Royal Fireless Cooker Co., Ottawa, Ont.

Conductor Pipe, Hooks, Heads, etc.
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Winnipeg Ceiling & Roofing Co., Winnipeg.
Wheeler & Bain, Toronto.

Connecting Rods
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Williams & Co., J. H., Brooklyn, N.Y.

Coopers' Tools
Haddow Brokerage Co., Montreal, Que.

Coping Saws
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Cordage
Brantford Cordage Co., Ltd., Brantford, Ont.
Consumers Cordage Co., Montreal.
Plymouth Cordage Co., North Plymouth, Mass.
Scythes & Co., Ltd., Toronto, Ont.

Corners, Chest
The Brainerd Mfg. Co., East Rochester, N.Y.

Crank Pulls (Wire)
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Crank Shafts
Williams & Co., J. H., Brooklyn, N.Y.

Crowbars
B. J. Coghlin & Co., Montreal.

Crocks, Butter
Medalta Stoneware Co., Ltd., Medicine Hat, Alta.

Crucibles
Canadian Asbestos Co., Montreal, Que.

Cultivators
The Bateman-Wilkinson Co., Ltd., Toronto, Ont.
J. E. Gilson Co., Port Washington, Wis.
C. S. Norcross & Sons, Bushnell, Ill.

Cutlery
Bridgeport Hdwe. Mfg. Co., Bridgeport, Conn.
The Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.
Geo. Butler & Co., Ltd., Sheffield, Eng.
The Canadian Wm. A. Rogers Co., Ltd., Toronto.
Caverhill, Learmont & Co., Montreal.
Geneva Cutlery Co., Geneva, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
James Hutton & Co., Montreal.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
Lewis Bros., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Oneida Community, Ltd., Oneida, N.Y.
Henry Rogers' Son & Co., Ltd., Sheffield, Eng.
Wm. Rogers Mfg. Co., Niagara Falls, Ont.

Cutters
Butterfield & Co., Inc., Rock Island, Que.
The Rapid Tool & Machine Co., Ltd., Montreal
Trimont Mfg. Co., Roxbury (Boston, Mass.).

Curry Combs
The Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.

Cuspidors
Thos. Davidson Mfg. Co., Ltd., Montreal.
E. B. Eddy Co., Ltd., Hull, Que.

Dairy Pails
Thos. Davidson Mfg. Co., Ltd., Montreal.
Soren Bros., Toronto, Ont.

Dampers, Stove Pipe
Canada Foundries & Forgings, Brockville, Ont.

Dashes, Buggy and Carriage
McKinnon Industries, Ltd., St. Catharines, Ont.

Desks, School
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Diaphragms, Rubber

Dies, Stocks, etc.
Butterfield & Co., Rock Island, Que.
Canadian Fairbanks-Morse Co., Montreal.
Pratt & Whitney Co. of Canada, Ltd., Dundas.
The Rapid Tool & Machine Co., Ltd., Montreal.
Wells Bros. Co. of Canada, Galt.

Disinfectants
J. E. Beauchamp & Co., Montreal, Que.

Display Racks and Stands
Cameron & Campbell, Toronto.
National Mfg. Co., Sterling, Ill.

Doors
Sanderson-Harold Co., Ltd., Paris, Ont.

Door Bolts
Canada Steel Goods Co., Hamilton, Can.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.

Door Knobs
Cartland & Son, Ltd., James, Birmingham, Eng.

More Shingle Stains are Sold during May and June than in any other months of the year.

Stock C.P. Creosote Shingle Stains

They are great business-getters—especially just now when floors are claiming attention.

"Save the surface and you save all" *Paint & Varnish*

is the slogan of the big conservation campaign being run throughout Canada and the United States.

Your customers will want C.P. Creosote Shingle Stains—those who have used them before will not be satisfied with any other kind.

Look over your stock and be prepared to handle this business in your locality.

The C.P. Agency proposition embodies sales helps that make business hum. If you are not a C.P. Agent, let us send you particulars.



THE CANADA PAINT CO.
LIMITED

Makers of the Famous
Elephant Brand White Lead

572 William St.
MONTREAL

112 Sutherland Ave.
WINNIPEG

"On Ramsay's Paints the Sun Never Sets"

A. Ramsay & Son Company

Makers of Paints and Varnishes since 1848

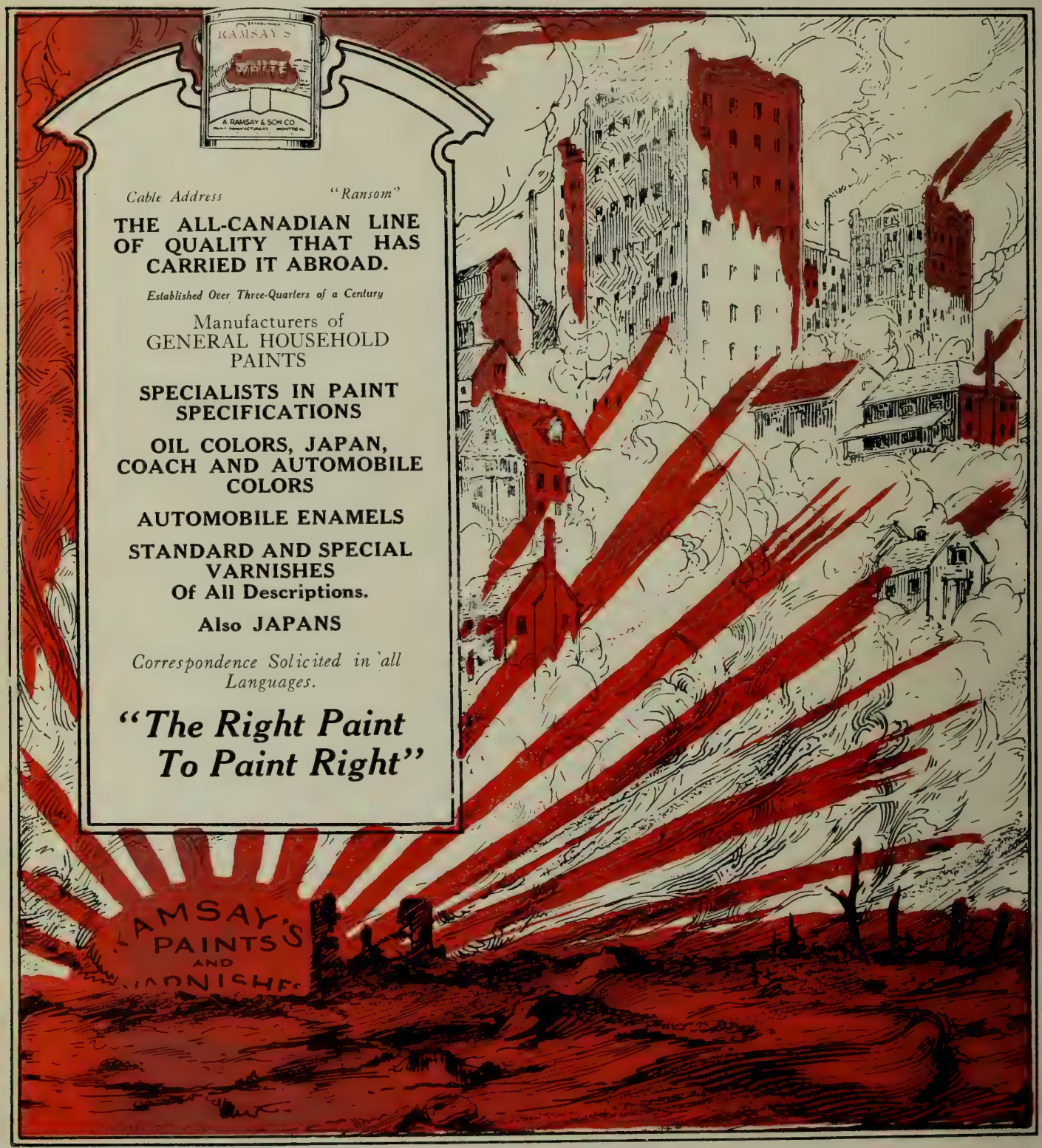
TORONTO, CANADA **MONTREAL, CANADA** **VANCOUVER, CANADA**

Foreign Representatives:

Dominion Exporters Limited, Cape Town, South Africa. Th. de Schryver Limited, Auckland, New Zealand. Messrs. Hugh Scott Young, Melbourne, Australia. Dominion Exporters Limited, British West Indies.

Canadian Distributors:

EDMONTON DISTRICT—Revillon Wholesale Limited, Edmonton. CALGARY DISTRICT—The McDonald-Baker Co., 818 8th Ave., W., Calgary.



Barrett Everlastic Roofings

Roofings that you can safely recommend

Everlastic Roofings are made by The Barrett Company, Limited, the largest manufacturers of roofing materials in the world, with 60 years' experience in roofing America's greatest commercial and industrial buildings.

When you sell a Barrett Roofing you can know that you are selling the best, and that your customer is getting his full money's worth in service and satisfaction, and will thank you for recommending it.

Everlastic Slate-Surfaced Roofing

The most beautiful and durable roll roofing made. Surfaced with real crushed slate in soft shades of red or green. The slate not only makes a very handsome roof, but one that is fire- and weather-resisting and very durable.

Remind your customers that this roofing requires no painting and that the colors are fast. Comes in rolls 32 inches wide, weighing about 80 lbs. Nails and cement included in each roll.

Everlastic "Rubber" Roofing

This is one of our most popular roofings. Thousands upon thousands of buildings all over the world are protected from wind and weather by Everlastic "Rubber" Roofing. It is tough, pliable, elastic and very durable, and can be sold at a low price.

It is made of high-grade waterproofing materials, and is a roofing you can sell with perfect confidence that it will give satisfaction to your customers.

Made in 1-, 2- and 3-ply weights, each roll containing enough to cover 100 square feet of roofing surface. Complete with nails and cement for laps, will weigh about as follows: Light (1-ply), 35 lbs.; Medium (2-ply), 45 lbs.; Heavy (3-ply), 55 lbs. per roll.

Write nearest office for particulars and further details

The Barrett Company
LIMITED

MONTREAL TORONTO WINNIPEG VANCOUVER ST. JOHN, N.B. HALIFAX, N.S. SYDNEY, N.S.



THE BUYERS' GUIDE

Door Checks
Canadian Yale & Towne, St. Catharines.
Wm. Newman & Sons, Birmingham, Eng.

Door Hangers
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Steel Goods Co., Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.
National Mfg. Co., Sterling, Ill.

Door Springs
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Wm. Newman & Sons, Birmingham, Eng.

Door Pulls
Stratford Brass Co., Ltd., Stratford, Ont.

Doubletrees
McKinnon Industries, Ltd., St. Catharines, Ont.
West-Woods, Ltd., Winnipeg, Man.

Draining Tools
Canadian Shovel & Tool Co., Hamilton, Can.

Drills, Breast
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.

Drill Chucks
Goodell-Pratt Co., Greenfield, Mass.

Drills, Blacksmiths'
Canada Foundries & Forgings, Brockville.

Drills
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Butterfield & Co., Inc., Rock Island, Que.
Goodell-Pratt Co., Greenfield, Mass.
Jones & Shipman, Ltd., Leicester, Eng.
North Bros. Mfg. Co., Philadelphia, Pa.
Plewes, Ltd., Winnipeg, Man.
Stanley Rule & Level Co., New Britain, Conn.
Wilkinson & Kompass, Hamilton, Ont.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.
Pratt & Whitney Co. of Canada, Ltd., Dundas, Ont.
Wilt Twist Drill Co. of Canada, Ltd., Walkerville, Ont.

Drills, Twist
Wilt Twist Drill Co. of Canada, Ltd., Walkerville, Ont.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Drop Forgings
McKinnon Industries, Ltd., St. Catharines, Ont.
Williams & Co., J. H., Brooklyn, N.Y.
Spielmann Agencies, Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Dry Colors
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
Ottawa Paint Works, Ottawa.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.
Martin-Senour Co., Ltd., Montreal.
McArthur Irwin, Montreal,
Stewart & Wood, Toronto.

Dusters
Channell Chemical Co., Toronto.

Dynamite
Du Pont American Industries, Wilmington, Del.

Dry Cells
Canada Dry Cells, Ltd., Winnipeg.
Canadian National Carbon Co., Toronto.
Canadian H. W. Johns-Manville Co., Toronto.
Canadian General Electric Co., Ltd., Toronto.
Dominion Battery Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man
Spielmann Agencies, Ltd., Montreal, Que.

Eavetrough
Pedlar People, Limited, Oshawa.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Metal Shingle & Siding Co., Ltd., Preston, Ont.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Egg Beaters
Lewis McLain Co., Ltd., Winnipeg, Man.
Odlette Mfg. Co., Ceilingwood.

Egg Cases
Miller Bros. Co., Ltd., Montreal, Que.
Walter Woods & Co., Hamilton.

Egg Case Fillers
Miller Bros. Co., Ltd., Montreal, Que.
Walter Woods & Co., Hamilton, Can.

Ejectors and Syphons
The Penberthy Injector Co., Ltd., Windsor, Ont.
Jas. Morrison Brass Mfg. Co., Toronto.

Elbows
Thos. Davidson Mfg. Co., Ltd., Montreal.
Pedlar People, Ltd., Oshawa, Ont.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Electric Bells
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man

Electric Fans
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man
The A. C. Gilbert-Menzies Co., Toronto.
Northern Electric Co., Ltd., Montreal.

Electric Fixtures
W. H. Banfield & Sons, Ltd., Toronto.
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man
Northern Electric Co., Ltd., Montreal.
Tallman Brass & Metal Co., Hamilton.

Electric Grates
Great West Electric Co., Ltd., Winnipeg, Man

Electric Plates
Louis McLain Co., Ltd., Winnipeg, Man.

Electric Specialties
Benjamin Electric Co., Toronto.
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
The Clemens Electrical Corporation, Hamilton.
Dominion Battery Co., Ltd., Toronto, Ont.
Great West Electric Co., Ltd., Winnipeg, Man
The Hesco Electric Mfg. Co., Toronto, Ont.
Landers, Frary & Clark, New Britain, Conn.
National Electric Heating Co., Toronto.
North American Hardware Co., Ltd., Montreal, Que.
Northern Electric Co., Ltd., Montreal.
Spielmann Agencies, Ltd., Montreal, Que.
Usona Mfg. Co., Windsor, Ont.

Electric Supplies
W. H. Banfield & Sons, Ltd., Toronto.
The Can. General Electric Co., Ltd., Toronto.
The Hesco Electric Mfg. Co., Toronto, Ont.

Emery
Dominion Glue & Emery Co., Montreal, Que.

Enamels
Boston Varnish Co., Everett Station, Boston, Mass
British America Paint Co., Ltd., Victoria, B.C.
Wm. Harland & Sons, Toronto.
Sturgeons, Ltd., Toronto.

Enamelled Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.
E. T. Wright & Co., Hamilton, Ont.
Sheet Metal Products Co. of Canada, Ltd., Toronto

Emery Glass and Papers
John Oakey & Sons, London, Eng.

Emery (Grain and Sheets)
DesRochers, Ltd., Montreal, P.Q.

Eveners for 2, 3, 4, 6 and 8 Horses
Gregg Mfg. Co., Ltd., Winnipeg, Man.
D. Ackland & Son, Ltd., Winnipeg, Man.
McKinnon Industries, Ltd., St. Catharines, Ont.
West-Woods, Ltd., Winnipeg, Man.

Evaporators
Steel Trough & Machine Co., Ltd., Tweed, Ont.

Excelsior
Rankin & Co., Ltd., Toronto.

Explosives
Du Pont Powder Co., Wilmington, Del.
Hercules Powder Co., Wilmington, Del.

Escutcheon Pins
Parmenter & Bulloch Co., Ltd., Garanoque, Ont
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Exterminator, Rat and Roach
The Common Sense Mfg. Co., Toronto.

Extinguishers, Fire
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man
H. W. Johns-Manville Co., New York.
Northern Electric Co., Montreal.
Pyrene Mfg. Co., Ltd., Montreal, Que.

Fanlight Openers
Jas. Cartland & Son, Ltd., Birmingham, Eng

Fasteners, Storm, Sash and Screen
National Mfg. Co., Sterling, Ill.
Stratford Brass Co., Ltd., Stratford, Ont.
The Stanley Works, New Britain, Conn.

Farm Lighting Outfits
Canadian General Electric Co., Ltd., Toronto.
Northern Electric Co., Montreal.

Faucets, Petroleum
Can. Foundries & Forgings, Ltd., Brockville, Ont

Feed Boxes
Canada Foundries & Forgings, Brockville.

Feed Cookers
Wheeler & Bain, Toronto.

Felts (Tarred and Carpet)
Alex. McArthur & Co., Montreal, Que.
J. H. McComb, Ltd., Montreal, Que.

Fencing and Gates
Banwell-Hoxie Wire Fence Co., Hamilton.
McGregor-Banwell Fence Co., Ltd., Walkerville.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
B. Greening Wire Co., Hamilton, Ont.
Standard Tube & Fence Co., Woodstock.
Steel Co. of Canada, Ltd., Hamilton

Fences, Woven Wire, Farm and Ornamental
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

Fenders for Buggy and Carriage
McKinnon Industries, Ltd., St. Catharines, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Fire Appliances and Liquids
Pyrene Mfg. Co., Ltd., Montreal, Que.

Fire Arms
Colts Patent Fire Arms Mfg. Co., Hartford Conn.
Harrington & Richardson Arms Co., Worcester, Mass.
Johnson Iver Arms & Cycle Works, Fitchburg Mass.

Files
E. C. Atkins Co., Hamilton, Can.
G. & H. Barnett Co., Philadelphia.
Delta File Works, Philadelphia.
Henry Disston & Sons, Ltd., Philadelphia, Pa
The Ingersoll File Co., Ingersoll, Ont.
Nicholson File Co., Port Hope, Ont.
Plewes, Ltd., Winnipeg.
Simonds Canada Saw Co., Montreal
Wilkinson & Kompass, Hamilton.
DesRochers, Ltd., Montreal, P.Q.

Fillers
Boston Varnish Co., Everett Station, Boston, Mass

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Allith Mfg. Co., Ltd., Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.

Fire Extinguishers
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Pyrene Mfg. Co., Ltd., Montreal, Que.

Fire Department Supplies
Canadian Consolidated Rubber Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
Northern Electric Co., Montreal.

Fire Escapes
The Dennis Wire & Iron Works Co., Ltd., London

Fire Pails
E. B. Eddy Co., Ltd., Hull, Que.

Fireplace Fixtures
Stover Mfg. & Engine Co., Freeport, Ill.

Fireplace Screens
Canada Wire & Iron Goods Co., Hamilton, Ont.

Fishing Tackle and Accessories
Marble Arms & Mfg. Co., Gladstone, Mich.

Flags
J. J. Turner & Sons, Ltd., Peterboro, Ont.
Scythes & Co., Ltd., Toronto, Ont.
Finnie & Murray, Ltd., Winnipeg, Man.

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Canadian General Electric Co., Ltd., Toronto
Canadian National Carbon Co., Toronto.
Canada Dry Cells, Ltd., Winnipeg.
Crown Cycle & Motor Co., Montreal.
Dominion Battery Co., Ltd., Toronto, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
Metal Specialties Mfg. Co., Chicago.
Northern Electric Co., Montreal.
Usona Mfg. Co., Windsor, Ont.
Ward & Gladstone, Manchester, Eng.

Flatware
Canadian Wm. A. Rogers, Toronto.
Oneida Community, Ltd., Oneida, N.Y.

Flower Pots
E. B. Eddy Co., Ltd., Hull, Que.

Fly Swatters
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

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F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Merchants Hardware Specialties, Ltd., Calgary.

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Canadian Consolidated Rubber Co., Toronto.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

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Crown Cycle & Motor Co., Montreal.

Ford Car Specialties
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Royal Canadian Specialties, Hamilton, Ont.

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Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Forgings, Drop
McKinnon Industries, Ltd., St. Catharines, Ont.

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Wentworth Mfg. Co., Ltd., Hamilton, Ont.

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Canada Foundries & Forgings, Brockville.
Enterprise Mfg. Co., Sackville, N.B.
The Empire Stove and Furnace Co., Ltd., Owen Sound.
The Hall-Zyrd Foundry Co., Ltd., Hespeler, Ont.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.
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Record Fdry. & Machine Co., Ltd., Moncton, N.B

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Walter Woods & Co., Hamilton.

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Buffalo Specialty Co., Buffalo, N.Y.
Canada Paint Co., Montreal.
Channell Chemical Co., Toronto.
Imperial Oil Co., Ltd., Toronto.
Saunders & Co., Montreal, Que.
Sherwin-Williams Co., Montreal.
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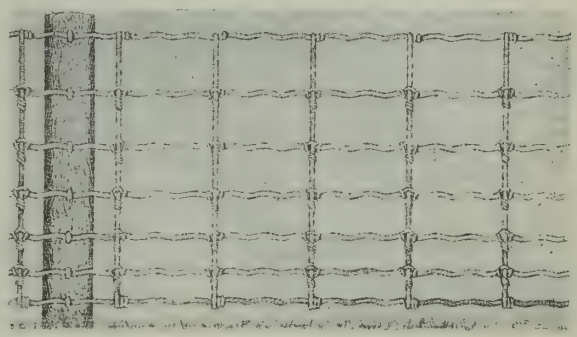
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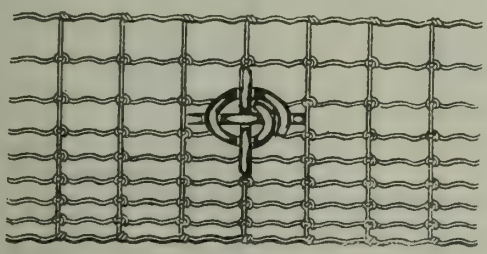
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This is the method of fastening in our heavy grade fences. A sure and certain fastener that holds throughout the life of the fence.



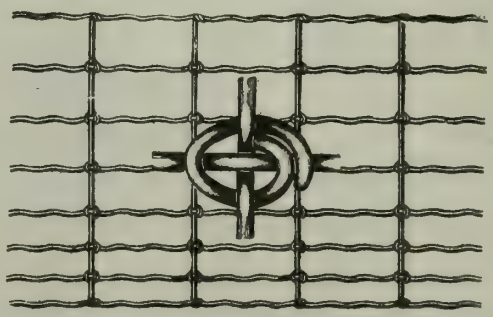
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Soren Bros., Toronto.

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The Steel Co. of Canada, Ltd., Hamilton, Ont.

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Canada Metal Co., Ltd., Toronto.

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Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

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Great West Electric Co., Ltd., Winnipeg, Man.

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Stanley Rule & Level Co., New Britain, Conn.
Wells Bros. Co. of Canada, Galt.
J. H. Williams & Co., Brooklyn, N.Y.

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Gauge Cocks, Standard and Extra Heavy
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The Strong Machinery & Supply Co., New York, N.Y.

Gauges, Water (Standard Extra Heavy Automatic)
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Hobbs Mfg. Co., Montreal, Que.
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Leeks & Potts, Ltd., Hamilton, Ont.
A. Ramsay, Son & Co., Montreal.
Sanderson-Pearcy Co., Toronto.
Stewart & Wood, Toronto.
B. & S. H. Thompson & Co., Ltd., Montreal, Que
Toronto Plate Glass Importing Co., Toronto.
G. F. Stephens Co, Winnipeg.

Glue, Flake
W. Harris & Co., Toronto.

Glue, White
W. Harris & Co., Toronto.

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Superior Electrics, Ltd., Pembroke, Ont.

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DesRochers Ltd., Montreal, Que.
Dominion Glue & Emery Co., Montreal, Que.
W. Harris & Co., Toronto.
R. C. Jamieson & Co., Montreal.
A. Ramsay & Son Co., Montreal.

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Goodell-Pratt Co., Greenfield, Mass.

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The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

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The Cloisonne and Art Glass, Ltd., Kitchener.

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Toronto Plate Glass Importing Co., Toronto.

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Sharratt & Newth, London, Eng.
A. Shaw & Son, London, Eng.

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A. R. Clarke & Co., Ltd., Toronto.

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Prairie Chemical Co. of Canada, Ltd., Winnipeg.

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Merchants Hardware Specialties, Ltd., Calgary, Alta.
Plewes Ltd., Winnipeg, Man.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Grindstones
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Cleveland Stone Co., Cleveland, Ohio.

Grindstone Fixtures
Can. Foundries & Forgings, Ltd., Brockville, Ont.

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The Carborundum Co., Niagara Falls, N.Y.

Ground Wood
E. B. Eddy Co., Hull, Que.

Guns
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.
Harrington & Richardson Arms Co., Worcester, Mass.
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.

Gunsights
Marble Arms & Mfg. Co., Gladstone, Mich.

Hack Saws
Diamond Saw & Stamping Works, Buffalo, N.Y.
Fry's (London), Limited, London, Eng.
Goodell-Pratt Co., Greenfield, Mass.
Miller Falls Co., Miller Falls, Mass.
Plewes Ltd., Winnipeg, Man.
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Hack Saw Blades
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Fry's (London), Limited, London, Eng.
Goodell-Pratt Co., Greenfield, Mass.
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Victor Saw Works, Ltd., Hamilton, Ont.

Hack Saw Frames
Canadian Fairbanks-Morse Co., Ltd., Montreal.
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Goodell-Pratt Co., Greenfield, Mass.
Victor Saw Works, Ltd., Hamilton, Ont.

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R. R. Kinread, Winnipeg, Man.

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McKinnon Industries, Ltd., St. Catharines, Ont.

Hame Chains
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

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Galt Robe Co., Galt, Ont.

Hammers
Canada Foundries & Forgings, Brockville.
Stanley Rule & Level Co., New Britain, Conn.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Hand Drills
Goodell-Pratt Co., Greenfield, Mass.

Handles, Canthooks and Peevies
West-Woods, Ltd., Winnipeg, Man.

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The Brainerd Mfg. Co., East Rochester, N.Y.

Handles
J. H. Still Mfg. Co., St. Thomas, Ont.

Hand Pulls
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Allith Mfg. Co., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton, Can.
Cushman Motor Works, Ltd., Winnipeg.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
National Mfg. Co., Sterling, Ill.
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Safety Door Hanger Co., Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.
The Stanley Works, New Britain, Conn.

Hangers, Barn Door
Allith Mfg. Co., Hamilton, Ont.
The Louden Machinery Co. of Can., Ltd., Guelph.

Hangers, Door and Track
Allith Mfg. Co., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
Canada Steel Goods Co., Hamilton, Can.
Cushman Motor Works, Ltd., Winnipeg.
The Louden Machinery Co. of Can., Ltd., Guelph.
National Mfg. Co., Sterling, Ill.

Hooks, Hat and Coat
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Hangers, Storm, Sash and Screen
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.

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Wells Bros. Co. of Canada, Galt.

Harness
Samuel Trees & Co., Toronto.

Hardware, Door
The Hamilton Stove & Heater Co., Hamilton, Ont.

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Belleville Hardware Mfg. Co., Belleville, Ont.
The Brainerd Mfg. Co., East Rochester, N.Y.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Coleman Fare Box Co., Toronto.
Lyons & Marks, Toronto.
Louis McLain Co., Ltd., Winnipeg, Man.
Metal Specialties Mfg. Co., Chicago, Ill.
National Mfg. Co., Sterling, Ill.
North American Hardware Co., Ltd., Montreal.
Stratford Brass Co., Ltd., Stratford, Ont.
Taylor-Forbes Co., Guelph, Ont.

Hardware Store Fittings
Stratford Brass Co., Ltd., Stratford, Ont.

Harness Hardware
McKinnon Industries, Ltd., St. Catharines, Ont.
Trees Spriggs Co., Ltd., Winnipeg, Man.

Hatchets
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Haddow Brokerage Co., Montreal, Que.
Marble Arms & Mfg. Co., Gladstone, Mich.
Stover Mfg. & Engine Co., Freeport, Ill.

Hasps
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Brainerd Mfg. Co., East Rochester, N.Y.
Canada Steel Goods Co., Hamilton.
National Mfg. Co., Sterling, Ill.

Headlights, Auto
Canadian Lamp & Stamping Co., Ford, Ont.
North American Hardware Co., Ltd., Montreal.

Heaters
Anthes Foundry, Ltd., Winnipeg, Man.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Jas. Morrison Brass Mfg. Co., Ltd., Toronto.
Jas. Stewart Mfg Co., Ltd., Woodstock, Ont.

Heaters, Electric
Chicago Flexible Shaft Co., Chicago, Ill.

Heels and Soles, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Hinges, Box and Refrigerator
The Brainerd Mfg. Co., East Rochester, N.Y.

Hinges, Ornamental
The Stanley Works, New Britain, Conn.

Hinges, Spring
Stover Mfg. & Engine Co., Freeport, Ill.
Wm. Newman & Sons, Ltd., Birmingham, Eng.
Taylor-Forbes Co., Guelph, Ont.

Hinges, Strap and Tee
Canada Steel Goods Co., Hamilton, Can.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
National Mfg. Co., Sterling, Ill.

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J. H. Still Mfg. Co., St. Thomas
St. Mary's Wood Specialty Co., Ltd., St. Mary's, Ont

Hoes
Ward & Payne, Sheffield, Eng.

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Plewes Ltd., Winnipeg, Man.

Horse Slingers
Collins Mfg. Co., Toronto.

Hones, Razor
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The Brainerd Mfg. Co., East Rochester, N.Y.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

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Canadian Consolidated Rubber Co., Montreal.
J. J. Turner & Sons, Ltd., Peterboro, Ont.

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Steel Co. of Canada., Ltd., Hamilton.
Wilkinson & Kompass, Hamilton.

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Gutta Percha & Rubber, Ltd., Toronto.

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McKinnon Industries, Ltd., St. Catharines, Ont.

Hub Caps
McKinnon Industries, Ltd., St. Catharines, Ont.

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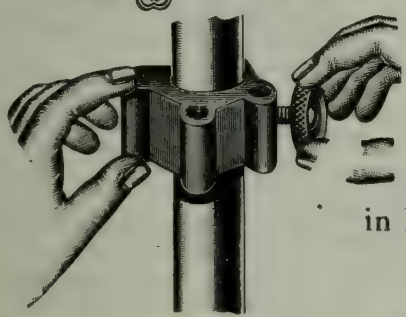
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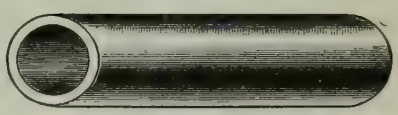
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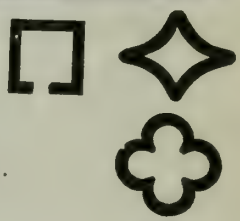
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Canadian National Carbon Co., Toronto.
Dominion Battery Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
National Stamping & Electric Works, Chicago, Ill.
Spielmann Agencies, Montreal.
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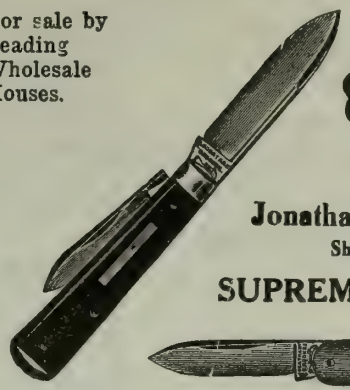
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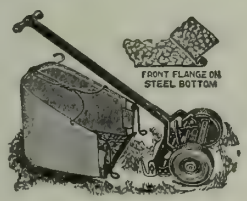
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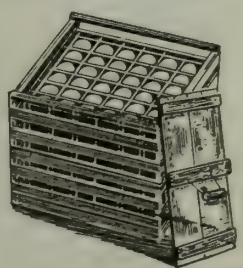
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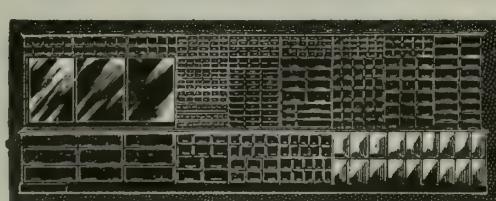
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Fred Smith, Toronto, Ont.

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Rules, Board and Log
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Coleman Fare Box Co., Toronto.

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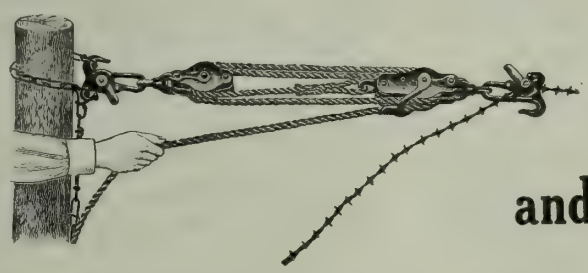
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Louden Machinery Co., of Canada, Ltd., Guelph.

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Tools, Machinists'
L. S. Starrett Co., Athol, Mass.
Goodell-Pratt Co., Greenfield, Mass.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.

Tools, Small
Pratt & Whitney Co. of Canada, Ltd., Dundas.

Towel Bars
Kinzinger Bruce & Co., Niagara Falls, Ont.

Traps, Brass, Iron, Lead
Canada Metal Co., Toronto.

Traps, Game
The Niagara Falls Metal Stamp'g Works, Niagara Falls, N.Y.
Oneida Community, Ltd., Niagara Falls, Ont.

Troughs
Beatty Bros., Fergus, Ont.

Trammel Points
Stanley Rule & Level Co., New Britain, Conn.

Trowels
H. Disston & Sons, Toronto
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn
Ward & Payne, Sheffield, Eng.

Trucks, Warehouse
Canadian Pneumatic Tool Co., Ltd., Montreal.
Canada Foundries & Forgings, Brockville
Wm. Kribs, Hespeler, Ont.
John Watson Mfg. Co., Ltd., Winnipeg, Man.

Try Squares
Henry Disston & Sons Co., Toronto
Stanley Rule & Level Co., New Britain, Conn

Truing Devices
Cleveland Stone Co., Cleveland, Ohio

Tube Rubber
K. and S. Canadian Tires, Ltd., Toronto, Ont.

Tungsten Lamps
Canadian Tungsten Lamp Co., Hamilton, Ont.
Canadian Laco-Phillips Co., Toronto
Great West Electric Co., Ltd., Winnipeg, Man
North American Hardware Co., Ltd., Montreal.

Turning Tools
Ward & Payne, Sheffield, Eng.

Tubs
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

THE BUYERS' GUIDE

Tub Stands, Folding
Otterville Mfg Co., Otterville, Ont.

Tube Rubber
E. & S. Canadian Tire and Rubber Co., Ltd., Toronto, Ont.

Tumbler Holders
Kinsinger Bruce & Co., Niagara Falls, Ont.

Tubing, Brass
E. & S. H. Thompson & Co., Ltd., Montreal, Que.

Tubing, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
E. & S. Canadian Tire & Rubber Co., Ltd., Toronto.

Tubing, Steel
Standard Tube & Fence Co., Woodstock

Turpentine
Brown Corporation, Portland, Maine.
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont.
Fred Smith, Toronto.
Stewart & Wood, Toronto.

Twines
Consumers Cordage Co., Montreal
Doon Twines, Ltd., Kitchener, Ont.
Scythes & Co., Ltd., Toronto.
Walter Woods & Co., Hamilton

Vacuum Cleaners and Sweepers
Bissell Carpet Sweeper Co. of Canada, Ltd., Niagara Falls, N.Y.
The Clements Mfg. Co., Toronto, Ont.
The Daisy Vacuum Cleaner Co., London, Eng.
The Hurley Machine Co., Ltd., Toronto.
McDonald & Willson, Ltd., Toronto, Ont.
Northern Electric Co., Ltd., Montreal, Que.

Valves, Air
The Penberthy Injector Co., Ltd., Windsor, Ont.

Valves, Brass
National Brass Co., London, Ont.
The Penberthy Injector Co., Ltd., Windsor, Ont.
United Brassfounders Ltd., Manchester, Eng.

Valves, Standard, Globe, Angle and Check
Canadian Fairbanks-Morse Co., Montreal.
Jenkins Bros., Montreal, Que.
The Penberthy Injector Co., Ltd., Windsor, Ont.
Jas. Morrison Brass Mfg. Co., Toronto.

Valves, Radiator and Air, Iron Body, Composition, Globe, Angle, Check
Canadian Fairbanks-Morse Co., Montreal, Que.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Jenkins Bros., Ltd., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
United Brassfounders Ltd., Manchester, Eng.

Varnishes—Auto, Coach, House, Marine
Berry Bros., Walkerville
Boston Varnish Co., Everett Station, Boston.
Brandram-Henderson, Ltd., Montreal.
British America Paint Co., Ltd., Victoria, B.C.
Canada Paint Co., Montreal
Dougall Varnish Co., Ltd., Montreal
Glidden Varnish Co., Ltd., Toronto, Ont.
Wm. Harland & Sons, Toronto, Ont.
Imperial Varnish & Color Co., Ltd., Toronto.
International Varnish Co., Ltd., Montreal, Que.
McArthur Irwin, Montreal
Martin-Senour Co., Ltd., Montreal
Benjamin Moore & Co., Ltd., Toronto
A. Ramsay & Son, Montreal
R. C. Jamieson & Co., Montreal
Pratt & Lambert, Bridgeburg, Ont.
Sanderson, Pearcy & Co., Toronto.
Sherwin-Williams Co., Montreal
G. F. Stephens & Co., Ltd., Winnipeg
Stewart & Wood, Toronto.
Ottawa Paint Works, Ottawa.
Wilkinson & Kompass, Hamilton

Vehicles, Business
Canadian Pneumatic Tool Co., Ltd., Montreal, Q

Veneer Seats
J. E. Beauchamp & Co., Montreal, Que.
Canadian Veneering Co., Acton Vale, Que.

Ventilators, Metallic
Winnipeg Ceiling & Roofing Co., Winnipeg

Vises
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal
Goodell-Pratt Co., Greenfield, Mass.
Lewis Bros., Ltd., Montreal
National Machinery & Supply Co., Hamilton
North Bros. Mfg. Co., Philadelphia, Pa.
Plewes Ltd., Winnipeg, Man.
The Iowa Island Mfg. Co., Rock Island, Ill.
The Rapid Tool and Machine Co. Ltd., Montreal.
Stanley Rule & Level Co., New Britain, Conn.
Stover Mfg. & Engine Co., Freeport, Ill.

Vises, Chain Pipe
Williams & Co., J. H., Brooklyn, N.Y.

Vulcanizers
Adamson Mfg. Co., Hamilton
Northern Electric Co., Montreal

Vermin Exterminator
The Common Sense Mfg. Co., Toronto.

The Presto Patch Co., Toronto, Ont.
C. A. Shaler Co., Waupun, Wis.

Wagon Hardware
Gregg Mfg. Co., Ltd., Winnipeg, Man.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Wagon Woodwork
West-Woods, Ltd., Winnipeg, Man.

Wallboard
Bishopric Wall Board Co., Ltd., Ottawa, Ont.

Wall Finish
British America Paint Co., Ltd., Victoria, B.C.

Walnut Seats
Canadian Veneering Co., Acton Vale, Que.
C. Kloepfer, Ltd., Toronto
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Stanley Works, New Britain, Conn.

Warmers, Foot
Chicago Flexible Shaft Co., Chicago, Ill.

Washers
Beauchamp & Co., J. E., Montreal, Que.
DesRochers, Ltd., Montreal, P.Q.
Steel Co. of Canada, Ltd., Hamilton
Otterville Mfg. Co., Otterville, Ont.
The Union Iron & Metal Co., Ltd., Toronto.
Wilkinson & Kompass, Hamilton

Washers, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Washing Machines, Electric, Hand and Power
Beatty Bros., Fergus, Ont.
J. H. Connor & Son, Ltd., Ottawa
Dowswell, Lees & Co., Hamilton.
Great West Electric Co., Ltd., Winnipeg, Man.
The Hurley Machine Co., Ltd., Toronto.
Kribs, Wm., Hespeler, Ont.
Geo. C. Kaitting & Son, Galt, Ont.
Maytag Co., Ltd., Winnipeg, Man.
Maxwells Ltd., St. Mary's, Ont.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
McDonald & Wilson, Ltd., Toronto.
Nineteen Hundred Washer Co., Toronto, Ont.
The One Minute Washer Co., Toronto, Ont.

Waste, Cotton
Acme Waste Mfg. Co., Toronto.
E. Pullan Waste & Wipers Co., Toronto.
Scythes & Co., Ltd., Toronto
Wilkinson & Kompass, Hamilton

Wash Boards
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
E. B. Eddy Co., Ltd., Hull, Que.

Wash Tubs
E. B. Eddy & Co., Hull, Que.
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Watches
R. H. Ingersoll & Bro., Montreal, Que.

Watch Specialties
R. H. Ingersoll & Bro., Montreal, Que.

Waterproof Clothing
The Tower Canadian Ltd., Toronto, Ont.

Weather Stripping
Best Weatherstrip Co., Ltd., Hamilton, Ont.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
The Swan Mfg. Co., Winnipeg, Man.

Wedges
Can. Foundries & Forgings, Ltd., Brockville, Ont
Canadian Warren Axe & Tool Co., St. Catharines, Ont.

Whitewash Outfits
Collins Mfg. Co., Toronto
Spramotor Co., London, Ont.

Waterproof Goods
J. J. Turner & Sons, Ltd., Peterboro, Ont.

Weeders, Garden (hand)
J. E. Gilson Co., Port Washington, Wis.
C. S. Norcross & Sons, Bushnell, Ill.

Weights
Can. Foundries & Forgings, Ltd., Brockville, Ont
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Wheelbarrows, Garden and Contractors
Erie Iron Works, Ltd., St. Thomas, Ont
Bateman, Wilkinson Co., Ltd., Toronto, Ont.

Wheels, Well
J. E. Beauchamp & Co., Montreal, Que.
Can. Foundries & Forgings, Ltd., Brockville, Ont

Wheeled Goods
The Crown Mfg. Co., Hamilton, Ont.

Whips
J. E. Beauchamp & Co., Montreal, Que.

Whistles
The Penberthy Injector Co., Ltd., Windsor, Ont.

Wholesale Hardware
J. H. Ashdown Hardware Co., Ltd., Winnipeg.
Caverhill, Learmont & Co., Montreal
J. E. Beauchamp & Co., Montreal.
Frothingham & Workman, Montreal
H. S. Howland Sons & Co., Toronto.
Lewis Bros., Ltd., Montreal
Merrick Anderson Co., Winnipeg, Man.
Miller-Morse Co., Winnipeg, Man.
Morrison Blackwood Hardware Ltd., Moose Jaw, Sask.
Rice, Lewis & Sons, Ltd., Toronto
White's, Ltd., Collingwood, Ont.

Windshield Cleaner
The Outlook Co., Cleveland, Ohio.

White Lead
Brandram-Henderson, Montreal
Canada Paint Co., Ltd., Montreal
Carter White Lead Co., Montreal
Steel Co. of Canada, Ltd., Hamilton
McArthur Irwin, Montreal
Stewart & Wood, Toronto.

Window Guards, Wire
Canada Wire & Iron Goods Co., Hamilton, Ont.

Wipers
Scythes & Co., Ltd., Toronto, Ont.
E. Pullan Waste & Wipers Co., Toronto.

Wire
Canadian Tube & Iron Co., Ltd., Montreal
Canada Wire & Iron Goods Co., Hamilton, Ont.
Caverhill, Learmont & Co., Montreal
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
B. Greening Wire Cloth Co., Ltd., Hamilton
Laidlaw Bale-Tie Co., Ltd., Hamilton
Lewis Bros., Ltd., Montreal
Northern Electric Co., Montreal
Northern Bolt Screw & Wire Co., Owen Sound
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Western Wire & Nail Co., London

Wire, Annealed
The Graham Nail Works, Toronto.

Wire, Bright
The Graham Nail Works, Toronto.

Wire Cloth
Canada Wire & Iron Goods Co., Hamilton, Ont.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
B. Greening Wire Cloth Co., Ltd., Hamilton

Wire, Coppered
The Graham Nail Works, Toronto.

Wire Cutters
Bridgeport Hardware Co., Bridgeport, Conn.
Northern Electric Co., Montreal

Wire, Hay
Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.

Wire Hoops
Laidlaw Bale-Tie Co., Ltd., Hamilton
Steel Co. of Canada, Ltd., Hamilton

Wire, Oiled and Annealed
The Graham Nail Works, Toronto.

Wire Mats
B. Greening Wire Cloth Co., Ltd., Hamilton

Wire, Tinned
The Graham Nail Works, Toronto.

Wireworks of all kinds
Dennis Wire & Iron Works Co., Ltd., London, Ont.

Wire Wheels
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Wood, Ground
E. B. Eddy Co., Ltd., Hull, Que.

Wrapping Paper
E. B. Eddy Co., Ltd., Hull, Que.
Alex. McArthur & Co., Montreal, Que.

Wrenches and Accessories
Barcalo Mfg. Co., Buffalo, N.Y.
Can. Foundries & Forgings, Ltd., Brockville, Ont
Goodell-Pratt Co., Greenfield, Mass.
Keystone Mfg. Co., Buffalo, N.Y.
Trimont Mfg. Co., Roxbury, Mass.
Will B. Lane, Chicago, Ill.
Plewes Ltd., Winnipeg, Man.
J. H. Williams Co., Brooklyn, N.Y
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Wrench Sets
Williams & Co., J. H., Brooklyn, N.Y.

Wrenches, Alligator
Bridgeport Hardware Co., Bridgeport, Conn

Wrenches, Ratchet
L. S. Starrett Co., Athol, Mass.
Spielman Agencies, Montreal

Wrought Nipples
Canadian Tube & Iron Co., Ltd., Montreal

Wrought Couplings
Canadian Tube & Iron Co., Ltd., Montreal

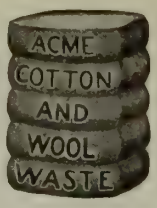
Wrought Washers
The Union Iron & Metal Co., Ltd., Toronto.

Wringers, Hand and Power
Beatty Bros., Fergus, Ont.
Caverhill, Learmont & Co., Montreal
Connor & Son, Ltd., J. H., Ottawa, Ont.
Dowswell, Lees & Co., Hamilton.
Kribs, Wm. A., Hespeler, Ont.
Nineteen Hundred Washer Co., Inc., Toronto, Ont
Lewis Bros., Ltd., Montreal
Merchants Hardware Specialties, Ltd., Calgary Alta.
White Mop Wringer Co., Fultonville, N.Y.

Zinc, Bar
Canada Metal Co., Ltd., Toronto

Zinc, Sheet
E. & S. H. Thompson & Co. Ltd., Montreal, Que

OUR COLORED GRADES
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OUR WHITE GRADES
Jap, XC, X, XX, XXX

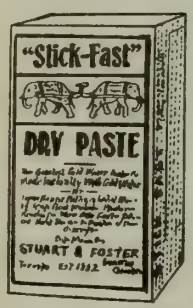
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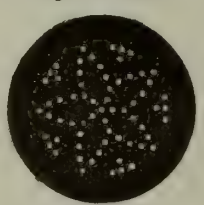
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Quickly and effectively eliminates rat pests. It dries them up. Destroys without odor.
"Common Sense" is sold on a money-back guarantee. Good profits in it for the dealer.
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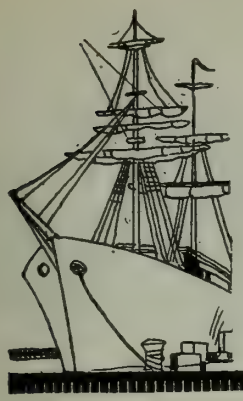
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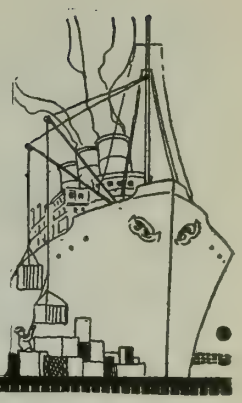
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We also make special Trade Mark Stamps and Dies. Steel Letters and Figures in sets for the hardware trade.

The Crown Stamp & Die Works
Waterdown Ontario



Canada Factor as Export Nation



Interest in Canada's Growing Industries Shown in Business Being Secured—Canadian Manufacturers in Favorable Position to Handle Trade—War Growth to Extend to Peace Time Activities

PRACTICALLY every paper one picks up to-day shows where business for Canada is being placed by overseas countries, and altogether the outlook is one that promises well. Canadian manufacturers are in a very favorable position to handle export trade. They have well equipped plants and aggressive sales forces are seeking foreign fields so that they can speed up production which must ultimately mean better attention to the home market as well.

The Canadian Trade Commission has secured special concessions for Canadian manufacturers in Great Britain, and it is now possible to secure business on a more equitable basis with other factors in this market. Business from Roumania, Serbia and Greece is being placed and, whereas keen competition will be experienced in the markets of France, Belgium and Great Britain, there is trade there that will represent a very good volume to those going after it aggressively.

One advantage which Canada still maintains in competing for European orders with British manufacturers is that we are in a better position to make early deliveries. Not that the British manufacturer is not foresighted, but he has had to deal with a labor situation of serious character, which has seriously unsettled industrial conditions, and raised the dark spectre of Bolshevism. However, it would seem that British fair-mindedness has saved the situation. The agreements with the coal, transportation and railway workers were reached through the agency of conferences organized by the Government, and the awards were evidently such a determined effort to give fair play and were at the same time so satisfying to "public opinion," as represented by the great bulk of people not directly interested, that a settlement was reached.

Now industrial Britain faces the problem of manufacturing successfully on the basis of the new values of labor and raw materials which have been established. In this connection Lloyd George made it clear that both capital and labor had their problems to solve. Capital had to improve its organization and its methods. Labor had to face the necessity for harder and more intelligent work to justify shorter hours and higher pay. In other words, they would have to work together for the maintenance of production if prosperity for all were to be assured for the future. This is the problem which British industry is now working on. Its solution has an interest for the Canadian manufacturer in competitive export markets. Both capital and labor can find a lesson in the situation.

The question of tonnage is one that is on the minds of many who would do business overseas, for there is no surplus available at the present time, and some orders have been delayed, due to lack of space. For this reason the announcement was recently made that the Canada Steamship Lines have made a start in connection with the trans-Atlantic freight service that was mentioned some months ago, by an affiliation with La Compagnie Generale Trans-Atlantique for a service between Montreal and Havre and other French ports once a week. This company is generally known as the "French" Line, and has a large connection with European ports. It is proposed at the outset to form a subsidiary company, combining the service of the French Line and the Canada Steamship Lines and put on six vessels for a weekly service between Montreal and Havre, the boats running from 8,000 to 10,000 tons dead weight. It is thought that a start will be made about June and during the summer the ships will run direct from Montreal to the French port.

The idea of those behind this enterprise will be to develop the export of Canadian materials from raw to manufactured goods, and that a large number of goods from France will come back in return. It is felt that during the reconstruction period direct service between Canada and France will stimulate trade in various lines that will be required during this period, while gradually building up a permanent line of export.

It might be well just here to quote Lloyd Harris, chairman of the Canadian Trade Commission in London, who in speaking at Leeds recently, said that the aim of the Commission was to create a larger interflow between all parts of the Empire. Canada must no longer be thought of simply in terms of prairies, but in terms of factories. The economic effect of the war had been to change

(Continued on page 117)



Not an uncommon sight in any one of C anada's growing shipyards.



Handling Export Business in Paint



Will Not Come to Manufacturer Without Effort on His Part—Often Necessary to Establish Foreign Factory—Dyes One Line on Which Enemy Has Lost Out

Based on an interview with W. S. FALLIS, Managing Director, Sherwin-Williams Co. of Canada, Ltd.

TIME was when the buyer went to market. He had to. To-day he does not follow this custom, not extensively, at any rate. Therefore the seller must go to the buyer, and he must do so with a will.

In referring to the expansion made by the company of which he is the Managing-Director for Canada, Mr. Fallis pointed out to the Montreal editor of HARDWARE AND METAL, that it had been deemed necessary to establish complete factories abroad. This was the case with their activities in Great Britain, as well as in Australia, and in making decisions of this nature, the whole problem of how to best serve the field it was desired to develop, had to be fully considered. For instance, the methods of the people whose business it was desired to secure, their wishes and their tendencies had to be considered. Not only so, but it might be that existing methods would need to be continued for the time being, even though these did not conform to the established policies or definite wishes of the firm in question. It was a case of good common sense to respect the peculiarities of the prospective buyer, even though it were decided to make a change of policy later. This was better to come about in a gradual manner, rather than in a precipitate fashion.

Using Old Connection

Mr. Fallis referred to the plan that had been followed in England. There, an established and going concern was purchased, and a business built upon the foundation that already existed. True, the plant and general lay-out was not ideal, as viewed from the standpoint of the company with regard to the Canadian and American plants. British policy and taste had to be considered. Many old traditions were in effect that had to be respected. Sales plans had to be considered. It was quite out of the question to make very drastic changes, much as these might be held before the management as ideal. In other words, it was essential to treat the future customer with a sufficient amount of deference. In the case of this company, at least, the plan has worked out well, and changes have been gradually made, so that now, prepared paint sells very extensively in England—to a far greater extent than it did some years ago. Time has worked wondrous change, indeed.

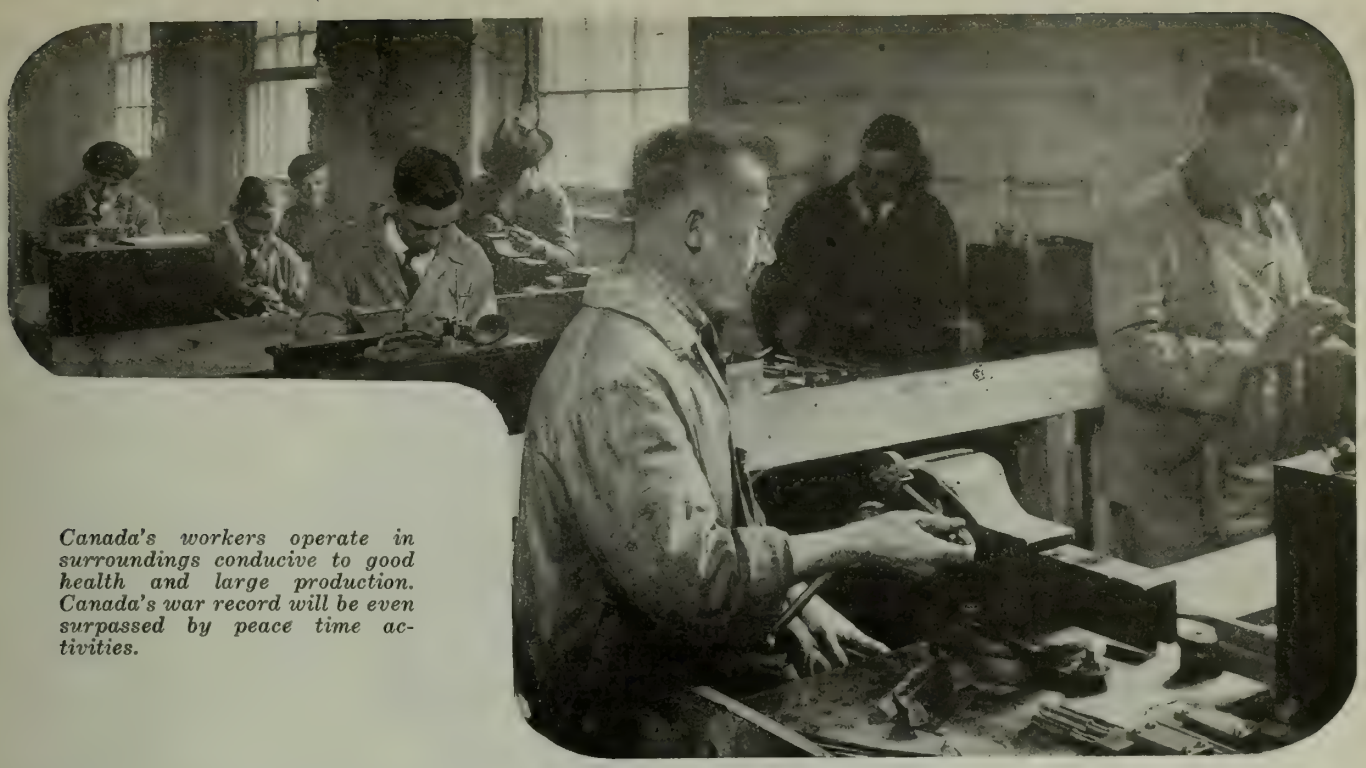
In addition to other plans adopted, the selling end had to be given very careful thought, and salesmen who knew, not the territory only, but the clients it was desired to reach, their tastes and tendencies, were employed to create goodwill and secure actual business.

Unsettled Conditions

Touching more closely upon the immediate prospect for the Canadian manufacturer abroad, Mr. Fallis referred to the unusual and abnormal conditions now existing. There had been, he said, quite a movement in linseed oil. "We have shipped quantities of this to



Canada is becoming a bigger factor in shipping. A merchant marine is on the way which will provide space for Canada's Exports.



Canada's workers operate in surroundings conducive to good health and large production. Canada's war record will be even surpassed by peace time activities.

United States centres," said Mr. Fallis, "and we have also shipped to England. England, again, has shipped to Canada, and we are just informed that 200,000 barrels of linseed oil are being released by the British authorities to relieve the scarcity in Germany."

This goes to show quite conclusively that conditions relative to export are in no way clearly defined. They are not definite. It is difficult to size up a given situation, and in the absence of a defined definite market abroad, the manufacturer who has not established connections abroad would be inclined to hesitate.

This much should not be forgotten by the manufacturer. There has always existed demand for goods of various manufacture, in other countries, and the only way in which the situation can be understood, if export is desired, is to secure first-hand information by making a survey of the foreign markets one would serve.

What Germany Lost

"There is one line of business that has been developed to a very extensive degree, and so much so that Germany will never get her trade in it back again, and this is in dyes. We have, ourselves, over $3,000,000 invested in this industry alone, in our plants on this continent, and there is a very large business. This trade has been secured and the dyes are very satisfactory. It is one of the big industries to-day." Other large firms are also turning out big quantities of dyes.

The dye business was developed as a result of the desperate needs of the trade for these goods, shut out after the nations had become engaged in deadly combat. It illustrates most clearly, how resourcefulness comes to the aid of those who face the most serious and impossible situations with a determination to master them and solve them. It is a case in point which bears effectively upon the contention borne out above, that the manufacturer must be aggressive.

Intensify Home Effort

Desirable as the development of an export trade may be, Mr. Fallis is an enthusiastic supporter of greater industrial expansion at home. He believes that industry can be made the stronger in Canada if there is a wide support, by the people, of their own industries. In speaking of this great development, he referred to the neighboring republic of the United States, which has so developed industry at home, that prosperity has grown apace to a marvellous extent. And, if the development at home is large, it will make the development abroad the more possible in a big way.

Particularly, should the rural population seek Canadian-made goods to a greater extent than formerly. A better understanding and greater co-operation from this element, in the purchase and use of Canadian products, would be a desirable thing indeed.

Just what the future status of Canada is, as an export nation, Mr. Fallis thinks will manifest itself in time. It is probable that those lines which she is particularly in a position to supply to best advantage, and those which are naturally hers, will meet with early and increasing favor. Development in lines that are really free to the world, will have to come through regular channels of competition. Labor, being high the world over, it is possible that Canadian manufacturers can at least make a strong bid for a large trade abroad.

CANADA FACTOR AS EXPORT NATION

Continued from page 115

Canada within four years from a primarily agricultural to a predominantly industrial country. In the year ending March, 1914, the value of exported manufactures was $57,000,000, against agricultural exports valued at $198,000,000. In the year ending March, 1918, the value of exported manufactures was $636,000,000, against the value of exported agricultural products of $567,000,000.

With one-thirteenth of the population of the United States, the value of the exports of Canada has been one-sixth as great as those from the United States during the last two years, in spite of the heavy drain upon the man power of the country. In the year ending March, 1918, export of the United States was per head of the population, $56.75, against the same item for Canada of $140.25.

This, it may be said, was largely due to munition business. Granted even that it was, the record is an excellent one. Canadian manufacturers who have been so aggressive and built up large plants to handle this business will show peace time foresight, and go after the export trade aggressively. Canada is in a very favorable position to handle export business; give her representatives a hearing.

Canada Must Show World Her Wares

Great Opportunities Before Manufacturers if Embraced Now—Buyers Will Not Come to Market—Representation and Samples Needed—Outlook Encouraging

THAT Canada has an opportunity of entering the markets of the world with her products, and of landing a large amount of business, is the opinion of W. E. Duncan, president of the Export Association of Canada, Limited, Montreal. "But she must speed up," declared Mr. Duncan to HARDWARE & METAL. The business will not come to Canada,—Canadian manufacturers must go after it, and they must do so without delay.

Asked as to whether Canadian steel products could be sold abroad on a competitive basis, and if she could hope to attain, and then retain any trade connections that were made, Mr. Duncan was equally definite as to the favorable outlook. "Unquestionably," he said, "she will be able to send her steel and iron products abroad, and to sell them in competition with other manufacturers."

Must Develop Action

Canadian manufacturers must be alive to the opportunity that awaits them, Mr. Duncan said. It is very certain that the buyers abroad will not come to Canada and ask for a given product. It is a matter of placing a cut-and-dried, definite business proposition before the prospective buyer. In other words, it is necessary to say,—"Here's my sample, it is worth so much, how many do you want?" With this, the necessity of being able to deliver is indispensable, and particularly at the present time.

Mr. Duncan pointed out that cables were received every day, asking for definite offers. Some wanted samples. There was a very marked interest abroad, and enquiries coming to hand were for many varied products, the prospective buyer wanting definite data as to price, quantity, etc. The need of the hour, if export business was to be secured in a large way, was that of being right on the spot with the order book, and in a position to deliver without delay.

Samples to be Sent

Those countries which developed a large foreign trade until the outbreak of the war, Mr. Duncan said, had been very attentive to the foreign trade. They had collated a great deal of information in catalog form. This was carefully compiled, and a large amount of information was to be found within the covers of this book. It was a most complete compendium of information, giving, as it did, a very comprehensive list and description of goods made in the country from which it came. Everything from "fish hooks" to "white elephant skins" was catalogued. But this was not all. Thousands of samples were available for the examination of the buyer, and he was enabled to select what he wanted, place his order forthwith, (for there was an agent to take it), and in this way the export of the country wishing to do business abroad, increased in large volume.

Some such plan as this must be followed by the Canadian manufacturer. "He must realize," said Mr. Duncan, "that the buyer in England, in Italy or in France, knows nothing about him. It would seem, sometimes, that the manufacturer here overlooks that fact. He must speed up and go right after this business."

Outlook Promising

Indications are not lacking that there is a big development ahead in the way of export trade for Canadian manufacturers, said Mr. Duncan. Already a great deal of business has been placed with various makers in this country, and it is unquestionable that more business will come.

"But what of the future?" HARDWARE AND METAL asked. "Canada should be able to compete with other countries in the sale of manufactured goods, but she will have to do so by speeding up production. She also may have to be satisfied with a closer margin of profit," said Mr. Duncan.

Not only were enquiries coming to hand for many kinds of goods, but actual orders were received. Only Canadian-made products were considered by the Association, and it was the intention to develop business with this end in view.

In speaking of the cost of production, Mr. Duncan referred to the present high wages paid to labor. "But I am well aware that wages are also higher abroad," he continued, "and Canada need not fear because she has to pay high wages. Other countries have the same problem, and this outlay need not discourage the manufacturer."

An Important Point

Referring again to the sending of samples abroad, to be shown by agents to the prospective buyer, Mr. Duncan stated that a great deal of real carelessness was exhibited. He mentioned a case in point.

"One enquiry was made for samples of a certain kind of small nails. A few packages of these were sent forward to England. When they arrived in London the packages were only about half filled, and there were only a few of them. With twelve or fifteen wishing to see these, there were not enough to go around, and then there were none left to show other buyers." It was essential that a generous supply of samples be sent forward, and not a paltry handful.

Given the attention it merits, Mr. Duncan is most enthusiastic regarding the prospect for sales development abroad.

Many Opportunities to Sell Canadian Woodenware Reported

WRITING from London, England, in connection with the demand for Canadian woodenware and wooden goods generally, Harrison Watson, Chief Canadian Trade Commissioner, says:

"The chief articles required include handles of all kinds—broom, tool, implement, etc.—dowels, washboards, domestic and kitchen woodenware of all kinds, and small turned goods.

"While in the past Canada has occasionally sent consignments of some of these goods to Great Britain, prices obtainable here were often unattractive in comparison with those procurable in the home market, and another obstacle in the way of profitable trade is that, whereas factories in competitive countries, equipped with automatic or other perfected machinery, run upon a single article, or size of article, for a number of days, and thus are able to turn them out with the lowest possible cost of production, the majority of the Canadian factories make a large variety of articles in small quantities, which obviously increases the cost of same.

"For over two years the importation of almost every kind of manufacture of wood has been prohibited into the United Kingdom, and although some small production of certain lines has been carried on here, the quantities were quite insufficient to meet the requirements of the country, and at the time when hostilities ceased the country was practically bare of stocks, and prices had risen to an extraordinary level.

"With the withdrawal of the import restrictions in favor of Canada a few weeks ago, a unique opportunity has been created for Canada, because it is now impossible to import supplies of wooden goods from countries outside of the British Empire, and this office has for the past few weeks been receiving a constant stream of enquiries from firms of all kinds as to the possibilities of their being able to purchase from Canadian manufacturers almost every kind of wooden goods which were formerly bought from foreign countries."



Canadian Pioneers In The Metal Business

We have a Dominion-wide reputation for high grade metals. Harris Heavy Pressure maintains its SUPREMACY and for 30 years the Canadian trade has acknowledged the fact that this Babbitt Metal is without an equal.

For all General Machinery Bearings sell

HARRIS HEAVY PRESSURE

For High Speed and Extraordinary Hard Work sell

IMPERIAL GENUINE BABBITT METAL

The Highest Grade Manufactured.

We solicit export business and are especially equipped to supply **everything in Metals.**

Write to-day for our free catalogue.

THE CANADA METAL COMPANY

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CANADA
FOUNDRIES & FORGINGS
LIMITED

The World is Full of Nuts



22½° Engineers' Model.



150° Jiffy Model.

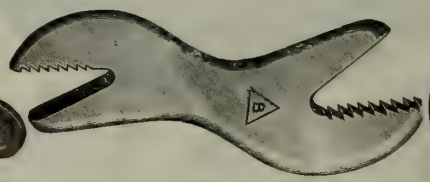


Crescent Model.

Every Nut Needs a Wrench



Adjustable "S"



Ever Ready.



Bull Dog.

Endurance Tools Never Wear Out



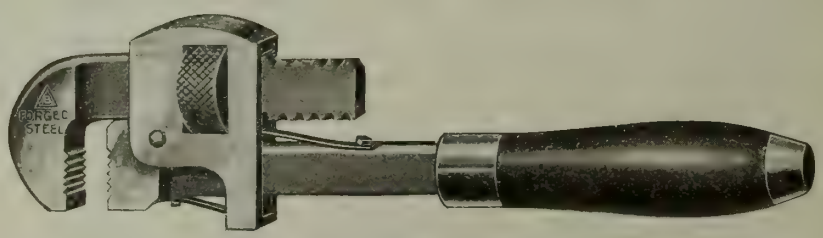
Forged Steel.



Forged Steel.



Forged Steel.



Stilson Model. All Sizes.

This distinctive Canadian Product expresses the highest development of The Craft of the Hammersmith.

Canada Foundries & Forgings Ltd.
BROCKVILLE, CANADA

CANADA
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Red Wing Pumps

Semi-Rotary Double Acting

MADE IN CANADA



Fig. 120

This type of pump, formerly imported from Germany, but now made by us, is well known to the trade, and its efficiency as a practical and easy-working *lift* and *force* pump has been fully recognized. It is finely finished in the interior and absolutely air-tight. The lever is vertical and worked in that position. Exceedingly convenient for attaching to wall. Brass valves. Fitted for iron pipe. Painted red. *Complete stock of all sizes on hand for immediate shipment.*

We guarantee the working of every Rotary Pump of our manufacture.

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Better Than Zinc, Glass or Wood

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Eddy's Indurated Fibreware is extremely durable, very light weight, yet possessing extra strength. Will outlast both metal and wood products.

We make a wide range of **Indurated Fibreware** Products at prices within the reach of every customer.

Sell Eddy's "Silent 5's," the better matches. Their present state of perfection is the result of years of successful manufacturing. "Canada's Best" matches have always been the general favorites.

Write us to-day for prices and particulars of these [illegible] lines.

E. B. EDDY COMPANY, LIMITED

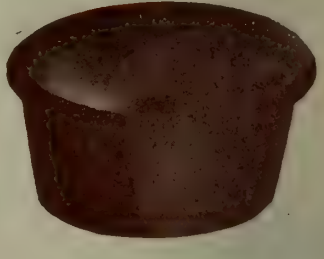
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Cuspidor 2 Sizes

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Makers of Wallhangings

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Los papeles decorativos BOXER tienen caracter e individualidad distintiva proprios y son de rendimiento seguro para los comerciantes de la America latina.

Estos papeles forman muchos conjuntos nuevos atractivos y alegres; despiertan fuertemente el deseo de usar papeles de buen gusto y de primera calidad. Las existancias BOXER se venden con facilidad.

Los articulos BOXER son fabricados en el Canada. El material de que se hallan fabricados nuestros papeles es mas fuerte que el empleado por los fabricantes de otros paises, cuyos productos se venden a los mismos precios.

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Export to Great Britain Australia, New Zealand, South Africa, South America

Dixon Safetee Lamp

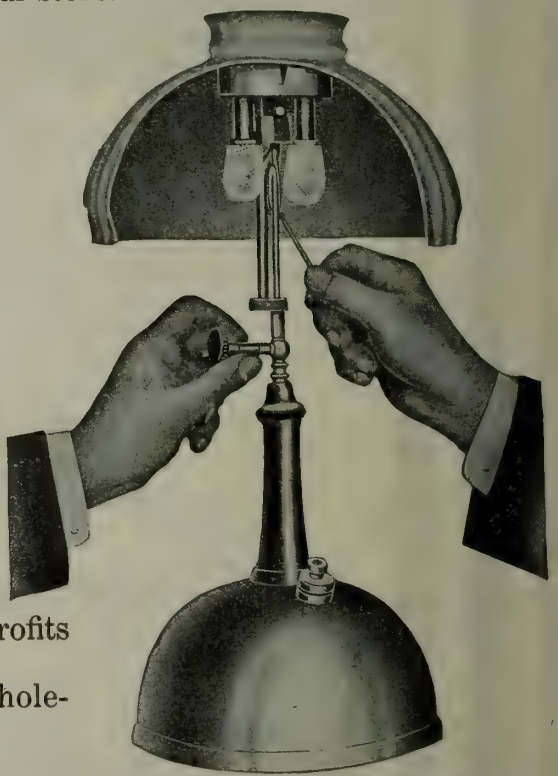


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THE extraordinary improved illumination possible with the **Dixon Safetee Lamp** is a great factor in making sales. Gives 300 Candle Power and is absolutely safe under any and all conditions.

No Alcohol Torch Needed. Lights with Ordinary Matches. Operates for less than one cent per hour. A splendid seller in rural districts where electricity or gas is not available.

Show one operating in your store. It will sell itself. Write us for prices.



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Order through any of the following wholesalers:

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H. S. Howland & Sons, Toronto, Ont.
James Wilkins Co., Toronto, Ont.
Thomas Wilkins Co., Toronto, Ont.
G. Norman Clark Co., Montreal, Que.
Brace, McKay & Co., Summerside, P.E.I.
Stedman Bros., Ltd., Brantford, Ont.
Hobbs Hardware Co., London, Ont.
Walter Woods & Co., Winnipeg, Man.
Miller-Morse Hardware Co., Winnipeg, Man.
Wood, Vallance, Ltd., Winnipeg, Man.
Merrick Anderson Co., Ltd., Winnipeg, Man.
Marshall Wells Hdwe. Co., Ltd., Winnipeg, Man.
Wood, Vallance & Adams, Ltd., Calgary, Alta.
J. H. Ashdown Hdwe. Co., Ltd., Calgary, Alta.
Revillon Wholesale, Ltd., Edmonton, Alta.
Canadian Lighting Co., Edmonton, Alta.
Marshall Wells Hdwe. Co., Ltd., Edmonton, Alta.
J. H. Ashdown Hdwe. Co., Ltd., Saskatoon, Sask.
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Start a Gun Club in Your Town
It's the biggest business-building asset there is in the ammunition line. Capitalize it — make it pay you profits through your sales of ammunition.
Trap shooting is popular. Gun clubs are being organized everywhere. Get yours started and boost your arms and ammunition business. It's an all-year-round sport that means all-year-round sales of ammunition. There is no closed season on clay pigeons.
Write us for booklets on how to organize a gun club in your town—for prices on traps, targets, trap loads, etc.
A Dominion Hand Trap
makes trap shooting possible anywhere at any time. Write to-day for prices on this popular sporting accessory.
Dominion Cartridge Co., Limited
120 James Street
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12 GAUGE
12 GAUGE
Loaded with Double Chilled Shot
IMPROVED
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12 GAUGE
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Meakins' Brushes

The name of "Meakins" on a brush is the stamp of quality, service and style. The Meakins' line embraces a varied selection of brushes to choose from.

Dealers are making splendid profits selling them. Why not you? Write to-day for the Meakins' catalogue and colored illustrating plates.

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Butterfield Dealers are making good profits. How about you?

A postal will bring you the Butterfield catalogue.





Butterfield & Co., Inc.

Rock Island

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Which Do *You* Sell?

The only question is one of choice; you can sell any one of them loaded with Infallible. Any one of these fourteen standard brands of shells is the best to the man who is accustomed to use it—when it is loaded with Hercules Smokeless Shotgun Powder.

Let your customer pick his favorite—loaded with Infallible—and he will have a combination that is hard to equal at the traps or in the field.

HERCULES
Smokeless Shotgun
POWDERS
INFALLIBLE *"E.C."*

is always the same. It always gives the same even patterns and high velocity with light recoil, always burns free and clean and always acts the same under any weather conditions.

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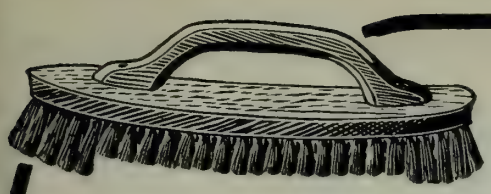
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—and "Better Brushes"

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Manufactured in one of the largest Brush Factories in the World, with machinery made especially for the work on the premises.

Simms' Brushes enjoy a good trade throughout the world. In France, England, Australia, West Indies, Newfoundland, South America, South Africa — where Better Brushes are needed, there you will find people asking for Simms'—the good Canadian Brushes.

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Write for prices and information.

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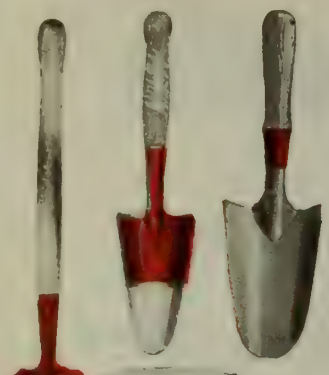
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Made in Canada by Canadians.

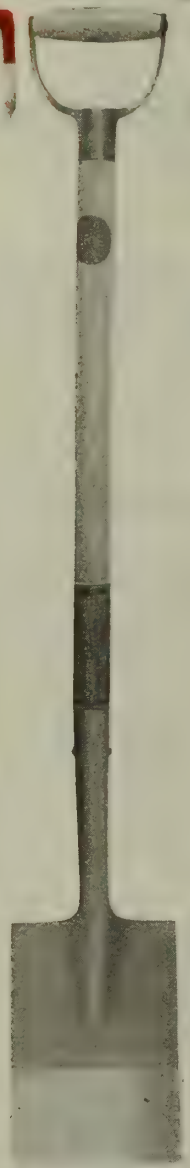
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Various Patterns Garden Trowels, Flat Tine and Twisted Tine Garden Forks, made in different length handles.



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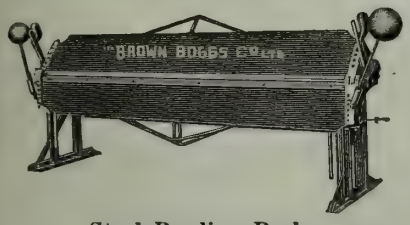


No. 55—Automobile Spade



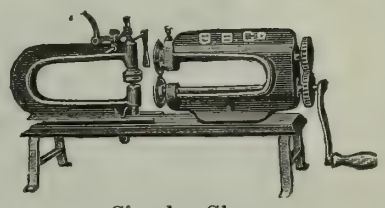


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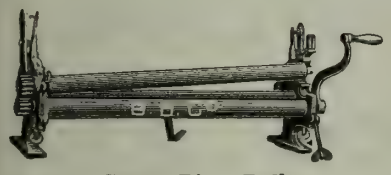


Steel Bending Brake

Tinsmiths' Tools



Circular Shear


Stove Pipe Rolls

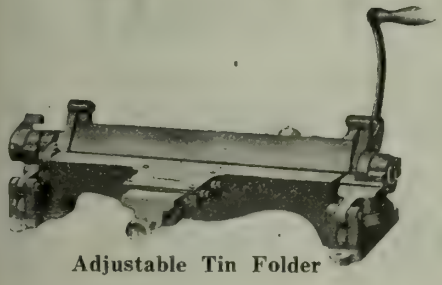
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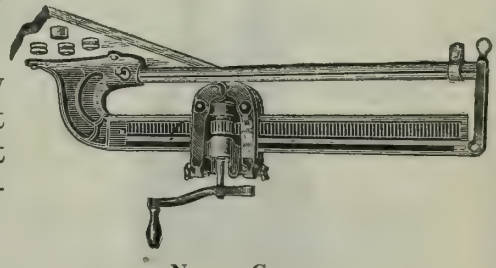
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Stove Pipe Folder


Adjustable Tin Folder


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Manufacturers of a full line of sheet metal working tools, including Presses, Drop Hammers, Shears of all kinds, Bending Rolls, etc.

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660 Watts **HEMCO TU-LITE** 250 Volts

An appliance which when attached to an ordinary socket in the same manner as a bulb, makes an additional socket to which can be attached an electric iron, toaster, etc.

Get our quantity prices for export only.



HEMCO WEATHER-PROOF SOCKET

FOR USE IN MINES, BOWLING GREENS OR ANYWHERE A WEATHERPROOF CONNECTION IS REQUIRED.

Address foreign correspondence to A. M. Orpen, Toronto, Ont., Canada

HESSCO ELECTRIC MFG. COMPANY

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"Save the surface and you save all" Paint & Varnish



Quebec Bridge, completed 1917

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FROM EVERY INCLEMENT WEATHER CONDITION.

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Two years ago, after the most exhaustive tests had been made which were spread over a period of four years, the board of engineers finally selected

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ESTABLISHED 1858

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We manufacture cans for every purpose. Write us your needs. Service and quality guaranteed the best.

MEATS VEGETABLES
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STANDARD PACKER CANS WITH SOLDER-HEMMED CAPS

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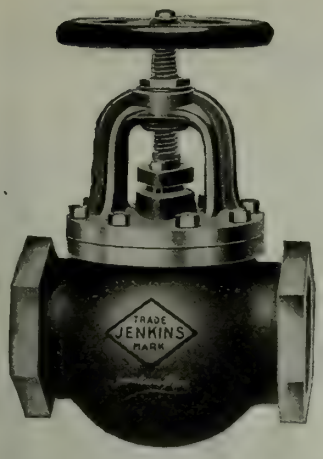


FIG. 141
JENKINS BROS.
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For use under steam service there are no valves quite as satisfactory as

JENKINS BROS.

Globe and Angle Valves
Fitted with Jenkins' No. 119 Discs

The composition of the disc is very hard, but becomes tough and flexible in service when under steam pressure.

It shows remarkable freedom from cracking and flaking and unrivalled durability in working steam pressures up to 150 pounds.

Write for Catalogue No. 8

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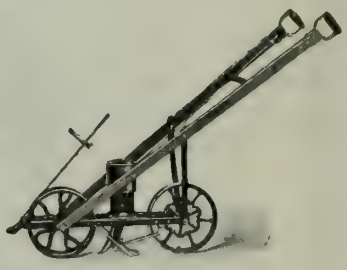


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"Quality and Service" Our Motto



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Seeders, Cultivators, Sprayers, Wheelbarrows, Corn Planters, Combination Anvils, etc.

The rush season is here for these goods.
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"UNIMECO" BRAND

Wrought Washers

Round and Square, Plain and Galvanized

Annealed Rivet Burrs

We are specialists in the manufacture of **Wrought Washers** of every description—round and square, in plain and galvanized. We have a modern and up-to-date plant especially equipped to handle a large volume of domestic and export business. The name—

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stands for real value, superior quality and unusual finish in washers and rivet burrs.

Enquiries solicited.

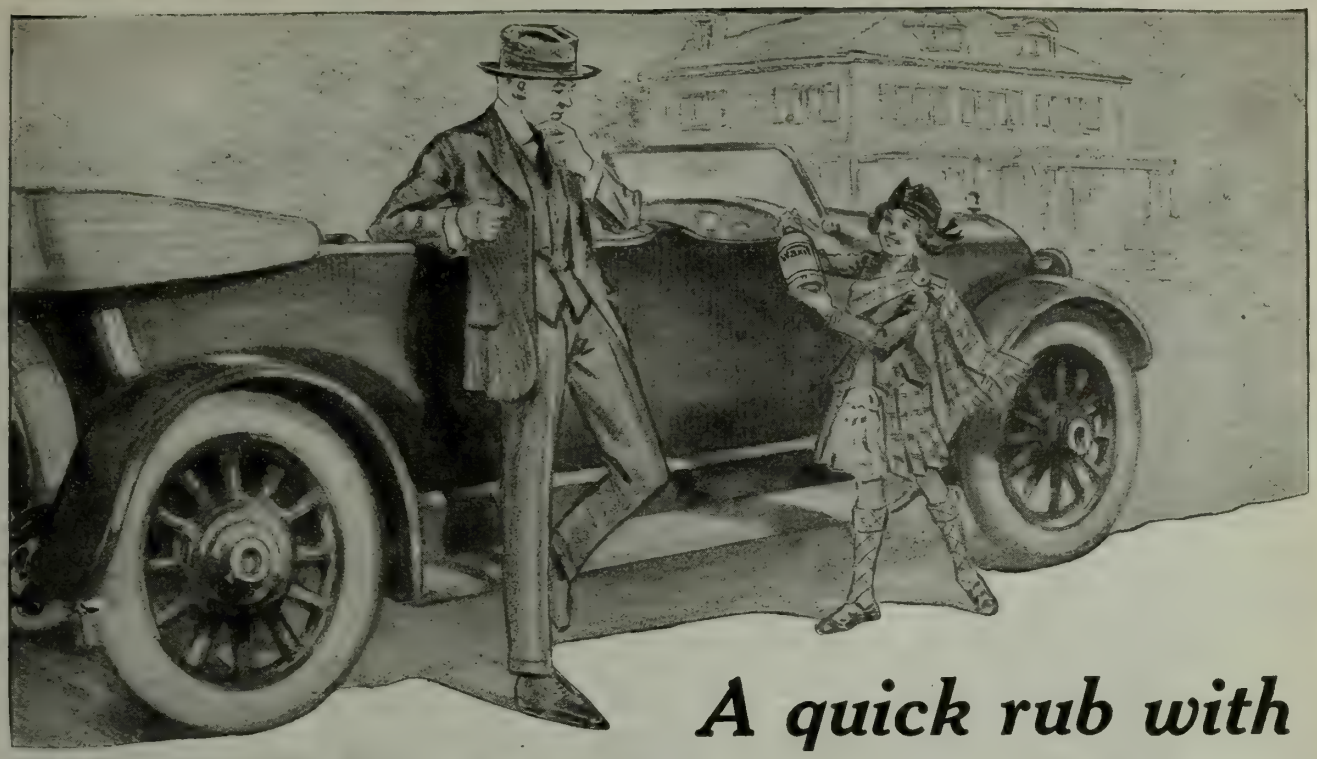
Prompt shipment assured.

The Union Iron & Metal Co.

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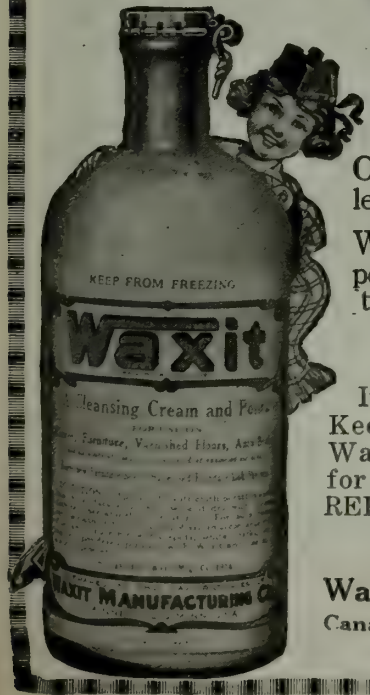
A quick rub with Waxit will make it shine like a mirror

Every car owner has been in a predicament just like this man. Almost time to take the car out. He wanted to make a good impression. And he didn't know the car needed a polish quite so badly. Waxit saved the day for him. It will save the day for you too, time and time again.

The Perfect Polish

Waxit

Fine for leather fabric tops and upholstery, too.



You have no idea how quickly the dirt and streaks will come off and how quickly a brilliant polish will take its place by using Waxit. Just moisten a cheese cloth and apply lightly.

One application cleans and polishes. No odor. No hard rubbing. Waxit leaves a dry surface that does not catch dust like oily or greasy surfaces.

Waxit benefits the finish. It's used by the most particular people for their mahogany furniture and pianos. Used on your car it will prevent checking and keep the varnish live and elastic.

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BECAUSE CAR OWNERS FEEL SAFE IN USING IT

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Kindly send me full-sized bottle of Waxit and your dealers' proposition.

Name .....
Address .....
City .....
State .....

NUMBER ONE



IN 1896, Wilbur Wright and Orville Wright of Dayton, Ohio, decided to abandon several small business enterprises in which they were interested and concentrate their entire force and inventive genius on the perfection of a flying machine. Up to the time they entered the field no one had ever studied the subject with such scientific skill or such undaunted courage.

The Wright Brothers were masters in all their work. After years of concentration they gave to humanity a gift which ranks in importance with the noblest achievements the world has ever known.

The secret of Wright Brothers' success was

CONCENTRATION

The same principle of concentration, which enabled the Wright Brothers to perfect their Airplane, has enabled us to create the Victor Hack Saw Blade—which is recognized everywhere as the last word in Hack Saw Economy.

For twelve years we have focused all our force on the perfection of this one tool—the Victor Hack Saw. We have centered our powers on making exhaustive experiments and on the development of new processes.

Logic told us that by concentrating all our energies on one tool, we were more likely to produce a Hack Saw Blade which would excel all others, than if we tried to perfect a dozen or a hundred different tools.

As a result of this concentration, we have created the most enduring and efficient Hack Saw Blade known to science. There is nothing vague about the economy of the Victor Hack Saw Blade. It has been proven.

VICTOR SAW WORKS, Ltd.
HAMILTON, CANADA

VICTOR





Ask, To-Day, For Your Copy of "Keeping Down The Upkeep"

You cannot afford to be without the information and merchandise described in this interesting book. It will enable you to better serve your motor customers' needs.

DUTCH BRAND PRODUCTS

are worthy a prominent place in your accessory department. Make them the foundation of your accessory sales. They will amply repay you in splendid profits and increased business.

There's a Dutch Brand Product for the upkeep of bicycles and motorcycles as well as automobiles.

Leaders in the line are DUTCH BRAND Auto and Cycle Patching Cement—2-in-1 Tread Filler, Rubber Seal, Vulcanizing Cement, Radiator Seal, Carbo-Cide, Valve Grinding Compound, Gasket Shellac, Varni-Brite, Tire Talc, Friction Tape, Tire Fluid, Graphites, etc.

Dealers: Write to-day for our book—it will interest you. It's necessary to your business.

Jobbers: Write for our proposition to-day. It is a matter of importance to you.

VAN CLEEF BROS.

Manufacturers Dutch Brand Rubber Cements and Auto Chemical Specialties

7701-7711 Woodlawn Ave., Chicago

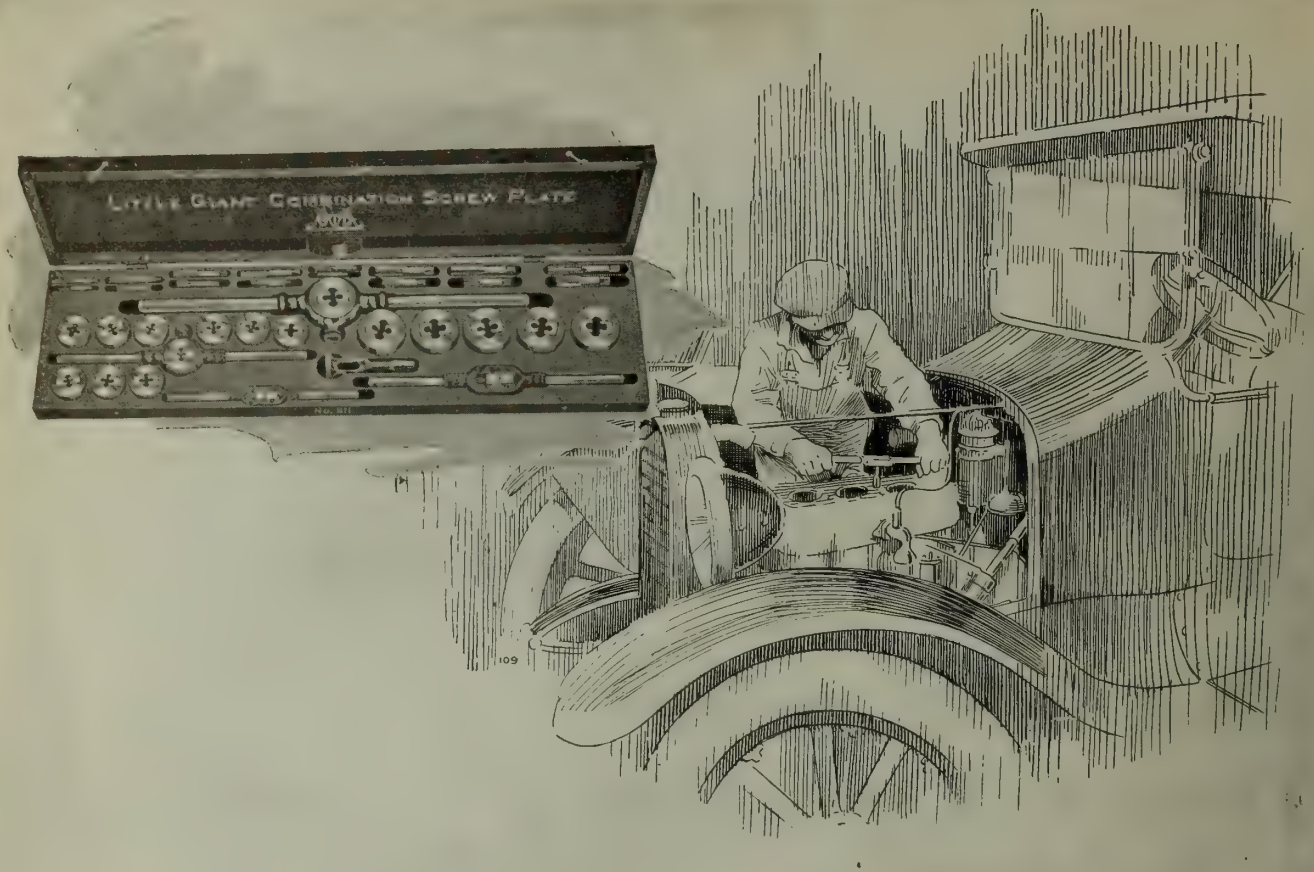




2 in 1 Tread Filler is the simplest means of quickly repairing cuts in casings. It prevents small cuts from growing larger and thus save tires from going to the junk pile. Our attractive, colored display case on your counter will make many sales.



Dutch Brand Radiator Seal for repairing leaking radiators instantly without damage to cooling system or engine. Always a rapid seller. A trial order, including our colored display stand, will convince you.



Anticipate your sales!

Stock Little Giant Screw Plates!

Little Giant Combination Screw Plates, cutting a variety of sizes in both U. S. and S. A. E. standard threads, are particulary good sellers to the garage and auto repair trade.

With one of these threading assortments at hand the repairman can make new threaded parts quickly and accurately without waiting for parts from the factory.

Our Screw Plates are made in over a hundred assortments, for every need. Select your stock from new No. 40 Small Tool Catalog.

A Post Card Brings It

GTD
PRODUCTS
Taps and Dies
Screw Plates
Reamers
Gages
Pipe Tools
Opening Die Heads
Machine Tools
Threading Machines
Lathes & Screw Machines
Grinding Machines
Cutting Off Machines
Saw Sharpeners
GTD

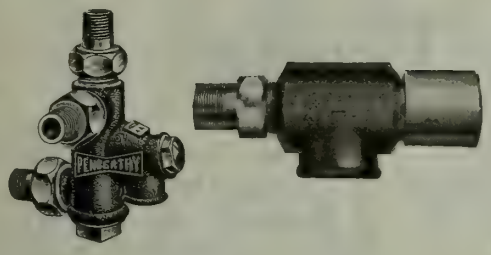
GTD

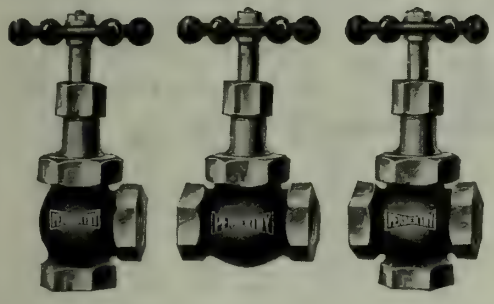
WELLS BROTHERS COMPANY

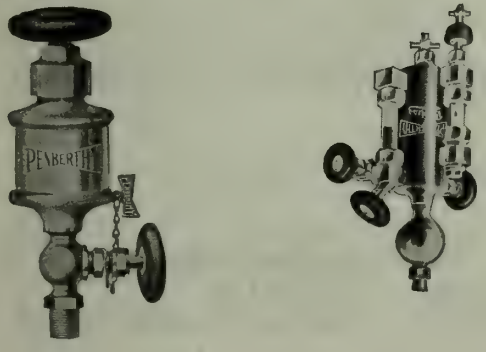
OF CANADA, LIMITED

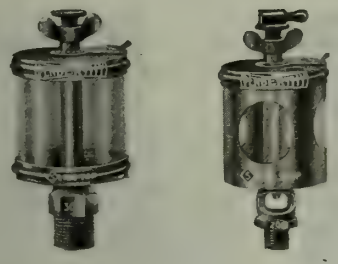
GALT - ONTARIO

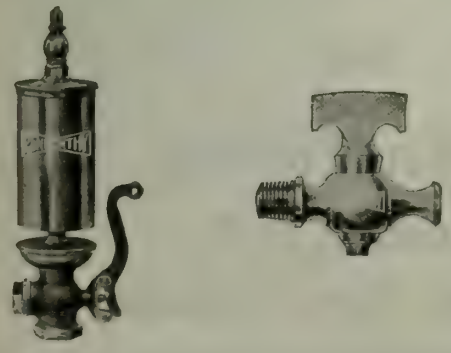
CANADIAN PLANT OF THE GREENFIELD TAP AND DIE CORPORATION











TRADE PENBERTHY MARK

THIS IS THE NAME

To Specify

For Steam Specialties

Such as:

Injectors
Ejectors
Cellar Drainers

BRASS VALVES { **Globes, Angles, Gates, Checks,** in both **Compodisk and Regrinding**

Sight Feed Lubricators,
Plain Engine Lubricators,
Oil Cups,
Grease Cups,
Steam Whistles,
Air Cocks,
Cylinder Cocks,
Etc.

Penberthy Brass Goods are sold in all parts of the British Empire and our increasing sales proves without a doubt that the goods are giving the best of service and satisfaction.

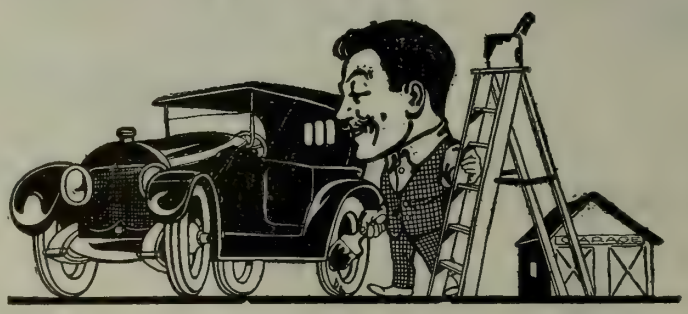
Write for Free Copy of our General Catalog.

Penberthy Injector Co., Limited

WINDSOR, ONT.

To The Automobile Accessory and Hardware Trade

Write to-day for Catalogue and Jobbing Discount.



Our factory at Fort Erie, Ont., directly across the river from Buffalo, allows us to ship these products Duty Paid to you, at prices prevailing in the U.S.

Here is a line of Auto Top Dressings, Lining Dyes, Repair and Refinish Products that will build trade.

LISTEN

We offer you a top dressing, the base of which is a Para Rubber Gum—not an asphaltum paint which stiffens and hardens the top.

It leaves the fabric soft and pliable, no cracking of the material when the top is let down. It waterproofs and re-rubberizes.

The ever-increasing use of the automobile means a larger field each year for these products.

Mohair Top Dressing
Bright and Dull Top Dressings
Black and Drab Lining Dyes
Upholstery Dressings
Engine and Fender Enamels
Stay-On Auto Top Patches
Radiator Cements
Auto Polish
Celluloid Window Cement









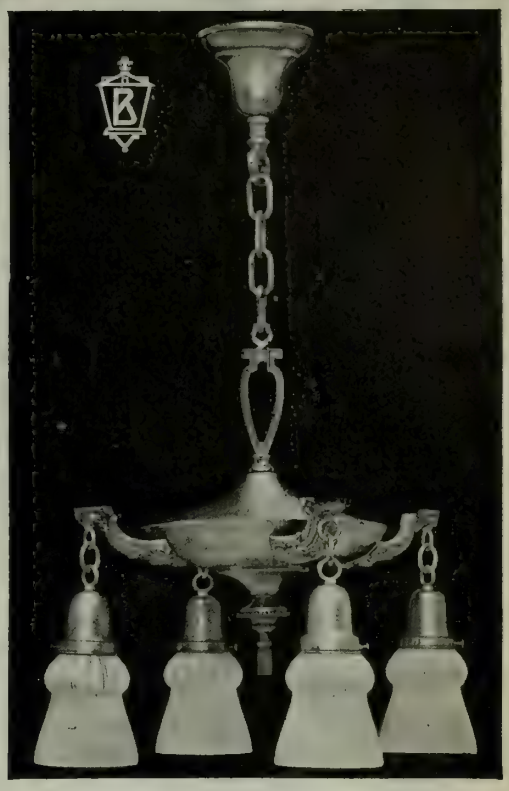
Manufactured only by the

Auto Specialties Manufacturing Co.

Main Office: 40 Elm St., Buffalo, N.Y.

Factories: Buffalo, N.Y. Fort Erie, Canada

BANFIELD LIGHTING FIXTURES



Your Customers Want These Fixtures

Banfield Fixtures are a medium-grade line which have the artistic appearance of much more costly goods.
It is the line that has the popular appeal among working and middle-class people who want attractive dependable lighting fixtures at moderate prices.

DEALERS: You Want These Profits

Banfield Lighting Fixtures offer to Canadian Dealers a complete range of Electric Lighting Fixtures selling at prices that appeal to the vast majority of your customers. This means that Banfield Fixtures "turn over" quicker than any other quality grade you can sell. Our discounts allow our dealers to fix a selling price that gives a good substantial profit.

We Want Your Business



We carry a big stock ready for immediate shipment to our dealers at all times. This absolutely guarantees you against loss through shipping delays. All fixtures are individually boxed, which makes them easy to handle, neat for stocking, as well as securely preserving the finish.

Get Our Handy New Pocket-Size Catalog

and find out about this popular line. It shows the range of designs and gives complete information about each fixture. It will be sent free to you at once.

Write for it to-day, so you can cash in on the big demand occasioned by the building activity now going on in every part of the country.

W. H. Banfield & Sons, Limited

Showrooms—80 King St. West

Head Office and Works: 370-386 Pape Ave., TORONTO

Genco RAZORS

Trade Mark, Reg. U. S. Pat. Off.



Every barber uses a blade such as all GENCO Razors have. Barbers have never found any better blade for shaving purposes. If they should find a better one, naturally they'll use it.

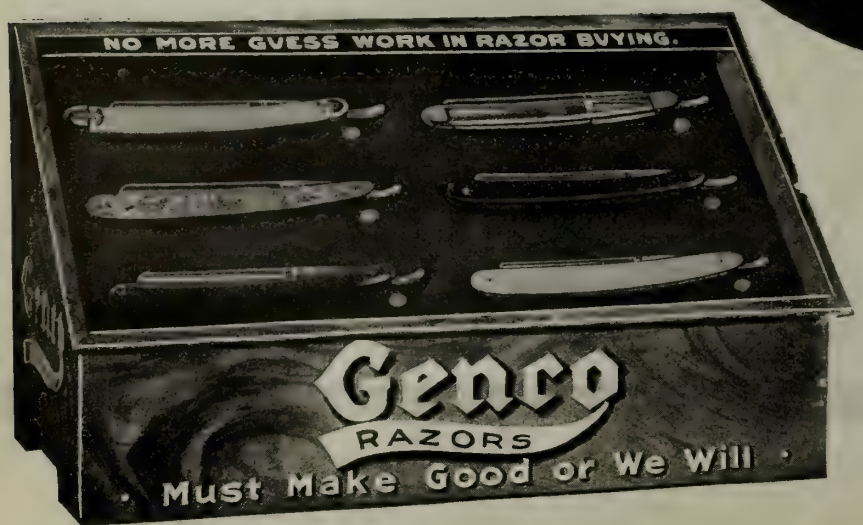
GENCO Razors all have professional blades. The Safege is a professional razor with a guard. That guard, flipped back, enables you to strop a perfect edge as often as required.

Our national advertising says, "*Anybody* can strop *a GENCO* Razor, because it is scientifically designed to strop."

Have GENCO Razors on sale and take your profits from our advertising.

Geneva Cutlery Corporation
159 Gates Avenue Geneva, N. Y.

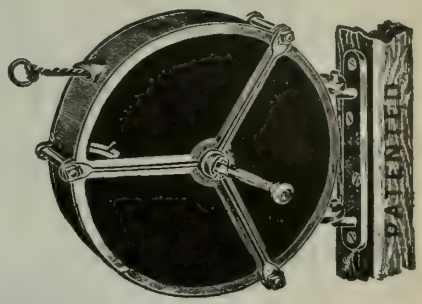
Largest Exclusive Manufacturers of High-Grade Razors in the World



You can have the help of this handsome GENCO Display Cabinet FREE. This talking combination of glass and walnut finish metal will say, "Razors," to passing customers, get their interest and save a whole lot of sales-talk. Get it with your first order of GENCO Razors.

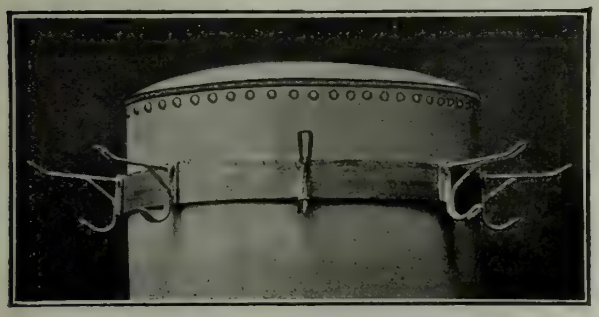
GOODS THAT SELL!

Our steadily increasing sales and expansion of our business is evident proof of the saleable qualities of the goods here illustrated. You too can add to your volume of sales by selling them. May we send you our new price list and circulars? A postal will bring you full information.



Self-Winding Clothes Line

Eliminates the usual unsightly clothes reel and ropes stretched across the back yard. Contains 110 ft. of high grade rope that winds up into the case, out of the way when not in use. A child can operate the **Self-winding Clothes Line.**



Family Clothes Drier

The drying of children's clothes is always a problem with the housewife. Advise her to put two of these fixtures on the hot water tank and solve the problem. One at the top and one half-way down. Hooks are adjustable to any position. **Easy to apply.**

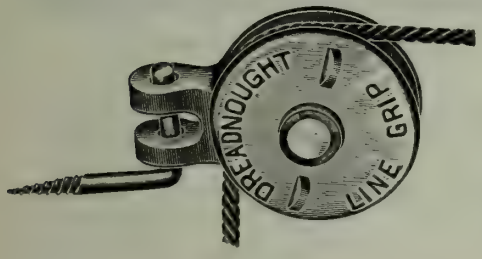


No. 2



J. D. Lawn Rake

A good Spring Seller. An ideal rake for **stripping dandelions,** cleaning lawns, applying top dressings and removing stones, leaves and refuse of all kinds from lawns without injuring the tender grass.



No. 1

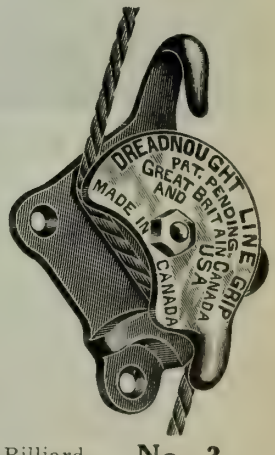
DREADNOUGHT ROPE GRIPS

Made in four styles—approved and used by Dominion Government on Canadian Transport Wagons.

Substitute a **Dreadnought Rope Grip** wherever a rope needs frequent tying and untying.

Used for awnings, clothes lines, tarpaulin covers, freight wagons, etc., etc.

Absolute security without risks. Instantaneous release when required.



No. 3

We also manufacture Stampings, Snow Shovels, Rink Scrapers, and the Safety Collection Boxes for Billiard and Pool Rooms, Clubs, Associations, etc.

COLEMAN FARE BOX CO., Limited

1191 BATHURST STREET, TORONTO

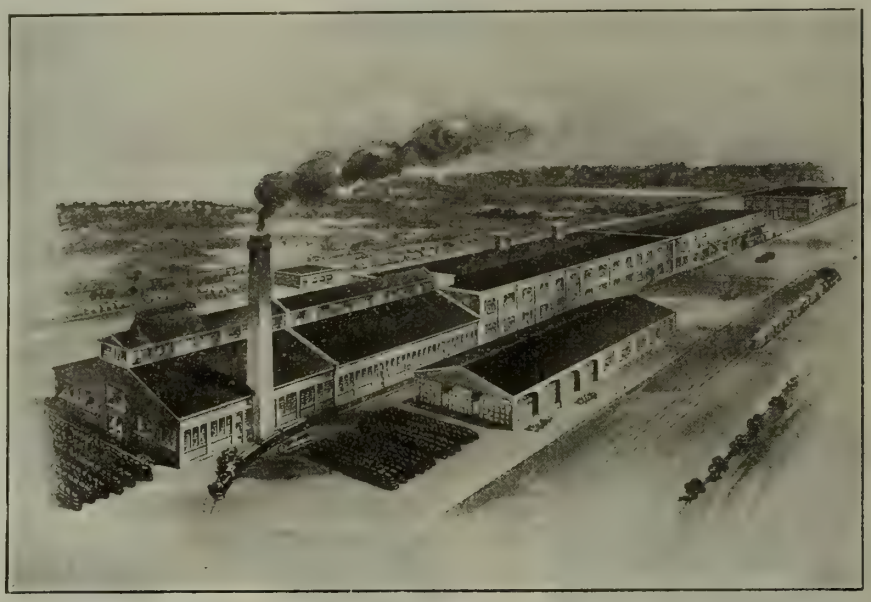
HEADQUARTERS IN CANADA FOR WIRE PRODUCTS

Our extended experience in shipping and packing for export enables us to render you a distinct service. We are one of the largest exclusive manufacturers in Canada of High Grade Wire Products. Enquiries solicited from British and Foreign merchants. Quotations are made f.o.b. Atlantic or Pacific ports, or c.i.f.

Best Quality

We Manufacture:

Bale Ties,
Baling Wire,
Fine Wire,
Etc., Etc.

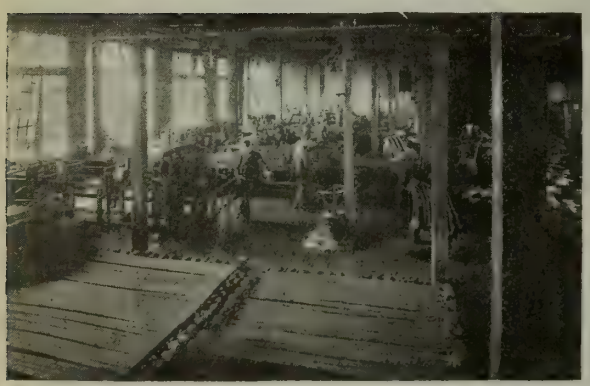


Our Large Plant Devoted to the Manufacture of Wire Products Exclusively

Efficient Service

We Manufacture:

Wire Nails,
Fence Staples,
Poultry Netting,
Staples,
Etc., Etc.

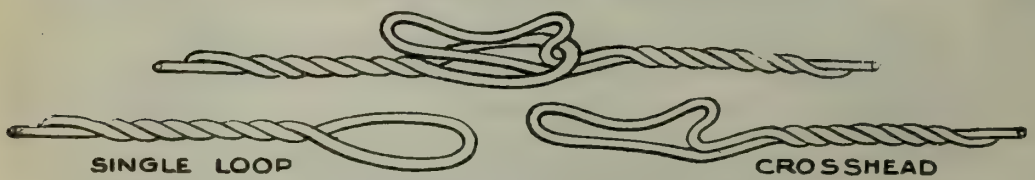


Bale-Tie Department





Wire-Drawing Department



We specialize in Bale-Ties and Special Hay Baling Wire. Made from genuine Bessemer stock—stronger than ordinary wire and costing no more.

Write us your needs to-day. We are especially equipped to supply you and guarantee service.

The Laidlaw Bale-Tie Company, Limited, - Hamilton, Canada

Geo. W. Laidlaw, Vancouver, B.C. Harry F. Moulden & Son, Winnipeg, Man. A. T. Diggens, Toronto, Ont. H. E. O. Bull, Montreal, Que.

LONDON, ENGLAND: M. BRYAN, 24 ALDGATE

All Atlantic Ports from Baltimore north are equally convenient to Hamilton



The Royal Fireless Cooker

A Profitable Line for Summer Sales

Here is a line that every Hardware Dealer can sell during the summer months. A splendid parallel to stove lines and just as profitable.

One of these cookers displayed in your store will attract the attention of every housewife-customer.

The Royal Fireless Cooker saves fuel, time and the annoyance of disagreeable odors. Cooks food better and at less expense. Its numerous and varied convenient features make it easy to sell.

Royal Fireless Cookers can be supplied with an **Electric Element** for attaching to any lamp socket.

It will also pay you to investigate our **Steam Cookers** that cook a whole meal at one time.

Write for catalogue, price lists and information regarding the wonderful selling possibilities of these FIRELESS COOKERS.

FIRELESS COOKER OF CANADA, LIMITED

124 Montcalm Street, Hull, Quebec, Canada

Makers of "ROYAL FIRELESS COOKERS"

"LION BRAND" ROPE

FOR ALL PURPOSES



Foreign Distributors Wanted

Our Reputation stands behind our Trade-Mark

Manufacturers of Every Description of

CORDAGE

Small Twines and Binder Twine

For more than Ninety-Two Years we have been making our famous

Cable Address: RED CAP Montreal, Canada

In this time we have gained an intimate knowledge of the requirements of the Foreign Markets. We know what style of ROPE is required for every purpose.

Our Mills have been operated since 1825 and are equipped to make every description of CORDAGE.

Samples sent to responsible buyers on request. Prices and further particulars on application.

Orders executed direct by cash payment against bill of lading or through the usual buying channels.

Please advise us when indenting through merchants.

CONSUMERS CORDAGE CO., LIMITED

Head Office: MONTREAL, CANADA

FACTORIES AT MONTREAL AND HALIFAX

Branches and Stocks: St. John, N.B., and Toronto, Ont.

Agents and Stocks: Tees & Persse, Limited, Winnipeg, Regina, Saskatoon, Moose Jaw, Calgary, Edmonton, Fort William.

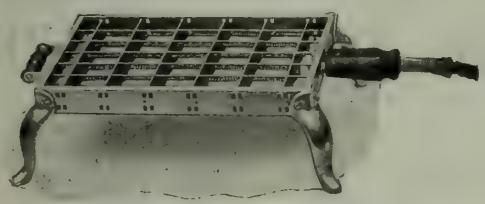
JAS. BISSET & CO., Quebec. MACGOWAN & CO., Vancouver.

National ELECTRIC



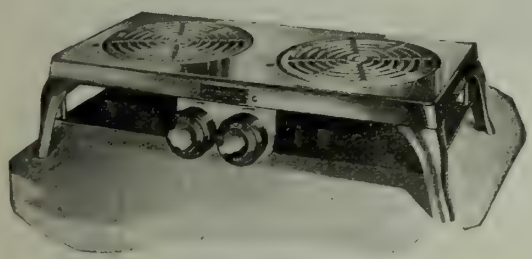
Cat. No. 1210

Heatray Heater



Cat. No. 180

Toaster Stove



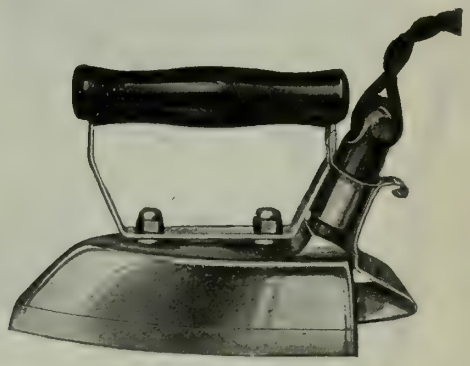
Cat. No. 310

Two Burner Hot Plate

We are here showing some of our fast moving electrical appliances.

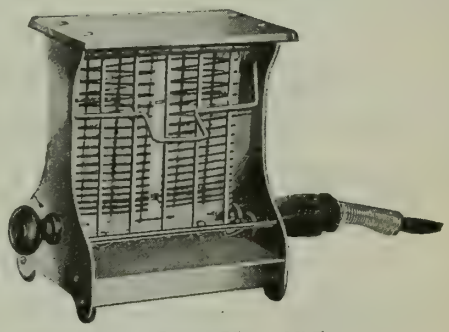
Send us your order now.

Our prices are right.



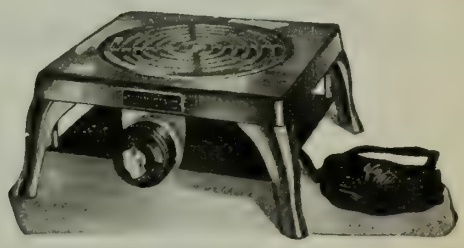
Cat. No. 106

Model "B" 6-lb. Iron



Cat. No. 175

Upright Toaster

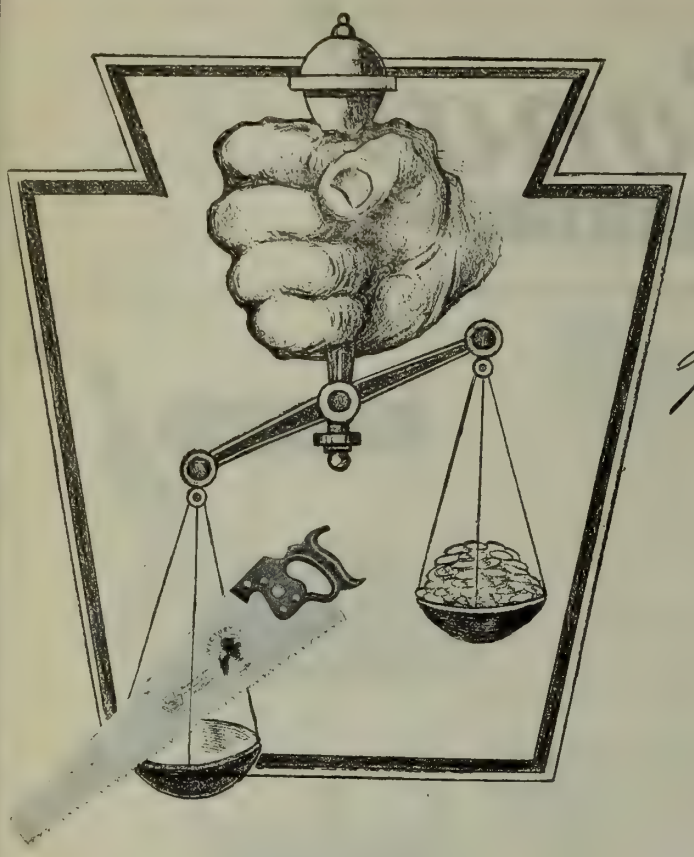


Cat. No. 300

One Burner Hot Plate

The National Electric Heating Co., Limited

TORONTO, CANADA



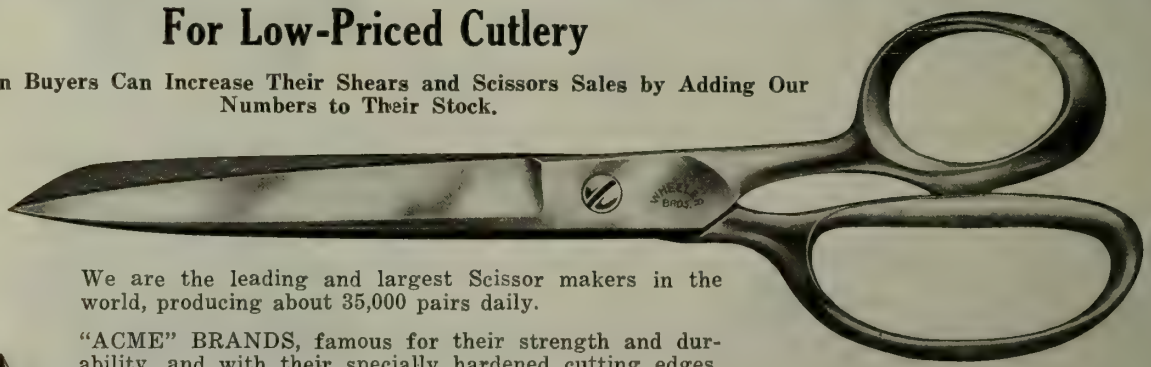
Worth many times its cost

HENRY DISSTON & SONS
INCORPORATED
Keystone Saws, Tool Steel and File Works
PHILADELPHIA, U.S.A.

"ACME" SHEARS AND SCISSORS ARE STANDARD

For Low-Priced Cutlery

Canadian Buyers Can Increase Their Shears and Scissors Sales by Adding Our Numbers to Their Stock.



We are the leading and largest Scissor makers in the world, producing about 35,000 pairs daily.

"ACME" BRANDS, famous for their strength and durability, and with their specially hardened cutting edges, are being maintained to the high standards of quality and finish we have established.



Realizing the importance of prompt service to orders, we are now in a position, on account of improved manufacturing facilities, to give all Canadian orders special service.

Our Canadian representative at Toronto will be pleased to show our samples to you, or have his traveller call on you.

We would esteem it a favor to demonstrate through a trial order the excellent goods we furnish and their fast selling ability.

Have you seen our new No. 5 Catalogue? Let us mail one to you.



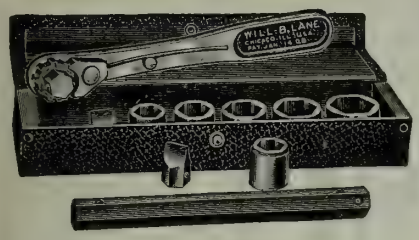
THE ACME SHEAR COMPANY

BRIDGEPORT, CONN., U.S.A.

Incorporated 1882
Cap. Stock, $500,000

Canadian Agent: Mr. A. J. McCrae
23 Scott St., Toronto

LANE'S HANDY AUTO RATCHET TOOLS



FORD SET

Contains—1 Handle, 7 inches in length; 2 Screw Driver Bits; 1 Extension Bar, 6 inches in length; 6 Sockets to fit all nuts and bolt heads on Ford cars, including the cylinder head. Put up in strong leatherette case. Weight, 22 ounces.



STANDARD SET

Contains—1 Handle, 7 inches in length; 2 Screw Driver Bits; 7 Sockets to fit all size nuts in U.S. Standard from ¼ inch bolt to ½ inch bolt; S.A.E. Standard from 5-16 inch bolt to 11-16 inch bolt. Cap screws from 5-16 inch bolt to ⅝ inch bolt. Put up in strong leatherette case. Weight, 18 ounces.

The **"Standard"** and **"Ford"** Sets of the Lane **"Unique"** Ratchet Wrench and the Lane **"Super-Unique" Ratchet** Wrench Set, together with the Lane **"Unique"** Off-Set Ratchet Screw Driver, present unusual selling opportunities for the dealer.

All Lane's Ratchet Tools are durable products. Machine-made, sockets turned from Grade "A" cold rolled steel, case hardened, Pawl and Ratchet Wheels milled, handdles drop-forged and case hardened.

Their ability to perform tasks, where other wrenches fail, make them easy to sell.

Your jobber has them.

Manufactured by

WILL B. LANE

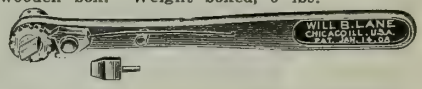
180 N. Dearborn St.

CHICAGO, ILL.



SUPER-UNIQUE SET

Contains—1 Drop Forged Handle, 9 inches in length; 1 Extension Bar, 8 inches in length with thimble attached; 15 Hexagon Sockets to fit all size nuts within 7-16 to 1¼ inches **broached opening.** The sockets fit all S.A.E. standards from ¼ to ⅞ inches. U.S. standards from 3-16 to ¾ inches (bolt). Cap screw sizes from ¼ to 1 inch. Put up in strong wooden box. Weight boxed, 6 lbs.



OFF-SET RATCHET SCREW DRIVER

Consists of—1 Six-inch Drop Forged Handle, polished and case-hardened; 2 Size accurately milled Screw Driver Bits made from the highest grade screw driver steel and oil tempered. Bits are interchangeable and can be removed and replaced in one second. This article is fully warranted. Weight, in paper box, five ounces.

"Oakville" Aluminium

"will outwear any ware"

WARE MFG. CO. LTD.
OAKVILLE
PURE ALUMINIUM WARE



Dignified Beautiful Serviceable

The popular demand for "Oakville" aluminium ware steadily increases. To keep apace with our rapidly expanding business we have increased the capacity of our plant and added an additional staff of expert operators. The same **"high standard of quality"** will be maintained together with greater facilities for rendering a better service and more prompt delivery to our customers.

No. 20 Preserving Kettle, illustrated—stamped and spun from heavy gauge metal specially hardened. Sizes up to 12 quart. We also manufacture Tea-pots, Tea-kettles, Sauce Pans, etc.

Order your stock well in advance to ensure delivery. Sold through leading wholesalers. Ask for catalog and price list.

The Aluminium Ware Manufacturing Co.

OAKVILLE, ONTARIO

Eastern Selling Agents:

RICHARDSON & BUREAU, Montreal

COLLINS SPRAYERS PERFECT

AT HOME AND ABROAD

THE STURDY



"MADE IN CANADA"

THE HANDY WHITEWASH



A 3-gallon knapsack compressed air sprayer for use in field, orchard, garden and stable. Pump solidly placed in centre of strong tank. Valves non-leakable and enduring. Relief valve prevents bursting under heavy pressure.

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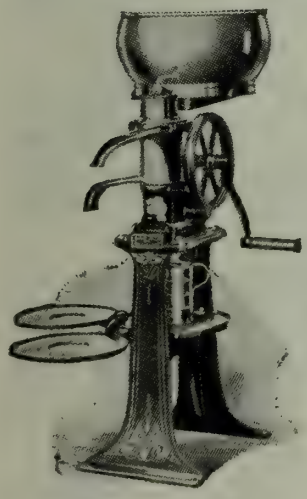
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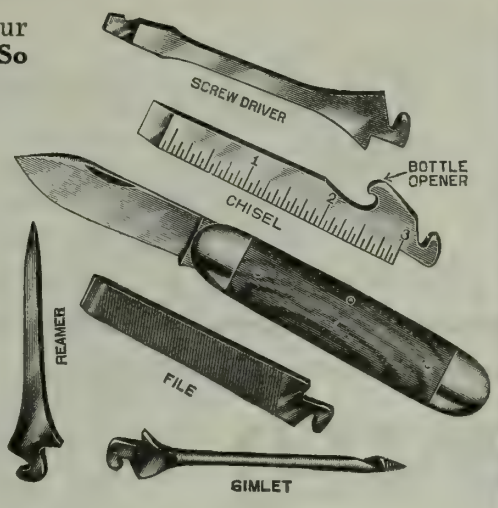
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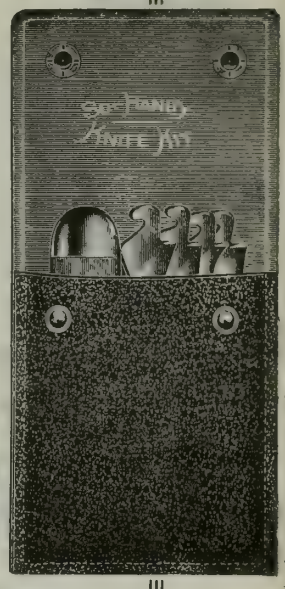
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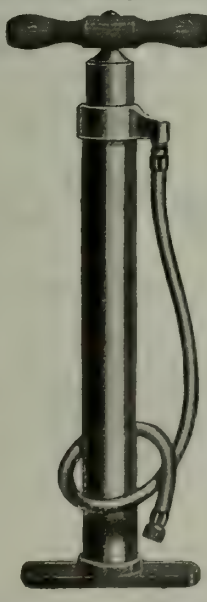
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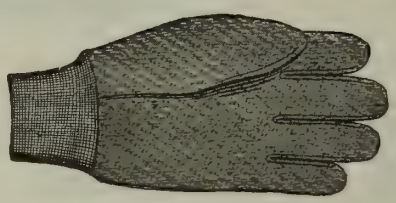
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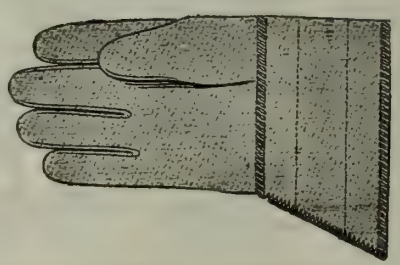

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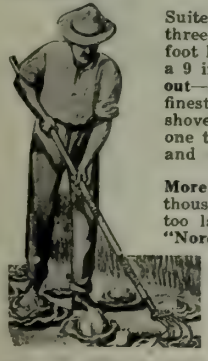
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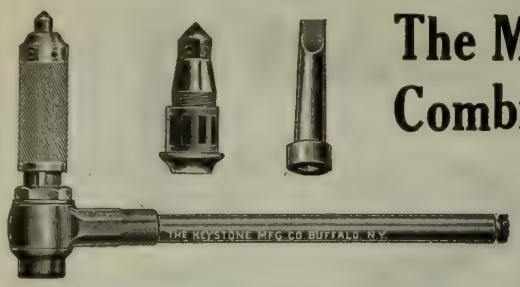
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The "Keystone" Reversible Ratchet combination No. 200 has been proven by many hardware dealers to be the best seller in their localities It consists of ratchet for taper shank drills, sleeve for square shank drills, and short boiler socket for square shank drills, sockets are interchangeable. All working parts are enclosed, preventing dust and grit from clogging up mechanism.

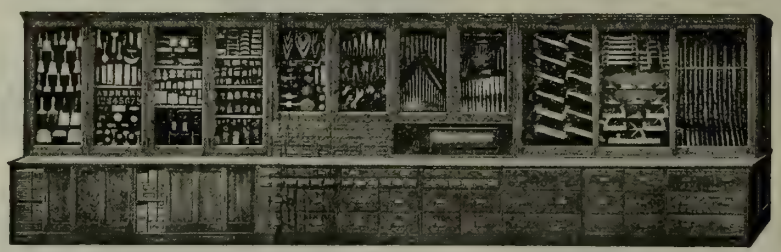


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Sales of Keystone Ratchets open the way to sales of Keystone drilling posts—the time-saving brace.

"Keystone" tools are known the world over for high quality. Sell them for profit and prestige. Let us know if your jobber can't supply you.

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Properly displayed goods makes selling easy. It saves the time of your clerks, reduces your expenses and increases your sales with minimum expenditure.

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It means not only a place to live, but every association and every loved one in it.

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Safety can be demonstrated to your customers to the point of absolute confidence.

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WILSON FEARED THE BRITISH

THE American President crossed the Atlantic in the first place with the idea in his mind that his ideals would be thoroughly in accord with those of the French statesmen; but he was rather afraid of a conflict with the British delegates. He found in reality that his plan for peace terms was as far removed from the French plan as the two poles. Then he crossed to London and was surprised to find that the ideas of the two Anglo-Saxon powers were identical.

This situation, according to J. W. Dafoe in the May issue of MACLEAN'S MAGAZINE, explains much that has developed at Versailles. Further, it contains the promise of a close *rapprochement* between the two great English-speaking democracies for all time to come.

Mr. Dafoe has contributed a remarkably interesting article to this number of MACLEAN'S, lifting the curtain on many of the puzzling situations that have arisen overseas. As the editor of the Manitoba *Free Press,* he is the dean of Canadian newspapermen; as the representative of the department of Public Information on the Canadian Mission to the Peace Conference, he was in a special position to learn what was transpiring. He tells of the really big part that Canada has played in the Proceedings and points out that Canada's status as a nation was firmly established in the eyes of the world when she was allowed separate representation.

A Dozen Other Features---Nationally Important

This May issue is full of articles of unusual significance for Canadian readers.

"SOLVING THE PROBLEM OF THE ARCTIC"
—By Vilhjalmur Stefansson

The second instalment of his remarkable story of the four years of exploration that he undertook for the Canadian Government in the region of the "Pole of Inaccessibility"—a harder place to reach than the North Pole.

"ORGANIZING FOR PEACE"
—By George Pearson

An article of the Great War Veterans' Association by a well-known author-soldier.

"THE CANADIANS IN SIBERIA"
—By Capt. W. E. Dunham

A graphic story of what our forces did in combatting the Bolsheviki, by an officer who has just returned.

"SAFE IN THE SADDLE"
—By J. K. Munro

A review of affairs at Ottawa in which the opinion is expressed that Union Government for the time being is safely entrenched.

The National Idea

The articles in this issue of MACLEAN'S reflect the national idea—Canada's part in the Peace Conference, the political situation at Ottawa, the exclusive report of Stefansson's national explorations, the national organization of our returned men, the work of our forces in Siberia. The reader of MACLEAN'S gets a broad idea of what Canada as a whole is doing. The value of this issue— and of all issues —is very great, therefore, from an educational standpoint.
MACLEAN'S is the one magazine that should be selected for young Canadians to read.

Four capital stories by famous authors—W. A. Fraser, Lloyd Osborne, Frederic S. Isham and C. W. Stephens.

The Review of Reviews

An unusually fine array of articles is given in this department, selected from the best in magazines and periodicals the world over. Some of the titles are:

Planned to Destroy British Fleet.
How Mackensen Was Caught.
Events of War Foretold by Stars.
What is Life Like Beyond the Grave?
A High-born Bolshevik.
The New Life in Dry America.
Germans Were Ready to Capitulate.
Japan's New Foreign Policy.
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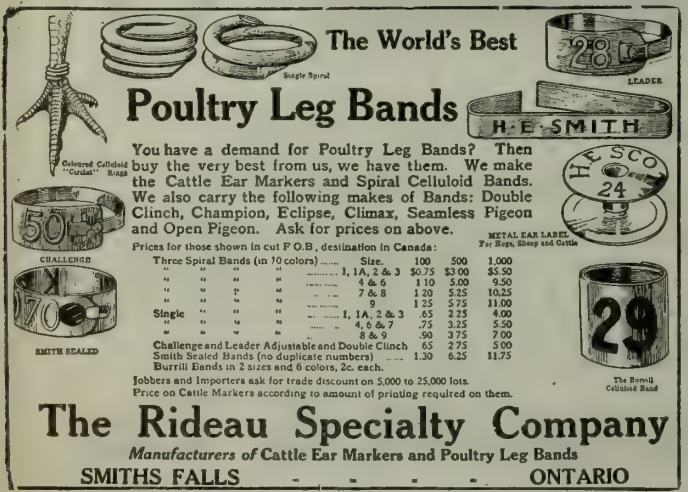
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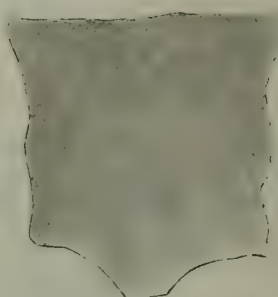
bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTER. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability. Made for Brace—made for Machine. Packed singly; packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Order through your jobber to-day.

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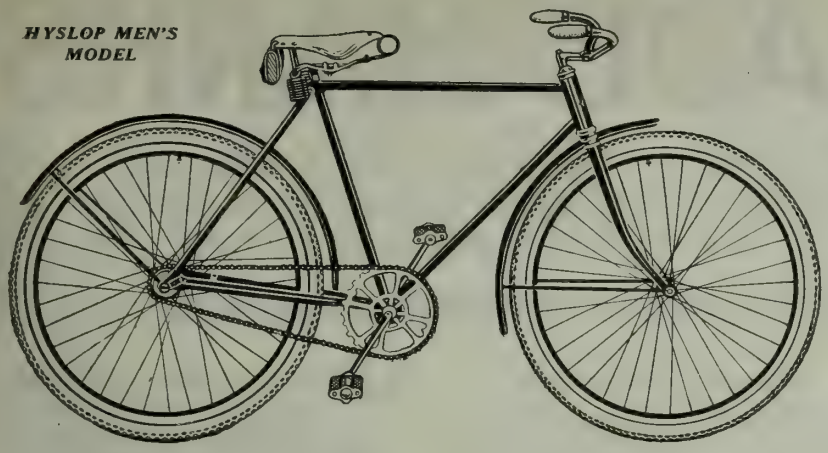
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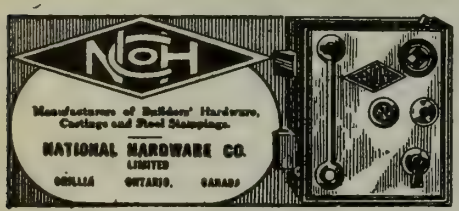
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COMPETENT PRICE CLERK WITH GOOD warehouse and office experience seeks similar position. Apply Box 260, Hardware and Metal.

SALESMAN WANTED FOR BRASS AND GREY iron castings. Give full particulars and references in first letter. Canada Foundries & Forgings Ltd., James Smart Plant, Brockville, Ont.

WANTED—YOUNG HARDWARE TRAVELLER to call on stores and factories. Must have knowledge of builders' hardware. Apply Frank Vokes, 40 Queen East, Toronto.

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This opening offers a splendid future to an ambitious man capable of shouldering responsibility. Must have both commercial and mechanical ability and be qualified to assume oversight of all branches of merchandising, accounting and manufacturing. Applicant must have good previous record for ability and integrity. No applications except by personal letter considered.

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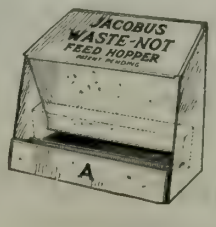
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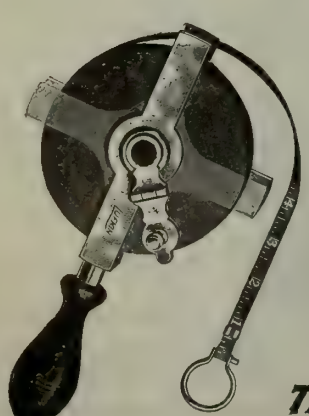
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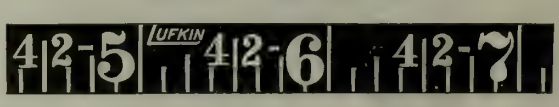
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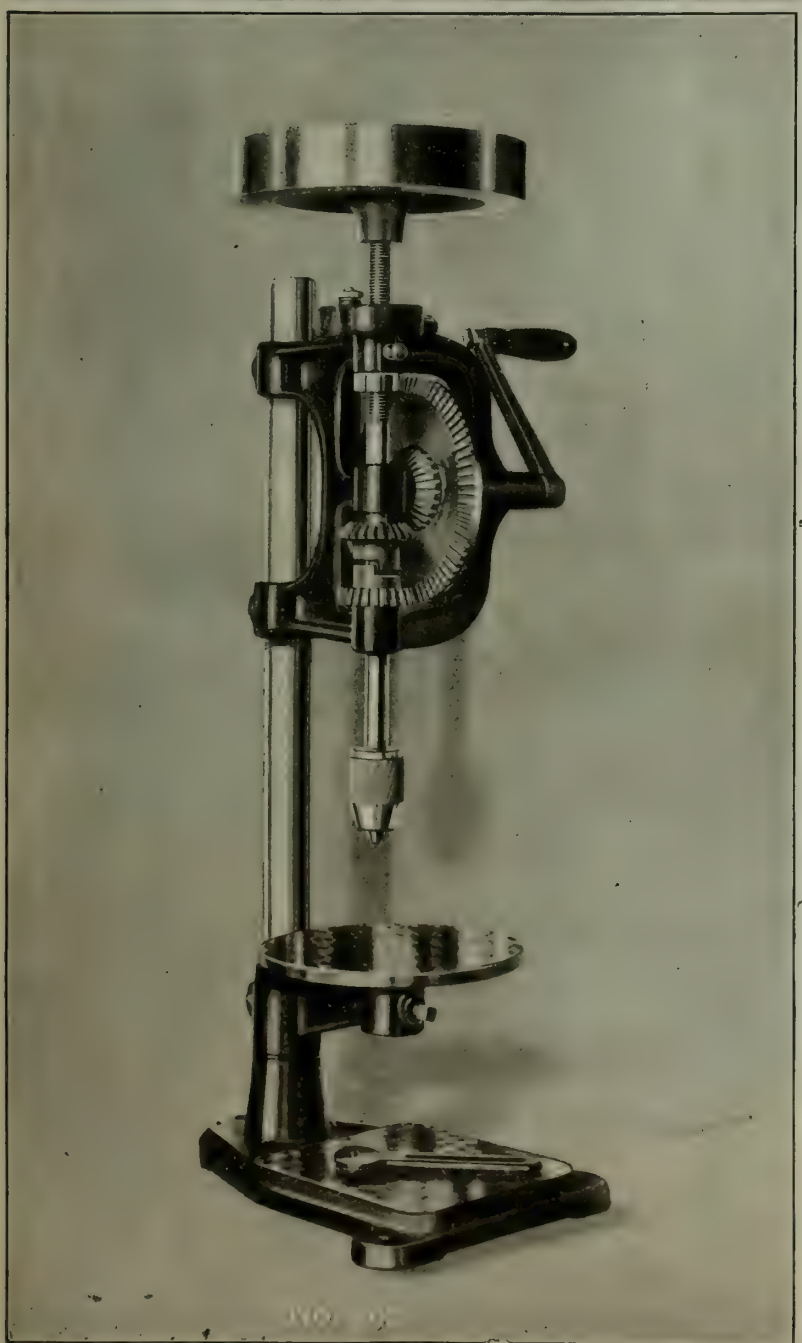
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HARDWARE AND METAL

Vol. XXXI
No. 20

PUBLISHED EVERY SATURDAY SINCE 1888

THE MACLEAN PUBLISHING COMPANY, LIMITED
PUBLICATION OFFICE: TORONTO, CANADA

MAY 17
1919



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TORONTO

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—*the clink of the dollar*

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Pennsylvania Keystone in 17 and 19 inch.

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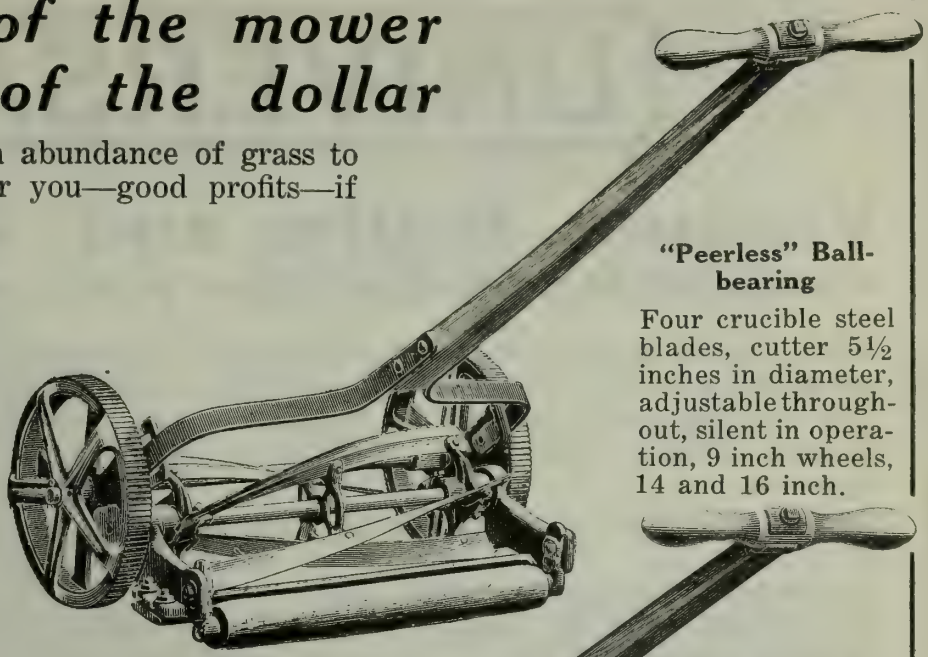
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Glide (3 blade) in 12, 14 and 16 inch.

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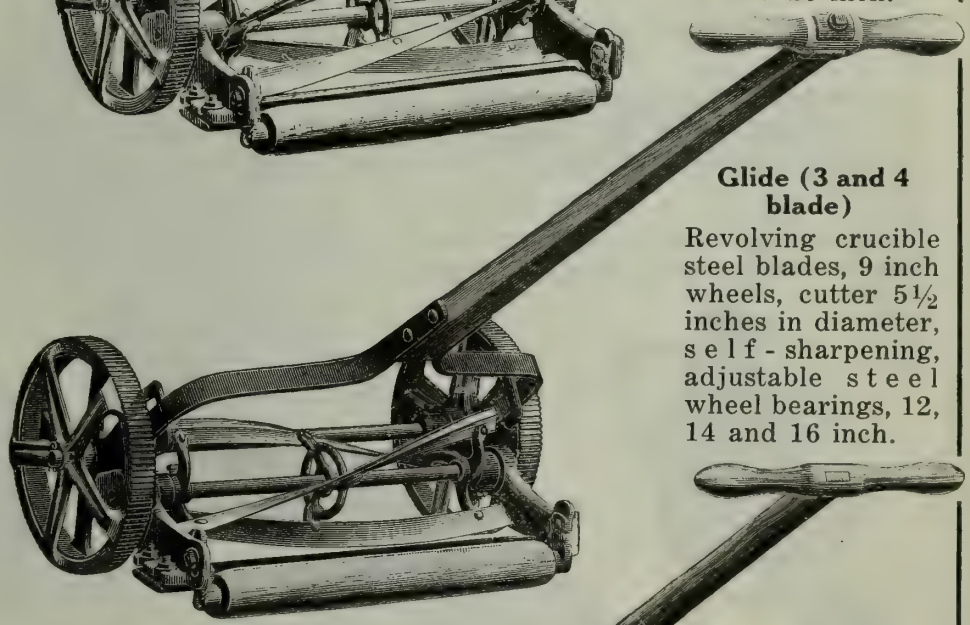
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Revolving crucible steel blades, 9 inch wheels, cutter 5½ inches in diameter, self-sharpening, adjustable steel wheel bearings, 12, 14 and 16 inch.



Perfection (Raised Gearing)

Eight inch wheel, 5½ inch cutter, high speed, light running, thoroughly adjustable, continuous cut, self-sharpening, 14 and 16 inch, moderate price.

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This is a good time now to stock a few of these. Show them with your gardening implements.

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WITH
NESTED
CUP
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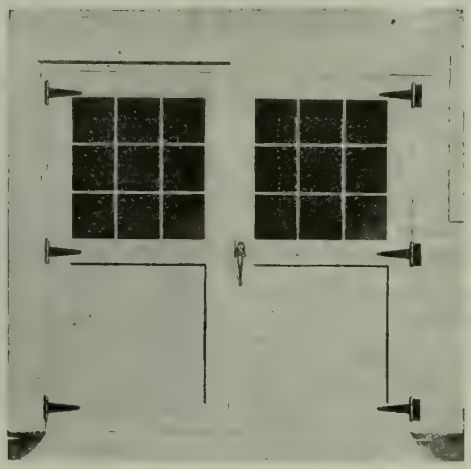
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View outside Garage

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A quality line that meets the popular demand and makes good profits for the dealer.

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Write us to-day for prices and particulars. Our complete catalogue of Builders' Hardware should be on your files. Ask for it.

NATIONAL MANUFACTURING CO., STERLING, ILL.

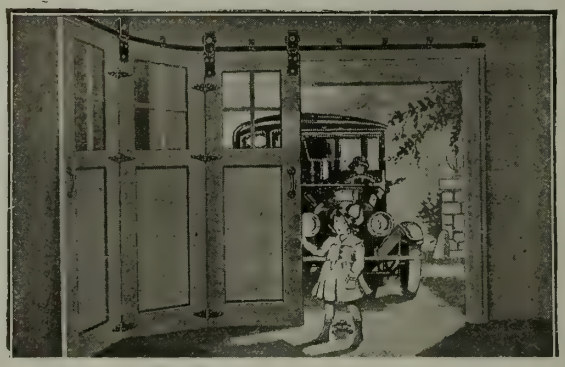
ALL GARAGE DOORS SHOULD BE HUNG ON ROLLERS

No equipment ever produced offers the many attractive features or gives such universal satisfaction to the user as does the

HATCH GARAGE DOOR OUTFIT

Outfit includes:

3 Special Swivel Door Rollers
22 Feet of Track
3 Pairs Special Garage Door Hinges
3 Stay Rollers
2 Extra Heavy Door Handles
1 Safety Hasp
1 Hook and Eye



Makes doors weather-tight, sag-proof; prevents slamming, and does not get out of order.

The hinged door allows entrance without opening the other two.

Complete directions packed with every set.

The roller bearing swivel hangers hold the doors in place, take the bind off the hinges and roll the doors around the corner, on the inside of building to the side wall.

SWING IN NOW---WRITE OUR HANGER DEPT. TO-DAY.

CANADA STEEL GOODS COMPANY, LIMITED, Hamilton, Canada

DAVIDSON'S
"PREMIER" AND "COLONIAL"
ENAMELED WARES



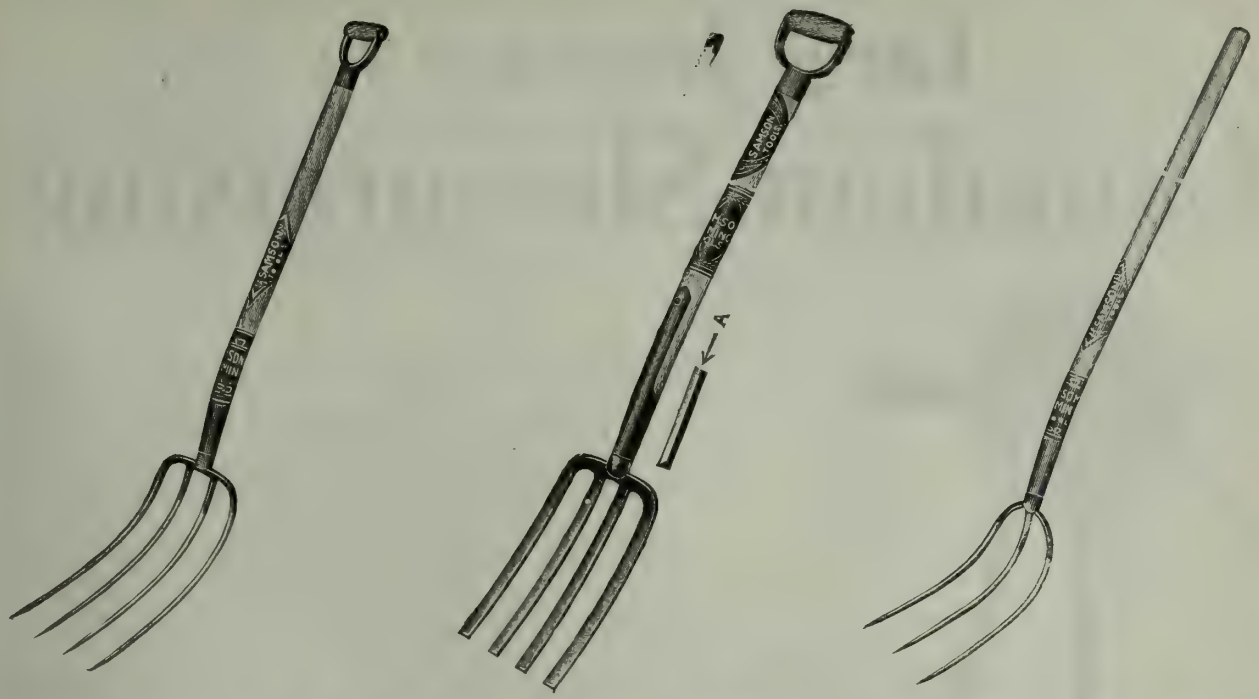
The attractive appearance, together with the lasting and durable qualities of Davidson's Enamelware go far in making them the most profitable lines the dealer can place on his shelves.

Our complete line will meet any demand made upon you for this class of goods. Send for our attractive illustrated catalogue. It will better enable you to order your stocks for the spring trade.



The Thos. Davidson Mfg. Co., Ltd.

TORONTO MONTREAL WINNIPEG



SAMSON

Farm and Garden Tools

Men of good judgment in deciding *values* find in Samson Tools full justification for paying the proper price.

FULLY GUARANTEED

H. S. HOWLAND, SONS & CO. LIMITED

WHOLESALE HARDWARE

TORONTO

Large Increase in Canadian Sheepraising



Stimulated by the high prices of wool and mutton the farmers and stockmen of Canada have greatly increased the size of their flocks of sheep.

This means a corresponding increase in the demand for

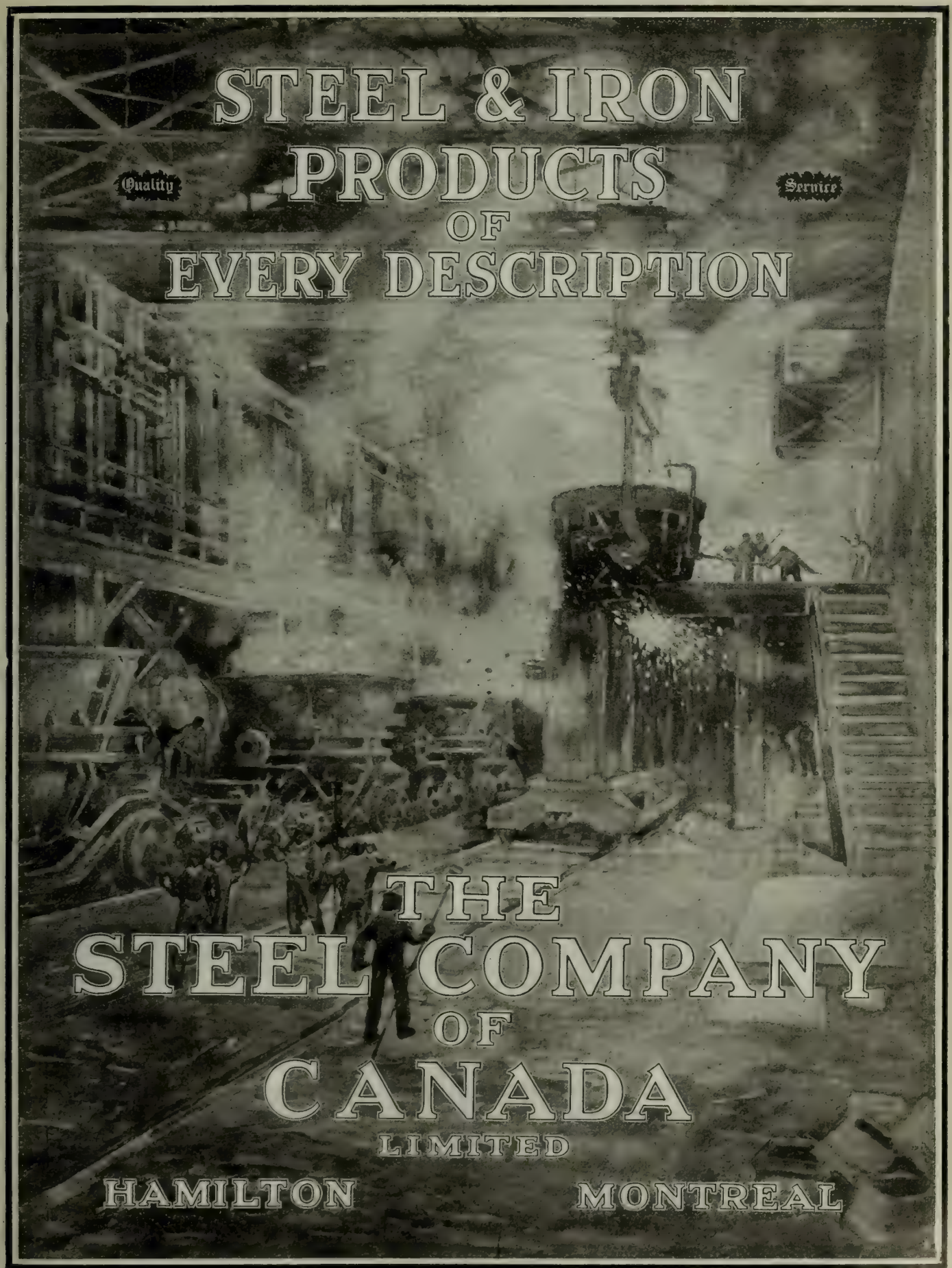
Stewart No. 9 Ball-Bearing Sheep-Shearing Machine

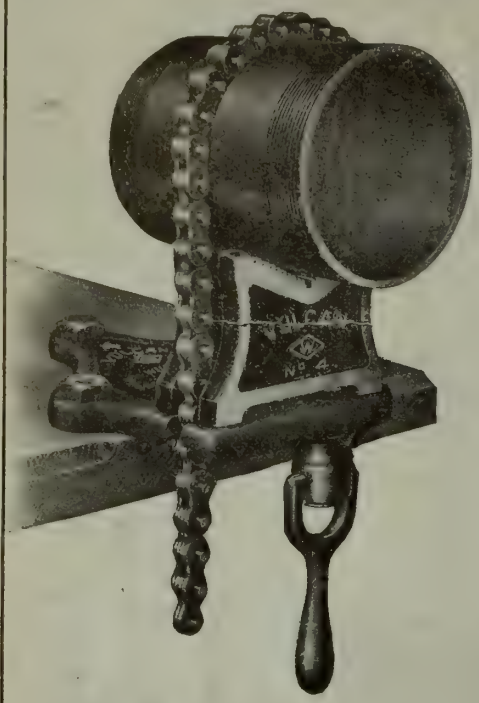
Be prepared for this demand by enlarging your stock of this machine.

It retails at $19.00, is a quick-and-easy seller, and shows a fine profit. Order direct or thru your jobber. Better telegraph.

CHICAGO FLEXIBLE SHAFT CO.

12th St. and South Central Ave. CHICAGO, ILLINOIS


STEEL & IRON
PRODUCTS
OF
EVERY DESCRIPTION
Quality
Service
THE
STEEL COMPANY
OF
CANADA
LIMITED
HAMILTON
MONTREAL



Williams' "Vulcan" Chain Pipe Vise

ARE attachable anywhere—to bench, post or other convenient support. They are compact in design—being smaller and lighter than clumsy, heavy cast tools. They are unbreakable—being made entirely of wrought steel. They are positive in their grip, readily adjusted, rapid and powerful in action.

When looking for a superior Pipe Vise, remember that Williams' Chain Pipe Tools have been *Stanaard* for nearly half a century and have behind them Williams' unconditional guarantee of service. Vises in 3 sizes—for ⅛ to 8 inch pipe.

Descriptive Booklets with your imprint, if desired.

J. WILLIAMS & CO.

"The Drop-Forging People."

30 RICHARDS STREET, BROOKLYN, NEW YORK

The A. G. Low Co., Ltd., 30 Pacific Ave., Saskatoon, Sask. Agents for Manitoba Saskatchewan, Alberta and British Columbia

ATKINS

Sterling Quality Cross-Cut Saws



The Saw that brings a *higher price*—a *bigger* profit. Their Service makes them worth it.

Sterling quality steel backed by sixty years' experience has produced these popular Saws. Get quotations and resale prices immediately. *Ask for catalog "H.M."*

Made in Canada.

E. C. ATKINS & CO.

Makers of Sterling Saws

Factory—Hamilton, Ont. **Vancouver Branch—109 Powell St.**

"Where there's a WILT — there's the Way"



A Quality Mark

The name of **WILT** stands for the best in **cutting tools.**

To the mechanic it's the **welcome sign** of **great efficiency** and **unusual service** —to the dealer, it's the substance of merchandising **profits** and customers' **good-will.**

Not only do we endeavour to maintain the **highest possible standard** both in **material** and **workmanship,** but we educate the user up to the point of getting the best out of our **Drills, Reamers and Milling Cutters,** and demonstrate to the Retailer the certain profits for him.

It's a service you can't afford to ignore.

Wilt Twist Drill Co., of Canada, Limited
WALKERVILLE, Ont.
London Office, Wilt Twist Drill Agency
Moorgate Hall, Finsbury Pavement, London, E.C. 2 England

WILT

HIGH SPEED AND CARBON TWIST DRILLS

American Felt Large Head Roofing Nails

"DOMSTEEL SPECIAL"

Are Made in Canada by

DOMINION IRON & STEEL CO., LIMITED

Style and Quality Perfect

When ordering from your Jobber insist on getting

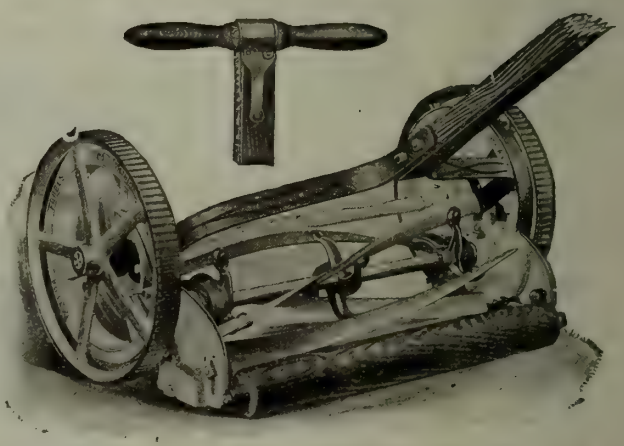
LARGE HEAD ROOFING NAILS "MADE IN CANADA"

HEAD OFFICE AND WORKS:
SYDNEY, NOVA SCOTIA

GENERAL SALES OFFICE:
112 ST. JAMES STREET
MONTREAL, QUE.

"WOODYATT" Lawn Mower
"EMPRESS" Lawn Mower

Distinctive mechanical features are in evidence in every *T-F* Lawn Mower, Empress, Adanac, Ontario, Woodyatt, Star and Daisy, all profitable lines that progressive hardware dealers are selling.



Taylor-Forbes Company, Limited

Taylor-Forbes Co., 246 Craig St. W., Montreal
H. G. Rogers, Ltd., 147 Prince William Street, St. John, N.B.

Head Office and Works:
Guelph, Ont.

Taylor-Forbes Co., Ltd., 1070 Homer Street, Vancouver.
H. F. Moulden & Son, 314 Confederation Life Bldg., Winnipeg.



HOT GALVANIZING!

WHAT IS IT?

IT IS JUST THIS. AFTER ALL THE MECHANICAL WORK IS FINISHED THE ARTICLE IS PICKLED AND THEN GIVEN A BATH OF PURE MOLTEN SPELTER WHICH COMPLETELY COVERS THE ARTICLE FILLING ALL THE SEAMS AND CAVITIES. SMP HOT GALVANIZED WARE IN ADDITION HAS THAT BEAUTIFUL SPANGLE THAT CUSTOMERS LIKE TO SEE AND WILL PAY MORE MONEY FOR. MOST IMPORTANT IS OUR GUARANTEE.

"RUST PROOF AND LEAK PROOF"

WASH TUBS
WASH BOILERS
CONTRACTORS' PAILS
STEEL BUCKETS
ICE BOXES
GARBAGE CANS
COAL OIL CANS
WASTE CANS
WATERING POTS
OIL TANKS

ETC.

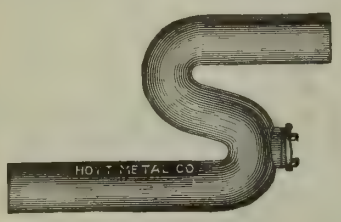
SHIPMENTS MADE PROMPTLY

THE SHEET METAL PRODUCTS CO. OF CANADA LIMITED

MONTREAL TORONTO WINNIPEG

HOYT METALS

Have a World-Wide Reputation!



The *Hoyt Metal Company* has the largest mixed metal business in *the world.* The *service and attention* we give, together with the *perfection of our alloys,* is the reason. If it's *quality and satisfaction* you are looking for you will find these in the Hoyt line.

The superiority of *Hoyt Alloys* over other makes is the result of 40 years' experience by experts in the manufacture of Babbitt Metals.

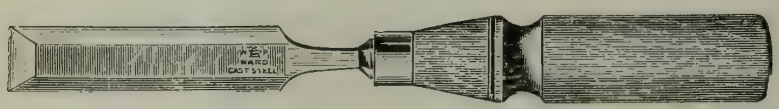
We manufacture Babbitt, Bar and Wire Solder, Sheet Lead, Came Lead and Specialties, etc.

May we send you information and prices?

HOYT METAL CO., Toronto

NEW YORK, N.Y. LONDON, ENG. ST. LOUIS, MO.

WARD & PAYNE'S *Anvil* W P *Brand*

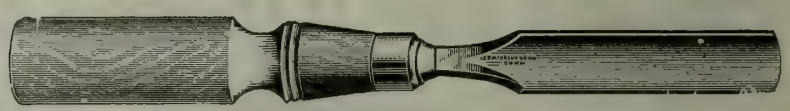


CHISELS & GOUGES

Have stood the test 100 years



Largest Makers of Light Edge Tools in the World.



Ward & Payne's Celebrated Light Edge Tools are known the world over for the excellence of their serviceable qualities. No other tools possess the same keen cutting edges or the same reputation for efficiency.

War conditions affecting the manufacture of our tools are rapidly being replaced by a more steady production to meet all peace-time demands. You can thus be assured of your orders receiving our most careful and immediate attention.

If your jobber cannot supply you, write our nearest representative.

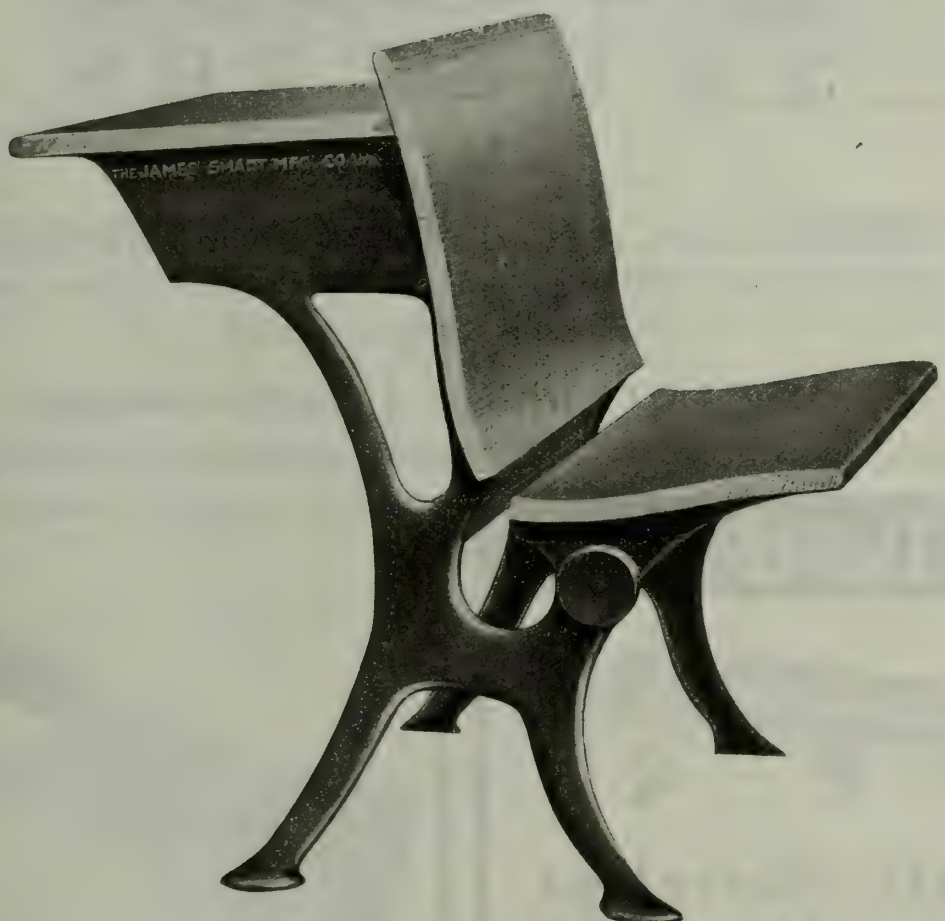
WARD & PAYNE, SHEFFIELD

CABLES: WARD, SHEFFIELD

ALEXANDER GIBB, 3 St. Nicholas St., Montreal
SHERMAN F. AINSLIE, Spadina Avenue, Toronto
ANTHONY FERGUSON, LTD., 1150 Hamilton Street, Vancouver, B.C.

CANADA
FOUNDRIES & FORGINGS
LIMITED

The Silent Sanitary School Desk



FEATURES OF SUPERIORITY

Many schools are being erected or remodelled this year. Now is your time to secure the school desk business in your district. Write for our special dealer's proposition. Prompt shipment of all orders received.

Sanitary—no dust—no germs. Beauty of design—simple, graceful proportions. Strength, Construction, Foot Rest and Protection Board. Book Shelf. Noiseless Automatic Seat Hinges.

James Smart Plant
Brockville, Canada

PRICES
Guaranteed to
Dec. 31, 1919
against our
own decline

Carpet Sweepers
Vacuum Sweepers

Stock Staples

BISSELL'S
SWEEPERS

BISSELL CARPET SWEEPER CO.
OF CANADA, LIMITED, NIAGARA FALLS, ONT. (Factory) and
GRAND RAPIDS, MICH.

OLDEST AND LARGEST SWEEPER MAKERS

TRADE MARK Red Devil Tools



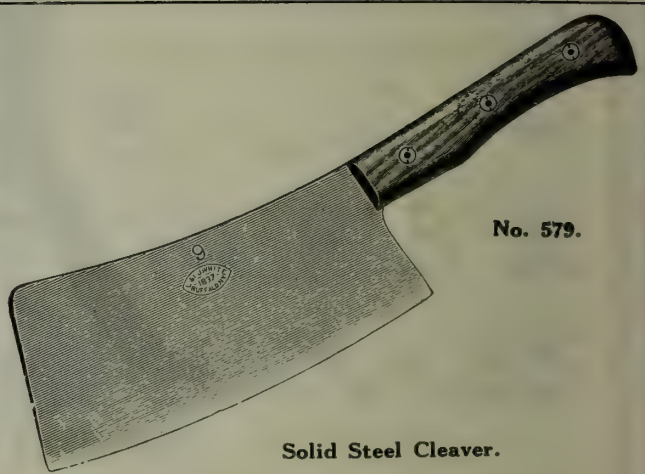
A Really Noiseless Saw Vise

"Red Devil" Improved Saw Vise No. 1034 has rubber jaws which make it as quiet as a rubber tired buggy. Made of steel, practically indestructible. Easily adjustable to any thickness of saw. Clamps to board or bench.

Write for Prices and Complete Catalog.

Smith & Hemenway Co., Inc.
89 Coit Street - - Irvington, N.J., U.S.A.

"Red Devil" is the expert mechanic's guide to known quality in Pliers, Electricians' Tools, Hack Saw Frames and Blades, Auger Bits, Chain Drills and other Hand Tools all of a class with "Red Devil" Glass Cutters, the biggest seller in the world.



No. 579.

Solid Steel Cleaver.

Here's A Good Seller!

Put some of these in your case and see how quick they sell. Made in 9" size only. Many jobbers in Canada now have them, and if you haven't, better write for our Catalogue.

Do It To-day.

The L. & I. J. White Co.
55 Columbia St., Buffalo, N.Y.

No. 1.

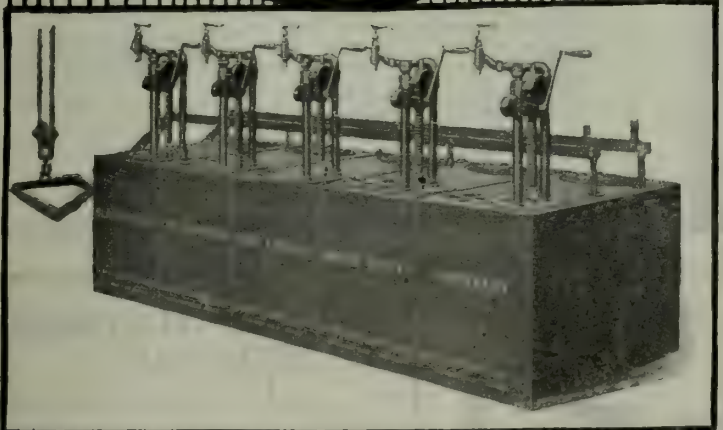
Modernize Your Store with a Gilbert & Barker Oil Storage System Save Oil and Money

For handling paint oils, varnishes and heavy, "gummy," non-lubricating oils our T221-H spells maximum efficiency.

This outfit may also be used for lubricating oils and units may be arranged in battery form as shown below.

They make an attractive and economical arrangement, and as they are fitted with chain hoist, barrel dash, track and cradle, the oil is easily emptied from barrel to tank by gravity, which allows thorough draining without waste and this operation can be completed by one man.

These units or batteries are nicely finished in green enamel baked on and the tanks are plainly lettered with the names of the oils when so desired.



Follow the Leaders

A safe, sane policy, especially when the leaders are the big, progressive men of the country, men who adopt an improved system only after they are thoroughly satisfied that it means greater efficiency and consequently greater profits.

The cost of installing Gilbert & Barker Oil Handling Equipment in your store is nominal and the saving in time, labor, and positive elimination of waste quickly pays for the installation.

For the rapid and economical handling of paint oils, varnishes, lubricating oils or kerosene, there is a Gilbert & Barker outfit just suited to your requirements, and if you are handling gasoline, remember that the G. & B. line of Pumps and Tanks is complete.

Bulletin 52 tells the story in a very comprehensive manner

To-day is a better day than to-morrow—write.

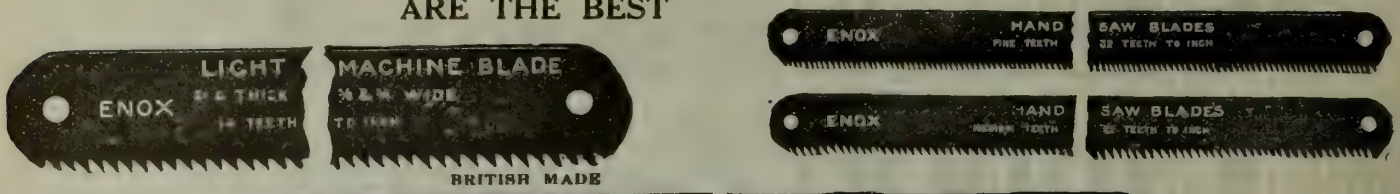
Gilbert & Barker Oil Handling Systems

Canadian Distributors

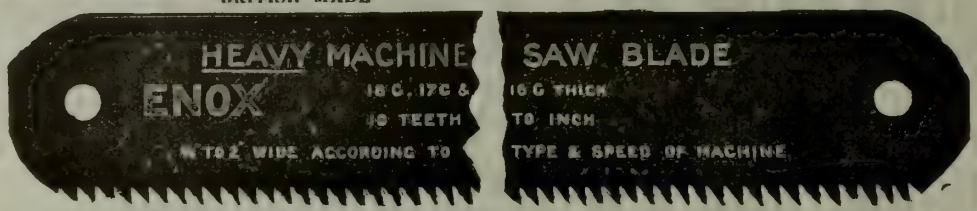
IMPERIAL OIL LIMITED

Branches in all cities

ENOX HACKSAW BLADES
ARE THE BEST



BRITISH MADE



AGENTS IN CANADIAN TOWNS WANTED

AN ENTIREL BRITISH COMPANY

Liberal terms offered to firms willing to carry stocks and act as sole agents for the district.

SOLE MAKERS **FRY'S (LONDON) LIMITED, 46 Upper Thames St., London, E.C. 4, England. Works: Greenwich, S.E. 10**

The Standard Machinery & Supplies, Limited, 261 Notre Dame St., West, Montreal.
Agents for British Columbia—The A. R. Williams Machinery Co., 495 Railway St., Vancouver, B.C.



KEYSTONE
SUPERIOR STABLE BRUSHES

Strength and durability are the chief essentials in stable brushes. In the manufacture of

"KEYSTONE Stable Brushes

These essentials are given first consideration. Tough material is used in conjunction with backs that won't break. A trial will convince your customers of the superiority of "Keystone" Brushes and assure you of good profits and future business.

Write for prices, etc.
Get prices and information about the "Nugget" Broom and the rest of the famous Keystone Brand Brooms and Brushes.

STEVENS-HEPNER CO., *Limited*
PORT ELGIN, ONTARIO

VOL-PEEK
15 Cents



60% Profit in this Line

Vol-Peek makes big profits for the dealer. No expense—simply hand over the counter. Comes to you in an attractive display stand. Individually wrapped.

Vol-Peek appeals to the housewife. Mends all kinds of kitchen utensils, such as Pots, Pans, Tinware, Graniteware, Copper, Aluminum, etc., at half cent per mend—easily applied (no tools required), and hardens quickly.

Order a display stand to-day of 24 packages, $2.25. Vol-Peek is guaranteed and backed by our extensive advertising.

At your jobbers or direct.

H. NAGLE & CO., Box 2024, MONTREAL
(Owning and operating Vol-Peek Mfg. Co.) Canada

E. Roy, 65½ St. Andre St., Montreal, Que.
A. S. Butchart, 26 Adelaide St. W., Toronto
C. C. Cartwright, Union Trust Bldg., Winnipeg



4 Good Reasons ---READ 'EM!

Why you should sell Rolled Thread Bolts and Screws:

BETTER QUALITY—Rolled Thread Bolts can only be made from first quality Basic Open-Hearth Stock.

STRONGER—Actual tests show 13 per cent. greater strength than Cut Thread Bolts.

NO USELESS WEIGHT—Shanks are smaller than threads. No useless weight to pay freight on.

BIG FIRMS ADOPTING THEM—Some of the largest users on the continent will accept nothing else—and they always investigate before acting.

THE NORTHERN BOLT, SCREW AND WIRE COMPANY, LIMITED - OWEN SOUND, ONT.

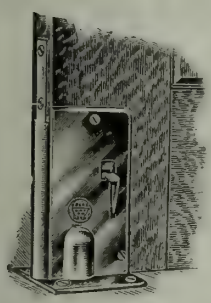
TRADE

CHICAGO

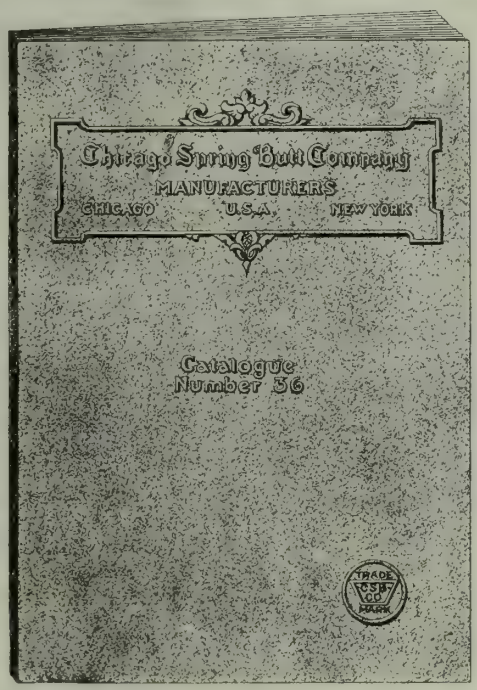
MARK

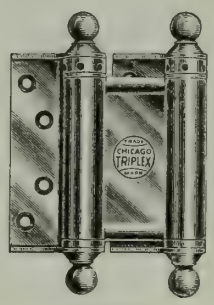
SPRING HINGES

IMPORTANT ANNOUNCEMENT



"RELAX"





"TRIPLEX"

Chicago, May 15, 1919.

Gentlemen:-

IMPORTANT

We have issued a complete catalogue No. M36.

This catalogue has many additions, as well as CHANGES IN LIST PRICES from our previous catalogue.

It is therefore important that you immediately DESTROY ALL PREVIOUS EDITIONS. It is furthermore important that everyone in your firm who has the old catalogue, be instructed to destroy it and request us to forward them the new catalogue.

Will you attend to it?

Very truly yours,

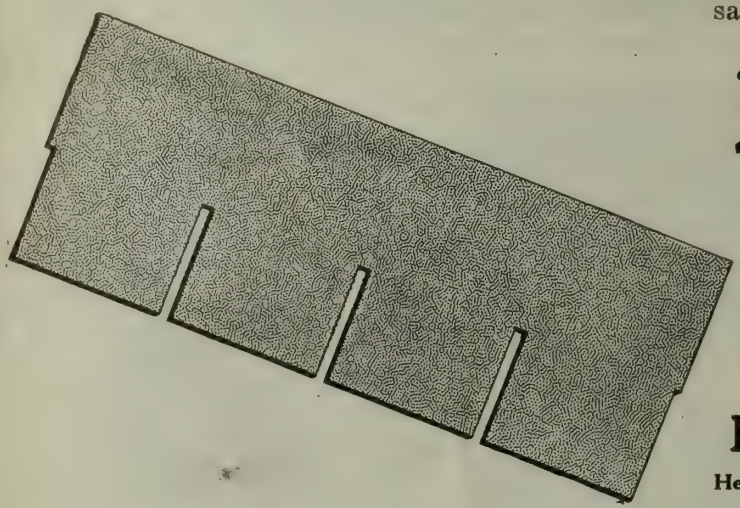
CHICAGO SPRING BUTT COMPANY

OUR NEWEST LINE

A MONEY MAKER

The Brantford Asphalt Slab Slate—FOUR Asphalt Shingles in one—has made a big hit.

Progressive dealers see its selling possibilities at a glance. Roofers welcome it, because of the ease and speed by which it may be laid.



Brantford Asphalt Slab Slates are so cleverly designed that a roof laid with them has the appearance of being covered with individual Asphalt Slate Shingles.

For roofing big buildings, Brantford Asphalt Slab Slates are particularly useful, saving time, labor and requiring fewer nails.

Write for further particulars about the

Brantford
ASPHALT
Slab Slate

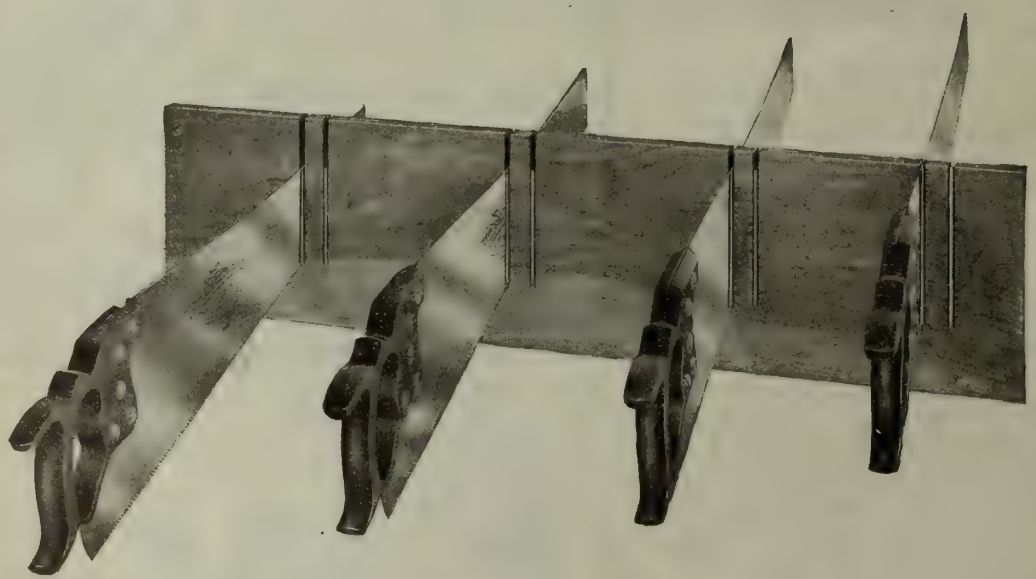
and our other lines of Brantford Roofing—a nationally advertised, big selling roofing, made by a purely Canadian company.

Brantford Roofing Co. Limited

Head Office and Factory: - Brantford, Canada

Branches at Toronto, Montreal, Halifax, Winnipeg

SIMONDS HAND SAWS



Are demanded by mechanics the world over because they are efficient saws that are made Mechanically Right, of the best steel, made in our own mills. All first-class hardware stores carry our line because they recognize the trade pulling power of Simonds Saw Steel Products.

Value to customers and profit to dealer.

Write for booklet covering discounts on Simonds Crosscut and Hand Saws.

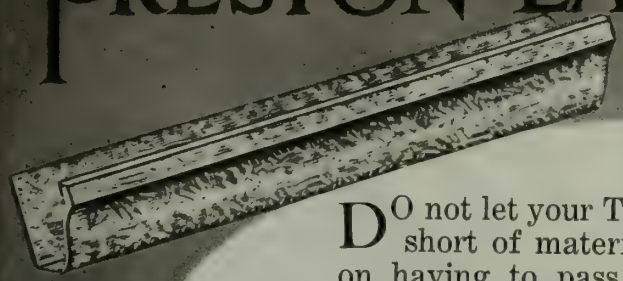
SIMONDS CANADA SAW CO., LIMITED

"THE SAW MAKERS"

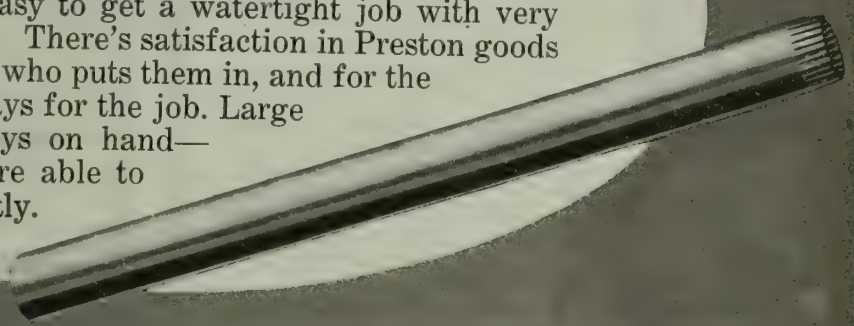
St. Remi Street and Acorn Ave., Montreal, Que.

Vancouver, B. C. - - - - - St. John, N. B.

PRESTON EAVE TROUGH AND CONDUCTOR PIPE

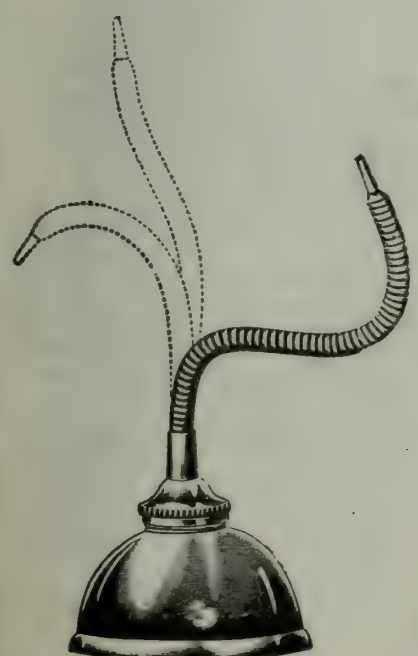


DO not let your Trough and Pipe jobs catch you short of material. Do not take any chances on having to pass up business—ORDER NOW from our nearest Branch. You can make money on Preston Trough and Pipe. The joints fit snug, making it easy to get a watertight job with very little solder. There's satisfaction in Preston goods for the man who puts them in, and for the man who pays for the job. Large stocks always on hand—hence we are able to ship promptly.



THE METAL SHINGLE & SIDING CO., LIMITED

PRESTON TORONTO MONTREAL
WINNIPEG SASKATOON CALGARY



General Purpose Oiler
Made with steel spring bottom in three sizes—No. 1, 1/3 pint; No. 2, ½ pint and No. 3, 1 pint. A 7" spout to each.

ALL-WAY OILERS

Oils cost money these days. The prices are high. It's not only economy but necessary to save whenever possible.

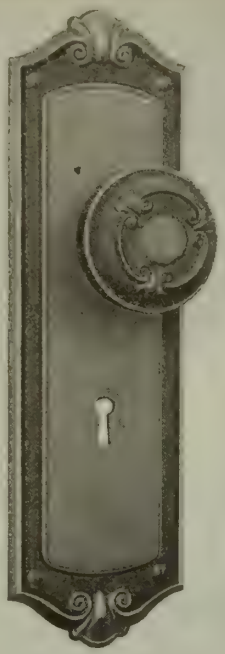
ALL-WAY OILERS reduce wasteage to a minimum. Save money for your customers. Cut oil bills in half. Made of copper-plated steel in different sizes. Flexible spout allows oil to be injected at any angle. Always ready for use. A most profitable line for every Hardware Dealer.

Canadian Fairbanks-Morse Co., Ltd., Montreal; Wood, Alexander and James, Hamilton; Caverhill, Learmont Co., Montreal; Auto Supply Company, London; Great West Electric Co., Winnipeg; Wood, Vallance & Leggatt, Vancouver; Walker, Vallance, Ltd., Hamilton; Wm. Stairs, Son & Morrow, Ltd., Halifax; Summer Bros., Moncton, N.B.; Canadian Specialty Co., Moose Jaw; Rice Lewis & Co., Toronto; Whites, Limited, Collingwood; J. H. Ashdown & Co., Winnipeg; D. Ackland & Co., Winnipeg; Miller Morse Co., Winnipeg; Wilkinson-Kompass Co., Winnipeg; D. H. Howden & Co., London.

If your jobber cannot supply you, write us.

The All-Way Mfg. Company

77 York Street : TORONTO, ONT.



"Belleville" Hardware

A "Made-in-Canada" Product Equal to the Best in the World

We are all apt to look up to imported goods as superior to home-made lines. Pause before you concede anything to foreign products over "BELLEVILLE" HARDWARE. Here is a Canadian-made product that is as good as the best.

"Belleville" hardware is meeting the demand of the most particular architects and builders, and is recording wonderful success throughout Canada. It is a worthy Canadian product, worthy of the best Canadian patronage. All hardware looks very much alike to builders and architects until they have had experience with "Belleville."

Best line for dealers to handle. Has greatest demand. Get our proposition.

Belleville Hardware & Lock Mfg. Company
Belleville - Ontario

Butler's **FAMOUS SHEFFIELD CUTLERY**

"CAVENDISH" CUTLERY & PLATE

"KEEN" RAZORS



Gold Medals **Grand Prix**

JAMES BUTLER. Head of the Butler Firm 100 years ago.

Regd A.D 1681 | "BUTLER" 1768 | ART 1861

GEO. BUTLER & CO., LTD., Sheffield, England
London Showroom, 62 Holborn Viaduct, E.C.
Address correspondence to TRINITYWORKS, SHEFFIELD



Again in Demand

The wooden tub is back—the high cost of the metal is largely responsible, but a wooden tub has other advantages.

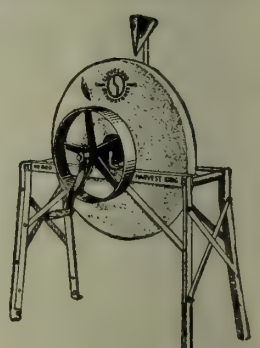
There is no galvanizing or plating to fall off. No rust to spoil clothes, and hot water retains its heat longer.

Cane's wash tubs will be favored. They last a lifetime and are built with the workmanship that has made Cane's Woodenware popular for over thirty-five years.

Order a supply of Cane's Tubs from your dealer for a Source of Good Revenue

The Wm. Cane & Sons Company, Ltd
Manufacturers NEWMARKET, ONTARIO

Place Your Order To-Day



More food, more manufactured products are being called for from all sides. More tools, more industry, more grindstones will be needed. For handling any grinding work speedily, efficiently and economically, sell your customers

CLEVELAND GRINDSTONES

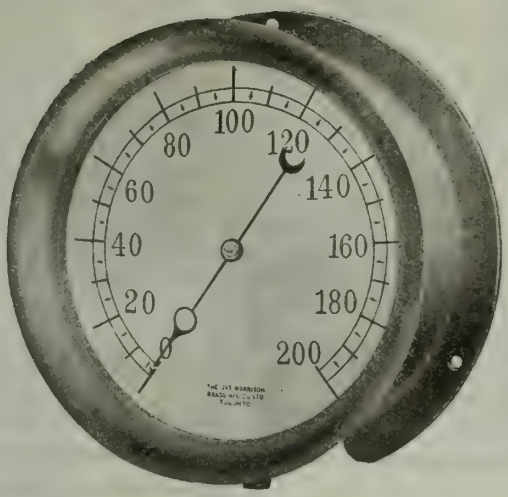
They are made in all sizes — adapted to all requirements, with different grits ranging from the very finest to the coarsest.

CLEVELAND TRADE MARK GRINDSTONES

THE CLEVELAND STONE CO.
Union Bldg. CLEVELAND, Ohio

BISSETT & WEBB, Limited
WINNIPEG, MAN.
Western Distributors

WE manufacture a full line of Steam, Vacuum and Combination Gauges, Locomotive and Duplex Gauges.



MORRISON'S Standard Test Gauges, Hydraulic, Altitude and Sprinkler Alarm Gauges, Combination Water Works Gauges.

PYROMETER Gauges, Engineers' Clocks and Revolution Counters, Pressure Gauge Testers, Pyrometers for Bakers' Ovens.

RECORDING Pressure and Temperature Gauges, Blast Pressure Gauges. Dealers in Thermometers for Heating Installations, Feed Water, Flue Gas, etc.

THE JAMES MORRISON BRASS MFG. CO., LIMITED

93-97 Adelaide Street West, TORONTO, ONTARIO

HORSE COLLAR PADS



Horse-owners appreciate the worth of good, serviceable **Horse Collar Pads.**

Recommend **"TAPATCO" Pads** to your customers. They give satisfaction. It's economy to use them in the prevention of **"Sore Shoulders."** Save time and money in keeping horses always on the job. Made of strong, durable and highly absorbent material. Well made and carefully sewn. Are soft and perfect fitting under the collar.

Possess our exclusive **"Patented Hook Attachment"** that lengthens the life of the pad.

Include **"TAPATCO" PADS** in your next order. They sell at a splendid profit. **Order through your jobber.**

The American Pad & Textile Co.

CHATHAM, ONTARIO

METALS · CHEMICALS · GLASS

B.&S.H Established 1790

We are now prepared to quote on

English Castor Oil

In Barrels or Cases

in all grades for prompt import. Send us your inquiries for Spring.

B.&S.H.THOMPSON & COMPANY LIMITED

MONTREAL

Branches : Toronto, Winnipeg, Vancouver, New Glasgow, N.S.

Selling Agents for Eastern Canada for United States Steel Products Co.
Exporters of the Products of the American Steel & Tinplate Co.

NO ROCKING
NO SHAKING
NO WORK
NO DIRT



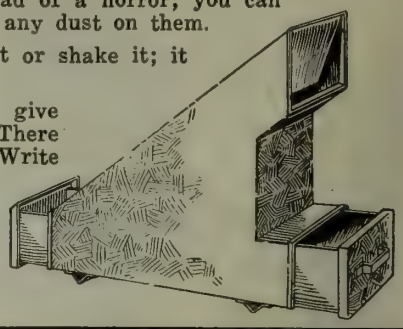
ASH-SIFTERS THAT MAKE SALES

Made of Galvanized Iron with Black Iron Drawers, Self-Closing Doors, Removable Screens

This makes ash-sifting a pleasure instead of a horror; you can wear your best clothes and yet not get any dust on them.

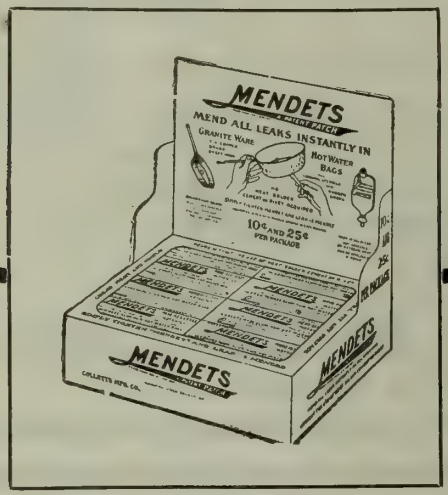
It is dustless; you don't have to rock it or shake it; it is self-operating, a child can work it.

We guarantee that this ash sifter will give satisfaction or your money refunded. There are good profits in it for the dealer. Write us to-day for prices and information.



FURNIVAL & CO.

631 Dupont St. - Toronto, Ont.



A Silent Salesman!

Suggestion creates desire. A desire to purchase means another sale. That's the service our display case renders you. Mendets is performing an unusual service in the home in the mending of metal and rubber utensils. Meet the popular demand Send for a display case to-day.

At your jobber's.

Collette Mfg. Company

Collingwood, Ont., Canada

More-Profit Pumps ---Real Profit

No use to sell a pump that makes trouble for a dealer with his customer.

The trouble is remembered. The cost of repairs is dead loss of time and temper. The dealer suffers.



"Aremacdee" hand and motor metal pumps for force or lift use, every kind, are shown in the big catalogue.

Dealers, ask for prices and terms. Get real profits on your metal pump sales.

WRITE

The R. McDougall Co.

LIMITED

GALT, CANADA

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

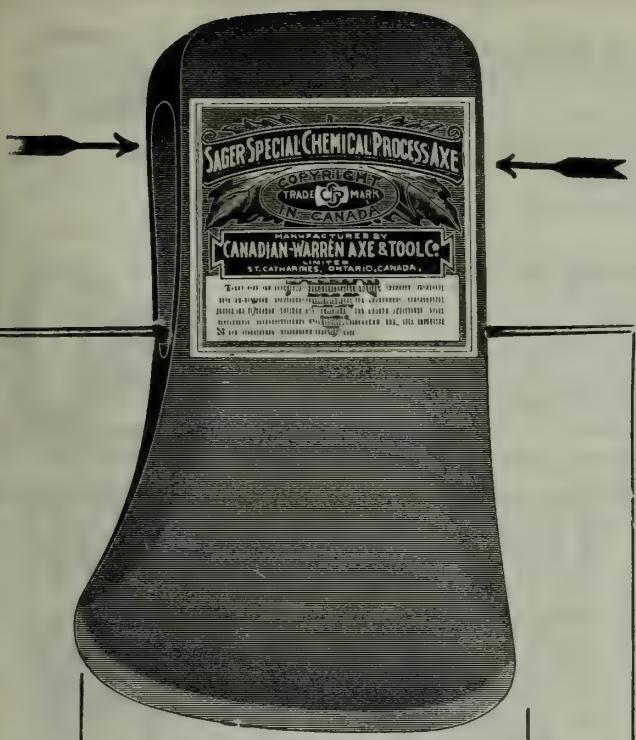
THE THOS. PINK COMPANY, LIMITED

Manufacturers of Lumber Tools

PEMBROKE - - - - - ONTARIO



It's a Pink anyway you take it.



Sager Axes Stay Sharp

They Cost More *But*
They Are Worth More
Than They Cost

SAGER AXES meet the critical and particular requirements of the skilled lumbermen, because the general design, the Bitt, the Eye, the general feel of the Axe is as the lumberman dictates, but above all their record for dependability and long service make them favorites wherever they are used.

The natural blue finish on the Sager Axe is a sure indication of their superior quality, because they are hand tempered.

The Sager Label is your guarantee.

Sager Axes are manufactured in patterns to meet the requirements of the lumbermen in every section of Canada.

Manufactured by

Canadian-Warren Axe & Tool Co.,
LIMITED
ST. CATHARINES, ONT.

Eastern Representatives: Richardson & Bureau, 55 St. Francois-Xavier St., Montreal, Que.



Soo Line Logging Tools

SALES ARE VERY STEADY

You can bank upon a steady call for "Famous Five" Files.

The demand doesn't fluctuate much, but shows a certain increase from year to year.

Customers know "Famous Five" as standard grade tools, and appreciate the judgment of dealers who carry them.

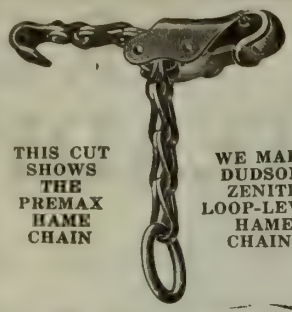
Always specify "Famous Five" when ordering from jobbers.

They are:

KEARNEY & FOOT
GREAT WESTERN
AMERICAN
ARCADE
GLOBE

Made in Canada by





THIS CUT SHOWS THE PREMAX HAME CHAIN

WE MAKE DUDSON, ZENITH LOOP-LEVER HAME CHAINS

QUALITY HARNESS GOODS



IDEAL CURRY COMB

Four of our many representative lines of Harness Goods, our own make, are shown here. Saddlers and Hardware Dealers supplied with exceptionally fine and saleable lines. Materials, design and workmanship of the best. QUALITY, SERVICE, SATISFACTION. Prompt shipment. Profitable lines to handle. They make and hold trade. Prices right. Ask for catalog No. 20F-14.

NIAGARA FALLS METAL STAMPING WORKS
NIAGARA FALLS, N. Y.
Makers of Hardware Specialties

Premax Jockey, Stallion, Spreader and Coil Chains, Sports' Goods, Key Chains, Traps, Sheet Metal Letters and Figures, Seven Sizes, Seven Finishes. Builders' Supplies, Signs, Checks, Badges, Medals, Dog Tags, License Plates, Name Plates, Miscellaneous Goods.



NIAGARA STEEL DOUBLE SWIVELS



NIAGARA WROUGHT STEEL HARNESS SNAP

Manufacturers
OF
WIRE
HEADQUARTERS FOR
WIRE BALE TIES
Largest Capacity and Stock in Canada
PROMPT SHIPMENT

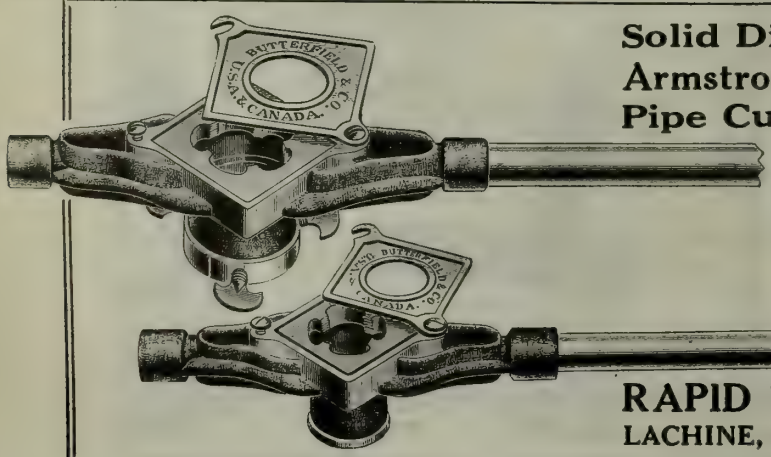
LAIDLAW BALE TIE COMPANY, Limited
HAMILTON, CANADA
Winnipeg Toronto Montreal
London, England

MADE IN CANADA

Blacksmiths' Boiler Makers' Machinists' AND Pipe Fitters' Tools

Write for Catalogue

A. B. Jardine & Co.
LIMITED
HESPELER, ONT.



Solid Die Plates
Armstrong's Adjustable Stock and Dies
Pipe Cutters and Vises

We are the sole manufacturers of the above lines previously made by Butterfield's.

These are profitable lines for you to handle on account of low prices and high quality.

Write for our complete catalogue and price list.

RAPID TOOL & MACHINE CO., LTD.
LACHINE, QUE. Branch: IBERVILLE, QUE.

Build Up Your Business

by handling the BEST.

MADE IN CANANA BY CANADIANS

Sold All Over the World

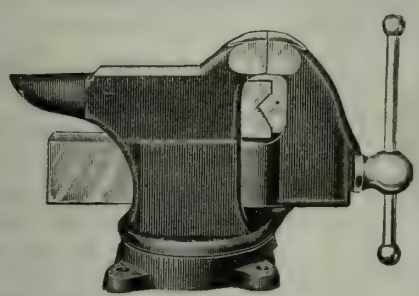


ARROW HEAD SAWS

Write for Catalogue
T. F. SHURLY CO., LTD
St. Catharines, Ont.

ROCK ISLAND VISES

A Type and Size for Every Service



No. 241—Autovise

A combination Pipe and Anvil Vise—particularly suitable for auto repair work. Write for catalogue and prices.

Factory and Office:

Rock Island Mfg. Co.

Rock Island, Ill., U.S.A.

NEW YORK
113 Chambers St.

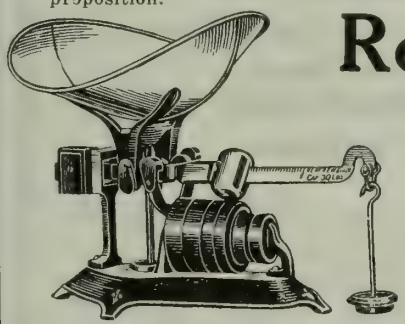
CHICAGO
180 North Market St.

Kills the Losses

Why should housewives take ALL the risk in regard to honest mistakes in weighing. It certainly is easy to convince her she shouldn't, and that a Renfrew scale will save not only risk, but many actual losses. That builds up sales for YOU.

An ordinary, doubtful scale would only add useless disputes. The Renfrew is accurate for every weight from ½ oz. to 30 lbs., and its owner can prove her weights every time by means of the Government Inspector's Certificate which goes with every Renfrew.

The Renfrew is made in black finish, or in all-nickel finish suitable for candy stores or homes desiring a little bit better. Write for literature and attractive selling proposition.



Renfrew

HOUSEHOLD SCALE

Guaranteed to weigh accurately. Capacity: ½ oz. to 30 lbs.

The Renfrew Scale Co.

Head Office and Works, Renfrew, Ont.

Western Representatives: P. A. C. McIntyre & Co., 810 Confederation Life Bldg., Winnipeg, Man.

Our Other Lines: "Renfrew" 2,000-lb. Farmers' Truck Scale.



THE manufacturing plants in your district present an opportunity for sales in these high quality lines.

Emery Paper and Cloth, Garnet Paper and Cloth, Flint Paper and Cloth, Discs and Circles.

Their well-known reputation for quality is a valuable asset to the dealer selling them. A complete stock on hand, together with an attention-creating display, will attract your local buyers.

May we send you catalogue and prices?

Canadian Sales Representatives:
Messrs. Moncrieff & Endress, Galt Bldg., Winnipeg, Man. 'Phone Garry 3389.
Mr. Alexander Gibb, 3 St. Nicholas St., Montreal, Can. 'Phone Main 2343.

UNITED STATES SAND PAPER CO. - Williamsport, Penn.

YATES & CO. ESTABLISHED 1857

Brush Manufacturers, HALIFAX, ENGLAND

BEST FINE WHOLE HAIR BROOMS



Detailed Price List of the various qualities of these Brooms will be gladly sent on application.

SCRUBBING, LAUNDRY AND DANDY BRUSHES



Detailed Price List of the various qualities, sizes and shapes of these Brushes will be gladly sent on application.

REED'S SPECIAL



Asphalt Roofings,
Tarred Felts,
Pitch,
Coal Tar,
Roof Coatings,
Slates,
Conductor Pipe,
Gutters,
Sheet Metal Work
Fire Doors,
Wire Guards,
Ventilators.

The products we make are the best that may be bought for the money. Every item is high grade and extremely durable. A postal will bring you complete prices and full information on all our Roofer's Supplies. *Write us.*

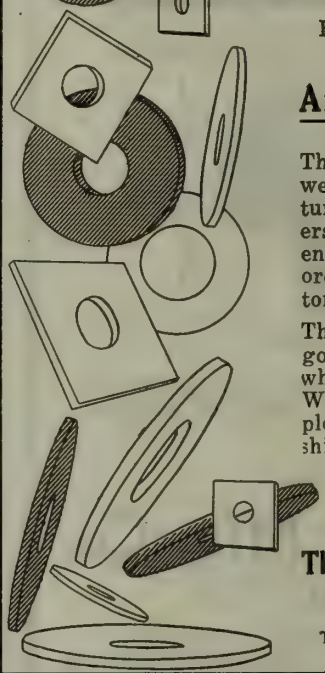
GEO. W. REED & CO., Limited

Manufacturers

MONTREAL

Unimeco

WROUGHT WASHERS



Round and Square, Plain and Galvanized

Annealed Rivet Burrs

The unusual high standard we maintain in the manufacture of both Wrought Washers and Annealed Rivet Burrs enables you to offer extraordinary value to your customers.

The "Unimeco" line means good profits and more worth while business for the Dealer. Write us for prices and complete information. Prompt shipments guaranteed.

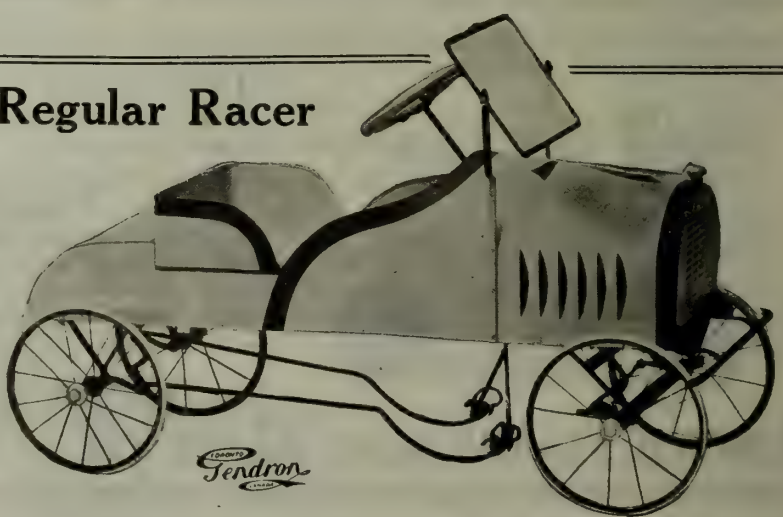
The Union Iron & Metal Co.
Limited
1951 DUNDAS ST. W.
TORONTO CANADA

Just Like Daddy's---A Regular Racer

Our new line of **Automobiles for Boys and Girls** is absolutely different from any other of its kind on the market to-day. In general appearance and construction made on the lines of a real car. Possess the latest and newest features combined with strength and durability throughout.

Automobile No. 37 Illustrated—Frame, selected wood covered with sheet steel; body, painted yellow and striped; gear and wheels enamelled black; metal wind shield with celluloid; imitation gas and spark switch; clicker for supposed self-starter.

Write for catalogue and prices.

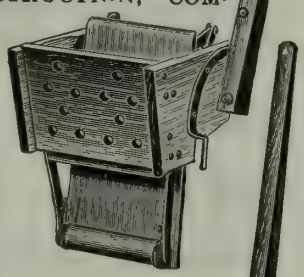


Gendron Manufacturing Company,
LIMITED
Duchess and Ontario Streets, Toronto, Ont.

"White"

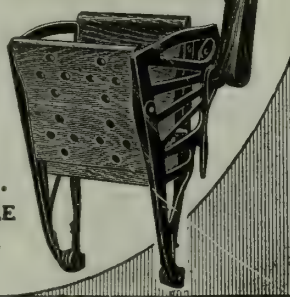
MOP WRINGERS

EASE OF OPERATION, THEIR GREAT UTILITY AND THEIR SUBSTANTIAL CONSTRUCTION, COMBINED WITH THEIR PRICE, MAKES THE WHITE MOP WRINGER A RAPID SELLER.



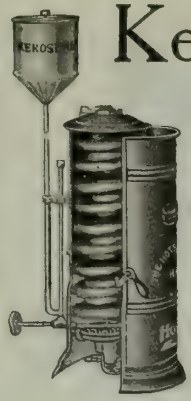
Made of malleable iron and the best of hard woods — Maple or Birch. Fits any kind of pail and wrings the mop thoroughly.

It has more than one use—often used for fruit and vegetable presses and works perfectly. The advent of the White Mop Wringer proved a boon to the housewife—it sells itself and is a good profit-maker.



White Mop Wringer Co.
FULTONVILLE N.Y.

Kerosene Water Heater



No. 20-K
(Also made with cast sections).

Here is a REAL Kerosene Water Heater! Works like a gas heater—easy to operate.

Wickless burner generates its own gas and throws a clean, powerful, odorless flame.

This heater will give SATISFACTORY SERVICE. Once sold—stays sold—no come backs. The price is low, the season is here—send for descriptive folder **To-Day**

The Hotstream Heater Co.

"Makers of heaters that heat"

1380 East 17th Street, Cleveland, Ohio

Write to, Canadian Representatives

W. H. CUNNINGHAM & CO., 181 Church Street, TORONTO

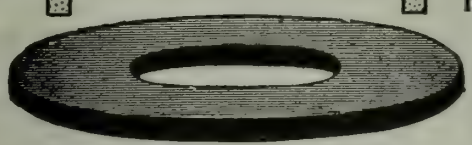
Wrought and Steel Plate

WASHERS

OF ALL DESCRIPTIONS

ROUND AND SQUARE

PLAIN OR GALVANIZED



Annealed Rivet Burrs; Felloe Plates; Sheared and Punched Plates; Malleable Washers and Cast Iron Washers.

PROMPT SHIPMENTS

We Guarantee Quality and Service.

Wrought Washer Mfg. Co.
MILWAUKEE, WIS.

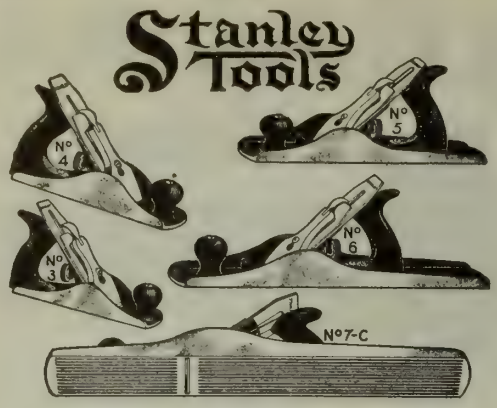
We Have

Safe Pack Waterproof Paper

Shippers Should Know About it

Walter Woods & Co.

Hamilton and Winnipeg



THE "BAILEY" IRON PLANE has been the STANDARD for over FORTY YEARS and has always maintained the leading position.

We are the sole manufacturers of the "BAILEY" PLANE. Every Plane has the name "BAILEY" and the number cast in the bottom and the name "STANLEY" is stamped on each cutter.

Always insist that your stock consists of Planes made by THE STANLEY RULE & LEVEL CO., which carry with them a GUARANTEE backed by a Company that has been manufacturing Carpenters' and Mechanics' tools for over half a century.

Made in Canada

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.

Canadian Representatives—A. MacFarlane & Co.,Ltd., Montreal, Canada

An Axe is as Strong as its Handle

STILL'S

—will give you a stronger working tool, for **STILL'S HANDLES** are made from the best of Canadian Woods.

The sale of

STILL'S HANDLES

far exceeds all other makes.

There's a reason.

Axe, Pick, Sledge and Hammer Handles, Cant Hook and Peavie Handles.

It pays to sell **STILL'S.**

J. H. Still Mfg. Company

ST. THOMAS -:- ONTARIO

P X H

TRADE MARK

A SLOGAN

is a manufacturer's declaration of faith in his product.

Usually it is a simple statement of fact, pithily pointing out the superiority of his goods.

The slogan of P.H. and Imperial Files, is

"They Cut Faster And Wear Longer"

This is justified by the practice and experience of satisfied users.

Let us prove it to *YOU.*

Ingersoll File Company, Limited
Ingersoll, Ontario

John Morrow Screw & Nut Company, Limited
INGERSOLL ONTARIO
Sole Distributors

IMPERIAL

TRADE MARK



It's Good—
PEERLESS ORNAMENTAL FENCING

Is the last word in fencing, beautifies, protects and enhances the value of your property. It safeguards your children, keeps out marauding dogs, animals and destructive chickens, protects the lawn, shrubs and flowers and prevents trespassing. It wears well, too.

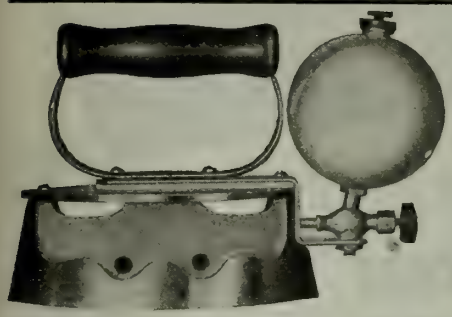
Beautify Your Home with

Peerless Ornamental Fencing. It is built of strong, stiff wire, heavily galvanized and coated with zinc enamel to prevent rust. In style, durability, service and every feature combined to insure absolute satisfaction, the Peerless fencing is true to its name. It will not sag and cannot break down with ordinary use.

Send for Catalog. Shows many beautiful designs of fencing for lawns, parks, schools, churches cemeteries, etc. **Dealers nearly everywhere.**

THE BANWELL-HOXIE WIRE FENCE COMPANY, Ltd.
Winnipeg, Man. Hamilton, Ont.

Big Spring and Summer Seller



Every housekeeper — city or country—a likely purchaser of the

"Comfort" Iron

Makes its own gas, two-pointed, self-heating, self-cleaning. Operates easily at low cost. Looks good and makes good, guaranteed. Sells fast.
Ask your jobber for particulars or write direct.

Dept. 16.

National Stamping and Electric Works
410-424 S. Clinton St. - - Chicago, Ill.

Fibre Chair Seats

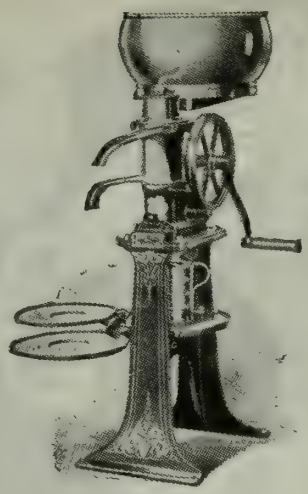
LEADER
For Quality and Appearance
LOOKS BETTER
LASTS LONGER

GUARANTEED NOT TO BREAK THRO

If you are interested in a high-grade fibre seat you will be interested in the "LEADER" chair seats. Sample catalog and quotations cheerfully mailed on request.

Manufactured by
WE LEED MANUFACTURING COMPANY of Brooklyn, N.Y.

If interested write to **E. G. GOODERHAM,** Canadian Selling Agent, 24 King Street West, Toronto



Self-Balancing Bowl

Self-Oiling System

Self-Emptying Bowl

These three features are convincing proof that you should be selling the

ANKER-HOLTH CREAM SEPARATOR

Silverwoods, Limited
London, Ont.

Measuring Tapes, Steel Rules, Straight Edges, Surveyors' Band Chains, Engineers' Tools

MANUFACTURED BY

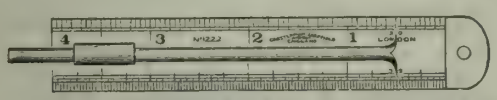
JAMES CHESTERMAN & CO., Limited

SHEFFIELD, - ENGLAND

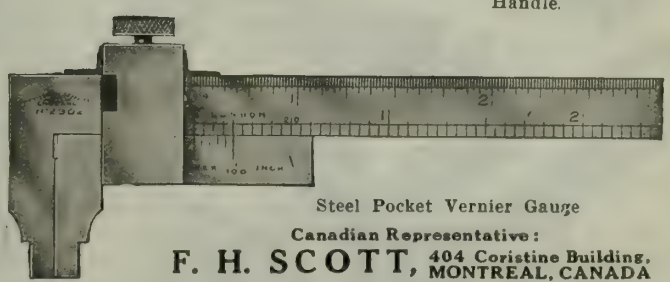


Wind-up Measures, Steel, Linen and Metallic. With Improved Patent Flush Handle.

Chesterman tools are the highest standard of accuracy in the British Empire, and the quality of steel and substantial build guarantee a maximum of service and economy.



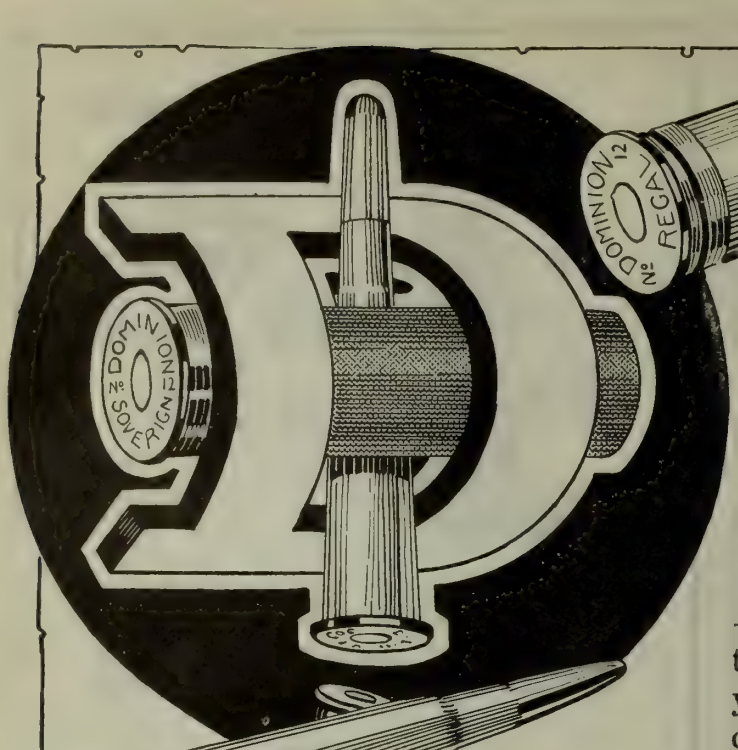
Steel Depth Gauge



Steel Pocket Vernier Gauge

Canadian Representative:
F. H. SCOTT, 404 Coristine Building, MONTREAL, CANADA

Have you received Hardware and Metal Electro Catalog?



Get Your Share of this Year's Bigger Business

—get in line for the Sporting Ammunition sales that will come your way this year. There is bound to be a big increase in these sales after four dormant years.

Game is plentiful after little hunting.

Thousands of returned soldiers, accustomed to firearms, will take up recreative shooting.

Trap shooting will be revived in full force.

And, as usual,

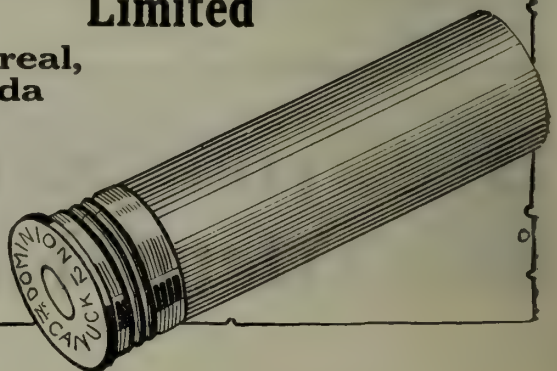
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Dominion Cartridge Co., Limited

Montreal, Canada



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HARDWARE AND METAL

CANADA'S NATIONAL HARDWARE WEEKLY

Vol. XXX. TORONTO, MAY 17, 1919 No. 20

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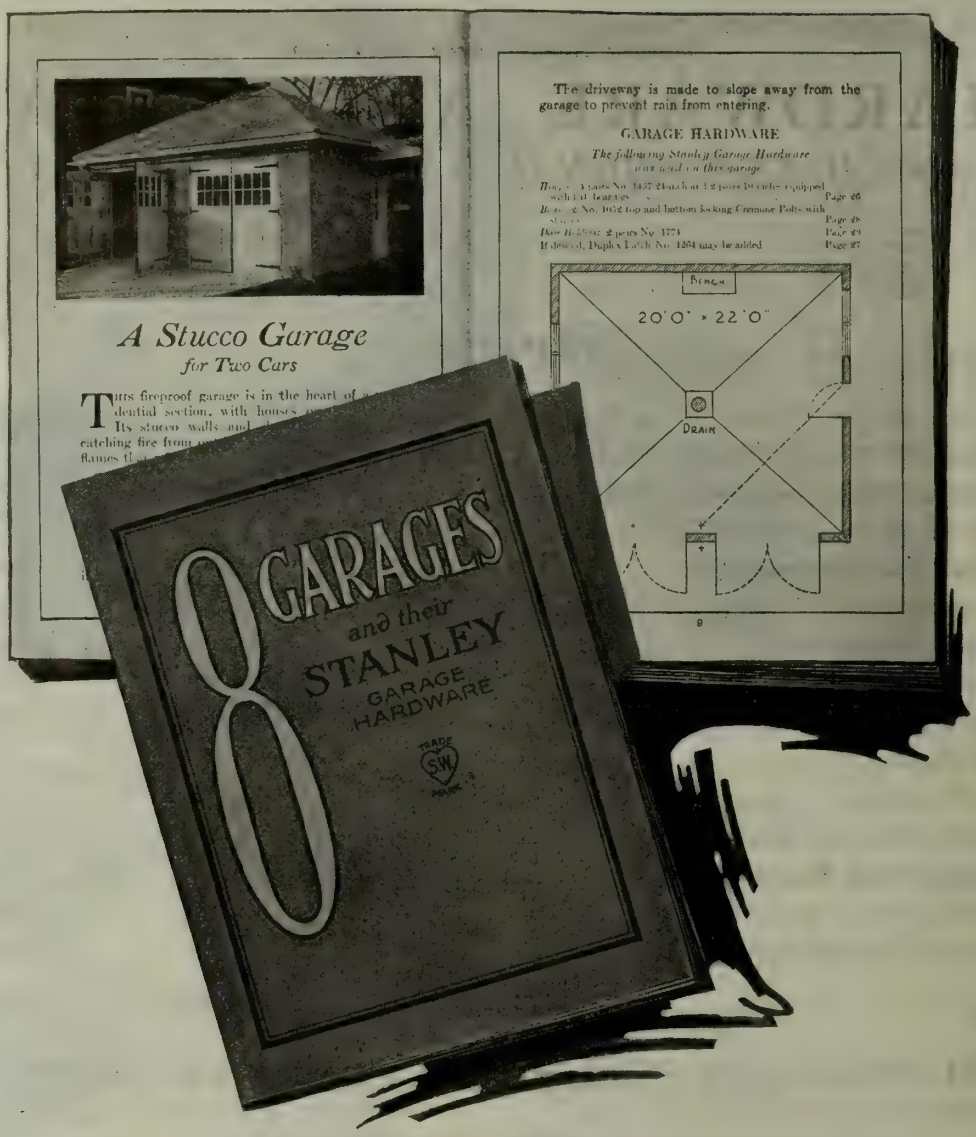
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THIS thirty-two page booklet is built around the illustrations, descriptions and plans of eight typical private garages and their Stanley Garage Hardware. A copy has been sent to the leading architects everywhere.

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Canada's National Hardware Weekly

HARDWARE AND METAL

Published Every Saturday Since 1888

Vol. XXX. TORONTO, MAY 17, 1919 No. 20

Budget—Budget—What's in the Budget?

Speculation Rife as to What Finance Minister Will Set Forth—Opposition Leader's Views Cause a Sensation—Low Tariff Element Seems to Have Subsided

OTTAWA, May 15.—Sir Thomas White recently announced that the budget would be brought down about the middle of May, and speculation as to what it will contain naturally grows keener; but expectations, as far as the low tariff wing in Ottawa is concerned, are not great. In fact, some of the most radical of the Western low tariff men are understood to be becoming reconciled to the fact that they will have very little to take back to their constituents in response to those telegrams which, during the session, have poured in on them thick as the leaves on Vallombrosa. Even Mr. Maharg who, during the early part of the session, in an interview with a MacLean representative declared that the War Tax of 7½ per cent. had to come off first shot out of the box, before attacking the main tariff, has now come around to the view that a reduction of the War Tax on necessaries will be about right; and he, like many other Western tariff reformers, will accept a considerable reduction from his early "ultimatum."

The Opposition Leader Speaks

When the Leader of the Opposition announced in the most casual way in the House on Friday, that he was a protectionist, he further added to the extraordinary mix-up which Parliament presents this session. Mr. McKenzie's exact utterance, which promises to become more or less historic in the annals of the Liberal party, was as follows: "While I am not a very high protectionist, I am not in favor of the tremendous wall which my friend from Peterboro (Mr. Burnham) would like to build; but I cannot help knowing that protection of certain industries has done much for this country. I cannot help knowing that in connection with this very plate industry we are talking about and the institution of the steel works at Sydney, those steel works have furnished a market for our Nova Scotia coal and employment for thousands of colliers who to-day would not be employed were it not for the assistance which the Government in the early stages gave to the development of our steel and iron industry."

Caused a Sensation

It is not too much to say that this utterance caused a sensation. It was a formal announcement of the well recognized fact that, so far as the tariff goes, there is little or no difference between the two parties. The only free traders now in captivity are the few doctrinaires who air themselves once a year at the Grain Growers' convention, where even their leaders no longer agree with them.. Mr. McKenzie's own following is divided, however, and apparently had no idea that he was about to make the pronouncement he did. One of them afterwards expressed the view that he thought his leader had temporarily lost his head; and that he certainly did not represent his—the speaker's—views. Officially, the Liberal party is still anti-protectionist, and old Liberals have to talk like this; but, actually, there is not much doubt that the two parties are to-day not very far apart on the tariff. Strong evidence of this is found in the fact that a paper like the Halifax *Morning Chronicle*, which has been known as the Liberal Bible in Nova Scotia, is now openly in favor of a reasonable protective tariff. The action of the Leader of the Opposition was, no doubt, considerably influenced by the fact that his constituency is located in the centre of the steel industry in Nova Scotia; but his personal hold on the constituency is so strong that he does not require to sacrifice his ideals, and he was no doubt speaking from considered convictions. It may indicate the line which the majority of Liberals will take at the convention called for next August; but, if so, there is likely to be a lively convention.

Poor Political Tactics

But, however it is looked at, it was a very poor exhibition of political tactics. It made the amendment proposed by



Mr. McMaster some time ago look more foolish than ever, and it was considered foolish enough when proposed. It materially strengthened the tactical position of the Government, which has been considerably embarrassed by the attacks of the Western members. It placed those members themselves, and also the member for Red Deer, Michael Clark, definitely in the class of political orphans. Dr. Clark has already moved away from the Government side, and over to the cross-benches; and it would not be surprising to see members like Mr. Maharg, of Moose Jaw, Mr. Read of Yorkton and Mr. Andrew Knox of Prince Albert soon follow him.

Low Tariff Men in Difficult Position

The position of the Western low tariff men like those mentioned has become very difficult. They seem to feel that their case for tariff reduction is practically lost, so far as the present session is concerned. They expect very little consideration from the Government, and have now little reason to cast in their strength with the Opposition.

What of the West?

From the experiences of the Western low tariff men in this Parliament, it would not be surprising if the future should bring about new political alignments in the West. The Western members are having the conviction forced on them that the low tariff sentiment is considerably less powerful in Canada than it seems at an enthusiastic convention of the Grain Growers in Saskatchewan. Apart from that Province itself, there is no part of Canada where protection is really in bad odor. Eastern people are sometimes inclined to think that the West as a whole is low tariff, but this is far from being the case. In British Columbia, sentiment is in favor of a protective tariff, with the lumbermen and the fruit-growers both favoring it. Alberta and Manitoba are far from being solidly anti-protection. Saskatchewan alone can be called a stronghold of the low tariff party. The Western members who were so vociferous in the early part of the session are beginning to realize that the East is a pretty big factor, and that there is mighty little purely free trade sentiment left in it.

In Alberta, I notice that the Grain Growers and Nonpartisan League is having a sort of rapprochement. Sometime ago the possibility of a union of forces on the part of certain Western electoral powers, such as the labor and agrarian parties, was suggested. If the West is to effect much in Parliament, some such union of forces will probably be necessary.

The time seems rather a crucial one for the West, nevertheless. There has been so much protest and threatening from that quarter all this session, that the House is rather interested to see just how much bluff there was in it. The high tariff men, who have been urging the Government to stand pat, have always minimized the sincerity and the seriousness of this Western agitation, claiming that it was largely froth, and would not be crystallized into action. If no substantial reductions are now made in the tariff and th West stands for it patiently, it is certain that the high tariff sentiment, both in the country and in the Government, will be greatly strengthened and heartened.

The Western men are, therefore, between the devil and the deep sea. The Opposition (which is nothing if not independent, so far as attempting to attack supporters is concerned) does not appear to care whether it adds to its members in the House or not. About the only thing the Western low tariff men can do to express their disapproval is to form a wing of their own in the House; and there is not a sufficient number of them to make much of a hit.

The longer this question is before the House, the fewer become the out-and-out low tariff men, even from the West. Mixing daily with members in the House who are either moderate or high protectionists, their attitude inevitably becomes affected to a certain extent by the company they keep. They feel somewhat like the obdurate juror, who holds out against the other eleven. Few men have the courage to maintain an extreme position to its extreme limit among men with whom they mix intimately every day for months.

Hence we see Mr. Maharg, the protagonist of low tariff, much more vociferous when in the West than he now is in Parliament. Perhaps this is due to some extent to the fact that while here he is not immediately under the eye of Mr. Musselman, secretary and moving spirit of the Saskatchewan Grain Growers, who has always influenced his opinions a good deal. Mr. Maharg is said to be a Tory at heart, and has a stout Tory brother at Brandon. At all events, if he does not receive more comfort from the budget than is now anticipated, and takes it without some emphatic action, the protectionists of the East will take fresh courage and the Grain Growers of the West are likely to get a new leader.—T.M.F.

Current Events in Photograph



MAY BE FIRST TO FLY ATLANTIC

Harry Hawker and Commander Grieve, after numerous tests, declare themselves perfe c t l y satisfied with the behaviour of this machine. In it they hope to be the first to cross the Atlantic and win the prize of $50,000 offered by the London Daily Mail. The machine has exceptionally powerful engines.

Seasonable Window Display Suggestions

Motorists' Supplies Window



Window display made by the Bond Hardware Co., Guelph, Ont.

The windows shown herewith were just recently put in by the Bond Hardware Co., Guelph, Ont. The goods shown are seasonable and the arrangement one that can be quite easily adopted by any merchant—even on a smaller scale. Details in connection with the windows are shown on the page directly following.

Spring Goods Requirements Window



Window display made by the Bond Hardware Co., Guelph, Ont.

Window Display Suggestions That Pull

Two Reproductions of Windows on Preceding Page Which May be Followed as Suggestions—Make the Appeal on Seasonable Lines — Seeing the Goods Loosens the Purse Strings

ON the preceding page are shown two reproductions of excellent window displays recently made by the Bond Hardware Company of Guelph, Ontario.

In the window display shown at the top of the page will be found a very attractive arrangement of automobile accessories. These lines are in great demand at the present time and it is to the hardware man that the motorist now looks for his needs in automobile supplies. Take the window which is shown and there will be found automobile tires, spark plugs, electric flash-lights, radiator cement, motor oils, automobile finishes, driving gauntlets, and many other lines which the hardware man is called upon to supply every day.

The background of the window is a most attractive one. In the centre is a mantel effect, before which steps are arranged giving somewhat of a pyramid effect. On each side of the central mantel, lattice work appears, a departure from the solid background so often used, which gives somewhat the appearance of gates.

THE SPRING GOODS WINDOW

In the window shown below of spring requirements is a fine assortment of garden tools and kindred lines which are used at the present time. This window is not unlike a similar one which appeared in the spring issue of HARDWARE AND METAL of March 22.

Forming the background is a lattice work effect, before which is arranged poultry wire and lawn fencing. These serve to finish a splendid background and before these appears a layout of forks, shovels, spades, lawn mowers, lawn hose, and wheelbarrow. In the immediate foreground of the picture are shown garden trowels, weeding forks, shears, lawn sprinklers, and similar tools upon which the aggressive hardware merchant is now making a big drive.

USE OF PRICE CARDS DESIRABLE

It will also be noted that there is another very desirable feature brought about in this window. That is the use of price cards, which serve to inform the public at once what value is placed on the various lines displayed. The practice of using the price cards consistently has been found to work out to advantage and this firm are sincere believers in showing the public what the price of the goods is.

These are window displays which nearly every hardware store can adopt quite easily and if there is not an equal amount of space such as this firm has, the arrangement could be cut down and arranged on a smaller scale. The windows are a powerful salesman for the retail hardware store if used to advantage and there is no great trick in arranging goods neatly and in such a way that the public will be interested.

It might be said that, to a large extent, the windows reflect the policy of the store. The public are interested in seeing seasonable goods and there is no easier method of reminding the passer-by of what is being offered than a window display attractively arranged.

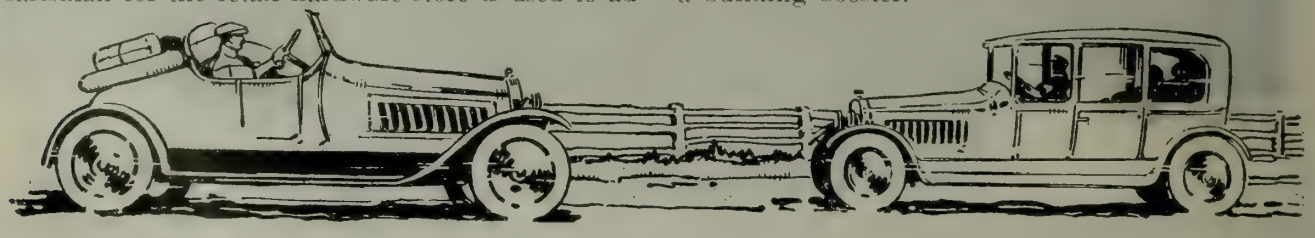
Window displays should be changed frequently and can be arranged to work in nicely with the newspaper advertising which is being done. Getting the actual goods before the probable customers' eyes is easily possible through the medium of the store window. It is by seeing the lines offered at the right season that the purse strings of the public are loosened. There is money being spent freely to-day—make the window do its share in attracting the dollars to your till.

ARE YOU BOOSTING?

ON every side one hears the cry when building is mentioned that costs are too high, materials are out of all proportion to enable much construction work to be instituted. But does an investigation of the situation really reveal the fact that building materials are too high? Take the actual cost of the materials entering into the construction of a house. Should the cost of the hardware used be a deterrent factor—isn't the hardware bill really a comparatively small factor in the total cost?

What, then, is the main element to-day? Nothing more nor less than labor. With every branch of labor demanding more, does it seem reasonable to expect that prices can come tumbling down? Doesn't labor enter into manufacturing costs to a great degree, far more usually than the raw material? How then is it possible to sanction increased wages to labor and at the same time urge that cost of goods representing the fruits of labor should be reduced?

Putting off building is not going to help the labor situation. Nor is it likely to result in a saving of any great amount to the builder in the matter of the materials which he depends upon the hardware dealer to supply. It is better to face the situation fairly—look at every angle carefully. When you have done this you will be more inclined to urge that building be gone ahead with. The result will be that labor will be employed—it will be a business producer and will stamp you as a citizen who has the best interests of the community as a whole at at heart. If you are not already, start now being a building booster.



Welcome Customer; He'll Return

Create That Come-Again Atmosphere for the Customer to Breathe — Consider the Ladies' Viewpoint—Don't Block the Entrance—Accessibility of Goods Big Factor in Sales

JUST the very appearance of the store interior may extend the welcome your store should make to every customer. Whether he is a new one or one who has found your treatment such as to warrant a return to your store a pleasure makes no difference. The customer should breathe in the atmosphere of the store interior that "come-again" attitude which is associated with profitable business.

Consider the Ladies

Perhaps the appeal should be made on behalf of the ladies who are becoming in greatly increasing numbers the customers of the hardware store. This should not be necessary for the men are just as keen on seeing goods arranged in an attractive manner as are the ladies. The customer of whichever sex has a sense of vanity that it pays to cater to.

Don't Block the Entrance

What, then, constitutes an attractive arrangement of merchandise? It is perhaps unnecessary to enumerate the things the merchant should do. One thing that should not be done is to block the entrance and aisles with pails, oil cans or washing machines which make it difficult to reach any single department. This may be obvious but it is nevertheless true that it is a practice employed in many stores, whether by design or accident, that should be eliminated.

Here is an Example

Take the interior display of automobile accessories shown below. Back of the counter and display cases, the various lines of shelf goods are arranged neatly on the shelves. They are in full view of the customer, but arranged in a manner to expedite handling and service to the customer. In the immediate foreground, display tables are placed on which such lines as tires, automobile pumps and jacks are shown.

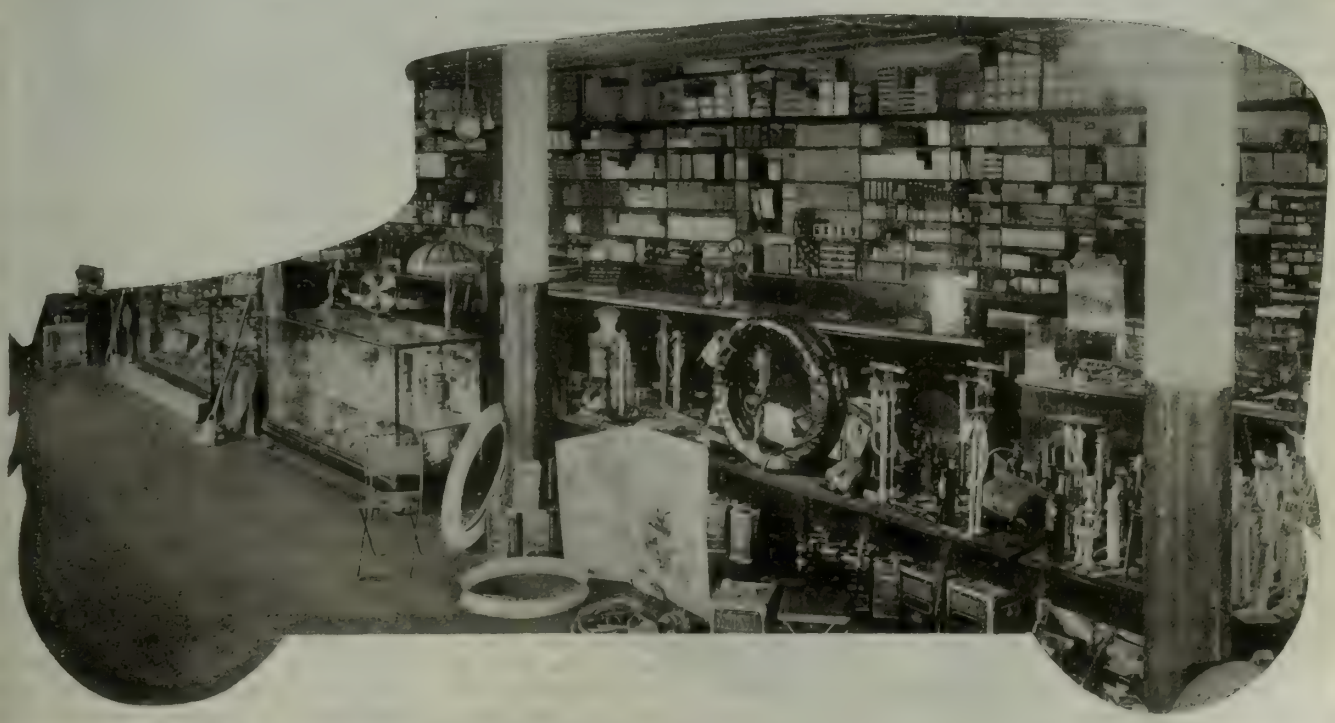
The approach to the counter is free, the display is arranged attractively and with the idea that the customer cannot easily overlook same. Such a method of handling merchandise serves the customer well and enables the store to cash in on an effective showing of the goods.

Treat All Departments Alike

One might take any single department of the store and point out that the same conditions will secure similar results. It may be the housefurnishings, where stoves, washing machines and refrigerators are found. The successful merchants do not have pots and pans littered around on the tops of these articles—they are, rather, readily accessible to the buyer and the point of accessibility is one that should be borne in mind constantly in arranging the lay-out of the store interior.

Accessibility the Factor

Accessibility permits of rendering quick, efficient service to the customer. It also allows the buyer to "browse around" and see what is being offered. This brings one to the point that it is not always the individual article asked for on which the profit is made—the profit may result from the sale of other lines which are accessible and in view of the customer on his way in or out. The goods that are out on display are constantly working with the sales force—those hidden away under the counter do not have the same opportunity to register in the sales columns of the day. Arranging your merchandise where it will be seen and asked for is the desirable condition you should strive to obtain in your interior displays.



Canada's Great Opportunity

Business Must be Aggressively Sought if Totals Are to be Large — Vice-President Ramsay, of Canadian Paint, Oil and Varnish Association, Returns With First Orders

RETURNING from his special mission to London and other European centres, Walter B. Ramsay, vice-president of the Canadian Paint, Oil and Varnish Association, and President A. Ramsay & Son Co., Ltd., Montreal, spoke most encouragingly to HARDWARE AND METAL of the prospects that present themselves in Europe for the Canadian manufacturer. As a result of his trip, and through coming in contact with the actual markets of Europe, Mr. Ramsay was enabled to secure actual business to the extent of over a quarter of a million dollars. This business has already been distributed among the paint and varnish manufacturers of Canada, and it is but the beginning of orders that are expected to run into many millions.

Mr. Ramsay made it very clear when interviewed by HARDWARE AND METAL that the business must be sought, and that the best way to secure it was through close co-operation with the Canadian Trade Commission in London, of which Lloyd Harris is the head. Time will indicate, Mr. Ramsay stated, how necessary it is to work through this organization, and which is performing a most necessary and excellent service upon the part of Canadian industry, and for its general benefit.

Attitude to Canada

Making his headquarters in London at the offices of the Canadian Trade Commission, Mr. Ramsay had many opportunities of meeting and discussing matters of great moment from the trade standpoint with accredited representatives of some of those European countries which are known to be in great need of products such as Canada is in a position to supply. Being so closely in touch, therefore, with these men, he was enabled to size up the situation in a broad way that would have been utterly impossible from a distance.

"I believe that Canada will now be placed on the map of Europe with respect to exports," said Mr. Ramsay. "She is well thought of there. The Balkan States, in particular, are very kindly disposed towards this country. Canada's recent extension of credit to these countries is very much appreciated there, and this will, in itself, be a big factor in the future business relations that we may have with them."

Mr. Ramsay stated that this was the attitude also taken, in a general way by Greece. They appreciate what Canada has done. "Lloyd Harris has been in conference with Premier Venizelos of Greece, and received assurances that Canadian goods would be purchased by this country," said Mr. Ramsay.



WALTER B. RAMSAY
Vice-president Canadian Paint, Oil and Varnish Association and president A. Ramsay & Son Company, Montreal.

Referring to Roumania, Mr. Ramsay stated that the plans adopted by the Allies, relative to relieving the people of their actual distress, brought about through wanton destruction at the hands of Germany, were of great value when related to the future business possibilities. These people were naked and hungry now, and the food and clothing being sent them would mean much. For they are a thrifty folk, and will make rapid recovery, once their immediate needs are supplied. This food will offset any Bolshevist tendencies that may have been gaining ground and at the present time two ship cargoes of food and clothing are en route to Roumania from the Port of Montreal. This country suffered very sorely, in that the loot taken was that of actual food supplies.

Want Quality Goods

If there is one thing that Canadian manufacturers must learn right at the outset, it is that they must supply their very best wares to Europe, Mr. Ramsay said. Now, when they are so anxious to establish these connections, is the time to send our very best quality, it matters not what the commodity may be. It is quite clear that these people want something dependable, and that if poor goods are supplied in the first instance, the chance of establishing permanent connections may be lost, or at least, greatly injured. Mr. Ramsay stated that this was the expressed feeling of the Canadian Trade Commission and, having given the matter study for many months, their advice should be accorded the attention it merits.

With a footing obtained on this basis, that is, with our best products sent forward now, Mr. Ramsay is most confident that Canada can, and will, be in a position to meet competition. This has been one of the big points causing discussion from time to time, and if all comers can be met, then the way is clear for big things from the standpoint of export.

So much has been said as to the need of selling goods on a low price basis that this observation regarding high-class manufactured products is encouraging. It ought, at least to indicate clearly the need of sending abroad such manufactured wares as will do Canada lasting credit.

Matter of Credit

In speaking of credits, Mr. Ramsay stated that there was much encouragement. The first credits arranged for Roumania were practically used up. Others were being arranged with different countries, and they would be in a position to finance their own purchases when credits had been used up.

The Canadian Government and the Canadian Trade Commission, Mr. Ramsay believes, will be very useful in arranging credits, and in paving the way for extensive business abroad. Co-operation of this kind will be very essential, and the same will be available, for the Commission is most anxious to lend all possible assistance, that Canadian trade abroad may be secured in a most thorough manner. Credit is a first requirement.

For immediate business the Greek Government will very probably be the medium through which orders will be secured, and once the connection is properly established, transactions will be conducted direct with the buyers there.

Permanent Representatives

The Trade Commission may not be a permanent thing, as it now stands, but out of it should grow, at least, a permanent connection that can only be established by Canadian manufacturers banding together and having someone on the ground. This will entail considerable outlay, but it will mean very little when the total expense is pooled. This permanent representation would evolve from the present Trade Mission and permanent quarters ought to be established in London. Samples should be furnished and kept on display there, and nearly every line of manufacture should be represented."

Mr. Ramsay expects that Mr. Harris will discuss this matter more fully when he comes to Canada in June, and he is of the decided opinion that Canadian manufacturers and others should take a real interest in the program that Mr. Harris will have to outline. He will have facts and figures that all should become conversant with.

Various Goods Wanted

While Mr. Ramsay's mission was that of looking into the possibilities of paint and varnish sales abroad, he is enthusiastic regarding the whole prospect. There will be many lines of goods wanted, and it is up to the Canadian manufacturers to proceed along the lines already indicated, securing all possible business for the lines that they manufacture.

Asked as to the class of goods that are likely to be wanted, as pertaining to the paint and varnish trades, Mr. Ramsay stated that there was a general market. Mixed paints, enamels and varnishes of various kinds would all sell, and these would require to be of the best grade of the respective kinds.

The preference for Canada's goods in the Old Country is more than a sentimental one, Mr. Ramsay said. The Government heads there were expecting that some of the best English blood and fibre of British manhood would be migrating to Canada. There was an indissoluble band created by the war, and England was prepared to favor the Colonies in this connection, in the matter of trade colonization.

"Mr. Harris has had this matter of Canadian trade up with Premier Lloyd George, and arrangements were made to have embargoes against Canadian goods lifted.

Mr. Ramsay is confident, as he expressed himself before the Council of the Montreal Board of Trade on his return, that there will be no dearth of business for Canadian manufacturing plants if the export business available is properly gone after. This, added to the domestic output will, as he says, keep our factories busy, and enable us to place our returning soldiers in permanent positions.

MANITOBA R. M. A. CONVENES JUNE 17

Session of Exceptional Interest Assured —Some Interesting Items Form the Program

The Manitoba convention of the Retail Merchants will be held in Brandon Monday, Tuesday and Wednesday, June 17, 18, 19. A number of the Brandon organizations are co-operating with the Brandon branch of the Retail Merchants' Association in making the convention the best that has been held in Manitoba.

The City Council, the Board of Trade, the Kiwanis Club, the Commercial Travellers, the Retail Clerks are all assisting in an effort to show the visiting merchants that Brandon is a good city for conventions. The speakers will be men well qualified to discuss the retail business and its problems. Every merchant and clerk who can get away June 17, 18, 19 should hear H. E. Hart, of James Hart & Sons, Long Prairie, Minn.

Mr. Hart was one of the leading speakers at the Business Builders' conference at Chicago in January. The business of James Hart & Sons in a town of 1,200 is a revelation. Come and hear him tell how they managed to increase their trade.

F. P. Mann, Devil's Lake, North Dakota.

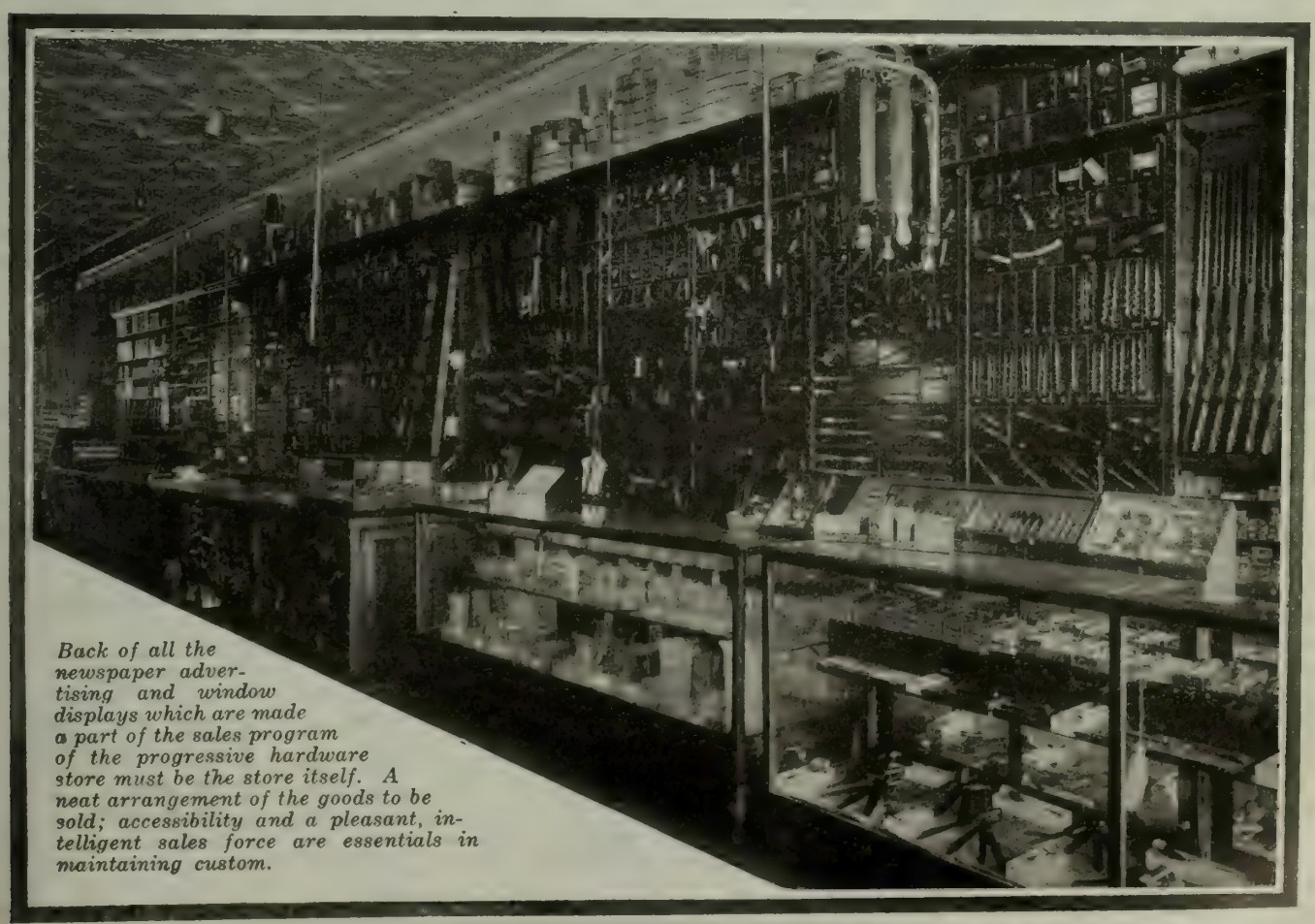
Mr. Mann is president of the North Dakota Retail Merchants' Association. The business of Mr. Mann's store is, in many respects, like yours. Hear him tell how they are building up their business.

A. W. Gibb, C.A., Assistant Inspector of Taxation, Dominion Taxation Office, Winnipeg, will address the convention on "How to Make Out an Income Tax Return."

F. C. Middleton, secretary Community Organization of the Social Service Council of Manitoba.

Edwin Loftus, K.C., lecturer, Law School, Manitoba.

W. J. Keyes, of Winnipeg, manager printing dept. of Kelvin Technical High School. And additional plans are under way to introduce many attractive features.



Back of all the newspaper advertising and window displays which are made a part of the sales program of the progressive hardware store must be the store itself. A neat arrangement of the goods to be sold; accessibility and a pleasant, intelligent sales force are essentials in maintaining custom.

Co-operation Makes Campaign Winner

London Hardware Dealers Enlisted Services of Local Press, Other Merchants and Business and Social Organizations—"Clean-Up, Paint-Up" Week Proves a Record-Breaker—Many Excellent Window Displays and Advertisements

THE "Clean Up, Paint Up" campaign, which was carried on in London, Ont., last week, furnishes a striking example of what can be accomplished by co-operation. In spite of most unfavorable weather conditions the campaign was a success from start to finish and some of the hardware dealers were completely cleaned out of many lines, and cannot fill orders they booked until new shipments arrive. The dealers and those who were in closest touch with the organization work of the big campaign, predict that the effects of the publicity work will be apparent in direct sales for several months, and they plan to stimulate "Clean Up, Paint Up" from time to time, and perhaps make it an all year slogan instead of one in effect only in the spring time. It is planned also to go a step further and inaugurate a "Clean Up, Paint Up, Dress Up" campaign next year. This is an entirely new idea which has evolved from the success of the "Clean Up, Paint Up" campaign, and if carried out will mean that a large number of other merchants will co-operate in the general effort that is to be made.

Hearty Co-operation

In the whole merchandising history of the City of London there has not been a more outstanding example of the success of hearty co-operation than that of the "Clean Up, Paint Up" campaign. It demonstrated in a most forceful manner just what can be accomplished by team work, and the team work in this case included the local newspapers, the London Hardware Association, local business men, and practically every leading social and business organization in the city.

"The campaign was very carefully planned, and it certainly did produce results," said Thomas Jones, president of the Cowan Hardware Co. "Several months ago we got busy, and J. Birnie Smith, of the London "Free Press," came down to one of our association meetings and outlined a good deal of the work. We went carefully into the matter and as the work progressed we began to see the possibilities of what could be accomplished and new stunts suggested themselves and were promptly put into effect."

Sees Big Prospects

"We have done a lot and the campaign has been a splendid success," said J. B. Smith to HARDWARE AND METAL. "But all that we have done has simply served to show what we can do and we are planning much greater things. I have never, I believe, worked on a proposition that opens such unlimited possibilities. The campaign was a success because of the way those we got interested pulled together. It has shown us what can be done, and the next campaign will be bigger and more successful because we will have more people and more organization co-operating."

The London newspapers, the "Free Press" particularly, through its representative J. B. Smith, lent every assistance in organizing and helping the campaign along. It was realized before the work had gone very far, that if co-operation was going to make the campaign a success, this year's "Clean Up, Paint Up" campaign was going to smash all records. On every hand the move was adopted with enthusiasm. Much of the success of this preliminary work was undoubtedly due to the efforts of the press in stirring up interest and to the work of those behind the organization in quickly and closely following up the advantage they had won.

Everybody Interested

Other merchants joined the hardware dealers in the work and gave part of their advertising space in which special appeals were made to people to "Clean Up, Paint Up." This helped a whole lot and as it was continuous, kept up the enthusiasm that was aroused and helped along the general campaign which was conducted in the press. Before the campaign was very old such organizations as the Ministerial Alliance, the Board of Trade, Chamber of Commerce, the Mothers' Clubs, the School Board, the City Council, the Rotary Club, the London Advertising Club and the Board of Health all passed resolutions favoring the campaign and urging every citizen to stand behind it and give it his best and heartiest support. Many other smaller organizations also lent a helping hand and boosted for "Clean Up, Paint Up" in every way they could. All this was given lots of publicity in the local press, and the city council went even further than passing a resolution, by inserting at its own expense the half page ad. in the daily papers, shown in connection with this article.

Produced Results

"With co-operation and organization of this kind we could not fail to get results," said President Jones of the London Hardware Association. "Another stunt we did was to get the city fire department out during the day on which the campaign was inaugurated. The fire wagons went about the streets bearing streamers boosting "Clean Up, Paint Up." The only thing against us was the weather man. If we had had bright warm weather our sales would have been larger perhaps, but we did an exceptionally fine business and when the warm weather comes shortly, we will get a lot of business that will be directly traceable to our campaign. A lot of people who have been aroused by the publicity given recently, will paint just as soon as weather conditions are suitable, and we will cash in, I expect, for weeks on the campaign advertising. As it was we had all the business we could take care of during the week and are well satisfied." Every hardware firm in London had a paint window in and all report good results.

A Record Business

"We have done a record business," said T. M. Purdom, Jr., of the Purdom Hardware Co. "We are cleaned right out of many lines. That does



not mean that we did not have a good stock, because we always carry a good stock. Our paint business has been increasing every year. It is an all year round line with us and we figure on turning our complete stock twice a year. We put on a special advertising campaign and a special window display in connection with the "Clean Up, Paint Up" week. In our ads we inserted a coupon and during the week we have had more than 2,500 of these coupons turned into the store. We know the advertising produced the results because people would come in with the whole ad. clipped out and say, "I want that." In many instances we sold them a lot of other stuff as well. Our advertising and the campaign not only stimulated business in the city but it brought in farmers for miles around. The weather has been bad for painting, but business has been good and I guess maybe we could not have handled the trade if it had been bright sunny weather and people could have got right busy at the work. We will get a whole lot of business yet as a result of the campaign."

Put on Demonstration

The Purdom Hardware Company took advantage of the special week to put on a demonstration. It was a splendid success in every way. Mr. Purdom stated to HARDWARE & METAL that he always gets direct and immediate results from his newspaper advertising and window displays.

"The people come right in and ask for the goods in the window or the goods advertised," he said. "This 'Clean Up' Paint Up" campaign has been a wonder. We are completely out of many lines and have on our books a lot of orders to be filled as quickly as we can get the paint."

Every paint customer is a brush prospect for the firm, and not an order is filled without inquiry being made as to whether the customer has the brush required for the work in hand.

"We do a big business in paints over the telephone," said Mr. Purdom. "Any number of people who read our ads. simply telephone in their order. We sell paint every day in the year that the store is open. On some of the coldest, stormiest days in winter we get some of our best telephone orders."

Lot of Business

"We have done a good trade in connection with the campaign, but I see a whole lot of business ahead that will be a direct result of the publicity," said W. A. O'Dell. "There were a lot of people who are going to do painting this spring and would have started now if the weather had not been cold and rainy. Many of them bought their paint now, but many will come in during the next few weeks. Advertising is one of the best ways I know of to sell goods, and this big campaign has surely produced results."

In connection with their general advertising campaigns, both Thomas Jones and T. H. Purdom, Jr., stated to HARDWARE AND METAL that they are using practically double the space now that they used formerly, and both have always been consistent advertisers. Attractive illustrations are always a feature of their ads., and invariably the ads. are backed up by window displays.

Found Business Good

Ex-Ald. Chas. W. Summers, of London, has a store that is located in the heart of a new district that has grown up in the last few years. His trade is essentially with the workingmen, and he boosts business by arranging attractive window displays each week and by sending out handbills to every home in his territory. He put in a window display of paints, and right up in the front of his store arranged a display of garden tools, seeds, etc.

"I always get results from window displays," said Mr. Summers, "and this was no exception. My trade is exclusively with the workingmen and their wives and I find that when one studies their requirements and stocks accordingly, there is no trouble in turning over the goods. The workingmen in this district are certainly thrifty. I have noticed a big increase in the past three years in the sale of seeds and garden tools. Many of these men own their own homes, and they take good care of them and use paint freely. Their wives buy a lot of paint, too, for various work about the house. My paint business has been growing steadily."

Sold Garden Tools

While the London hardware firms largely centred their efforts in window displays on paints, they did not neglect, either in their ads. or in their store arrangement, to keep garden tools and seeds to the front. Many of the ads. referred to the necessity of keeping the lawns carefully tended, flower beds in good shape, and back yards clean and planted with a nice garden. Appeals of this kind resulted in many seeds, rakes, and tools being sold. More painting, cleaning up and gardening is under way, it is stated, in London than ever before, and the hardware men are planning to carefully follow up and encourage more work of this kind.

As stated previously, it is planned to make the next campaign a "Clean Up, Paint Up, Dress Up" campaign. The idea behind this is, that if people clean up their homes, they ought to have new clothes for themselves. Many of the dry goods stores, gents' furnishers, etc., who co-operated this year with the hardware firms by making special reference to "Paint Up, Clean Up" were so pleased with the results that they want to be included in the campaign next time, and as a result there will be a combination campaign put on to include them.

WELSH TIN-PLATE SELLING AGENCY

London.—It is proposed to open a Welsh Tin-plate Selling Agency in London for the control of all sales. It is stated that already this selling agency has been appointed as agents for twelve firms, and those works secured represented seventy-two mills, being less than a quarter of the mills in the trade.

At a meeting of the South Wales Association of Iron Steel, Tin-plate and Metal Merchants at Swansea, a resolution was passed disapproving of the scheme on the grounds that it tended to fetter the liberty of the merchants in the trade.

NATIONAL CASH REGISTER SALESMEN MEET IN TORONTO

At a recent meeting of salesmen of the National Cash Register Company for the Toronto district, at Toronto, the men were addressed by F. B. Patterson of the company, Dayton, Ohio, who has taken over the reins of management of the company. Mr. Patterson is very optimistic as to the future of Canada, believing that the war has done much to advertise the Dominion.

While here Mr. Patterson arranged a new schedule for the factory employees, which shortened the hours of work considerably, and also arranged for the general betterment of working conditions in their Canadian factory at West Toronto.

WILL PROSECUTE FRAUDULENT FAILURES

At a meeting of the executive committee of the Merchants' Association of Montreal held recently, a report from the committee of interested merchants was approved, and as a result, the association will undertake the prosecution of parties who defraud their creditors. The matter of fraudulent failures has always been a serious problem with merchants, and the Merchants' Association is now putting on foot a movement intended to effectively deal with it. A sum of $25,000 will be available to prosecute any fraudulent debtor. The fund will not be actually collected, but 500 merchants will subscribe $50 each, subject to call as required. The fund will not be called on until it has all been subscribed, but the committee in charge does not anticipate any difficulty whatever in this direction.

ELECTRICAL DEMONSTRATION

Sudbury, Ont.—The Cochrane Hardware, Limited, held a most successful electrical demonstration, which resulted in greatly stimulating business in vacuum cleaners, toasters, grills, washers, and other lines. An expert from the factory was in the store for a week, and in addition to many sales being made, a large number of prospects were listed and will be followed up.

The hardware merchants of Sudbury may shortly consider the question of arranging for a weekly half holiday during the summer months. It has been pointed out that local dealers are among the very few merchants in the province now who do not have the half holiday.

EDITORIAL COMMENT

RESULTS OF CO-OPERATION

ON another page will be found an account of how the hardware merchants at London, Ont., enlisted the co-operation of the local papers, the city council, their fellow merchants and a number of business and social organizations and made their "Clean Up—Paint Up" campaign a tremendous success. There is a lesson here for hardware merchants over the country. It simply shows what can be done by a little enterprise. The London hardware men got the press and a number of other forces working with them and the results were eminently satisfactory. As far as the press is concerned business men can generally rely upon hearty co-operation. Business men do not always give the press a fair chance to show what it can do. There is no question about the results to be obtained through publicity and the quickest and most satisfactory method of reaching the greatest number of people is through publicity. Business men and the newspapers have a great deal in common and a great deal in which they can and should work together. The business men need the press and the press just as surely needs the business men. By working together they can accomplish splendid results. The campaign just closed at London was easily the greatest of its kind ever carried on by the hardware men of that city. Aside from its splendid success from a business standpoint it has opened the eyes of the hardware men to the possibilities of co-operation and they are already making their plans for another campaign which they predict will be an even greater success because they will enlist more merchants in it than they did in the one just closed. There is another side to this question. Before they get through the merchants will probably discover that they have not been working together as they might have in the past. By helping the hardware men the dry goods merchants and the grocers will find that indirectly they are helping themselves and a spirit will be fostered which should make for better business all round and a better understanding between all the merchants. There is in too many towns and cities a tendency for one merchant to keep aloof from another. There is even a tendency for one hardware man to keep aloof from the hardware man on the next street. This sort of spirit never makes for the best results. Every merchant has his problems. By keeping to himself he may eventually work out a partial solution. But if he will get in touch with his fellow merchants he will generally find that they too have faced exactly the same problem and can give him valuable advice and assistance in solving it. There is nothing like co-operation among merchants for getting results. There is only one combination that can beat it; that is when merchants not only work together, but get social organizations and the press to work with them.

ON A SOUND BASIS

IT is rather gratifying from the standpoint of the trade in general to find so many hardware firms suffering from growing pains. At a time like this, the reconstruction period following nearly five years of the fiercest war that has ever been waged, it means a whole lot for the future of the Canadian hardware trade to find so many firms whose quarters are too small for them. Business has been and is so good with them that they need larger stores. They are awake to the possibilities of doing a bigger business and are laying their plans for taking on new lines and increasing their turnover in the line they are already handling. "I have never known the retail hardware trade to be on such a substantial basis as it is to-day," said the auditor of one of the largest firms in the Dominion to HARDWARE AND METAL. "The dealers as a whole have come through the war period not only in splendid shape, but better merchants because they have learned so thoroughly how to deal with business problems." There are no more aggressive merchants in Canada to-day than the hardware men. There are no finer and no better equipped stores in the Dominion to-day than many of the hardware store. There will be more stores to-morrow of this kind than there are to-day, because the hardware firms are not only aggressive, they are progressive. They are quick to see the chances that are open to them not only now but in the future that is spreading out before the Dominion. In the past two weeks the writer has visited a number of retailers. In a surprising number of instances these hardwaremen told of steadily growing business and of the need for larger quarters. In other cases it was obvious from the crowded condition of the store and the store rooms that larger quarters were required. Another gratifying feature was the number

of improvements that are being made. New fixtures, new show windows, store extensions and improvements. All these spell progress. The hardware men are not standing still. They are building for bigger and better business in the future and they are building on a solid foundation.

IT'S WORTH IT

MANY people, including merchants, imagine that it is an easy thing to sit down and write an advertisement. It is anything but an easy proposition to write the right kind of an ad, the kind that will produce sales. It takes time and thought but it is worth the effort every time. There are men who can sit down and write ads easily. There is one thing that makes it easy for them and that is that they know all about the goods. They tell all the good points there are about the goods and they tell them simply and directly. These are the kind of ads that pull. So many writers of ads imagine that in order to inject sales punch into an ad they must use a lot of highbrow words and classy language. There never was a bigger mistake. That sort of stuff goes right over the head of Mr. Average Buyer. He passes it by because he cannot see quickly what it is all about and he reads something that interests him. The most forceful ads are those that are simplest. To write good ads you must know all about the articles you expect the public to buy. The little details often carry the whole interest from the purchaser's standpoint. The best ad writers always make sure that the heading arouses interest. Then they try to make their general talk maintain that interest throughout. There are certain things every prospective buyer of the articles you are advertising wants to know. Tell them briefly and in simple language. Put in a few illustrations, give the prices, make a nice arrangement and there you are. Study the ads of the best advertisers, the mail order houses and other leaders in advertising and you will constantly get ideas you can adopt. It means work to do this and to keep your advertising message to the public newsy and interesting, but it can be done and the results are worth the effort.

PHONE RATES INCREASED

THE Railway Commission after going thoroughly into the request of the Bell Telephone Company for increased rates has tendered a decision in which the company is given permisson to inaugurate a new schedule for long distance and make an advance of ten per cent. in exchange rates. The Bell Telephone Company requested a twenty per cent. advance for exchange rates. Merchants all over the Dominion are keenly interested in this matter. While there has been considerable objection in many places to any advance in telephone rates it was mainly on the ground that the service rendered was not commensurate with the existing rates. One of the things which many merchants will probably demand if their rates are increased ten per cent. is a greatly improved service. The company in its arguments for making an increase pointed out that rates must be higher if the service was to be maintained. The rates are to be increased, so now the merchants and business men will certainly be justified in looking for improved service. The need for this in some of the rural districts need not be dilated upon. All those who have had any experience in trying to get connections have had reason to remember what occurred. It will now be up to the telephone company to see that these troubles are eliminated.

THIS SHOULD BE REMEDIED

IF reports regarding the handling of the British mails after they arrive on this side of the Atlantic are even approximately correct, a situation exists that should be remedied as quickly as possible. The postal service is so closely related to business that quick handling of all mail matter may mean large sums in actual money to many merchants and business houses. Delays are always annoying and costly. Yet it is reported that there is sometimes a delay of from four to five days in mails reaching their destination because they have after reaching Halifax to be sent to New York and then back again. One cause is cited where a steamer carrying British mails reached Halifax on a Saturday afternoon, but the letters from that boat did not arrive in Halifax for distribution until the following Saturday and then by way of New York. Things of this sort point to the need of a new head for the Canadian postal service. Dr. Coulter, who has been in charge for many years, was a village doctor without business or post-office experience. He was given the job over many capable men, men who had grown up with and were thoroughly familiar with the department. The appointment may have been a reward for political services rendered during elections. This sort of thing would not be tolerated for a moment in any progressive private business. The postal service is one of the most important departments that the Government has to deal with and if it were put in charge of a good business executive, and there are any number of good men in the postal service, there would be more efficiency.

THERE is a big difference between practising strict economy and being penurious.

* * *

LITTLE that is worth doing has ever been accomplished without the driving power of enthusiasm.

* * *

ONE of the greatest wastes in the world is the unused brains, the brains which might accomplish wonders, but are never given a chance to work.

EVENTS IN THE TRADE

Business Changes

Leamington, Ont.—Ivan Cook has been taken into the hardware business of H. Lendon as a partner.

Vulcan, Alberta.—McPherson Bros., of Medicine Hat, have purchased the hardware business of George E. Pettman.

Hamilton, Ont.—The Waterdown Manufacturing Co., Ltd., have applied for a charter and will absorb all the assets and liabilities of the Crown Manufacturing Co. The Waterdown Manufacturing Co., Ltd., will own and operate the Crown Stamp and Die Works.

Fire Losses

Fire caused a loss of several hundred dollars at the plant of the Hull Iron and Steel Foundries Ltd., Hull, Quebec.

New Firms

H. E. Hawkins, who for the past six years has been a member of the sales staff of the Cochran Hardware, Limited, Sudbury, Ont., is opening a general hardware business at Capreol, Ont.

Obituaries

Following a brief illness with pneumonia, the death occurred at Gananoque, Ont., of J. Stanley Meggs, of the Ontario Steel Products Co., Limited.

John Mennie Sr., Fergus, Ont., died at his home on Saturday, May 10, 1919, at the age of 87 years. Mr. Mennie was for many years in the hardware business in Fergus, selling out his interests to Imlah Bros. on January 1, 1917.

The death occurred in Calgary from toxic poisoning of James Lawrence, aged 54, for many years retail manager of the J. H. Ashdown Hardware Co., Limited, of Winnipeg. He was 54 years old and was with the Ashdown Company for 26 years, having been retail manager at Calgary and Nelson, as well as Winnipeg. About ten years ago he went to Edmonton, where he took charge of the real estate office of F. C. Lowes & Co. Mr. Lawrence was born at Cape Town. S.A., but came to Canada when a lad. He was prominent in Masonic circles.

Personals

Mr. Young, of the Collingwood Hardware Co., Ltd., Collingwood, Ont., is spending a few days in Toronto.

A. M. Smith, sales manager of the McClary Mfg. Co., London, Ont., was in Montreal recently.

Theodore Butler, manager of the London, England, office of the Whitman & Barnes Manufacturing Co., Akron, Ohio, has returned, following a tour of inspection of the company's factories at Akron and Chicago. Mr. Butler, while at Akron, was the guest of honor at a dinner tendered him by the company, at which a number of prominent business men were present.

A. Clark has returned from overseas and has entered the hardware business with his father, under the firm name of J. Clark & Son, 258 Main St., Toronto.

Gilbert Eldridge, formerly with the Northern Canada Supply Co. at Timmins, Ont., has joined the staff of the Taylor Hardware Co. at Cobalt, Ont.

H. S. Doan, who for the past seven years has been with the hardware firm of Hewitt & Black, Medicine Hat, Alta., has joined the staff of the Hall Hardware Co., of Calgary. He will look after the window-dressing and assist in the general buying.

W. Geo. B. Duguid, warehouse superintendent, McClary Mfg. Co., Toronto, returned this week from overseas and is back on the job once more. Mr. Duguid went away with the original Highland battalion in 1914. He was captured by the Germans at Ypres and for the past three years has been a prisoner in Germany.

Trade Notes

The Georgia Turpentine Co. has been registered at Montreal by Louis Normandin.

The Canadian Western Steel Corporation Ltd., of Calgary, has obtained a charter.

A. Beliveau has been appointed liquidator of the Three Rivers Pail and Box Mfg. Co., Ltd., Three Rivers, Quebec.

The Standard Cotton and Wool Waste Co. has been registered at Montreal by A. Finkleston.

Lamarre & Frere, hardware and furniture, Montreal, have dissolved. The business will be carried on by Joseph Lamarre.

Montreal News

M. Philbin Hardware Co. have opened their branch retail store on Park Avenue.

Archie MacFarlane, of A. MacFarlane & Company, Montreal, was in Toronto this week.

W. Bruce Morrow, manufacturers' representative, Toronto, called in Montreal this week.

F. C. Hatch, of the Hatch Mfg. Co., Whitby, was calling on the Montreal trade this week.

H. B. Colvey, of Geo. Wostenholm & Son, Sheffield, England, was in Montreal last week.

W. H. Bradley, with the H. B. Ives Co., New Haven, Conn., is expected in Montreal next week.

W. H. Newton, sales manager of the Canada Paint Co., Ltd., Montreal, went to Toronto this week.

A. C. Gibb, in the interests of Alexander Gibb, Montreal, was a visitor last week to Toronto and London.

W. S. Fallis, managing director of the Sherwin-Williams Co. of Canada Ltd., Montreal, was in New York this week.

W. Adler, of the American Thermo-Ware Company, New York, made Montreal a point of call this week.

John Richardson went to Toronto last week in the interests of his firm, Richardson and Bureau, Montreal.

E. L. Meadowcroft, travelling in the interests of the Miller Lock Co., Philadelphia, called on the Montreal trade this week.

S. P. Cloutier & Co. have purchased the hardware business of A. Jolicoeur, Ville-Marie, Quebec. This firm will be pleased to receive manufacturers' catalogues, they state.

F. W. Field, representative of the British Government as trade commissioner at Toronto, was in Montreal this week. Mr. Field was attending an organization meeting of the British Manufacturers (Canadian association), and particulars of which are elsewhere given.

Montreal store clerks are this week holding two mass meetings to consider the early-closing by-law proposed for Montreal. It appears that they are not in favor of this law, as now arranged. Several speakers are scheduled to address the clerks.

Winnipeg News

A. F. Lavercombe, sales manager for the A. S. Boyle Co., of Cincinnati, Ohio, spent a few days in the city, calling on the jobbers.

E. Grobb, of the Dominion Chain Co., Niagara Falls, Ont., spent the week in the city, calling on the jobbing trade.

A. F. Collins, manager of Ever-Ready Safety Razor Co., Ltd., Toronto, spent a few days in Winnipeg with their representatives, C. C. Craig Co. Mr. Collins is returning from the Pacific Coast and reports having an exceedingly good trip on all lines.

A. Lockwood, of the John F. Graham Co., New York, was in the city this week on his usual spring trip.

Chas. R. Thompson, representing C C. Craig Co., has returned to Winnipeg after a trip in the interests of the various factories they represent. Mr. Thompson leaves again for the West in a few days.

H. R. Manders, who has been connected with the Manitoba Hardware and Lumber Company at Reston, Manitoba, for the past nine years, has severed his connection with the firm and is succeeded by W. A. Deveney. Mr. Manders was a recent caller at the Winnipeg office of HARDWARE AND METAL and says business conditions are looking better all the time.

Incorporations

The Ottawa Iron and Metal Co., Limited, capital $50,000, head office Ottawa, Ont., plans to carry on the business of machinists, electricians, brass finishers, tinsmiths and plumbers.

Four Wheel Drive Auto Company, Limited, capital $100,000, head office Kitchener, Ont., plans to manufacture autos, tractors, motors, bicycles and engines.

Canada Tool and Engine Company, capital $200,000, head office Halifax, plans to manufacture and deal in these lines.

Hawbolt Gas Engines, Limited, capital $100,000, head office Halifax, plans to manufacture and deal in gas engines.

W. A. White Company, Limited, capital $30,000, head office Montreal, plans to manufacture and deal in rubber and rubber products.

The Measuregraph Company of Canada, Limited, capital $250,000, head office Toronto, plans to manufacture and deal in devices for measuring fabrics, textiles, leather and other products.

Vapor Car Heating Company of Canada, Limited, capital $122,000, head office Montreal, plans to manufacture and deal in devices and supplies for heating, lighting and ventilating cars, steamships and vessels of all kinds.

Corundum, Limited, capital $250,000, head office Ottawa, plans to manufacture and deal in mineral products.

Canadian Western Steel Corporation, Limited, capital $2,000,000, head office Calgary, plans to carry on the business of steel makers, sheet metal and rail rollers, wire drawing and iron and brass founders.

Regent Metal Goods, Limited, capital $75,000, head office Montreal, plans to manufacture and deal in machinery and equipment.

Ledoux Jennings, Limited, capital $250,000, head office Montreal, plans to take over the business carried on by the Ledoux Carriage Co. and A. Jennings & Co., and to manufacture various kinds of vehicles, including electric, steam and gasoline-driven

Maple Leaf Manufacturing Company, Limited, capital $500,000, head office Montreal, plans to manufacture and deal in motor trucks, motor boats, tractors and agricultural machinery.

Spedolene Refining and Manufacturing Co., Limited, capital $50,000, head office Montreal, plans to manufacture and deal in oils, grease and bi-products.

Petrol Oil & Gas Company, Limited, capital $500,000, head office Toronto, plans to prospect for and carry on a general business in gas and oil.

Rastall Lumber Co., Limited, capital $60,000, head office Toronto, plans to manufacture and deal in lumber and woodenware.

Mohawk Electrical Company, Limited, capital $20,000, head office Brantford, Ont., plans to manufacture and deal in electrical goods and also in automobile parts, accessories, tires, rubber goods and hardware.

Bernard Cairns, Limited, capital $40,000, head office Toronto, plans to manufacture and deal in rubber and steel stamps, stencils, brass and metal signs.

Victoria Turbine Mixer Company, Limited, head office Toronto, capital $100,000, plans to manufacture and deal in gasoline saving devices.

Wood Air Tight Valve Company, capital $1,000,000, head office Toronto, plans to manufacture and deal in automobile accessories and supplies.

See and Smith Motors, Limited, capital $100,000, head office Toronto, plans to manufacture and deal in automobiles, bicycles, motorcycles and motor trucks.

Manning Abrasive Company, Inc., head office Toronto, capital $10,000, plans to manufacture and deal in abrasives, flint, garnet, emery, etc.

Saskatchewan Retail Merchants in Session at Regina

THE sixth annual convention of the Saskatchewan branch of the Retail Merchants' Association was held in the City Hall auditorium at Regina on Tuesday, Wednesday and Thursday of this week. President H. D. Macpherson was in the chair and a warm welcome was given to the delegates by Mayor Black. The program included an address by the Dominion president, J. A. Banfield, of Winnipeg; an address by Premier Martin; an address by A. E. Fisher, Superintendent of Insurance for the Province of Saskatchewan; a number of discussions on matters of importance to retailers by various merchants and a short course in retail merchandising by Frank Stockdale of Chicago.

In the course of his address, President Banfield attacked the Canada Food Board, quoting especially some of the heavy expenses as taken from the official records.

The proposal to establish a Wednesday half holiday was given strong endorsation, and will become effective shortly, it is expected. Compulsory holidays in the summer were also favored.

A Halifax to Vancouver trip was suggested for some time in August.

A vote that was taken in connection with the question of revising the constitution favored the appointment of a Western Executive Board for four provinces.

A complete report of the proceedings will be published in next week's issue of HARDWARE AND METAL.

CEMENT MERGER RUMORED

The possibility of a new cement merger with a view to amalgamating all the independent cement companies now operating in Canada is an interesting report that is circulating in Montreal financial circles. It is understood that certain large financial interests representing British and Belgium capital have had a representative in Canada quietly at work obtaining an appraisal of these independent companies.

It is considered that European demands will occupy all the plants proposed to be merged during this period until a market has become firmly established in Canada and South America. HARDWARE AND METAL was informed that the recent incorporation of the Montreal Portland Cement Company Ltd. is supposed to have some connection with this contemplated merger, although Robert Dodd, the president, and John MacNaughton, the legal counsel for this company, were non-committal.

DU PONT CO. ELECTS NEW VICE-PRESIDENTS

It is understood that the directors of the E. I. Du Pont Powder Co. have elected the following new vice-presidents: Charles A. Meade, W. S. Carpenter, Jr., J. B. D. Edge, A. Felix du Pont, William C. Spruance and Charles A. Patterson. These are the recently appointed members of the new executive committee and their election as vice-presidents follows the custom of the company, which gives the title of vice-president to the active heads of departments.

STEEL MAN SECURES APPOINTMENT

W. F. Drysdale, B.S.C., McGill '04, mechanical engineer, who has been resident in Paris during the past three years representing the American Locomotive Sales Corporation, and who rendered valuable service to the Allied armies, assisting in transportation problems, sailed on Saturday from New York for Great Britain and France. Mr. Drysdale will return to Europe as European manager for the Worthington Pump and Machinery Corporation to help in the work of reconstruction. Previous to going across Mr. Drysdale was with the Steel Corporation of Canada.

NEW ASSOCIATION ELECTS OFFICERS

At a meeting of the Canadian Association of British Manufacturers and their representatives, the following executive council was elected:

President A. K. Drury, H. A. Drury Co., Ltd; vice-president, F. J. Spielman, Spielman Agencies; council: F H. Scott, Coristine Bldg.; H. W. Weller, Babcock and Wilcox, Ltd.; G. H. Bishop; T. Hampton, Edgar Allen & Co.; H. W. Smythe, Rose and Laflamme; W. T. Evans, Dingley Bros. (Export) Ltd., London.

Mr. Field, Trade Commissioner for Canada (Toronto office) was present, and stated that the Toronto branch of the new association had up to date a membership of over forty members.

The Montreal branch membership now stands at fifty-one.

SCARCITY OF WIRE

London, Eng.—The Government order consequent upon the fresh outbreak of rabies in the United Kingdom, which makes the muzzling of dogs compulsory in London and other districts, has set the Birmingham wire makers by the heels. Orders are pouring in on the manufacturers for wire muzzles which will take weeks to execute. The position is complicated by the lack of supplies of tinned wire and the scarcity of trained labor. Big orders are said to have reached Birmingham from official sources. The muzzling order is likely to be in force for some months, and should the disease spread, the wire trade will feel a corresponding activity.

MANY BICYCLE SALES DURING BICYCLE WEEK

Montreal's annual bicycle parade was responsible for an appreciated stimulus to the selling of these goods this year, and dealers report that many sales were made. The parade has the advantage of getting a certain enthusiasm worked up. The bicycle is looked upon as a most useful, inexpensive, and pleasure-imparting thing, and many are being added each year to those giving their support to this Canadian pastime of bicycle riding.

There is an added interest and advantage for the dealer, that of an opportunity to sell more accessories, which carry a good margin of profit. The season is progressing favorably.

BRITISH FIRMS

London, Eng.—Market reports and manufacturers' opinions convey a sense of depression existing in the British iron and steel industries. The changing over from war to peace conditions has not as yet been accompanied by anything like the brisk influx of trade which arrangements had been made to meet. Plenty of trade inquiries are reported from all sides, but do not materialize into orders as soon as might be expected because buyers are holding off in the vain hope that a lower quotation may arrive. The Government subsidies on iron and steel were removed at the end of April, and firms are faced with another rise, and possibly the necessity of importation from the States. American pig iron had already arrived in the Clyde, and quantities of strip are reaching the midland districts from the same source. Thus the uncertain labor conditions combined with the falling prices of American and Japanese materials, tends to hamper the expansion in British overseas trade.

The brightest aspect of the market at present is the good home demand for all classes of materials, but unfortunately this cannot be regarded in the light of new business to keep going the enormous extensions which have been added to all branches of the industry during the war.

GERMANS BLAMED

The British army, in the course of clearing up Belgium, took over enormous stores of hardware and machinery which the Germans had looted from the factories of Belgium and France and had collected in various places ready for redistribution directly the war should terminate in their favor. One outstanding instance is the systematic stripping of all the fire-making plant from the Belgian factories and the concentration of the machinery in one place for the production of files on a gigantic scale.

SHEET METAL TRADES

London, Eng.—There are signs of fresh activity in the British sheet metal trades. A new price list has been prepared by special committees for each section of the industry. It is hoped that by reaching an early agreement on prices that the labor and wage question may be definitely settled and that this will assist the resumption of normal trade conditions and allay the unrest which is stated to have existed amongst the employees since the reduction in working hours came into operation.



ADAMSON MANUFACTURING CO.

The Adamson Manufacturing Co., of Hamilton, Ont., has issued a folder of the vulcanizers, accessories and supplies which they make. The folder is attractively illustrated. Readers of HARDWARE AND METAL may obtain folders upon request.

GURNEY FOUNDRY COMPANY, LIMITED

Catalogue No. K 191, issued by the Gurney Foundry Company, Limited, 500 King Street West, Toronto, lists fifty-two pages of various lines of kitchen equipment. These lines include heavy duty hotel ranges, heavy duty ranges for soft coal or wood only, double oven steel ranges, army ranges, yacht and steamship ranges, gas ranges, dining car equipment, bake ovens, gas broilers, carving tables, hospital ward and diet tables, combination warmers and serving tables, urns, single and in batteries, roll warmers, galvanized sinks, sectional top cook tables and saucepan racks, service tables, upright steamers, cast iron steam jacket kettle and cooker, aluminum steam jacketed kettles, dish washing machines, potato and vegetable peelers, ice breakers, gas toasters and gas cake griddles. The catalogue is most attractively printed and is profusely illustrated. Copies of it may be obtained upon request by readers of HARDWARE AND METAL.



THE DIME NOVEL

—Hungerford ,in Pittsburg "Sun."

THE CLERKS DEPARTMENT

Woolworth—His Early Days; His Ultimate Successes

The Story of the Building up of the Greatest Retailing Organization in the World—He Built Men and They Built Business

Some months prior to the death of F. W. Woolworth, HARDWARE AND METAL *ran his story as told by B. C. Forbes in "Leslie's Weekly," dealing with his early struggles and his ultimate success. Since his death, early in April this year, G. A. Nichols, writing in "Printers' Ink," has added to the stories of Woolworth by telling "How He Built Up His Wonderful Distributing Machine." Woolworth's early days, his struggles, his reverses and ultimate success, and what contributed to the position he finally attained—it is all told here and forms an interesting story.*—EDITOR.

THERE are few names better known throughout the length and breadth of Canada and the United States than that of Woolworth—the man who has accumulated one of the new world's big fortunes by trading with nickels and dimes, who has made himself the largest retail merchant in the world by catering to needs and wants which the average retailer thinks hardly worth while. Here is the story of the magic career of the five, ten and fifteen cent merchant prince as told by B. C. Forbes in "Leslie's Weekly":

A barefooted American farm lad made up his mind that he would rather work behind a counter than behind the plow. He was so green and gawky and awkward, so palpably a "hayseed" that, try as he might, no merchant would engage him at any wage. But the boy had such determination and doggedness that he agreed to serve for nothing, living meanwhile on his painfully-earned capital of $50. So complete a failure did he prove at selling goods that in his next job his small pay was reduced instead of increased. But, though he agreed with his boss that he was a misfit as a salesman, he did not give in. He stuck.

To-day he is the largest retail merchant in the world.

Here are some of his last year's sales: 50,000,000 pairs of hosiery, 89,000,000 pounds of candy, 20,000,000 sheets of music, 12,000,000 pounds of salted peanuts, 6,250,000 neckties, 42,000,000 boxes of safety matches, 9,000,000 domestic toys, 21,000,000 sticks of chewing gum, 1,700,000 nursing bottles, 15,000,000 cakes of soap, 5,000,000 phonograph records, 5,000,000 papers of hairpins, 5,500,000 rolls of wax paper — enough to wrap sufficient sandwiches to feed 170,000,000 people; 5,000,000 papers of common pins, 2,250,000 boxes of crochet and embroidery cottons.

Also:

His customers last year exceeded 700,000,000, an average every day of over 2,250,000.

Sales—all over the counter; no orders are filled by mail—last year exceeded $87,000,000 and are this year running at the rate of $100,000,000, representing about 1,500,000 distinct and separate transactions.

He owns a store in every town in the United States of 8,000 population or more.

His stores in the United States and Canada aggregated 920 on January 1st, 1917.

He controls 75 stores in Great Britain and plans to establish hundreds throughout Europe.

He employs between 30,000 and 50,000 men and women in his stores.

His organization is capitalized at $65,000,000—and has a market value of millions more.

He is the sole owner of the highest building in the world, 792 feet high, for which he paid $14,000,000 cash out of his own pocket.

Now you know who this is.

"What is your ambition?" I asked Frank W. Woolworth, creator of the 5- and 10-cent store.

"To open a store in every civilized town throughout the world," was the Napoleonic reply.

And when Frank Woolworth sets his heart upon doing a thing he usually does it, no matter how numerous or how enormous the difficulties, how severe the discouragements or how complete initial failures.

Looking Ahead

"What is your guiding business policy?" I queried.

"I look always ten to fifty years ahead and plan accordingly."

"And your basic principles?" I next asked.

"Give the people such value that they will save money by trading with you; and treat your employees so well that they will give your customers satisfactory service."

"What was your first important discovery in your journey up the hill of success?"

"When I lost my conceit that nobody could do anything as well as I could myself and learned to entrust duties to other people."

"How do you keep in touch with 900 stores and how do you analyze where new stores should be opened?" I asked.

"We maintain our own census all over the United States and Canada. It is kept up to date so that we know continually just which towns are growing, which ones are standing still and which ones are dwindling. Every movement of people is reported to us and we try to diagnose coming developments. For example, when the United States Steel Corporation decided to build at Gary, Ind., we immediately went in, before fifty houses had been erected there, secured the most desirable location and waited for the population to come. To-day we have two very large and very successful stores there. It was easy to foresee what was coming. Then, by bringing together every month representatives from each of the nine districts into which the United States and Canada are divided we keep posted on what is doing throughout the whole territory. We maintain a sort of day-to-day history of the two countries. Organization and co-operation largely explain our success."

"Isn't your purchase of a large site directly opposite the Public Library on Fifth Avenue, New York, in the very heart of the fashionable district, a distinct innovation, an entirely new departure in the development of your business?" I remarked to Mr. Woolworth, touching a subject upon which the newspapers had been commenting, not to say criticizing, very freely.

"We do things as big as that any day," Mr. Woolworth replied somewhat impatiently. "The trouble is the people in New York don't take a sufficiently broad view. A few years from now Fifth Avenue will be like State Street, Chicago. There are more department stores on State Street and a greater volume of business done there than on Fifth Avenue. Our Fifth Avenue store will be less costly than some of the others. We established a store eight years ago in Chestnut Street, Philadelphia, the most exclusive high-priced street in this country; our store is right next to Caldwell & Company, the Tiffany's of Philadelphia, and it has been very profitable. The same thing applies to Washington Street, Boston; Market Street, San Francisco; and Washington Avenue, St. Louis. Many people imagine that only the poorer classes patronize the 5- and 10-cent stores. That was true up to about fifteen years ago, but since then all classes have come to our stores in increasing numbers.

Giving Service

"The other evening the wife of one of the best-known lawyers in New York told me that she visited our Sixth Avenue store every week and bought things for herself, her children and grandchildren, her purchases last year having totaled over $600. This is by no means an exceptional case. We can sell cheaper than the department stores because of the tremendous quantities we buy. More and more every year we are taking the complete output of manufacturers of different kinds of goods; by keeping their plants running on full time from beginning to end of the year on one thing, the cost of production is reduced to the minimum, so that there are many articles we can sell at 10 cents which cost 25 cents or more in other stores. Then our overhead charge, when distributed over 900 stores, becomes only a very small percentage."

How He Got There

How did Frank W. Woolworth get there?

This is the first time Mr. Woolworth has been persuaded to tell in detail his early struggles. He dislikes talking about himself, but was finally induced to relate his

early hardships. He portrayed neither hero nor martyr. He simply narrated just what he went through. Biography contains no more typically American experience.

"I did not have to overcome any handicap of inherited wealth," he began. "That usually takes all ambition for achievement out of a young man. I was born on a farm at Rodman, N.Y., but we moved to Great Bend, N.Y., when I was seven years old. We were so poor that I never knew what it was to have an overcoat in that terribly cold climate, I never knew how to skate because I hadn't the money to buy skates. One pair of cowhide boots lasted a year, or rather six months, for the other six months



I went barefooted. My parents and theirs, for I don't know how far back, were Methodists, and I was brought up under the strictest discipline.

"The station master at Great Bend kept a two-by-four grocery store in a corner of the freight shed, and I decided to work for him just to get the experience in selling goods and also selling tickets, making out reports and the other simple office work that had to be done there. I became assistant station master—without pay. That was the nearest I ever got to fulfilling my boyhood ambition of becoming a railroad man and an engineer.

"When I went into the store they told me Mr. Augsbury was at home, sick, but I asked where he lived and made straight for his house. He greeted me with 'Hello, Bub. What do you want—a job?' I was a thin, emaciated blonde in those days, and I was wearing farmer's clothes. He immediately fired such questions at me as: 'Do you drink?' 'Do you smoke?' 'What do you do that's bad?' I told him I went to church every Sunday and didn't live in a locality where they did very bad things. My heart fell when he declared: 'You are too green; you have had no experience.' He added, however, that he would be in the store in the afternoon and that I might go and see Mr. Moore. Mr. Moore proved very discouraging. Finally, they both cross-questioned me together. I imagine I was about the greenest fellow who ever came off a farm. They did not try to hide their opinion that I had probably no ability at all.

"'What are you going to pay me?' I asked.

"'You don't expect any pay, do you?' Mr. Moore flashed at me.

"'I don't see how I am going to live without pay,' I explained.

"'That doesn't interest us,' he snapped back. 'You should work a whole year for nothing, as a schooling. You have to pay tuition when you go to school. We will not ask you any tuition fee.'

"I asked him to wait until I could find out how little I could get board for, and back I came in an hour and told him that I could get a place for $3.50 a week and that in ten years I had saved $50—all the capital I had of any kind. I said I was anxious to meet them half-way, and that I would gladly work for nothing for the first three months providing they would pay me $3.50 for the second three months. Finally they consented, saying, 'We will give you a trial to see if you are any good.' They told me to come the next Monday morning, but I explained that I couldn't get to the store very early as I would ride down with my father, who was to bring in a load of potatoes, and thus save 33 cents railroad fare.

"After struggling to get a heavy load of potatoes through snowbanks, we arrived at Watertown about half past ten. I left my little bag of clothes at my boarding place—there were no such things as dress suit cases in these days — and reported for duty. Mr. Augsbury was the first one I encountered.

"'Bub, don't they wear any collars in your neighborhood?' was how he greeted me. I replied, 'No.' 'No neckties either?' I again replied, 'No.' 'Is this old flannel shirt the best you have to wear?' he next asked. 'Yes, sir,' I replied. 'Well, you'd better go out and get a white shirt and a collar and a tie before you begin work.'

"I went and got properly rigged up, and shortly after I got back to the store Mr. Augsbury went to lunch. Nobody told me what to do. I hung around, feeling foolish. Most of the clerks went to dinner—lunch, as we call it nowadays— and in came an old farmer and said to me, 'Young man, I want a spool of thread.' I didn't know where they kept the thread, so I went over to Mr. Moore, who was busy at his desk, and asked him. 'Right in front of your nose, young man,' he snapped without looking up from his writing. I pulled out a drawer directly in front of me and sure enough found it full of spools of thread. 'I want number 40,' said the farmer. I never knew till that moment that thread had a number. I fumbled all round the drawer looking for number 40, but could not find it. I appealed to Mr. Moore to know if we kept number 40. 'Certainly; right in the drawer in front of you,' he said quite sharply. I had to tell him, 'I can't find any.' 'Just as I expected,' he snapped as he got down from his desk and showed me the right kind of thread. He immediately returned to his desk.

"'How much is it, young man?" asked the farmer. I had to turn once more to Mr. Moore. It was eight cents. The farmer pulled out a ten-cent shinplaster. 'Mr. Moore, where do I get change?' I had to ask. 'Come right up to the desk and make out a ticket,' he ordered me. I picked up one of the blanks and studied it all over to see what I could do with it. But I was stumped. 'Mr. Moore, I don't believe I know how to make this out,' I had to confess. 'Hand it to me; I will show you,' he replied. Next I had to ask, 'Where do I get my change?' 'There's the cashier right there, can't you see him?' he said impatiently.

"No sooner had the farmer gone out than another came in for a pair of mittens. This time I knew how to make out a check and where to get change.

"But as time passed, never once did I receive one word of sympathy or encouragement from a single soul. The other clerks made my life miserable by constantly poking fun at my ignorance and by always keeping me in the back of the store. Only one treated me with any consideration, a young fellow named Barrett, who later became a wealthy merchant. We remained great friends right up to his death, a little while ago.

"At the end of two and a half years—the name of the firm meanwhile had been changed to Moore & Smith—I was getting only $6 a week, and when I heard of a vacancy in another store I went to apply. But when I saw how higgledy-piggledy everything was I decided to name a high salary, thinking to be turned down. I asked $10 a week, and was astonished when the proprietor, Mr. Bushnell, said, 'All right, when will you commence?' I took the job, and on this big salary I felt justified in getting married. However, I found this store very distasteful. I tried to make it look attractive and I also dressed the windows, but Mr. Bushnell reprimanded me, and told me to confine myself to selling goods. This was my weakest spot.

"After a couple of months he met me in the basement one day—I had to sleep in the basement with another young fellow, armed with revolvers, to protect the store from burglars. He unceremoniously told me there were boys getting $6 a week who sold more goods than I, and that he could not continue to pay me $10 a week. I asked if it would not be a good idea to keep the store in attractive shape and display the goods to the best advantage so as to attract customers. But he replied, 'I don't want you to do anything but sell goods,' and he cut my pay to $8.

"This was a terrible blow. I was almost tempted to give up. I became terribly depressed. I wrote a pitiful letter to my mother. She sent me in reply the most lovely letter anyone ever penned. She finished up many encouraging assurances with this sentence: 'Some day, my son, you will be a rich man.' Somehow the expression of her faith in me buoyed me up. I kept up the depressing struggle until I was near death's door from sickness. For a year I was at home unable to do a stroke of work. I became convinced that I was not fitted for mercantile life.

"About the time I recovered my strength a man sold me a four-acre farm for $900. I had no money, but I raised a $600 mortgage and gave him my note for the other $300. My wife and I began raising chickens, potatoes and everything we could see a dollar in, to make ends meet. After we had struggled along for about four months, Moore & Smith offered me $10 a week to come back and tone up the store.

"This was positively the first recognition I had ever received for the hard work I had put in. My wife remained on the farm until we rented the place and took a three-room home in Watertown. At the end of the first year we had saved $50 in addition to having lent my father, who was very hard up, $20, and also after having paid the bills incidental to the birth of our first baby. It called for frugal management. I worked from seven in the morning till ten every night. I kept on working in this store from then (1877) until I opened my first five-cent store at Utica, New York, on February 22nd, 1879."

How F. W. Woolworth Built His Wonderful Distributing Machine

He Built Men and They Built the Business

BY G. A. NICHOLS

THE early days of F. W. Woolworth are just briefly touched on by G. A. Nichols in the following story which appeared recently in Printers' Ink. Mr. Nichols gives more details as to how Mr. Woolworth attained the success which was his. "He Built Men and They Built the Business."

Every truly great merchant contributes something to the business of the country as a whole who builds up others as well as himself. He works against precedent and takes chances so as to execute some bold forward idea that others did not think of or were not courageous enough to attempt. When his idea has arrived, others take it up and add to it, helping the pioneer while the pioneer helps them.

The contribution of F. W. Woolworth, who died last week at his home in Glen Cove, Long Island, was the establishment and consolidation for all time of the low-price principle in retailing. Out of this has grown a multitude of things promoting the prosperity of everybody engaged in the production, distribution and selling of merchandise.

Mr. Woolworth's career, which in forty years brought him up from an underpaid clerk to the world's greatest retailer, is such a study in contrasts as rightfully to be regarded as a business romance. When it is considered that his success is measured entirely by nickels and dimes, it is not remarkable that some people look upon it as a modern-day miracle. But there are few thrills in his story. There is little of the spectacular. There is on the other hand plenty of the hardest kind of constructive work, patient planning and courage that would not be denied. And behind all this lay Mr. Woolworth's ability

correctly to interpret the psychology of buying from the standpoint of the consumer.

Some way or other—just how he never was able to explain—he decided people would buy goods more readily if the goods could be displayed so they could be easily seen and handled. He thought the lesson of value could be driven home more strongly through placing at the disposal of buyers an assortment of merchandise at a uniform price. He reasoned if price was to be the selling point, then the price should be so plainly indicated by price tickets that the goods themselves would fairly shout out at the buyer what they could be purchased for.

Profited by Failure of First Store

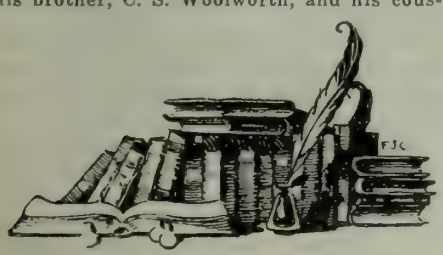
This was as far as Mr. Woolworth could see his idea when in August, 1878, he induced his employer, W. H. Moore, a dry-goods merchant in Watertown, N.Y., to let him try it out.

Mr. Moore, like most other retailers even of this day, had a lot of odds and ends in his stock that seemingly would not move at any price. Mr. Woolworth grouped an assortment of them on a table one Saturday and put on a price card offering customers their choice at five cents each. It was something new, but the people responded and about one-third of the stock of leftovers was sold that day. From this it was a logical step to establish a department of five-cent goods in Moore's store—to display them openly and to have plenty of price tickets. Many items already in stock were placed in the new department and others were purchased especially for it.

A store selling nothing but five-cent goods was the next development. This Mr. Woolworth started in Utica, N.Y., in 1879. He had $300 worth of five-cent goods with which he had induced Mr. Moore to trust him. The venture fell flat. Something evidently was wrong. After the sales had dwindled down to $2.50 a day, Mr. Woolworth decided that his trouble lay in the fact that he did not have a wide enough variety of goods to give him sufficient volume of sales. People would buy if the goods could be had. From this grew the revolution in manufacturing methods which to-day places at people's disposal a multitude of lower priced items.

The Utica store closed and Mr. Woolworth induced Mr. Moore to back him again a few months later in Lancaster, Pa. Only five-cent goods were sold at first, but the range was wide enough to bring in sufficient volume. This store was a success, the sales for the first year amounting to $6,750. From it grew the present F. W. Woolworth Co., which sold last year in its ten hundred and thirty-eight stores, $107,175,000 worth of merchandise, all in nickels and dimes with the exception of some districts west of the Rockies and in Canada, where the 15-cent limit prevails.

After adding ten-cent goods to his Lancaster stock and calling to his assistance his brother, C. S. Woolworth, and his cous-



in, S. H. Knox, Mr. Woolworth established several other stores. It was here that came the parting of the ways. Should he go along and be just an ordinary success with a well-paying chain of five- and ten-cent stores or should he reach out and develop his idea in accordance with all its mighty possibilities as he saw them?

The other day in speaking of Mr. Woolworth's career some of the newspapers referred to him as a dreamer. It would be more correct to say that he was a man of vision and of vigorous action. He saw that his idea was sound. It had justified itself. But to develop it to the extent of its powers two things were necessary.

He needed men.

He needed merchandise—boundless quantities of it. The merchandise had to be low priced and yet of quality and of wonderful value. He could not afford to sell trash. Trash, he decided, was expensive at any price.

Upon the way Mr. Woolworth handled these two essential needs rests the present greatness of the F. W. Woolworth Co., and its still greater promise for the future.

As a trainer and finder of men, his achievements were more than remarkable. In addition to his brother and cousin he called in and trained such men as F. M. Kirby, Earl P. Charlton, Carson C. Peck and later men of the type of J. F. Nutting, H. T. Parson, C. F. Valentine and C. T. Newberry.

C. S. Woolworth, Mr. Knox, Mr. Kirby and Mr. Charlton went into the five- and ten-cent business with Mr. Woolworth in its infancy. They developed in it to a point where each felt justified in starting a chain of his own. In each of these chains the old Woolworth idea was worked upon and developed until it reached a point of near perfection. Each of the original five went ahead establishing new stores and training new men, all working absolutely independent of each other so far as management was concerned and yet in the closest harmony in method, policy and ideals.

This went along until 1912, when the five men were running 596 stores. Here it seemed best that another radical change should be brought about so as to force to its supreme consummation the idea—or perhaps the newspapers will call it a dream—cherished by Mr. Woolworth soon after his Lancaster store venture proved a success. The five merged their resources, their knowledge, their experience and their organizations into the present F. W. Woolworth Co. Into the new organization was taken the cream of the trained men that had worked each of the component companies so far up the scale of achievement.

The reason behind the organization was the need of centralized direction and of last word efficiency in operation on a large scale. The producing cost of merchandise was steadily advancing. It became necessary to offset this by more economical operation. The wisdom of the union is shown by the fact that since 1912 the number of stores owned by the company has nearly doubled and the yearly sales more than doubled. The joining together of the master minds of the five and ten cent business has at least brought about a perfected machine that can go right ahead with steadily increasing momentum even though death has taken the master hand off the wheel.

A couple of years ago Mr. Woolworth pronounced his finely geared operating machine complete. He said he could leave it for a day or forever and it would go on and on.

To bring about a condition of this kind is, as every business man knows, the crowning triumph of a truly great executive.

"Go in and make yourself at home," Mr. Woolworth once told a western manufacturer who called to see the Woolworth private office of which he had heard so much. "I can't stop to entertain you as I leave for Europe in half an hour."

He could go any time on the shortest of notice and the machine would not even falter.

High Morale Within Organizaton

A remarkable thing about the Woolworth organization is that the surviving founders and such employees as stenographers and clerks are the only ones that receive salaries. After the consolidation F. W. Woolworth, as president, received $25,000 a year. C. S. Woolworth, S. H. Knox, Earl P. Charlton and F. M. Kirby, vice-presidents, each received $10,000 per year. This was all the compensation the founders got with the exception of dividends upon their stock which they received the same as any other stockholder. Everybody else gets his pay on a commission basis and settlement is made once a year. The commissions paid the officials in the executive offices in New York are computed on the basis of the earnings of the entire organization. The earnings of the men in each of the eleven district offices are based on what the stores in that district earn. The managers and assistant managers of stores get commissions on their store's business. No one man in the company ever owned a controlling interest. No single stockholder in fact



controls even 25 per cent. of the capital. Every man from store manager up has begun at the bottom and in every position there are one or two understudies. Each place is won by merit and the rule is never to go outside of the organization for a man to manage a store or to take a higher position. All this brings about a condition of the highest industrial morale. Each man rightfully concludes that he is working for himself and that he is going to get the fruit of his efforts.

The merchandise production problem which Mr. Woolworth was called upon to solve—and which now has reached its triumphant consummation—involves the closest kind of constructive co-operation with manufacturers. In many an instance Woolworth buyers have shown manufacturers possibilities for their goods which they did not dream existed.

It has been said that Woolworth's low prices have been brought about by beating manufacturers' profits down to the vanishing point. The exact opposite is the case. Woolworth, in common self defense, wants the manufacturer to make a profit. Instead of trying to force him down, therefore, it shows him how he can increase his efficiency and save in his operating cost. This saving combined with the advantages of unlimited outlet afforded by the Woolworth stores enable the manufacturer to sell his goods profitably within the five and ten cent limit.

Mr. Woolworth related to a "Printers' Ink" representative just a few weeks ago how some of these seeming miracles in merchandising were brought about, and how a profit could be gained in selling remarkable items for ten cents without diminishing the quality.

A certain popular finger ring came on the market and was retailed at around fifty cents. A Woolworth buyer approached the manufacturer to get the ring as a ten-cent seller. The man pronounced the proposition as the last word in absurdity. His output was very satisfactory, he explained—more than four hundred and fifty dozen already that year. The Woolworth buyer offered to take 5,000 gross of the rings during the next year and made certain suggestions as to how they could be produced at a saving and of the same quality. The manufacturer quickly saw the idea and the result to-day is seen in the ten-cent gold-filled rings that can be bought at Woolworth stores.

When the war broke out Woolworth could no longer obtain from Germany a certain iron toy it had been selling at ten cents. An American manufacturer after the closest kind of figuring and taking into consideration the huge quantity ordered, declared he could not work his production cost down so as to make a profit on the toy as a ten-cent seller. The Woolworth buyer went over his figures with him and pronounced them all correct with the exception of the charge for painting. The

Continued on page 68.

NEW HARDWARE GOODS

OFFERED TO CANADIAN HARDWAREMEN

TOP DRESSING

Mohair Top Dressing, manufactured by the Auto Specialties Mfg. Co., of 40 Elm St., Buffalo, N.Y., does three things, it is claimed, redyes, waterproofs and re-rubberizes the fabric, producing, it is stated, a silky and lasting finish. It is stated that it will not fade or brown out like an asphaltum paint, and that it leaves the top soft and pliable, giving



Mohair Top Dressing

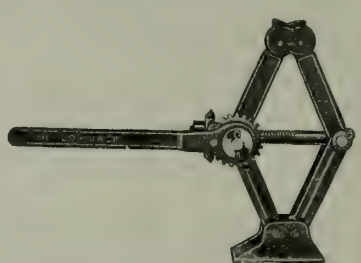
factory-like newness to its appearance. It may be applied, it is stated, with an ordinary brush. The firm has a Canadian factory at Fort Erie, Ont., and agencies are being established throughout the Dominion.

STORE EQUIPMENT

The Toronto Plate Glass Importing Co., Toronto, Ont., has secured the manufacturing and selling rights for Canada, for the "Dosi" cases and display stands. The parts of these, it is stated, are interchangeable, and can be made into any shape or design. Plate glass shelving, racks and bins are, it is stated, easily constructed of polished plate-glass with the use of the "Dosi" bin clamp. The clamp consists of two metal clips, a bolt and a nut. It is stated that anyone can attach it quickly. All kinds of display stands and fixtures can be arranged, it is claimed, and the claim is also made, that by using the polished plate glass, sales are increased, because the goods shown are visible from all sides. By using plate glass, it is claimed, tidiness, order and arrangement are at once united with every refinement of convenience and beauty. The claim is made that plate glass window fixtures are among the handsomest ever designed, with the added advantage that the owner can take down and use the same plates for some entirely different "layout" in another part of the store, if he so desires. The plates, it is stated, are easily kept clean, will last a life time, and will soon pay for themselves. Beautiful color schemes, it is, stated can be made by blending deep and light tinted cartons, bottles and other goods. In case an accident occurs and a plate is broken, it is stated, that it can be instantly replaced with another without the necessity of rebuilding the whole stand, as is often necessary when wood and glass cases are used.

HI-LO JACK

The Hi-Lo Jack, manufactured by the Rowe Calk and Chain Co., of Plantsville, Ct., measures, when extended, 17 inches. It is so constructed, it is stated, that it starts to lift at six inches. Owing to its great leverage, it is claimed it steadily increases in lifting power as the load is raised. A specially constructed larged-sized ball thrust, it is stated, eliminates friction and assures easy lifting. A specially constructed handle is so arranged, it is stated, that applied lifting power is always central with the travel of the jack, assuring an even and easy lift at all times. The pins, toggie blocks and gears, it is stated, are of sample size and tested to carry the rated load. The action, it is stated,



Hi-Lo Jack "Raised"



Hi-Lo Jack "Folded"

is based on the principle of the toggle joint, giving it a range unexcelled by any jack on the market.

LAMINUM SHIMS

F. Sager, 35 Aikins Building, Winnipeg, has been appointed distributor for Western Canada, for Laminum Shims, manufactured by the Laminated Shim Co., Inc., 533-541 Canal St., New York. These shims are made of laminum, which, it is claimed, is the only metal made in layers, as solid as a single piece of metal, yet ready in an instant to be made thinner by .002 of an inch, or as many times this as is desired, and stand the micrometer test for accuracy. Laminum, it is stated, is simply a substance consisting of a number of sheets of brass .002 or .003 inches thick, firmly held together by a metallic binder. It is made thinner, it is stated, by simply lifting one corner of the top layer with a penknife and then peeling it off. There are, it is claimed, no loose leaves to slip and drop, and now way for dirt or grit to slip be-



Laminum Shims

tween the layers. None of the expense of filing, required often by brass shims, is necessary, it is stated.

BRITISH GOVERNMENT'S HOUSING SCHEME

The London, England, representative of HARDWARE AND METAL, writing under recent date, relative to the British Government's housing scheme, has the following to say:

"The Government housing scheme is the subject of much criticism from the practical-minded and those whose business it has been in the past to build houses for the people. Financiers, philanthropists, sanitarians and politicians have all solved the problem in theory, each according to his or her ideal home, and a legion of charming architectural suggestions have resulted. There is no famine in ideas.

The following are some of the main points brought out by a practical builder which will assist in grasping the situation from the trade standpoint:

The Government are not giving any encouragement to builders who wish to start building houses at once. The cost of materials is almost prohibitive and the scarcity and dearness of labor a serious handicap. Speaking generally, most of the materials required in house building have risen 180 per cent. Before the war cement cost about $4.50 per ton; to-day the price is sixteen dollars. Bricks, which used to cost from $4.50 to $6.50 a thousand, now cost about $12.00.

A house which cost £850 in pre-war days, could not now be built for less than £1,000."

WEEKLY HARDWARE MARKET REPORTS

STATEMENTS FROM BUYING CENTRES

THE MARKETS AT A GLANCE

A REACTION has occurred this week in prices of solder which is a direct reflection of the advance made in the quotations on ingot tin and the stronger feeling in lead. The advance on solder amounts to 2c per pound all the way around.

There seems to be a somewhat better feeling in ingot metals and the start of buying of tin has resulted in a price movement upward. Copper shows a stronger tendency at primary points though the situation locally is unchanged as far as prices are concerned. Spelter is just waiting for someone to start buying apparently and in its present sensitive state, this factor would probably contribute to an advance.

Changes this week have been made in a couple of lines of pipe wrenches, the decline ranging from 10 to 12½%. A lower scale of quotations has been named also on malleable wagon goods.

Flower guard has advanced in price and some lines of roofing paint show a slight advance in revised quotations just issued.

Another change has been brought about this week in steel, bronze and brass screws. Discounts named a month or so ago on the steel and a few days ago on bronze and brass, have been superseded by a new scale which provides for pretty substantial declines all the way around. The market seems to have receded to a pretty fair level now and indications point to a somewhat steadier basis being maintained.

Linseed oil shows a decidedly strong undertone this week with the markets tending towards somewhat higher levels. The factors which have contributed to a strong feeling in seed are still apparent and there seems to be no present indication that a marked recession from levels now ruling is a prospect for the immediate future.

Turpentine has shown increased strength in the markets in the South. Domestic demand and export demand are both large and replacement of stocks from new crop outturn is not proceeding very rapidly. Stocks here are not large and some difficulty in getting stocks through is being experienced. Prices have held firm and unchanged.

Business is very good and unless labor troubles assume abnormal proportions, there is every reason to believe present activity will show increases.

MONTREAL MARKETS

MONTREAL, May 15—Price changes made this week are in the nature of lower figures for malleable carriage and wagon hardware, wax, cotton rope, fuel oil, and enameled ware. Advances are made for various rifles made in the United States, while the undertone is stronger on ingot copper, but no change is made in its price.

General conditions in the hardware trade are reasonably satisfactory. The volume of business is made up, in many cases, of small orders, requiring a great deal of detail work, but which, in the aggregate, are very satisfactory. Country orders are not only better, but there has been a great improvement within the city itself.

Indications are favorable for a better business right along and shipping activity at this port is increasing daily. Markets are, for the most part, firm.

Rifles Go Higher; Malleables Lower

Montreal.

RIFLES, MALLEABLES. — An advance of about 5 per cent. has been effected here on various rifles made in the United States, and which makes a new high record for these goods. Various malleables, such as whiffletree ends, centre clips, hooks, etc., have been reduced in price. The changes will approximate about 10 per cent. of a reduction all around.

Wrenches Reduced; Screws and Wax, Too

Montreal

SCREWS, WAX, WRENCHES.—Reductions are again made for various screws. The following discounts now apply: Flat head, bright, 77½ per cent.; oval, 75 per cent.; round, 75 per cent.; flat head, brass, 55 per cent.; oval, brass, 52½ per cent.; round head, brass, 52½ per cent.; flat head, bronze, 50 per cent.; oval, 47½ per cent.; round, 47½ per cent. Various waxes, including parowax, have declined in price, the changes being from ½c to 1c per pound. Pipe wrenches of both Stillson and Trimont patterns are reduced. The discounts applying to Stillson are 55 per cent., and to Trimont, 50 per cent. This is the discount basis of one jobber, while another gives the reduction as 10 per cent.

Cotton Rope Down; Cordage Basis Holding

Montreal

ROPE AND CORDAGE. — Little change is reported on rope. Price changes are entirely lacking on manila and sisal. There is not a big sale for the product, a fair and seasonable selling being all that the manufacturers report. Buyers are not inclined to take more than their near requirements. Price basis here remains as follows: Pure manila, 34c; British manila, 30c, and sisal, 27½c per pound base. Cotton rope is reduced by one jobber to 64c per pound for 3-16 inch and to 63c for ¼ inch and larger.

Enamelled Ware Less; Stoves Move

Montreal

STOVES, WARES.—Prices have held steadily on most wares but there is a decline for one-coat RK enamelled ware, the discount being 50 and 10 per cent. now. Other lines are unchanged. There is a good movement. Stove sales are satisfactory, the manufacturers state, the dealers sending in fair orders. Of oil and gas stoves there is an especially good sale, prices being firmly held on all these lines.

Fuel Oil Down; Gasoline; Coal Oil

Montreal

OILS, GASOLINE.—There is but one change this week, that of a decline for fuel oil, and which is now quoted at $8.75, in barrels. Coal oil is unchanged and is selling still at 20 to 23 cents per gallon, while there is no change in the price of gasoline. This sells at 34 cents per gallon, and there is an increasing demand for the same.

No Fault With Nail Turnover

Montreal

NAILS AND WIRE.—Prices remain the same on wire and cut nails, the basis being $4.75 per 100 pounds. Orders received are very satisfactory in the light of the past season or two, and the country output is better than that for the city, indicating a healthy outside condition. Wire products are going very well, too, and the undertone is unchanged, with smooth steel wire basis holding at $5 per 100 pounds.

Bars Move Steadily And Without Change

Montreal

STEEL AND IRON.—Much iron and steel pass out from jobbers' stocks from week to week and there is little complaint in this respect. A steady undertone applies to both commodities and there is probably less likelihood of revisions being made than there was a week or so ago. Of course it will take a little time to test the result of the removal of Governmental restrictions in the States. Some anticipate a firming of the basis rather than declines, and the next few weeks should define the position more clearly. In any event steel stocks are ruling particularly strong at this writing.

Common bar iron, per 100 lbs.	3 75
Refined iron, per 100 lbs.	4 75
Mild steel	3 75
Iron finish machinery steel	3 80
Norway iron	12 00
Single reeled machinery steel	5 50
Spring steel	5 50
Sleigh shoe steel	3 75
Tire steel	3 95
Toe calk steel, per 100 lbs.	4 65
Band steel	3 75
Harrow tooth steel	3 90
Mining tool steel, per lb.	0 17½-0 19
Black Diamond tool steel, per lb.	0 18 -0 19
Black Diamond cast steel, lb.	0 22

Some Price Cutting On Steel Sheets

Montreal

STEEL SHEETS.—The market is rather unsettled and unsteady, and this is attributed to the desire of some interests to dispose of supplies at prices suited to themselves. The market conditions, relative to price are therefore quite nominal. A fair amount of trading is reported and stocks of iron here are quite satisfactory.

BLACK SHEETS—	Per 100 lbs.	
10 gauge	$5 25	$6 25
12 gauge	5 30	6 30
14 gauge	5 35	6 35
16 gauge	5 45	6 50
18-20 gauge	6 00	6 35
22-24 gauge	6 05	6 40
26 gauge	6 10	6 50
28 gauge	6 40	7 00
GALVANIZED SHEETS—		
10¾ oz.	$8 35	$9 25
28 gauge	8 30	8 85
26 gauge	....	8 50
22 and 24 gauge	7 70	8 35
20 gauge	7 50	8 35
18 gauge	7 50	8 35
16 gauge	7 30	8 00

NOTE—These prices are for full bundles, an extra charge of 25c to 35c per 100 lbs. is made for broken lots.

Plumbers Make Use Of Lead Products

Montreal.

LEAD PRODUCTS.—A fair volume of trade has been developing for lead products in this market. Plumbers are getting more business, and, not having carried a great deal of stock over the winter they have to protect themselves now for various lines. Chances for the week are nil, and the basis is continued as under:

Lead pipe	0 11½
Lead waste	0 12½
Lead traps and bends	15%
Lead wool, lb.	0 14
Lead sheets, 3 to 3½ lbs., sq. ft., lb.	0 10½
Lead sheets, 4 to 8 lbs, sq. ft.	0 09½
Cut sheets ¾c lb. extra, and cut sheets to size, 1c. lb. extra.	
Solder, guaranteed, lb.	0 33
Solder, strictly, lb.	0 29
Solder, commercial, lb.	0 27
Solder, wiping, lb.	0 25
Solder wire (8 gauge)—	
40-60	0 34
45-55	0 35¾
50-50	0 39¼
Zinc sheets, casks	0 17
Do., broken lots	0 18

Still Hopeful of Old Metal Movement

Montreal.

OLD MATERIAL.—Dealers in old metals are confident of better markets opening up here. This will be a welcome condition and prices should then strengthen to some extent. In the meantime, and pending the activity of the mills after the removal of Government control in the steel markets of the States, a more encouraging outlook is held. There are no changes.

Dealers' Buying Prices—		
Pipe scrap, ton	9 00	10 00
Stove plate, ton	....	15 00
No. 2 busheling	....	5 00
Old rubbers, boots and shoes	0 06½	0 07
Overshoes, lumbermen's rubber boots	....	0 03½
Bicycle tires	....	0 03
Automobile tires	....	0 03
Yellow brass	....	0 08½
Red brass	0 12	0 12½
Light brass	0 06	0 07
Scrap zinc	....	0 04¾
Heavy copper	0 13	0 13½
Wrought iron, No. 1, per gr. ton	....	11 00
No. 1 machinery cast	....	18 00
Heavy melting steel	....	10 00

Copper is Stronger; Tin and Lead Steady

Montreal.

INGOT METALS.—Little new interest has developed this week in the ingot markets. Of course it is somewhat satisfactory to the trade that restrictions on steel trading have been lifted in the United States, and this, it is hoped, will have a gradual salutary effect on business.

COPPER.—This is firmer at primary points, but no local change has been

BRIEFS FROM THE WEEK'S MARKETS

Stillson wrenches underwent a revision downward this week, the decline amounting to about 12½ per cent.

* * * * *

Flower guard has reached higher levels in new prices issued for present season.

* * * * *

Everjet roofing paint advanced 25c per dozen to $9.50 in 1-gallon tins.

* * * * *

Steel, brass and bronze wood screws have again undergone a further revision downward this week. New discounts provide for quite a substantial decline.

* * * * *

Markets in the South remain very firm on turpentine. Even higher prices seem to be a prospect.

* * * * *

Reports from the mills in the Pittsburgh district indicate that sheet prices have reached the bottom in line with to-day's costs.

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Solder advanced 2c per pound in Toronto as a reflection of advances in tin and stronger feeling in lead.

* * * * *

Ingot tin has advanced from 2c to 4c per pound. The tendency seems to be still upward.

* * * * *

White lead in oil is moving much better and market is showing much firmness.

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Winnipeg reports a decline in tee pipes, ridge and side roof pipes and kindred lines.

* * * * *

Bright tinners' wire showed a decline this week at some points.

made. A fair sale is had for the material at 18c per pound.

TIN.—This metal has interest for many in that the Government price of 72½c per pound is still effective in the States. So long as this continues none will buy any but the smallest quantities that their requirements call for. Local price is held unchanged at 56c per pound.

LEAD.—Changes are entirely lacking in the lead market, which is as dead as possible here, and seemingly the same outside. It is hoped that business will revive after peace is signed. Price holds at 6½c per pound.

ANTIMONY.—A rather firm market obtains. Trading is not heavy, and what business is transacted is on the basis of 8½c per pound.

SPELTER.—Tendencies are easier in an effort to induce buying, but there is a dearth of orders. Price remains at 8½c per pound.

ALUMINUM.—Without change. Average sized orders are filled at 38c per pound.

PIG IRON.—Interests are looking for business to improve, now that the Government has released its control. Price stays still at $45 per ton.

TORONTO MARKETS

TORONTO, May 15—Price changes this week show a reaction in tin to higher levels, a firmer feeling in lead and a revision upward in solder quotations. Carpet felt has declined 50c per 100 pounds. A further decline has occurred this week in wood screws, steel, brass and bronze all being affected. Stillson wrenches are lower, but other changes are not numerous, the markets seemingly having steadied down somewhat.

Further Decline in Wood Screws

Toronto.

WOOD SCREWS.—A further decline has been recorded in the prices of wood screws, as is shown by the new scale of discounts just issued by the manufacturers. This follows in the case of bronze and brass screws very closely on a change made a couple of weeks ago. Steel screws are included in the list that has dropped this week. Prices are in line with decline just named in the U. S. markets. The new discounts, with the ones that are replaced, are shown for comparative purposes:

Discount from List

	To-day	Before
Flat head, bright	77½%	75%
Oval head, bright	75%	70%
Round head, bright	75%	70%
Flat head, brass	55%	47½%
Oval head, brass	52½%	45%
Round head, brass	52½%	45%
Flat head, bronze	50%	42%
Oval head, bronze	47½%	40%
Round head, bronze	47½%	40%

Lower Prices on Pipe Wrenches

Toronto.

PIPE WRENCHES.—A decline has occurred this week in the price of Stillson wrenches, amounting to about 12½%.

Rifles Selling at List Plus 10%

Toronto.

RIFLES.—In reporting the revised quotation on Winchester rifles last week, it was stated that these were being invoiced at list plus 7%. Jobbers indicate that the correct figure for these should be list plus 10%, the earlier quotation not including all the elements of cost.

Summer Stoves Active; Wares Hold

Toronto.

STOVES, WARES.—Summer lines of stoves are commencing to work forward freely, some manufacturers reporting that retailers are urging delivery of orders which have been held back for some time past. Coal oil, gas, gasoline and electric stoves are all enjoying a much better sale.

No new developments are reported in respect to the sale or prices applying on the various lines of wares. The movement of the various lines is not heavy but considered quite satisfactory.

SAYS HANDLE PRICES

There is little likelihood of any reductions being made in the prices of handles or wooden goods in the opinion of W. H. Braddon, general manager of the Columbia Handle Company of London, Ont. Discussing the situation with HARDWARE AND METAL, Mr. Braddon stated that prices of raw materials are high and wages are perhaps the highest in the history of the business. There is a fair volume of business offering.

"We have secured some export business," said Mr. Braddon. "The first carload of goods for overseas went last week, and we will send another this week. The orders are for medium-priced goods. We are looking for other export orders and expect to build up a nice overseas trade. One of the troubles just at present is in getting shipping space, owing to the scarcity of boats."

Carpet Felt Declines 50c

Toronto.

CARPET FELT.—Prices on carpet felt show a revision downward this week, the new quotations which have been named representing a decline of 50c per 100 lbs. The present quotation on 16 oz., 20 oz. and 24 oz. is $4.50 per 100 lbs.

Oils Selling; Gasoline Too

Toronto.

OILS, GASOLINE.—There have been few new developments this week from a market standpoint, prices being firmly maintained all the way down the line on oils and gasoline. Activity marks the sales columns and the trade reports orders coming along freely. Coal oil is increasingly active; prices remain unchanged at from 19½c to 22½c per gal., according to grade. Gasoline is steady at the unchanged figure of 33c per gal.

Business in Nails Better; Wire Too

Toronto.

NAILS, WIRE.—There is a somewhat better feeling apparent in the trade as regards volume of business being done in nails. The volume is not enormous as yet, but indications are that a cessation of labor troubles would do much to start orders coming along quite freely. Quotations are unchanged, the wire nails selling at a base of $4.70 per 100 lbs., and cut nails at $4.75.

Galvanized wire and fence wire seem to be enjoying a somewhat better sale also, with prices steadily held. Smooth steel wire base remains at $5 per 100 lbs.

Trade in Iron and Steel Opening Up

Toronto.

IRON AND STEEL.—Indications are that business is opening up a little better and altogether the outlook is one that has a better tone. Prices have held without change and market seems fairly steady at following figures:

Common bar steel	4 25	4 50
Common bar iron	$4 25	$4 50
Refined iron	4 65	4 90
Angle base	4 50	4 75
Horseshoe iron	4 50	4 75
Tire steel	4 45	4 70
Mild steel	4 25	4 50
Norway iron	11 50	15 00
Toe caulk steel	5 15	5 45
Sleigh shoe steel	4 25	4 50
Band steel, No. 10	4 50	4 75
Do., No. 12	4 75	5 00
Spring steel	9 50	11 50
Mining drill steel	21 00	30 00
Sheet cast steel	0 42	0 45
Tool steel	0 22	0 90

Sheets on Very Fair Basis

Toronto.

SHEETS, SLATES.—One large factor, in talking to HARDWARE AND METAL this week on the situation in sheets, said: "I have just returned from Pittsburgh, where I was in touch with two very large mills in respect to sheets. These mills took me over their cost

sheets and the figures I saw have convinced me that the market is about as low as it will go. I have been a consistent bear on the market some months and it has taken this actual insight into production figures to bring to me a feeling that present figures were not too high. I feel now that little, if any, further decline can be made. Most certainly the buyer is not risking much in covering for his requirements for some little time ahead." An open market might create a temporary flurry and bring about lower prices, but the feeling is that no substantial drop can be or will be made effective. Quotations for the week reveal no change. Sales are reported excellent.

BLACK SHEETS.	Per 100 lbs.	
10 gauge	$5 00	$5 45
12 gauge	5 05	5 50
14 gauge	....	5 10
16 gauge	....	5 20
18-20 gauge	5 80	....
22-24 gauge	5 85	....
26 gauge	5 90	....
28 gauge	6 00	....
3-16 inch plate	4 90	6 25
¼-inch boiler plate	4 50	5 80

Prices shown are for full cases. An extra charge of from 25c per 100 lbs. is made for less than case lots.

GALVANIZED SHEETS.		
10¾ oz.	$7 80	$8 10
U.S. 28	7 40	7 70
U.S. 26	7 10	7 40
22 and 24	6 95	7 25
18 and 20	6 80	7 10
16	6 65	6 95
12 and 14	6 50	6 80

An extra is now charged on galvanized sheets, 10¾ oz. and 28 ga., when shipped out in sheets 3 feet wide. The extra charged over prices shown above is 20c per 100 pounds. Other gauges show no change for different widths.

Prices shown are for full cases. An extra charge of 25c per 100 lbs. is made for less than case lots.

Corrugated Sheets Holding Firm

Toronto.

CORRUGATED SHEETS.—Sales of corrugated sheets are being made in increasing numbers and the outlook seems very good beyond the point where labor may upset things appreciably. Barring abnormal labor troubles, there seems to be every indication that business will sail along at a good clip. Prices are firm at levels shown below.

Kindred lines are moving fairly well, including eavetrough, conductor pipe, ridge roll, etc. Prices are firmly held at figures shown in current market quotations.

Corrugated Sheets—	Per 100 sq. ft. Gal'zed	Painted
No. 28 gauge	$8 25	$7 00
No. 26 gauge	9 00	8 00
No. 24 gauge	13 50	10 00
No. 22 gauge	16 00	12 50
No. 20 gauge	19 00	16 00
No. 18 gauge	24 00	19 50

Discount, 7½ per cent.

On shipments of 300 lbs. and over, freight is allowed south and east of and including North Bay; also several western counties in Quebec Province. Places north and west of North Bay, the freight is equalized on North Bay. For Quebec and Maritime Provinces, freight is equalized on Montreal.

Wrought Pipe, Boiler Tubes Holding Firm

Toronto.

WROUGHT PIPE, BOILER TUBES.—The market on wrought pipe is holding quite steadily. More activity is noted, orders coming through in fairly good quantities and prices shown in current market quotations being maintained.

Similar conditions may be said to apply to boiler tubes. Stocks are in very good shape, and prices ruling at following unchanged levels:

BOILER TUBES—	Per 100 feet Seamless	Lapweld
1¼ inch	27 00	.....
1½ inch	28 00	.....
1¾ inch	30 00	26 00
2 inch	30 00	26 00
2¼ inch	33 00	28 00
2½ inch	40 00	32 00
3 inch	46 00	38 00
3¼ inch	.....	45 00
3½ inch	56 00	42 00
4 inch	70 00	54 00

Solder Goes Up 2c lb.; Lead Products

Toronto.

LEAD AND ZINC PRODUCTS.—Prices on solder reacted this week, going up 2c per lb. as a reflection of the stronger feeling in lead and advances made in quotations on tin. Figures now being quoted on solder range as follows: guaranteed, 35c to 39c; strictly, 33c to 35c; commercial, 30c to 33c; wiping, 29½c to 32c; wire, 36c to 42c.

No change has been made in manufactured lead products, but a better tone to the market is apparent as a result of the improvement in the metal. Business is reported very good. Range of prices follows:

Lead pipe, lb.		$0 11½
Lead waste pipe, lb.		0 12½
Lead traps and bends		15%
Lead wool, lb.		0 14
Lead sheets, 4 to 6 lbs., sq. ft., in rolls, lb.	0 11	0 12½

Cut sheets ½ to ¾c lb. extra and cut sheets to size, 1c lb. extra.

Solder, guaranteed, lb	0 35	0 39
Solder, strictly, lb.	0 33	0 35
Solder, commercial, lb.	0 30	0 33
Solder, wiping, lb.	0 29½	0 32
Solder, wire, lb.	0 36	0 42
Zinc sheets, per lb.		0 17

"Nothing Doing" Sign Still in Evidence

Toronto.

OLD MATERIALS. — Scrap yards have had a poor season of it. In fact, since the signing of the armistice there has been nothing worth while in the business, and some of the dealers with large overhead expenses have probably lost money. Range of quotations which can be termed only nominal, follow:

Dealers' Buying Prices—		
Tea lead		0 03
Heavy lead pipe		0 04
Pipe scrap		8 00
Stove plate, per ton		10 00
No. 2 busheling		8 00
Yellow brass		0 06
Red brass		0 08½
Light brass		0 05
Scrap zinc		0 05
Heavy copper		0 15
Wrought iron, No. 1, per gr. ton		15 00
No. 1 machinery cast		14 00
Heavy melting steel		9 00
Old rubbers, boots and shoes	0 06	0 06¼
Overshoes, lumbermen's rubber boots		0 04½
Bicycle tires		0 04½
Automobile tires	0 03½	0 04

Cordage Outlook Remains Same

Toronto.

CORDAGE.—The cordage outlook remains about the same. Dealers have pretty well taken delivery of spring orders for rope and the present is just the interval before real business can be expected. The prices remain quite steady, the pure manila being quoted at 34c per lb., base; British manila, at 30c; New Zealand hemp, 30c; sisal, 27½c, and sisal lath yarn, 27½c. No new developments in the twine outlook are shown.

Cement Sales Show Improvement

Toronto.

CEMENT, PLASTER OF PARIS.—Cement sales show a marked improvement during the past week, dealers report, and the situation is one that looks quite encouraging at the moment. Prices remain at unchanged levels as shown in current market quotations.

Plaster of Paris has been moving very well also, and indications are that the season will be a pretty active one. Prices are firm and unchanged.

Waste Holds; Oakum Unchanged

Toronto.

WASTE, OAKUM. — There is little new to report in the situation on waste. Sales are not large but the outlook is not considered discouraging by any means. Prices remain at levels shown in current market quotations.

The situation in oakum is on a parallel with that of waste. A fair amount of business is being handled at firm and unchanged prices.

Tin Moves Up; Lead Firmer

Toronto.

INGOT METALS.—Tin moved up from 2c to 4c per lb. this week, and seems to be on the upward trend again. Lead, after a period of dullness and weakness, has stiffened, and it looks as though a revision in prices upward may result.

COPPER.—The market at primary points is firmly held, and there seems to be more interest in the metal. Locally, the price has held unchanged at 18c per lb., but the undertone is strong.

TIN.—This metal has reacted as a result of some buying which has developed in U. S. markets after a period of little activity. It looks as though even higher levels may be reached than the 58c to 60c per lb. price now asked.

SPELTER.—There is a better feeling, and it is felt that any buying would result in a stiffening of values, the metal being quite sensitive to any such factor. Price holds at 8¼c per lb. locally.

LEAD.—A reversal of feeling is noted in lead, the undertone to the market strengthening appreciably, though no quotable change has occurred locally, 6½c per lb. being figured ruling.

ANTIMONY.—There is only a fair amount of business being done, but the market is quite firm. The price here to-day is 8½c per lb.

ALUMINUM. — Still uninteresting and little activity reported. A price of about 40c per lb. fits the situation as it exists to-day.

LONDON MARKETS

LONDON, Ont., May 15, 1919—A further decline has been recorded this week in the price of wood screws. New discounts are now available and show quite an alteration from recent figures. Advances have been recorded in flower guard and automobile pumps and an advance of 25 cents per dozen is shown in one line of roofing paint. The markets as a whole remain quite steady with business showing a marked improvement.

Downward Move in Wood Screws

London, Ont.

WOOD SCREWS.—Discounts have again been revised on wood screws, and the present scale of quotations provides for another decline. The new prices which are now being named to the trade are as follows:

Flat head, bright .....77½% off list
Oval head, bright 75%
Round head, bright 75%
Flat head, brass 55%
Oval head, brass 52½%
Round head, brass 52½%
Flat head, bronze 50%
Oval head, bronze 47½%
Round head, bronze 47½%

Hammer Prices Undergo Revision

London, Ont.

HAMMERS.—New prices have been issued this week on the Maydole adze eye hammers. It is indicated that these have been higher for some time past, but new stocks are now arriving, and this is resulting in the present revision of prices. Figures which are now being quoted to the trade are: for the No. 1, $19 per doz; No. 1½, $17.50; No. 11, $19; No. 11½, $17.50; No. 12, $17; No. 13, $16.

Activity Develops in Tie Out Chains

London, Ont.

TIE-OUT CHAINS.—There has been a marked improvement in the sale of tie-out chains during the past week or so, and activity is expected to be maintained for the next few weeks in this line. There has been no change in prices, the list prices shown below remaining at unchanged figures, and the discount applying to same holding at 37½% from list.

No. 1-0 x 20 ft., $16.50 per doz. list; 30 ft., $23; 40 ft., $30; 50 ft., $37.

No. 2-0 x 20 ft., $17 doz. list; 30 ft., $26; 40 ft., $33; 50 ft., $41.50

Net Prices Named on Stove Boards

London, Ont.

STOVE BOARDS.—New prices have been worked out in line with the revised discounts issued last week on stove boards, and the net figures prevailing are shown below. The present discount on the wood-lined stove boards is 30 and 5%, and the discount on the paper lined is 40 and 5%.

	Wood Lined Dozen	Paper Lined Dozen
24-inch square	$12 30	$ 7 41
26-inch square	13 97	8 55
28-inch square	15 63	9 41
30-inch square	16 96	10 83
33-inch square	21 28	12 25
36-inch square	24 60	
18 x 28-inch	12 64	8 27
24 x 32-inch	16 62	10 26
26 x 34-inch	17 67	11 97
26 x 38-inch	18 95	14 25
28 x 44-inch	26 60	17 10
30 x 48-inch	33 25	

Roofing Paint Registers Advance

London, Ont.

ROOFING PAINT.—An advance of 25c per doz. is shown in the price of Everjet Roofing Paint, in one gal. tins, which is now being quoted to the trade at $9.50 per doz. tins.

Flower Guards Show Higher Price

London, Ont.

FLOWER GUARD.—New prices issued for the present season on flower guards show an advance over figures which were in effect last year. The present scale of quotations is for the 12 in. galvanized, $9 per 100 ft.; 12 in. painted green, $10 per 100 ft.; 18 in. galvanized, $10 per 100 ft.; and 18 in. painted green, $11 per 100 ft.

QUESTION OF TIRE PRICES UNDER DISCUSSION

Price reductions in some lines of American tires, approximating from five to fifteen per cent., became effective this week. This was the result of action taken by some of the large firms in the United States, who decided upon a price revision, and instituted a sliding scale. Smooth treads and tubes are reduced by these firms approximately fifteen per cent., while the revision downward on non-skids is from five to ten per cent.

Canadian-made goods, it is stated, are not likely to be reduced.

"During the last year of the war," said one manufacturer to HARDWARE AND METAL, "American-made tires were boosted and boosted. Canadian firms did not increase their prices, and so now there is no reason why they should make any reductions. For some time past it has been possible to buy Canadian-made tires cheaper than American goods for the reason that Canadian firms did not raise their prices."

Business, it is stated, has been very fair, but an improvement is looked for as soon as warmer weather comes and the touring season starts.

"There is every indication that business will be good," said one manufacturer to HARDWARE AND METAL. "As soon as car owners can get out it will mean that business will come with a rush."

Builders' Hardware Selling Better

London, Ont.

BUILDERS' HARDWARE.—Jobbers report a somewhat better movement of the various lines of builders' hardware, with prices being steadily maintained. Peterboro lines are being quoted at 12½% off list. Net prices on some of the familiar lines to the trade are: cheap rim locks, $2.70 per doz.; jet rim and mortise knobs, $2.50 per doz.; porcelain rim and mortise knobs, $2.50 per doz.; and cheap mortise inside sets, antique copper or dull brass finish, $6.50 per doz.

Auto Pumps Move Upward

London, Ont.

AUTO PUMPS.—A change has been made in the price of the Inland IXL auto pumps. The new price which is now being quoted to the trade provides for an advance, this line now selling at $7 each.

Nails Move Well; Rope is Quiet

London, Ont.

NAILS, ROPE.—A steady market is being maintained in nails this week, the wire selling at a base of $4.70 per 100 lbs., and the cut at $4.75 base. There is a very good sale reported and jobbers seem to be quite satisfied with the volume of business that is being done.

There is very little doing as far as rope is concerned, there being a light sale reported since booked orders have been completed. Prices are holding at unchanged figures, the pure manila being quoted at 34c per lb. base, British manila 30c; New Zealand hemp at 30c, and sisal at 27½c.

Floor Wax Selling; Paris Green Moves

London, Ont.

FLOOR WAX, PARIS GREEN.—Activity is manifest in sales of floor wax, which is moving forward with other clean-up lines, and prices are well maintained. The old English wax is selling here at 33c per lb.; Johnson's at 63c per lb., and Edwards at 40c per lb.

Booked orders are now being shipped out on Paris green, and it will not be very long before the necessity for this may become apparent. Retailers again show a disposition to take their booked orders somewhat ahead of the actual demand, which would indicate a return of confidence in market conditions. The prices have undergone no further change from those announced some time ago, and seem quite steady at the following

base; Canada Paint Co. make in one-half pound packages, 54c per lb.; one pound packages, 52c; 25 lb. drums, 50c; 50 lb. and 100 lb. drums, 49c.

Linseed Oil Firm; Turpentine Scarce

London, Ont.

LINSEED OIL, TURPENTINE. — Jobbers report a very good sale of linseed oil, and there seems to be no present indication that there will be any revision of prices downwards. The flax seed market is holding at levels which preclude any possibility of any sharp decline, and whereas variations of a wide nature occur sometimes from day to day, there is very little disposition to get below the levels which have existed during the past few weeks. Quotations below show no change this week.

Locally the demand still exceeds the supply, but hopes are entertained that this condition will be overcome within the next few days. There has been a marked influx of orders, and this has cleaned up the jobbers' stocks fairly well, but these are under course of replacement, and little delay is expected in making shipment of orders now on hand. The markets in the South are very firm, showing an advancing tendency. Whether this will affect the situation locally is yet to be seen, but there is no indication at any rate that lower prices will be an immediate development. Prices are firm at the levels named last week, which are shown below:

Linseed Oil:

	Raw Gallon	Boiled Gallon
1 to 2 barrels	$2 00	$2 03
3 to 5 barrels	1 99	2 02
6 to 9 barrels	1 97	2 00

Less barrels, add 10 cents per gallon.

Turpentine:

1 barrel lots	$1 17 per Imp. gallon
2 to 4 barrel lots	1 16 per Imp. gallon
5 gallon lots	1 27 per Imp. gallon

Firm Prices For Wrought Iron Pipe

Winnipeg.

WROUGHT IRON PIPE.—Prices on all sizes of wrought iron pipe continue firm, and stocks which have been low for some time owing to the shortage of steel to make certain sizes, are now fairly well assorted, and shipments are coming through from the mills more promptly. To-day's ruling prices are confirmed as follows:

WROUGHT IRON PIPE

	Black Per 100 feet.	Galvanized Per 100 feet.
¼ inch	$4 91	$7 20
⅜ inch	5 00	7 34
½ inch	6 66	8 37
¾ inch	8 33	10 71
1 inch	12 33	15 95
1¼ inch	16 65	21 29
1½ inch	19 94	25 43
2 inch	26 82	34 25
2½ inch	43 07	54 77
3 inch	56 40	71 70
3½ inch	73 86	....
4 inch	87 25	....
4½ inch	100 26	....
5 inch	116 82	....
6 inch	151 52	....

WINNIPEG MARKETS

WINNIPEG, May 15—Markets in general have been very quiet during the past week, showing very few changes of importance. Among the lines affected are tee pipes, taper pipes, side and hedge roof pipes, and bright tinners' wire, all of which have been revised to slightly lower levels, while advanced prices are conspicuous by their absence.

Business is reported brisk in all quarters with the exception of builders' supplies, which are tied up owing to the strike now in force amongst carpenters, bricklayers, etc. Particular activity is noticed in baseball and auto accessories.

Coil Chain Prices Still Holding Firm

Winnipeg.

COIL CHAIN.—Prices on coil chain still hold firm on the local market, with the usual spring demand, while stocks are reported adequate to take care of all orders. Prices are confirmed herewith: 3-16 in., $19.20; ¼ in., $16.25; 5-16 in., $13.75; ⅜ in., $12.75; 7-16 in., $12.35; ½ in., $12.25; 9-16 in., $12.25; ⅝ in., $12; ¾ in., $11.65; 1 in., $11.40 per 100 lbs.

Lower Quotations on Bright Tinners Wire

Winnipeg.

TINNERS' WIRE.—Prices on bright tinners' wire have been revised to lower levels during the week, new prices being based on to-day's American markets plus the lake and rail rates to Winnipeg. New railway prices, f.o.b. Winnipeg, are given as follows: No. 5 to 9, $6.20; No. 10, $6.30; No. 11, $6.30; No. 12, $6.40; No. 13, $6.50; No. 14, $6.60; No. 15, $6.75; No 16, $6.90 per 100 lbs.

Tee Pipes, Taper Pipes Revised Downward

Winnipeg.

TEE PIPES.—Following last week's revision on the price of stove pipes and elbows, new prices have been named during the week on kindred lines, such as tee pipes, taper pipes, ridge and side roof pipes, etc., all of which are reduced to lower levels. To-day's selling prices on the various lines are as follows: tee pipes, 6 in., $3.60 doz.; 7 in., $4; taper pipes, 6 to 7 in., $2.35 doz.; 7 to 6 in., $2.35; side roof pipes, 6 in., $8.65 doz.; 7 in., $8.65 doz; ridge roof pipes, 6 in., $9.45 doz.; 7 in., $9.45 doz.; roof pipe caps, cone top, $3.50 doz. Bookings are now being accepted on the above lines for fall shipment at to-day's market prices.

SEES NO PROSPECT OF LOWER STOVE PRICES

"Business is steadily improving," said Col. W. M. Gartshore, of the McClary Mfg. Co., London, Ont., in discussing with HARDWARE AND METAL the outlook in regard to stoves. "Dealers who were holding off buying because they had it in their minds that prices were going to come down, are getting over that idea now and are placing their orders. As far as I can see there is not the slightest chance of stove prices being lower. Higher wages and shorter hours are being demanded, and that means not only smaller production, but increased cost of production. Business in the West has been developing nicely."

In regard to overseas business, Col. Gartshore stated that while the stove manufacturers as a body had decided not to continue their efforts to secure orders, any business that offers, or is obtainable for Canadian firms, will be looked after.

Poultry Netting in Great Demand

Winnipeg.

POULTRY NETTING. — Winnipeg jobbers report a large demand for poultry netting during the past month, with the result that stocks have become depleted in some lines. This demand is no doubt due to the extremely high prices asked for poultry and eggs, and has resulted in many of the citizens going in for poultry raising. Prices on this line still hold firm at former prices which are given below:

Poultry Netting, 1 inch Mesh—24 inch, $6.30 roll; 30 inch, $7.65; 36 inch, $9.

2 inch Mesh—24 inch, $3.05 roll; 30 inch, $3.60; 36 inch, $4.20; 48 inch, $5.60; 60 inch, $6.95; 72 inch, $8.30.

Banner or Blue Ribbon Poultry Netting.—24 inch, $4.75 roll; 36 inch, $6.10; 48 inch, $7.25; 60 inch, $8.50; 72 inch, $9.75.

Lawn Mowers Holding Firm

Winnipeg.

LAWN MOWERS.—Lawn mowers are in good demand at present, with stocks well assorted. Prices ruling to-day are as follows: Empress, 14 in., $11; 16 in., $11.50; Woodyatt, 14 in., $8.50, 16 in., $9; Daisy, 14 in., $6; Star, 14 in., $7.50; 16 in., $8.

Linseed Oil Prices Are Remaining Firm

Winnipeg.

LINSEED OIL.—With the approach of the paint-up, clean-up campaign paint dealers report a very brisk trade, with the result that good sales are reported by the jobbers of linseed oil. The price is still holding firm. To-day's market price is confirmed as follows: boiled linseed oil, $1.96; raw linseed oil, $1.93 per gal., in single bbl. lots.

No Changes in Price Turpentine

Winnipeg.

TURPENTINE.—A very brisk trade is reported in turpentine during the week, due to the usual spring decorating

which is now in full swing. Prices still hold firm on the local market, with no indications of any immediate change. To-day's selling prices are herewith confirmed: barrel lots, $1.35 gal.; half barrel lots, $1.38 gal.; 5 gal. lots, $1.40 gal.; 1 gal. lots, $1.40 gal. plus the usual extras for containers.

PITTSBURGH MARKETS

PITTSBURGH, Pa., May 15.—The resignation of the Industrial Board at Washington, announced last Friday evening, causes the steel market, technically, to enter a new chapter in its history, but practically there is no material change. The Industrial Board had practically been dead since the very publicly-announced refusal of the Railroad Administration, about April 1, to take part in the programme the board sought to force upon the various purchasing agencies of the Government as well as upon the public.

The program announced for the board before it was actually appointed received general approval and was an excellent one. The trouble of the Industrial Board arose from its departing from the program. This departure was caused by the board being hypnotized, or deceived, as some have expressed it, by the representatives of the steel industry. The object the board was expected to attain was the immediate deflation of prices, that is the development at once of the prices in which buyers would have confidence, and at which they would be willing to take hold. Otherwise, left to themselves, the markets for the various building commodities, including steel, would decline but slowly, as prospective buyers waited, and the return of activity would be correspondingly delayed. This program the board did not carry out, as the reductions it secured for steel products, announced as effective March 21, were not sufficient to create confidence in the minds of buyers. The basic idea was to make prices so low that buyers would expect advances rather than declines, but the Industrial Board endorsed prices that did not create any such expectations.

Columns of newspaper space have been used up in the discussion of the "controversy" over steel prices without the simple and fundamental difficulty being explained. That difficulty was simply this, that the prices the steel producers proposed were based on costs which were inflated by heavy overhead, caused by light operation. The steel producers desired that the heavy overhead per ton (they are now operating at about 55 per cent. of capacity) be represented in the prices. If they had full operation they admitted, privately, that they could be content with lower prices. Buyers take the opposite view. When the law of supply and demand has full play, the lighter the demand the lower the price. Light operation was made an excuse for high prices, while buyers feel it ought to be a reason for low prices. That is the reason the Industrial Board failed. Furthermore, seeing that the reductions of March 21 were relatively small buyers, including the Railroad Administration, felt that what was in force was an agreement to maintain prices. It was well known that the approval of the Department of Justice was sought by both the Industrial Board and by the steel producers, and was refused. That such approval was applied for was interpreted as meaning that the parties to the arrangement felt that the approval was needed.

With the Industrial Board out of existence, by reason of the acceptance last Friday, by Secretary Redfield, of the resignations that had been tendered two or three weeks earlier, the steel producers have no means whereby they can establish the market on a lower level, hence their alternatives are only to maintain existing prices or to throw the market open to competition, allowing prices to settle where they will. As the producers are much afraid of competition, more afraid than they need be, in the judgment of many observers who are not steel producers, they choose the former alternative, and will maintain the March 21 prices as best they can until something fresh turns up. While as a rule the steel producers are unwilling to admit it, they know that it is altogether improbable that buyers of steel will take hold in liberal fashion until the market is thrown open. It is not that buyers have certain definitely formed ideas as to the prices at which they should be able to buy, their feeling rather being that there should be an open market, whereby whatever prices were developed would be such as would command confidence. The producers feel that it is too early for liberal buying to develop, at any prices, hence they wish to defer abandonment of the present price maintenance understanding. There are many observers who do not agree with this judgment, believing on the contrary that if the market were thrown open liberal buying would develop within a short time, perhaps in less than three months, and that thereupon prices would show an advancing tendency.

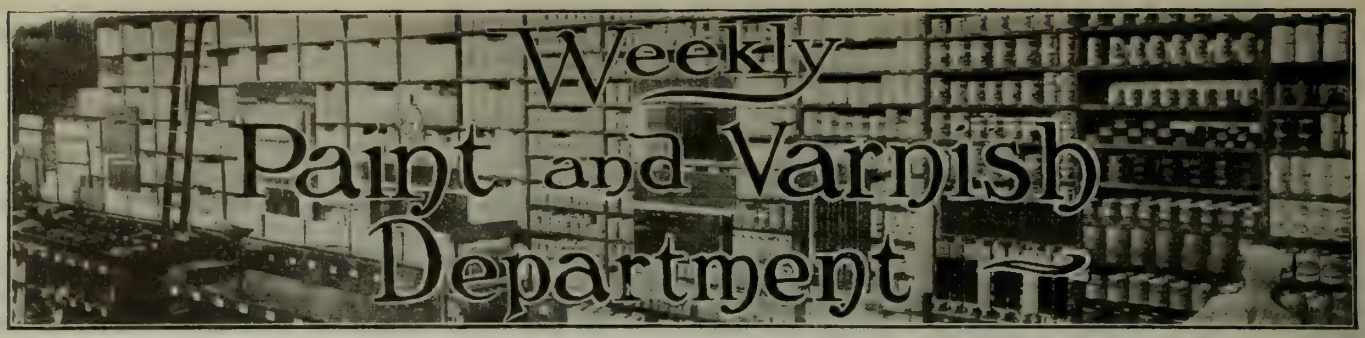


Production Decreasing

The monthly report of the American Iron and Steel Institute shows that in April there was produced 2,239,711 gross tons of ingots, by 30 companies which in 1918 made 84.03 per cent. of the total output. This means that the industry produced ingots in April at the rate of about 31,900,000 gross tons a year, which is 65 per cent. of the capacity, estimated at 49,000,000 tons. For preceding months the proportions were: March, 77 per cent.; February, 85 per cent.; January, 87 per cent. There was a sharp decrease from March to April, and this decrease has continued to date, whereby the present rate is only about 55 per cent. After all, even 55 per cent. represents a large tonnage, considerably greater than the output in 1906, when existing capacity was pushed to the utmost and mills were nevertheless falling behind in deliveries. To the producers, however, the idle capacity of 22,000,000 tons a year is much more impressive than the operating capacity of 27,000,000 tons, the fear being that nothing could be done, by way of making attractive prices, to engage the 22,000,000 tons, so it is better to make as much profit as possible out of the 27,000,000 tons. According to the present market trend, however, production is in line for further decreases, as new bookings are relatively light and old orders are being completed, with not enough new business to take their place.

The Steel Corporation's unfilled obligations decreased during April by 629,887 tons, leaving 4,800,685 tons on books at the end of the month. This is a slightly larger decrease than was shown for March, but is a smaller decrease than shown for any of the three months preceding March. What makes the showing particularly unfavorable, however, is the fact that shipments during April were much smaller than shipments in March, probably at 70 per cent. of capacity against more than 80 per cent. in March, and the April bookings, therefore, must have been much lighter than the March bookings. The April loss in unfilled tonnage was equal to about 48 per cent. of the capacity.

There has been an "open market" in pig iron since about April 1, but prices have been declining very slowly, partly because there has been little inquiry to tempt furnacemen to cut prices, and partly because costs are so high that there is not much room for cutting, it being preferable to go out of blast. In the past ten days various sales have been made in the local market, involving lots of 200 to 500 tons of foundry iron, and cuts averaging in the neighborhood of a dollar a ton. Southern iron, for May delivery, has sold at $24.50, Birmingham, for silicon 1.75 to 2.25 per cent., and at $25 for silicon 2.25 to 2.75 per cent., these being cuts of $2.25 and $3 respectively from the prices that became effective March 21.



Selling Service with Can of Paint

Consider Values in Gallon of Paint—The Decorative Viewpoint—Preservation as a Factor—Upholding Property Worth—Pays Customer to Use Paint and Varnish—What Better Talking Point Wanted?

HOW much is a gallon of paint worth? There are several possible answers to this question. To the paint dealer, a gallon of paint, sitting on his shelf is only worth its invoice price, plus accumulated overhead charges.

When a paint consumer asks for it, it is worth these charges, plus a reasonable profit.

That profit is the "why" of your getting rid of it. The customer's request for it increases the value.

As the customer gets it, it is worth your retail price to him.

But the customer doesn't buy paint just to accommodate you—by no means ! He doesn't bother his head about your profit.

In his purchase, he must see some advantage or profit to himself or he doesn't buy.

He may see in that gallon of paint, decorative value, sanitary value, or protective value, otherwise he has little desire for it.

How Many Values in a Gallon of Paint

The more values you can make him see in that gallon, the easier you can make a sale to him.

Now, when he applies that gallon of paint for any of these reasons he may have in mind, its value becomes many times greater than his original purchase price.

Its greatest value is when it is applied for the purposes of protection and preservation. When applied for these purposes, the consumer receives decorative and sanitary value as well.

A gallon of paint is worth most when it is applied to the surface. Unused, and in the can, it possesses only the value of its cost and the potential value of giving service.

Paint, properly applied, acquires many times its retail value in the service that it renders.

Selling Service in Paint Can

Paint selling involves vastly more than receiving money for a can containing pigments, color and oils. It involves selling service in protection, preservation, decoration and sanitation.

These are by far the biggest factors in the sale, for they are the ultimate function of paint.

Paint sales will become easier, and greater in volume when the retailer causes his trade to realize that what they get out of their purchase in such services, is vastly greater in value than the money they have paid for it.

The Decorative Viewpoint

The following incident illustrates the point from a decorative standpoint. It occurred in Ottawa:

A real estate man had a row of six houses on his list to sell. Try whatever way he could, he was unable to effect a sale.

A friend of his in the painting and decorating business put a proposition up to him, which he said he thought would sell them. He gave the agent a price of $250.00, to paint and decorate one of the houses. If the house did not sell within a month after the work was done, the painter said he would only charge the cost of the material and labor. If it sold within that time, he would expect his full figure.

Before the painters had finished the job, the house sold at $700.00, above the price originally asked.

Needless to say, the painter got a job for the other five houses, and every one sold at a business margin over and above the original price asked, plus the cost of the painting.

Here is a case where the value of the material and labor expended on those houses returned itself in increased value on the house. This bears out the contention that the greatest value of paint or any decorative material rests in the fact that it is applied on the surface of the property.

Getting at Figures

To give some idea of this increase in more or less exact figures. It is usually estimated that material constitutes 25 per cent. of a painting job. On a contract of $250.00, this would mean that material to the value of $75.00 was used. A return of $700.00, in increased value, would mean that that $75.00 had made an increase of 933 per cent. Based on the whole cost of the work, it showed a return of 280 per cent.

Painting pays then, from a purely decorative standpoint.

Preservation as a Factor

Taken from a preservative standpoint. There are frame buildings in the New England States and in the older parts of Canada, to-day, that are in as good a state of preservation as they were two hundred and fifty years ago, because they have been kept properly and adequately painted. Many of these are rendering excellent service as comfortable homes to wealthy families who prize their homesteads beyond price.

The careful preservation of these Colonial houses began, and was carried on through the days when lumber had by

Continued on page 62

"Save the surface and you save all" *Paint & Varnish*



SANI-FLAT

A sanitary flat oil paint for all interior painting. The persistent demand for SANI-FLAT is proof of its satisfying qualities. It will be a revelation to your customers—the beautiful effects attainable with this ideal wall-covering.

It's easy to apply, sets slowly, showing no laps or brush marks, is absolutely sanitary and washable with water, without injury. Makes a perfect under coat for enamel and has great body and covering qualities. SANI-FLAT is so flexible, and it may be used in so many varied and different ways that the householder quickly realizes the advantage of using it.

May we acquaint you with the great selling possibilities of this line? Our agency proposition is a good one. Write us for full particulars.

Benjamin Moore & Co., Ltd.

West Toronto
Ontario

SELLING SERVICE WITH EACH CAN PAINT

Continued from page 60

no means the value that it has to-day. Taking the present-day condition of our lumber supply, and its market value into consideration, there is vastly greater reason for advocating the use of paint than there ever was before. This consideration of paint and painting is growing more important every year, and it should be impressed on the mind of the property owner with increased effort and earnestness.

These samples of houses, built one and two centuries ago, and still existing in good service, chiefly through the protection, and preservation of paint, demonstrate that paint has an economic value to the property owner greatly in excess of its cost price.

If, when A No. 1 lumber literally grew in the back yards of our Colonial forefathers, and was thought enough of to receive the protective service of paint, how much more should the property owner of to-day be made to realize the value it can render him under present-day conditions?

Service Value Large

Apart from the fact that property can be enhanced in value largely from a decorative standpoint, as in the instances we have cited, a house well preserved with paint has also an increased economic value. There are many of these New England Colonial homes, built one or two centuries ago, which the present owners would not part with at any price. The fact that an old family homestead, or a house of historic connections, has been preserved for such a length of time, places a value upon it which cannot be measured in or met with money. To such, paint gives a service value far in excess of its actual cost, and which they absolutely would not dispense with. Indeed, if paint cost four times its present price, it would not hinder them from using it regularly as has been done in the past.

Upholding Property Worth

However, coming down to the average everyday conditions of 1919 in which we are now living. What is paint and painting worth to us? Houses that were built five, ten or fifteen years ago are worth anything from 25 per cent. to 50 per cent. more in the actual material of their construction than at the time of erection. Property owners have been favored with an increased increment that they cannot afford to neglect. Even property unprotected with paint has increased in value. Depreciation in value has oustripped depreciation by deterioration. But this will not always be the case. Continued deterioration will soon overtake this increased value, then values begin to go down the toboggan slide.

Properly painted property can be made to retain its original value, plus this appreciation, to the actual benefit of the owner. The probable continued stringency of the lumber market will assist to maintain this increased value. We shall never again be able to call across lots to the lumber mill to fetch us over a load of lumber. Our timber resources are receding farther back every year, and transportation adds to costs.

The longer the property owner neglects painting, the more actual value he throws away every year.

One might go on ad infinitum, seeking economic and other reasons for the encouragement of painting, and the use of paints and varnishes. As the conditions described above increase in intensity, just in proportion do good, sound arguments develop for the paint dealer. The service that he can render to his trade also increases in the same proportion.

From Applied Relationship

Let him detach himself, for the time being, from prices, costs, overhead charges, etc., and let him view the value of paint or varnish, as it becomes when properly applied, and it is safe to say that he will be enlightened with a new viewpoint of the value of his stock. It will open up a new insight into the possibilities that exist for his paint department.

Let him also detach himself from his sales as they concern himself alone, and look upon them as they concern the consumer, whether he be property owner or tenant. Face the question frankly. Does painting pay the property owner? There is only one answer, from whatever angle the question is viewed. When a dealer can be fully satisfied that he is selling something of actual worth to his customers, it promotes confidence to plan and carry out aggressive selling and advertising efforts.

These efforts can be put forth from the standpoint of individual, communal and national benefit. Certainly few products have behind them the wealth of argument and economic need that can be put forth to advance the sale of paints and varnishes. The resourceful, energetic saleman, with initiative and enterprise, will find in his community plenty of opportunity for cultivating his sales.

Pays Customer to Use

Aside from the purely monetary profit of the paint and varnish business, there is a good deal to be said for the satisfaction to be had in selling a product that it pays the customer to use. When it pays him, and he realizes that it does, it creates permanency of trade that is well worth while. Taking a customer's viewpoint, and making an endeavor to advance sales on the basis that it pays him to buy a product that increases in value after it is applied, and preserves the value of the surface on which it is applied, will undoubtedly help to round many a difficult corner in advancing sales in the paint department.

INCORPORATIONS

Welland Utility Manufacturing Company, Limited, capital $250,000, head office Welland, Ont., plans to manufacture and deal in electrical appliances, electric ranges and also convertible oil and gas burners.

OPENING IN CANTON FOR CANADIAN HARDWARE GOODS

An official report from Canton, China, regarding prospects for business in hardware lines, says:

"High-grade pocket knives, files of different sizes, iron and brass screws, padlocks, drawer pulls, planes, spoke shaves, and in fact all classes of hardware have found an excellent market in Canton.

Prior to the war considerable quantities of enamelware, such as wash basins, pots, plates, and dishes, spoons, bowls, soap dishes, etc., were imported from Germany, Austria, and England. These were entirely replaced by Japanese goods of inferior quality which appeared to be specially manufactured for this market, and on accounut of their cheapness a large deman was created. This likewise applied to cash boxes, which were sold in large quantities at prices ranging from 80c to $3.50 Mexican (64c to $2.80 Canadian currency.)

As a result of the great advantage in the erection of modern buildings and consequent increased rentals derived therefrom, many large old-style buildings in Canton were sold and demolished during recent years, and new semi-foreign dwellings of two to four stories erected, in consequence of which there is an excellent demand for builder's hardware. Building contractors and owners, realizing the rapidly advancing ideas of the Cantonese in improving the sanitary condition and ventilation of the residences, invariably planned a greater number of windows and doors than here-

OPENING FOR CANADIAN SCALES

There is a great shortage of scales of all kinds in South Africa, particularly counter and outside platform scales, with the result that merchants have been extending their enquiries for them in both Canada and the United States. However, it may be well to bear in mind the various types for which South Africa exhibits a well-defined partiality.

According to W. J. Egan, Trade Commissioner for Canada at Cape Town, a good-selling counter line has a 16-lb. capacity. The price asked for it before the war was $8.75, without weights and $11 with iron weights, both being subject in former times to a 40 per cent. discount. Funnel scoops, in brass or tin, are popular with all counter scales, and when these were furnished with this counter scale the extra cost was about $1.50. Another counter scale which had a big sale all over South Africa, is used for weighing by either the scoop or platform, the capacity being from one-half ounce to 240 lbs. The single-beam type was that usually imported. Before the war, this, japanned, sold at $6.25 or $6.50 less 40 and 10 per cent. The size of the platform was 10½ x 13½ inches. For the funnel-shaped scoop an extra charge was made of 4s. Grocers' trip scales were imported in three sizes, 8, 12 and 16 lbs.. the last mentioned being sold, with tin scoop, at a pre-war price of about $14.50, less 50 and 10 per cent., weights being included from one-half oz. upward.

"Save the surface and you save all" *Paint & Varnish*

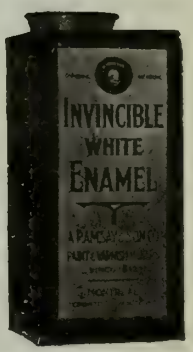


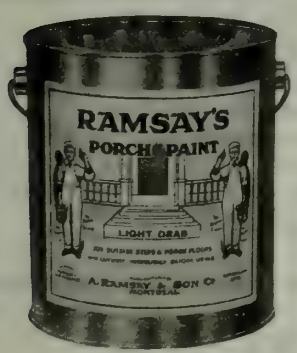
RAMSAY'S



"The Right Paint To Paint Right"

—and the right paint to sell too. It satisfies the customer and makes good profits for the dealer. Ramsay's Paints and Varnishes will put your paint department on a greater money-making basis. You should know about our dealer proposition, it's such a good one. *Write us now.*





BUY W-S-S WAR-SAVINGS STAMPS





A. Ramsay & Son Company

Makers of Property Preserving Paints & Varnishes for 77 years

Toronto MONTREAL Vancouver

Distributors:

Edmonton District: *Revillon Wholesale Limited, Edmonton*

Calgary District: *The McDonald-Baker Co., 818 8th Ave., W., Calgary*

Welsh Tin Plate Makers Are Looking to Toronto

From *The Financial Post*

THERE is a chance of the British Forgings—the large Imperial Munitions Board plant in Toronto—passing to Baldwins, the Welsh tin plate manufacturers. Mr. Davies, their representative, has been in Canada for some time, and left for the States yesterday on a mission connected with the project, but will return shortly. The Baldwins have been investigating the possibilities in Canada and seem to regard them favorably. If the proposals go through it would mean a big industry for Toronto. But will the Bolsheviki press let it go through? Will they not be afraid someone is going to make a profit? They killed the attempts to start here what is now the Steel Corporation of Canada, promoted by that public-spirited citizen, the late Senator Jaffray.

At present tin plate is on the free list save for the war tax. About twenty years ago "Colonel" J. Wesley Allison succeeded in interesting some politicians and capitalists—including the late Sir James Whitney, Premier of Ontario, and formed a company. Promise of a heavy protective tariff was given by the Dominion Government, some help from Ontario, and a plant was to be erected at Morrisburg, in Whitney's constituency. Sir Albert Kemp, M.P., now our overseas Minister of Militia, then head of the Kemp Co., making tinware, organized a strong opposition,but Allison, like most fakirs of his type, had a strong following, and it was not until a trade newspaper, HARDWARE AND METAL. uncovered his unsavory business and financial career that the prospect was dropped, and Allison left the country, not to reappear until 1914, when he unfortunately mesmerized Sir Sam Hughes and wormed his way into his confidence, with results disastrous to Sir Sam—who well deserved much better treatment—and the country.

The story of tin plate development in the United States is a strong argument for a protective tariff. It is also one of the most romantic business stories, and it has not yet been written. The Government guaranteed a fair but not unreasonable protection. Inspired by the Pennsylvania Railway, anxious to develop industries along its route, local capital was put into a plant. It was a failure, as were several subsequent efforts, and the capitalists lost all their money. Finally, about thirty years ago, the control passed into the hands of a banker in Indiana. Country town bankers in the United States are different from their contemporaries in Canada. This keen Indianian used to do business on the hot summer days on bare feet, with only shirt and trousers held up by one gallus, fastened with a nail. He, too, saw nothing but the loss of his entire capital, but Daniel G. Reid, a bright young man of the village, who helped him to run the bank, had faith in the future of the industry. After much persuasion he induced the banker to give him a chance. He got in more capital and associated with him Mr. Leeds. Under Reid's intelligent, efficient management and hard work—he never worked less than sixteen hours a day, and sometimes twenty—he put the business on its feet and paid all its debts. He brought over thousands of poorly-paid workmen from Wales, where they were living almost in poverty, gave them good homes and big wages, and got big production. In time they were able to undersell the Welsh makers in foreign markets—including Canada. Leeds got out with over $50,000,000. and died soon after, leaving only $500,000 to his only heir, a son, of whose conduct he did not approve, and the remainder to the widow who career has been more or less sensational. Mr. Reid, on the other hand, has continued to work extremely hard. His doings in connection with the Rock Island Railway have brought him much criticism. Whether deserved or not, time will tell. The fact remains that Reid, a man of great ability, like some of our own industrial leaders, has been responsible for the upbuilding of great industries, employing thousands, paying out millions in wages. All he gets is three meals a day. He lives in an apartment in New York. His whole life is given to the further improvement and development of these enterprises, providing more employment and adding to our comforts.

Common-sense suggests that we encourage and honor such men. Yet most of us are so short-sighted that we uphold instead of condemning the efforts to hamper their work.

INCORPORATIONS

By-Products, Ltd., capital $100,000, head office Ottawa; plans to manufacture and deal in lawn fertilizers, stock and poultry powders and similar products.

Sticney Motors, Ltd., head office Peterborough, capital $1,500,000; plans to manufacture and deal in engines, automobiles, trucks, tractors, farm implements and accessories.

H. R. Flick Co. Ltd., head office Montreal, capital $100,000; plans to manufacture and deal in hardware, machinery, tools, metallic packing, oils and lubricants.

KEEP GOING—DON'T STOP

When someone stops advertising,
Someone stops buying.
When someone stops buying,
Someone stops selling.
When someone stops selling,
Someone stops making.
When someone stops making,
Someone stops earning.
When everyone stops earning,
Everybody stops buying.
KEEP GOING—Exchange.

HE DROPPED THE MONKEY WRENCH

HE sauntered into the office of the employment person. Lots of folks do the same thing. In fact the man in the employment office is some pumpkins these days. For the last three or four years folks haven't paid much attention to him, but things are a bit different just now.

However, this chap in question was looking for a job. He didn't have one—in fact that's the reason why he was lookin' for one.

Of course it's proper now to ask a few questions. For some time it's simply been a case of going in and having the employment person hug you and pass you on to the boss. He, in turn, hugged you and advised you not to work too hard. But they're gettin' more particular now.

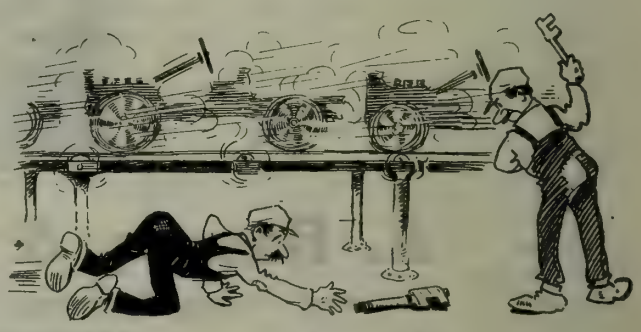
"Where've you been workin'?" was the first query.

"Ford's."

"How long?"

"Year."

"Quit or fired?"



"Canned."

"Why?"

"Dropped my wrench and seventeen machines went past before I could pick it up."



Getting Varnish Wise

The man who pays the finishing bills,—the ultimate consumer, is becoming more and more discriminating when buying varnish or specifying its use. The unvarying dependability of Berry Brothers' Varnishes, Enamels and Stains has created a confidence in all Finishes bearing the "Berry" label that promotes their sale and makes permanent customers.

Liquid Granite Floor Varnish, Luxeberry Enamels in white, ivory and shades of gray, **Luxeberry Wood Finish, Luxeberry Wall Finishes, Luxeberry Spar Varnish, Berrycraft Stain Finishes** and **Household Enamels** are a few of the many Berry products whose names have been household words for many years.

Make a leader of Berry Brothers' line and increase your varnish business.

Partial list of distributors of Berry Brothers' products

Marks, Clavett, Dobie Co., Ltd., Port Arthur, Ont.
Whites, Ltd. - - - Collingwood, Ont.
Sanderson Pearcy & Co., Ltd. - Toronto, Ont.
A. M. Bell & Co., Ltd. - - Halifax, N.S.
Lariviere, Inc. - - - Montreal, Que.
L. H. Gaudry & Co. - - Quebec, P.Q.
Wood, Vallance, Ltd. - - Winnipeg, Man.
Wood, Vallance & Adams, Ltd., Calgary, Alta.
Revillon Wholesale, Ltd. - Edmonton, Alta.
Hunter-Henderson Paint Co., Ltd., Vancouver, B.C.
Wood, Vallance Hardware Co., Ltd., Nelson, B.C.
Frank A. Gillis Co. - - Halifax, N.S.

BERRY BROTHERS INC
World's Largest Makers
Varnishes and Paint Specialties
Walkerville, Ont.

(779)

WEEKLY PAINT MARKETS

MONTREAL

MONTREAL, May 15.—Every indication points to an active season in the paint field. Manufacturers are in a good position to take care of demands, and, judging from the present volume of orders coming to hand from the travelers and also by mail, there is no need to worry about the present season's outturn of goods. Markets are generally steady, linseed oil being particularly firm and up one cent, while turpentine also is so firm as to indicate a near change to higher levels. The white lead and putty basis are unchanged, and there is a firm undertone to paints, varnishes, and many of the specialties. Changes are not looked for in the immediate future on manufactured lines.

Less Price Spread; Linseed Oil Up 1c

Montreal

LINSEED OIL.—There is less spread of prices on linseed oil in this market, the range being from $1.84 to $1.88 per gallon on single barrel lots. This means an advance of one cent from last week's low point. This does not, however, show clearly the trend of the seed market, for spot seed has hovered around the $4 mark. It is not expected by any of the crushers, as far as can be ascertained, that there will be reductions at this time. "Seed is scarce, and we do not expect that there will be much relief until the next crop matures," is the way a crusher put the matter this week. Orders are being received from United States centres for supplies of Canadian oil, and this is not a usual thing. India is far away. Argentine seed will not be forthcoming, perhaps, in large quantities. It is anticipated that there will be enough oil to take care of domestic requirements, but supplies may not be excessive, and oil may even be temporarily hard to get as the busy season approaches. Two dollar oil is a possibility ere long.

Raw—	Imp. Gal.	Gal.
1 to 4 barrels	$1 84	$1 88
5 to 9 barrels	1 83	1 87
10 to 25 barrels	1 82	1 86
Boiled—	**Imp. Gal.**	
1 to 4 barrels	$1 86½	$1 90½
5 to 9 barrels	1 85½	1 89½
10 to 25 barrels	1 84½	1 88½

Turpentine Short Yet; Will Be Higher

Montreal

TURPENTINE.—Shipments are exceedingly hard to obtain, and delays are experienced by the paint men. Orders placed by them are delivered in a very slow manner, and this makes the outlook anything but satisfactory from time to time. Price tendencies are decidedly of a firming character, and there need be no surprise if quotations are advanced at any time. There is a good movement.

Turpentine—	Imp. Gal.	Gal.
1 to 4 barrels	$1 10	$1 12
Small lots	1 17	1 28

(Packages extra.)

Putty Reveals An Active Demand

Montreal

PUTTY.—Activity characterizes the putty markets, and all grades are moving out in the usual seasonable quantities. In fact, orders are most encouraging, and the retailers are stocking up for the needs of their trade, which is becoming more and more active every week. Prices are maintained, but there has been no change in quotations.

Standard Putty	5 ton	1 ton	Less
Bulk, in barrels	$5 00	$5 25	$5 60
Do., ½ barrels	5 15	5 40	5 75
Do., 100 lbs.	5 85	6 10	6 45
Do., 25 lbs.	6 10	6 35	6 70
Do. 12½ lbs.	6 35	6 60	6 95
3 and 5 lb. tins	8 10	8 35	8 70
1 and 3 lb. tins	8 60	8 85	9 20
Do., in 100 lb. cases	7 15	7 40	7 75

Pure linseed oil putty, $2 per 100 lbs. advance on above prices.

Glaziers' putty—$1.60 per 100 lbs. advance on above prices.

Terms—2%, 15 days, net 60.

Much Lead is Sold But Prices Steady

Montreal

WHITE LEAD IN OIL.—A great deal of demand exists for white lead in oil, and there is a steady movement from the corroders to the retailer. Supplies are in good shape and the tendencies of the market are unchanged, lead being held on about the same basis as for several weeks, the changes of price on pig lead being rather minor. Quotations remain as follows: Five ton lots, per 100 lbs., $15.50; ton lots, $16; and less quantities, $16.35.

Paint Men Report Excellent Outturns

Montreal.

MIXED PAINTS, SPECIALTIES.—There is a splendid volume of business these days, and the warehouse staffs have been working overtime to take care of orders received. When the painting season swings into place, it is expected that there will be better and bigger business than ever, and there are the best of reasons for feeling that 1919 will take its place in the forward movement of industrial progress. The undertone of prices is a decidedly firm one, and one manufacturer points out that the matter of advancing prices has already received consideration in the United States, although nothing has been done here. It is not anticipated that declines will at all be considered, he said.

TORONTO

TORONTO, May 15.—Strong and very firm markets for both linseed oil and turpentine are likely for some time. Flax seed has advanced nine cents during the week and advances in linseed oil prices are expected at any time. Argentine seed is being absorbed as fast as it comes in, in fact some firms could handle shipments faster than they are getting them. There has been a brisk demand for turpentine and in some cases shipments are being sold ahead. "Buyers can well afford to lay in good supplies for the next six weeks," is the way one importer summed up the situation. The rate of exchange against Canada is a factor in making prices higher than they would be otherwise. At the present exchange basis it means an addition of 2½ cents on every gallon of turpentine that comes into the country. A splendid volume of business is being handled in mixed paints and many repeat orders are being received.

Linseed Oil Prices Expected to Advance

Toronto.

LINSEED OIL. — Higher prices for linseed oil are expected as a result of the advancing market for seed and the brisk demands. Many orders for July and August are already being placed by firms who apparently do not wish to risk being caught with low stocks. The general volume of business has been very satisfactory and is expected to continue so. Shipments of seed from the Argentine, while coming a little more freely, are not keeping pace with the demands in many instances. The quotations have narrowed towards higher levels and are as follows:

Linseed Oil—		Raw	
1 to 2 barrels, gal.	$1 90	$1 98	$2 00
3 to 5 barrels, gal.	1 89	1 97	1 99
10 bbls. and over	1 87	1 95	1 97
		Boiled	
1 to 2 barrels, gal.	$1 92½	$2 01	$2 03
3 to 5 barrels, gal.	1 91½	2 00	2 02
10 bbls. and over	1 89½	1 98	2 00

Lowe Brothers Paints

How Many Houses In Your Neighborhood Need Repainting?

HAVE YOU MADE A LIST OF THEM?

THESE are excellent prospects—do you follow them up?

Many Lowe Brothers dealers who have made a special success in selling paints have proven that the methodical following up of a good paint prospect usually lands the business.

This is how they go about it.

A careful list is made of all good paint prospects—owners of unpainted houses, of buildings in the course of erection or which need repainting. A copy of this list is given to each clerk to commit to memory and whenever any of these prospects come into the store they are given a quiet little selling talk on paints with special reference to their individual needs.

To back this up their names are sent in to Lowe Brothers and are put on their follow-up list. This means a number of personal letters and a continual stream of high class advertising matter. This follow-up of Lowe Brothers, supplemented by the efforts of the local dealer and his clerks usually secures the order for paint.

Are you taking advantage of the strong selling helps which Lowe Brothers offer you? Are you getting all the paint business to which you are entitled?

Remember every house painted with Lowe Brothers Paints is a constant and compelling advertisement for the paints and the dealer who sells them.

Lowe Brothers, Limited

Toronto, Ont.



Dayton Boston New York Chicago Kansas City Minneapolis Atlanta

Prices shown are those ruling on Thursday of current week and subject to daily fluctuations of the market.

Turpentine Market Remains Very Firm

Toronto.

TURPENTINE.—While no advances have been made this week, some importers are being advised that they cannot secure supplies at the prices formerly paid. This may mean an advance shortly but at any rate indicates a very firm market. There has been considerable difficulty in getting some of the shipments through from the South lately and with the large volume of business that is offering stocks are not too plentiful. Quotations are as follows:

Turpentine—	Imp. Gal.	
1 barrel (barrel included)....	$1 14	$1 17
2 to 4 barrels (barrel included)	1 13	1 16
5 gallon lots	1 24	1 27

Orders Pouring in To Paint Manufacturers

Toronto.

MIXED PAINTS.—"Working overtime to try and get our orders out promptly," sums up the situation as far as the paint manufacturers are concerned. A splendid volume of business is reported, and repeat orders are coming in steadily. Many firms are looking for an extended season and a lot of business throughout the entire period. Indications point to one of the best years in some time. No changes have been made in prices.

White Lead in Oil Remains Unchanged

Toronto.

WHITE LEAD IN OIL.—While no changes in quotations have been made in white lead in oil, a most satisfactory volume of business is being handled, with prospects that this will continue. Quotations are as follows: 5-ton lots, $15.80 per 100 pounds; 1-ton lots, $16.30; and less quantities, $16.65.

Glass Prices Firm; Putty Unchanged

Toronto.

GLASS, PUTTY.—The volume of business being handled by window glass firms is beginning to show slight improvement. This is not particularly marked as yet, but is expected to develop slowly, as construction work proceeds. Reports from all parts of the country indicate that the early estimates of construction work were not exaggerated and that a lot of building will go ahead this season. Glass prices show no change from the discount shown in the current market quotations.

A steady improvement in the sales of putty is noted, and this is expected to increase. Quotations show no change and are as follows:

	Per 100 lbs.		
Standard Putty—	5 ton	1 ton	Less
Bulk, in barrels	$5 30	$5 55	$5 90
Do., 100 lb. irons	6 15	6 40	6 75
Do., 25 lb. irons	6 40	6 65	7 00
Do., 12½ lb. irons	6 65	6 90	7 25
Bladder, in barrels	7 05	7 30	7 65

Pure putty advance $2 per 100 lbs. over above

HOW MR. WOOLWORTH BUILT HIS WONDERFUL DISTRIBUTING MACHINE

(Continued from page 51)

manufacturer insisted that this, too, was down to bedrock.

The buyer then went out into the workshop to investigate. He found long rows of girls seated at benches painting the toys with brushes.

"I see now why your cost is so high," he said. "You can't afford to use brushes. Throw the toys into vats. Dip them. Then you can leave off this little red stripe and this little yellow stripe."

The change was made and the production cost reduced to a point where the manufacturer could sell the toys at a profit, so Woolworth in turn could sell them for a profit at ten cents each.

For quite a while after the war-time merchandise situation began to grow acute Woolworth kept on selling the well-known D.M.C. crochet cotton at ten cents a ball. When the war shut it out entirely from this country it induced an American spinner to duplicate it under the name of Woolco. The spinner at first objected, saying it could not possibly be done. But the Woolworth man who had bought D.M.C. cotton abroad instructed him to a point that gave him confidence. A big factory has grown where they began spinning Woolco only four years ago. Many people are employed. The prosperity of that district is enhanced. And, most important of all, the women of America can continue buying the highest grade of crochet cotton for ten cents a ball.

Enabled to Hold to Low Prices During War

The solidity of the merchandising principles originated by Mr. Woolworth was strikingly demonstrated during the war, when the Woolworth stores were the only ones in the country adhering strictly to the ten-cent limit. Others, including both chains and independents, increased their price limit because production costs had so seriously decreased the number of items they could afford to sell at ten cents. There was much speculation at the time as to what Woolworth would do. Every now and then some presumably authoritative statement would be made to the effect that Woolworth was preparing to go up to a fifteen-cent limit all over the country, the same as in the West and in Canada. Mr. Woolworth would say nothing for publication, but he strenuously declared privately and to his associates that the company would continue selling goods for five and ten cents—that it would keep faith with its customers.

This war-time merchandise situation was the last crisis of Mr. Woolworth's career. He handled it with the same promptness and absolute lack of fear that characterized his earlier decisions.

F. W. Woolworth was ambitious. From his earliest boyhood he wanted to run a store. He even played store while other boys were playing baseball. He wanted wealth and power. He got them in a measure more abundant than most men even aspire to. Perhaps it was a desire for display that induced him to erect the highest building in the world—that "cathedral of commerce" that rears its majestic spire far above New York's already wonderful skyline.

But great as were F. W. Woolworth's accomplishments for himself they are at least duplicated by what he brought about for others. No man can succeed in the highest sense and live unto himself alone. Mr. Woolworth believed in this truth and practised it to the limit. The wonders he accomplished in retailing brought additional prosperity to every retailer in America within the sphere of influence of his stores. He made selling easier for everybody who had things to sell. His advertising methods increased the demand for variety-store merchandise. This is why an up-to-date variety retailer who sells variety goods without regard to price limit always prefers to have his store as near as possible to a Woolworth five-and-ten-cent store. Manufacturers all over America owe their larger development to the great advance variety retailing made under the leadership of men like Woolworth. Volumes could be written of how the great outlet brought about by the five-and-ten-cent store changed methods of manufacture so as to put worthy goods at the disposal of people at prices that before had been regarded as impossible.

It was in this fact and not in his other material achievements that F. W. Woolworth's greatest pride lay.

"We have accomplished some surprising things," he said not long ago, "in bringing merchandise within the ten-cent range. This influence has permeated the entire field of manufacturing and retailing and has been a powerful aid in keeping down all prices. To have had a prominent part in performing this service which has increased the purchasing power of the people's money is a distinction and an honor that cannot be measured in mere monetary terms."

Mr. Woolworth was overly modest in his presentation. The type of store of which he was so notable an exponent was and is the country's leading factor in reducing the cost of living. These stores are what they are to-day because they waged such a successful fight to keep down, rather than increase, prices.

EXPECT AMERICAN COMPETITION

LONDON.—English pottery manufacturers in Staffordshire expect the Americans will make an attempt to capture the Canadian trade. Before the war Canada is said to have been the best of the overseas markets for the British potter, but the economic situation is now in favor of the United States producers. The latter can now get their goods to the market both quicker and cheaper, while English manufacturers have to add to the cost of production the heavy sea freights, and, when the St. Lawrence is frozen, overland charges as well.

Fuel is much cheaper in the States, natural gas being available for firing and coal situated nearer the surface.

American pottery is inferior to British, but is improving all round. In ordinary lines the American potters are increasingly winning their home trade, but there will remain a market for the highest classes of English goods. It is in the big demand for middle class and the cheaper wares in Canada that the competition of the States is feared.

A DEMONSTRATION OF VARNISH STAIN

At the hardware store of Kilpatrick Bros., in St. Thomas, a demonstration of varnish stain was held during the week. The proprietors report a noticeable increase in business, as a result. Every customer purchasing a 25 cent brush was given a 25 cent tin of the enamel.

"It certainly drew large crowds, and our sales beat records," declared Mr. Kilpatrick. The announcement of free tins of enamel was made in the usual advertisement and the store was specially arranged for the occasion with a striking window display.

UNIVERNISH

The One Varnish For All Uses

FOR Inside; For Outside; For Floors; For Table Tops and Furniture; For Boats; for freshening up and giving a clean, sanitary effect, you can safely prescribe UNIVERNISH simply because UNIVERNISH will bear you out in your recommendations.

There may be some jobs where a special varnish is required, but for all general purposes UNIVERNISH will give splendid results. It is used by professional painters in many instances and for amateurs it is the commonsense, safe, satisfaction-giving varnish for any and every purpose.

UNIVERNISH is proof against Hot or Cold Water, Steam, Hot Dishes, Alkali, Alcohol, Ammonia, etc.

Nothing turns it white.

Made in various wood shades, UNIVERNISH is a safe, convenient, all year round seller.

Properly displayed it sells itself and repeats.

You need UNIVERNISH right NOW.

Write us about it to-day.

"Save the surface and you save all" *Paint & Varnish*

The Dougall Varnish Co., Limited

MONTREAL

Associated with Murphy Varnish Co., U.S.A.

CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION

Dominion Metallics — B.B. Caps 25% B.B. Caps, 20%; 22 short, black, 22 long, black, 22 long smokeless, 20%; 22 short lesmok or 22 long lesmok, 20%; 22 short, smokeless, 30%; 22 long rifle, black, 22 long rifle, smokeless, 7½%; other rim fire, 10%; center fire pistol, add 35% list; center fire sporting, add 60%; shot cartridges, same as ball; brass shot shell, 20%; primers, add 35% list; empty shot shells, 5%; blanks, add 25%; bullets, add 40%.

Terms: Net 90 days, or 2% discount for cash in 30 days.

"Dominion" Loaded Paper Shells "Crown" Black Powder, 10% on list; "Sovereign" Bulk Smokeless Powder, net list; "Regal" Dense Smokeless Powder, net list; "Canuck" Shells, Smokeless, $41 per M, net; Empty Shells, 5%; 90 days net. F.O.B. Montreal, Toronto, London, Hamilton.

AMERICAN AMMUNITION

List of Prices.

Subject to 15% advance on list.

B.B. caps, $3.50 per M.; B.B. caps, concave ball, $4.40; 22 short, $5; 22 long, $6; 22 long rifle, $7; 22 short smokeless, $5.35; 22 long smokeless, $7.50; 22 long rifle, smokeless, $8.75 per M.

Sporting Cartridges—Centre Fire Smokeless 303 Winchester, $72.25 per M.; 303 Savage, $72.25; 303 British, $95; 32 Winchester special, $72.25; 38-55 Winchester, $76; 401 Winchester self-loading, $76 per M.

Primers—Nos. 1, 1½ and 2½, $3.60; Nos. 1 and 2 (100 in box), $3.80; Nos. 1-W, 1½-W, 2½-W and 3-W and 5, and 5½, 100 in box, $3.80; Berdan Nos. 1, 1½, 2 (250 in box), $3.60; Berdan Nos. 1, 1½, 2 (100 in box), $3.80; new No. 4, $5.50; U.M.C., 33, $5.50.

Shot, standard, 100 lbs., Toronto, $16.45-$17.35; Montreal, $18; net extras, as follows, subject to cash discount only: Chilled, $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

AUGER BITS

Standard List Prices per dozen.			
3/16	$ 6.00	18/16	$12.00
4/16	5.00	19/16	14.00
5/16	5.00	20/16	14.00
6/16	5.00	21/16	16.00
7/16	5.00	22/16	16.00
8/16	5.00	23/16	18.00
9/16	6.00	24/16	18.00
10/16	6.00	25/16	21.00
11/16	7.00	26/16	21.00
12/16	7.00	27/16	24.00
13/16	8.25	28/16	24.00
14/16	8.25	29/16	27.00
15/16	9.50	30/16	27.00
16/16	9.50	31/16	30.00
17/16	12.00	32/16	30.00

Discounts from Standard List prices:

Beaver, 57½%.
Ford's Auger Bits, 35 to 27½%.
Gilmour Auger Bits, 47½%.
Gilmour Car Bits, 37½%.
Gilmour Eye Augers, 35%.
Gilmour Ship Augurs, add 10%
Rockford Auger Bits 50 and 10%.
Irwin Auger Bits, 10% off list in Catalogue o. 10, 1905.

F.O.B. Toronto, Montreal, London and Hamilton.

AXES

Single Bits, doz.	$13 25	$16 00
Double Bit	16 50	19 50
Boys' Axes	12 00	14 00
Hunters' Axes	11 00	12 00
Bench—No 2. doz.	12 50	13 20
No. 3, doz.	13 50	14 20
No. 4, doz.	14 50	15 25

BABBITT

Prices on babbitt fluctuate with the metal markets and prices are quoted on application. Prices range from 8c to 75c a lb.

BARS, CLOTHES

No. 1, dozen	$ 8 00
No. 2, dozen	10 80
No. 3, dozen	8 40
No. 4, dozen	$10 00
No. 5, dozen	12 00
No. 6, dozen	14 00

BELTING (Leather)

Discounts apply to Revised List of Feb. 14, 1907.

Extra Quality, 30%.
Standard Quality, 30, 10%.
Side Lace Leather, lb..$1.70-$1.90
Cut Lace Leather, lb... 1.90- 2.20
F.O.B. Montreal, Toronto.

BELLS (Farm)

No. 1 x 40, lb.	$4 00
No. 2 x 50, lb.	5 00
No. 3 x 60, lb.	7 50
No. 4 x 100 lb.	10 00

F.O.B. Montreal, Toronto.

BOARDS, BAKE

No. 1, 18 x 24 in., dozen	$ 8 50
No. 2, 18 x 28 in., dozen	10 50
No. 3, 20 x 30 in., dozen	12 00

BOARDS, IRONING

No. 1, dozen $19 20

BOARDS, SLEEVE—

No. 3, dozen ..... $ 5 50

BOARDS, SKIRT—

No. 11, dozen	$11 00
No. 32, 5 x 12 in., doz.	$11 00
No. 35, dozen	25 00
No. 36, dozen	29 00

BOLTS AND NUTS

Discounts apply to list of Feb. 1, 1913.

Carriage Bolts ($1 list), ⅝ in. dia. and smaller, 6 in. and shorter, 35%.
Carriage Bolts ($1 list), ⅝ in. dia. and smaller, longer lengths, 20%.
Carriage Bolts ($1 list), 7-16 dia. and larger, 15%.
Machine Bolts, ⅝ in. dia. and smaller, 4 in. and shorter, 40%.
Machine Bolts, ⅝ in. dia. and smaller, longer lengths, 25%.
Machine Bolts, 7-16 in. dia. and arger, 25%.
Sleigh Shoe Bolts, all sizes, net list.
Coach and Lag Screws, 50%.
Square Head Blank Bolts, 25%.
Bolt Ends,, 25%.
Plow Bolts, 25%.
Elevator Bolts 25%.
Fancy Heal Bolts, 25%.
Shaft Bolts ($3 list), 25%.
Step Bolts, large head ($3 list), 25%.
Whiffltree Bolts, 25%.
Nuts, square, blank, add to list, .75.
Nuts, square, tapped, add to list $1.00.
Nuts, hexagon, blank, add to list $1.00.
Nuts, hexagon, tapped, add to list, $1.25.
Stove Bolts, 65%. Tire bolts, 50%.
Terms: 2% off 30 days from date of shipment.
F.O.B. Montreal, Toronto, Hamilton, London, Ont.

BORAX

Lump Crystal Borax, lb. ...11c-12c
F.O.B. Montreal, London, Toronto.

BRASS

Spring sheets, 24 gauge and heavier, base	$0 35
Rods, base ½ to 1 in., round	0 34
Tubing, seamless, base	0 42
Copper tubing, iron pipe size, base, ¾ in. up to 3 in.	0 44

F.O.B. Montreal and Toronto.

BOILERS (Range)

30-gal., extra heavy	$14 50
30-gal., Standard	12 25

BOARDS (Wash), Zinc

	Doz.
Pony	$2 35
Improved Globe	5 15
Neptune	5 15
Standard Globe	5 15
Original Globe	5 65
Jubilee	5 80
Newmarket King	5 80
Western King (enamel)	8 00
Beaver (brass)	7 35
Diamond Ring (glass)	6 30

F.O.B. Newmarket.

BUTTS Wrought Steel:—

No. 840	5%
No. 800	2½%
No. 838	5%
No. 808	5%
No. 80 4	15%
Nos. 802, 842, 844	5%
Nos. 810 and 814	net list
No. 830	2½%

F.O.B. Toronto, Montreal, London, Hamilton.

Spring Butts

Chicago Spring Hinges, list + 5%.
Triplex Spring Hinges, 20-10%.
Chicago Mortise Floor (5,000), 20, 7½ and 5%.
Chicago Relax Floor (6,000), 25-10-10-2½%.
Chicago Premier (4000), 12½%.
Chicago Ajax (3,000), 12½%.
Chicago Fire Station, add 10% to list.
Lavatory Door Hinges, 20%.
Chicago Screen Door (2000), 40-2½%.
Chicago Screen Door (3000), 16 2-3 %.
Non-Hold Back Screen Door, on application. F.O.B. Chicago.

CANS

For discount on milk and cream cans, etc., see list under head of wares, etc.

CHAIN

	Proof Coil Mont'l	Proof Coil Tor'to	Welded Mont'l	Welded Tor'to
3-16 in.	$22.75	$21.40	$.....	$27.40
¼ in.	16.75	17.75	20.60	23.60
5-16 in.	14.75	14.60	16.40	18.40
⅜ in.	13.00	13.40	15.00	17.25
7-16 in.	12.75	13.15	14.40	16.65
½ in.	12.50	12.80	14.15	16.50
⅝ in.	12.35	12.75	13.85	16.15
¾ in.	12.25	12.70	13.50	16.00
⅞ in.	12.05	12.40	13.40	15.80
1 in.	11.90	12.30	13.30	15.65

	Electric Welded B.B.	B.B.B.
⅛ in.	....	18.05 .....
3-16 in.	....	16.35 .....
¼ in.	14.95	16.00	14.95 .....
5-16 in.	12.55	13.50	13.00 .....
⅜ in.	11.35	12.25	11.55 .....
7-16 in.	11.10	12.00	11.30 .....
½ in.	10.95	11.80	11.00 .....
⅝ in.	10.70	11.55	10.75 .....
¾ in.	10.40	11.25	10.40 .....

Montreal and Toronto American Proof Coil Chain

	B.B.	B.B.B.
3-16 in.	$17.25	$.....
5-16 in.	14.25	17.25
⅜ in.	13.00	16.00
7-16 in.	12.75	15.45
½ in.	12.55	15.25
⅝ in.	12.25	.....

Electric Welded B.B.B.—Chain, ¼ in., $13.75; 5-16 in., $12; F.o.b. Toronto.

Cow ties, 20%; trace chains net list; dog chains, 12½%; halter chains, 12½%; tie-out chains, 37½%; stail fixtures, No. 1 or heavy, $2 dozen; stamped, No. 3 or Dominion, $1.40 dozen; breast chains, No. 220, $16 dozen pairs. F.O.B. Montreal, Toronto, Hamilton, London.

CEMENT

Cement, per bbl., $3.25 in car lots; 80c. pe rbbl., or 20c each is allowed for sacks returned in good condition, freight paid.

Paris plaster, five-barrel lots $4.00; single barrel, $4.50. F.O.B. Toronto.

CHAIRS

Step ladder, dozen $27 00

CHURNS

List price hand churns—No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.

List prices power churns—No. 0 $11; No. 1, $11; No. 2, $12; No. 3, $13; No. 4, $17; No. 5, $20.

Discount of 20% f.o.b. Toronto Hamilton, Fergus, London, St. John, N.B.

Discount of 17½% f.o.b. Montreal, Ottawa, Kingston.

CHOPPERS, FOOD

Universal—Dozen—No. 0, $19.25; No. 1, $23.30; No. 2, $28.35; No. 3, $36.45.

Russwin—Dozen—No. 0, $19.20; No. 1, $23.40; No. 2, $28.20; No. 3, $36 60.

F. o. b. Montreal, Toronto.

CLOTHES LINE (Galvanized)

No.	Per 1000 ft
17—7-strand, 100 ft. lengths	$6.85
17—7-strand, 50 ft. lengths	7 00
18—6-strand, 100 ft. lengths	5 60
18—6-strand, 50 ft. lengths	5 33
19—6-strand, 100 ft. lengths	4 50
19—6-strand, 50 ft. lengths	5 00

F.O.B. Montreal, Toronto, London.

COPPER .. ... Montreal Toronto

Casting ingot, see weekly report.

Rods, ½ to 2 in.	$30 00	$28 00
Plain sheets, base, 16 oz. and heavier	30 00	....
Copper sheets tinned, 14x60 in., 14 oz.	34 00	36 00
Copper sheet, planished, base 16 oz. and heavier	40 00	50 00

Above prices are full sheets and bars. Cut sheets and bars are 5c per lb. higher.

COMBS

Curry combs: No. 111, $1.55; No. 121, $1.70; No. 122, $2.25; No. 127, $2.25; No. 100, $2.80 per dozen.

F.O.B. Montreal, Toronto, Hamilton, London

CORD (SASH)

No. 6, lb.	71
No. 7, lb.	70
Nos. 8, 9, 10, 12	69

F.O.B. Montreal, Toronto, Hamilton, London

CANADA PLATES

Prices nominal.	Montreal	Toronto
Ordinary, 52 sheets.	$ 8 50	$ 8 00
Do., 60 sheets.	8 60	8 10

COKE, TIN PLATES

	Peb-box
IC, 20x28 base	$20 00
IX, 20x28 base	23 00
IXX, 20x28 base	27 00
IXXX, 20x28 base	31 00

F.O.B. Toronto

TERNE PLATES

I. C. 20x28, 112 sheets.....$20 50
F.O.B. Toronto.

"DOMINION CROWN BEST"—DOUBLE COATED TISSUE

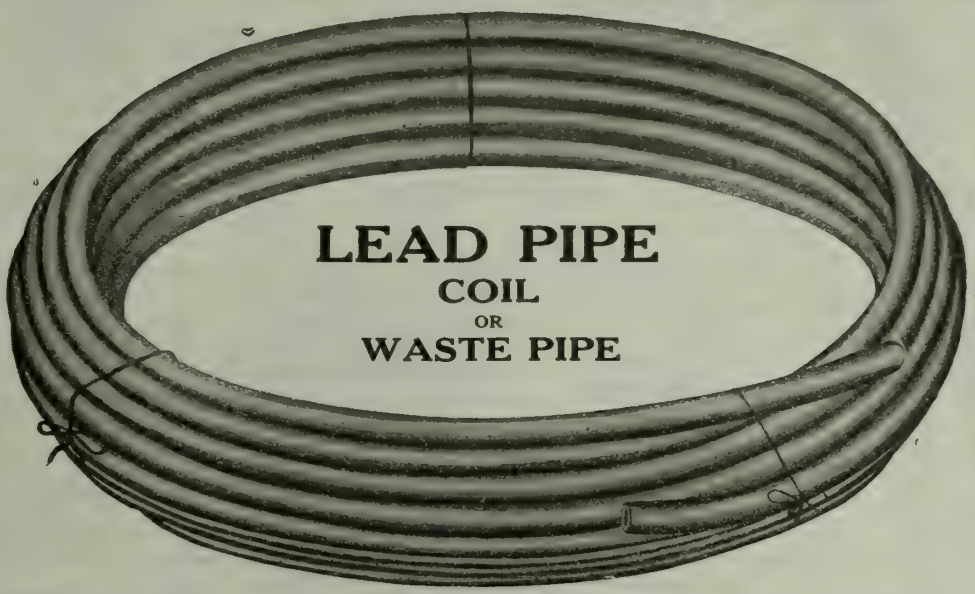
	Nominal
IC. 14x20 base	$15 00
IX, 14x20 base	17 00
IXX, 14x20 base	19 00

F.O.B. Montreal.

WE MANUFACTURE LEAD PIPE

ALL SIZES UP TO TWELVE INCHES IN DIAMETER

Made by Our Hydraulic Process Guarantees Absolute Uniformity



We Use Nothing But the Purest Quality of Pig Lead

OUR SPECIALTIES ARE

LEAD PIPE, SHEET LEAD, BABBITT, SOLDER AND ALL INGOT METALS

THE CANADA METAL CO., LIMITED

Hamilton Montreal TORONTO Winnipeg Vancouver

Why Not Get Full Benefit from Bicycle Week by selling

C·C·M· Bicycles

The Principal C.C.M. nameplates are:

Massey
Gendron
Columbia
Ivanhoe
Perfect
Cleveland
Brantford
Red Bird

THE "Big Push" of Bicycle Week has made still more people think of getting a bicycle.

Now is the time to go after bicycle sales—hard.

Naturally, you want to handle a bicycle that will give the greatest satisfaction—bring goodwill instead of kicks.

In other words—C.C.M. Bicycles.

A few desirable agencies are still open.

Write for full particulars

Canada Cycle & Motor Company, Limited

Montreal Toronto WESTON Winnipeg Vancouver

CLOCKS

Big Ben	$2 92
Good Morning, each	1 15
Lookout	1 45-1 50
Sleepmeter	1 65

F.O.B. Montreal, Toronto, London, Hamilton

CROWBARS, $10.50 per 100 lbs

DRILLS—

Standard Lists.

Blacksmiths', ½ in. x 2½ in. shank. List each.

1/8	$0.45	19/32	$1.20
5/32	.45	5/8	1.30
3/16	.50	21/32	1.40
7/32	.55	11/16	1.50
1/4	.60	23/32	1.60
9/32	.65	3/4	1.70
5/16	.70	25/32	1.80
11/32	.75	13/16	1.90
3/8	.80	27/32	2.00
13/32	.85	7/8	2.10
7/16	.90	29/32	2.20
15932	.95	15/16	2.30
1/2	1.00	31/32	2.40
17/32	1.05	1	2.50
9/16	1.10		

Intermediate sizes take list of next larger.

Bit Stock, list per dozen—

3/32	$2 70	3/8	$ 8 50
1/8	3 00	7/16	10 50
5/32	3 50	1/2	13 00
3/16	4 00	9/16	15 50
7/32	4 50	5/8	18 00
1/4	5 00	11/16	21 00
9/32	6 00	3/4	24 00
5/16	7 00	7/8	30 00

Bit Stock Drills	45%
Blacksmiths', ½-in. shank	40%
Straight Shank	40%
Straight Shank, wire	40%
Taper Shank	40%

DOORS

See Screen Doors.
F.o.b. Toronto.

EMERY CLOTH

See under Sandpaper.

ENAMELWARE

See prices under heading Wares.

FILES AND RASPS

Discounts below apply to list of Nov. 1, 1899.

	%
Great Western, Amer.	50
Kearney & Foot, Arcade	50
J. Barton Smith, Eagle	50
P. H. and Imperial	50
Disston Brand	40
Globe	50
Nicholson	35
Black Diamond	35
Delta Files	20
Firth Files	50

F.o.b. Toronto, Montreal, London and Hamilton.

FITTINGS

Cast iron fittings, 20%; Malleable bushings, 35%; cast bushings, 35%; unions, 50%; plugs, 35% off list. Net prices Class B, black, 21c lb.; Class C, 14c lb.; galvanized, Class B, 30c lb.; Class C, 21c lb.

Toronto and Montreal.

GRILLS, ELECTRIC

Single heat, round	$7 50
Three heat, round	8 25

F.o.b. Toronto.

GRINDSTONES

	Per 100 lbs.
Over 40 lbs. and 2 in. thick	$3 00
Under 40 lbs.	3 25
Bi-Treadle, each	7 00

F.o.b. Toronto.

HALTERS (SNAP AND RING)

	Doz.
Russet rope shank, 1"	$11.25-$12.75
Perfect, No. 1½	13 20-13 80
Russet rope shank, 1¼ in.	13 85
Black rope shank, 1 in.	13 75
Black rope shank, 1¼"	12.50-13 85
Hand sewn, no shank, 1 in.	17 40
Hand sewn, no shank, 1¼"	18 75

Halters (Sisal)

7-16 in. gross, $24; 9-16 in., $36 F.o.b. Toronto. London—7-16 in., $2.10 doz.; ½ in., $2.65 doz.

HAMMERS, SLEDGE

Can, 5 lbs. and over, cwt.	$17 50
Masons, 5 lbs. and over, per cwt.	20 00
Masons, 5 lbs. and under	22 50
Napping, up to 2 lbs.	25 00

F.o.b. Montreal, Toronto, Hamilton, London.

HANDLES (WOOD)

All hickory handles, list, plus 10%. All fork, hoe, rake, shovel and mall. D handles, 10%. All other handles, net list. All neckyokes, whiffletrees and doubletrees, 10%. Wood hay rakes, horse pokes, 10%. Pike poles, ash or maple, net list.

F.o.b. St. Thomas, London, Strathroy, Toronto, St. Mary's.

HANGERS, BARN AND PARLOR

	List
Atlas, No. 0	$13 30
Atlas, No. 1	13 80
Atlas, No. 2	15 80
Stearns, 4 in.	9 75
Stearns, 5 in.	13 20
Perfect, No. 1	10 45
Storm King and safety hangers, doz.	10 60
Steel track, 1¼ in.	9 00-12 00

F.o.b. Montreal, Toronto.

HEATERS, ELECTRIC

Majestic, 1 Burner	7 50
Majestic, 2 Burner	11 25

F.o.b. Toronto.

HINGES, TEE AND STRAP

Heavy, Net Prices.

	Strap Doz. pairs.	Tee pairs.
4-inch	$ 2 70	$ 2 30
5-inch	3 33	2 88
6-inch	3 60	3 24
8-inch	4 86	3 69
10-inch	8 64	6 57
12-inch	10 71	10 44
14-inch	12 24	10 62

Light, Net Prices, figured at discount 10%.

3-inch, doz. pairs	$0 90	$0 90
4-inch	1 08	0 99
5-inch	1 26	1 17
6-inch	1 53	1 35
8-inch	2 25	1 60
10-inch	....	....

Screw Hook and Strap Hinges—List prices, per dozen pairs—6 in., $4.30; 8-in., $4.80; 10-in., $6.40; 12-in., $7; 15-in., $7.50; 18-in., $11; 21-in., $12.40; 24-in., $16; 27-in., $17.20; 30-in., $18.50; 33-in., $21.50; 36-in., $24.50.

Discount, 25%.

F.o.b. Toronto, London, Hamilton and Montreal.

HAY KNIVES

Spear Point	$14 00
Lighting	12 50
Heath's	12 50
HOES, Grub	$10.50 11 00

HOOKS, GRASS

	Canadian	English Fox
No. 2, per doz.	$4 15	$5 00-$5 50
No. 3, per doz.	4 25	5 50- 6 40
No. 4, per doz.	4 35	6 00- 7 40
Little Giant	6 00	....
Barden Patent	6 00	....

F.o.b. Montreal, Toronto.

HORSESHOES

Price per keg

Patterns	Sizes made	No. 2 and larger Less 20c.	No. 1 and smaller
Light iron	0-7	$7 75	$8 00
Long heel light iron	3-7	7 75	....
Medium iron	1-8	7 75	8 00
Heavy iron	6-8	7 75	....
Snow	1-6	8 00	8 25
New-light "XL" steel	1-6	8 20	8 45
Featherweight "XL" steel	0-4	9 60	....
Special-countersunk	0-4	10 10	....
Toe-weight (front only)	1-4	10 60	....

Packing—Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra.

F.o.b. Montreal and Belleville.

Terms—Cash in thirty days, less 2% discount.

TOE CAULKS

Nos. 0, 1, 2 and larger, sharp and blunt, $2.25 to $2.90 box.

HOSE, LAWN

	Toronto
Corrugated, ½ in., 100 ft.	$17 50
Corrugated, ⅝ in., 100 ft.	20 50
Corrugated, ¾ in.	23 50
Corrugated, 1 in., 100 ft.	35 00

Less 5% for full reels, 500 ft.

F.o.b. Toronto and London.

HAT AND COAT HOOKS

Coppered wire, 3 in., $1.10 gross.

F.o.b. Montreal, Toronto, Hamilton, London.

IRON AND STEEL

See weekly report.

IRON, TINNED

Prices nominal. Subject to premium where stocks are obtainable.

72x30 up to 24 gauge, case lots	....
72x30, 26 gauge, case lots.	....

Less than case, 50c per 100 lbs. extra. F.o.b. Montreal.

IRONS, (SAD)

Mrs. Potts, No. 55, polished, per set	$1 95
Mrs. Potts, No. 50, nickel-plated, set	2 10
Mrs. Potts, handles, japanned, doz.	1 65
Sad irons, common, plain, 3, 4 and 5 lbs.	9 20
Sad irons, plain, 6 lbs. up	7 00
Sad irons, common, plated.	5 50
Princess Electric, each	$4 00 4 10
Canadian Beauty Electric Irons—Style A	4 50
Style B	4 88
Hotpoint Domestic Electric Irons, each	5 25
Gasoline Sad Irons, each	4 25

F.o.b. Montreal, Toronto, London, Hamilton.

LADDERS, Etc.

Step Ladders	Per ft.
Perfect, 6 to 16 ft. only	$0 32
Hercules, 4 to 10 ft.	0 34
Hercules, 12 to 14 ft.	0 39
Faultless, 4 to 10 ft. only	0 30
Ontario, 4 to 10 ft. only	0 27
Shelf Lock, 4 to 8 ft. only	0 22
Gardner, No. 1	0 19
Do., No. 2, bolted	0 22
Dominion, No. 3	0 23
Do., No. 4, bolted	0 26

Single and Fruit Picking

10 ft. to 16 ft.	20c ft.
18 ft. to 20 ft.	23c ft.
Chair ladders, each	2 00

F.o.b. Toronto, Hamilton, London.

Roped and Straight Extension Ladders

	Per ft.
20 to 32 ft.	$0 24
36 to 40 ft.	0 27
44 ft.	0 30
Over 44 ft.	0 40

F.o.b. Toronto, London, Montreal, Stratford.

Fire ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

LANTERNS

	Per doz.
Short Globe, plain	$12 50
Do., Japd.	13 25
Long Globe, plain	12 50
Do., Japd.	13 25
Dash, plain	15 50
Do., Japd.	16 25
Do., Search (r'nd reflec.)	17 00
Little Bobs	2 10-4 20

F.o.b. Toronto, Hamilton, London, Montreal.

LANTERN GLOBES

	Dozen
Cold blast, short	$0 95-$1 10
Cold blast	1 00- 1 10

3 doz. cases, 95c doz.; 6 doz. cases, 90c doz.

Cold blast, genuine ruby	$4 75

F.o.b. Toronto, London, Hamilton and Montreal.

LATCHES

	Per doz.
Steel Thumb, No. 2	$1 90-$2 00
Steel Thumb, No. 3	2 50- 2 70
Steel Thumb, No. 4	4 75
Barn Door, No. 5	2 75
Barn Door, No. 9	5 10

F.o.b. Montreal, Toronto, London.

LEAD

For pig lead and lead and zinc products see weekly report.

MACHINES (WASHING)

	List each
Canadian	$11 00
Dowswell	11 25
Noiseless	15 50
Hamilton	12 50
Ottawa	11 50
Peerless	11 50
Snowball	17 00
Momentum	18 50
New Century, style A	16 50
New Century, style B	18 00
Playtime, engine drive	22 00
Ideal Power	28 00
Seafoam, electric	110 00
Seafoam, engine drive	50 00
New Idea, electric	118 50
Sunshine	10 25
Popular, No. 1	11 50
Popular, No. 2	11 00
Economic	13 50
Champion	18 50
New Excell-All	18 00
Blue Bell, without stand	16 50
Puritan Water Motor Washer, complete	28 00
Hydro, 1 Tub, engine drive	51 50
Do., do., electric	111 50
Low pressure water motor washer, each	30 00
Connor ball-bearing, with rack	18 50
I X L	18 50
Perfection, engine drive	59 50
Perfection, electric	119 50
Gem	18 50
Winner	17 00
Connor Improved	10 75
Jubilee	10 25
Canada First	21 00

Discount, 30% and 10%. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

MALLETS

	Per doz.
Tinsmiths, 2½ x 5½ in.	$1.00-$1.75
Carpenters', No. 3	5.80

F.o.b. Montreal, Toronto, Hamilton.

MATTOCKS

Cutter, doz.	$12 50	$13 25
Pick, doz.	12 50	13 25

F.o.b. Montreal, Toronto, London, Hamilton.

MIXERS, BREAD

Canuck—	
No. 4, dozen	$29 40
No. 8, dozen	33 60
Universal—	
No. 4, dozen	$38 10 39 60
No. 8, dozen	46 40 48 60

MOPS

O-Cedar, doz. net	$12 00
Sprustex, No. 2, doz.	$8 00 8 40
S.W. Mops, complete, doz.	5 25 5 40
Mop Sticks, doz., No. 8	2 00
Cast Head Mop, doz.	2 00
Crescent, doz., No. 10	2 50 3 35
Crank wringing, doz.	8 25

F.o.b. Montreal, Toronto, Hamilton, London.

MOWERS, LAWN

Adanac	40-10%
Woodyatt	35%
Empress	35%
Mayflower	35%
Star, Ontario, Daisy	35%

F.o.b. Toronto, Guelph, London, Hamilton.

NAILS

List adopted July 10, 1912.

Advance over base on common wire nails in kegs.

		2¾ inch	15c
1 inch	$1	3 inch	10c
1⅛ inch	1	3¼ inch	10c
1¼ inch	65c	3½ inch	10c
1½ inch	40c	4 inch	5c
1¾ inch	40c	4½ inch	5c
2 inch	30c	5-inch base.	
2¼ inch	30c	5½-inch base.	
2½ inch	15c	6-inch base.	

6½ to 12-inch-2 Ga. and heavier, 25c over base.

Standard Steel Wire Nails, f.o.b. Toronto, London, Hamilton, Milton, $4.70 base.

Freight equalized on above points.

F.o.b. Montreal, Gananoque, Collingwood and Owen Sound, $4.75 base.

Freight equalized on above points.

Windsor, Walkerville, Sandwich f.o.b. factory prices, carload freight allowed, $4.80.

Sault Ste. Marie, Port Arthur, Fort William, $5.05 base, f.o.b. factory; no freight allowance.

TRADE SIMMS MARK
SET IN RUBBER



Clinches the Painter's Trade

You can get—and keep—the custom of every painter within miles of your store, when you let them know that you stock Simms' Better Brushes—set-in-rubber by our own exclusive patented process.

Simms' Set-in-Rubber Paint and Varnish Brushes are guaranteed to hold their bristles firmly in the setting, no matter what usage they are subjected to. The harshest paint-remover, boiling water, crude oil—everything that usually destroys the ordinary brush—have no effect whatever on Simms' Paint and Varnish Brushes. Their setting is perfection. The bristles **never** come out.

Get a good supply in now. There is a good profit on every brush you sell. We will send price-list by return of mail.

T. S. SIMMS & CO., LIMITED

ST. JOHN, N. B.

Branches: Montreal, Toronto, London



"Save the Surface and you save all" Paint & Varnish

GOOD PAINT IS A NECESSITY.

Poor Paint is an expensive Luxury—not even the "wealthy" can afford. When you sell your customers

Maple Leaf Paints

you sell them good paints—paints that wear, protect and preserve. The most economical paints they can buy.

Maple Leaf Paints being high grade are excellent preservatives. They have the necessary protective and lasting qualities combined with appearance to satisfy the most careful paint buyers. It is these qualities that build permanent business—appreciated by the man that wants full protective value for his money.

Write for our proposition.

THE IMPERIAL VARNISH & COLOR CO. LIMITED
WINNIPEG TORONTO VANCOUVER
CANADA

Moulding, Flooring, Slating, Box, Fence, Barrel Nails, 25c per 100 lbs. over common nail prices. Finishing Nails, 50c per 100 lbs. advance over common nail price. Clinch Nails and Sash Pins, 75c per 100 lbs. over common nail price.

Miscellaneous wire nails, 60% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton, London.

Cut Nails—Montreal, $4.75 base; Toronto, $4.75 base; London, $4.75; Hamilton, $4.75; no equalization of freights.

Roofing Nails—American, large head, keg, $8.50; 25-lb. boxes, per 100 lbs., $9.00.

F.o.b. Montreal, Toronto, Hamilton.

NAILS (HORSE)

C Brand

Size Capewell—	Per 100 lbs.
No. 5	$23 00
No. 6	22 00
No. 7	21 00
No. 8	20 00
Nos. 9 to 12	19 00

Discount, 10%

"M.R.M." BRAND

No.	Net Price List Lengths	Per box of 25 lbs.
3	1⅝"	$20 00
4	1¾"	10 00
5	1 15-16"	5 00
6	2⅛"	4 75
7	2 5-16"	4 50
8	2½"	4 50
9	2 11-16"	4 25
10	2⅞"	4 25
11	3 1-16"	4 25
12	3¼"	4 25

F.o.b. London, Hamilton, Montreal, Toronto

NETTING, POULTRY

List prices per roll of 50 lineal yards. Adopted March, 1909.

2-inch mesh and 19 ga. wire.

12 inch...	$1 80	48 inch...	$ 6 20
18 inch...	2 65	60 inch...	7 70
24 inch...	3 40	72 inch...	9 20
30 inch...	4 00	84 inch...	10 50
36 inch...	4 75	96 inch...	12 00
42 inch...	5 50		

1½ inch mesh and 19 ga. wire.

12 inch...	$3 50	42 inch...	$10 50
18 inch...	5 00	48 inch...	12 00
24 inch...	6 30	60 inch...	15 00
30 inch...	7 75	72 inch...	18 00
36 inch...	9 90		

1 inch mesh and 20 ga. wire.

12 inch...	$4 00	42 inch...	$12 00
18 inch...	5 50	48 inch...	14 00
24 inch...	7 00	60 inch...	17 00
30 inch...	8 50	72 inch...	20 00

¾ inch mesh and 20 ga. wire.

24 inch..	$10 50	36 inch...	$15 00
30 inch..	12 75		

½ inch mess and 22 ga. wire.

24 inch...	$16 50	36 inch...	$24 00
30 inch...	20 10		

Discounts at present quoted apply only to 1 and 2 inch mesh netting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Montreal, Canadian netting 15% off list.

American netting, 10% off list.

	Per rod
Invincible—1640	$ 0 75
1848	0 85
2060	0 95

Put up in 10, 20 and 30-rod rolls. F.o.b. Montreal.

Blue Ribbon—	
24-inch, per roll	$4 95
36-inch, per roll	6 50
48-inch, per roll	7 60
60-inch, per roll	9 00
72-inch, per roll	10 85

Put up in 10 rod rolls.

OAKUM

Best (American)	$21 00-$22 00
U.S. Navy (unspun)	.....
Clipper (spun)	21 00
Clipper (unspun)	19 50
U.S. Navy (unspun)	.....
U.S. Navy (spun)	21 50
Plumbers (spun)	9 00

F.o.b. Montreal, Toronto.

OILS

	Montreal	Toronto
Royalite, gal.	0 20½	0 19½
Palacine, gal.	0 23½	0 22½
Gasoline, net, gal.	0 34	0 33
	List	Gallon
Black oil (Summer)	0 19½	0 16
Black oil (Winter)	0 20½	0 17
Imperial Kerosene Tractor	0 60	
Capital cylinder	0 62	0 61
Machine oil, regular grades	0 36	0 38½
Standard gas engine oil	0 40½	0 39½
Paraffine	0 25	0 23½

List, less 15% on above.

Polarine Oil, list	0 90
Polarine Oil, heavy, list.	0 90
Polarine A, list	1 00
Gargoyle Mobiloil, list	1 33

List, less 25% on above.

Fuel oil, bbls. net	0 08½
Fuel oil, tank cars, net	0 07 7-10

Prices shown are barrel basis unless otherwise specified. Barrels charged extra.

OLD MATERIALS

See weekly report.

PACKING

	Per lb.
Fine jute	$0 20
Coarse jute	0 15
Hemp	0 34
Square braided hemp	0 38
No. 1 Italian	0 44
No. 2 Italian	0 36

F.o.b. Montreal and Toronto.

PAPER

	Per 400-ft. roll
Dry Fibre, No. 1 roll	$1 10-$1 20
Dry Fibre, No. 2 roll	0 60
Anchor Brand	1 20
Rosin Sized Sheeting, red	1 05
Do., blue	1 10
Tarred Fibre, No. 1 roll	1 25- 1 30
Tarred Fibre, No. 2 roll	0 78
Surprise Fibre	0 66
Tarred felt, per cwt.	3 75
Cyclone (dry)	1 20
Cyclone (tarred)	1 30
Joliet (dry fibre)	0 65
Monarch Sheathing (per 100 lbs.)	4 00
Asbestos sheeeting (per 100 lbs.)	13½ 0 15
Carpet Felt, 16 oz. per 10 lbs.	$5 00
Straw, sheathing, dry, per cwt.	3 05
Do., Do., tarred, per cwt.	3 20

F.o.b. Toronto and Montreal.

PASTE

Stick-Fast

1-lb. pkgs., gross	$22 00
2-lb. pkgs., gross	42 00
In barrels 250 lbs., lb.	0 12½
Barrels of 5 lbs., cotton bags, lb.	0 13½
In kegs 125 lbs., lb.	0 14
In 50-lb. boxes, lb.	0 16
In 25-lb. boxes, lb.	0 17

PICKS

Clay—	
5 to 6 lbs., doz.	$12 00
6 to 7 lbs., doz.	12 75
7 to 8 lbs., doz.	13 50
Rock—	
7 to 8 lbs., doz.	12 50

F.o.b. Montreal and Toronto.

PINS, CLOTHES

	Per case
5 gross, 4-in. (loose)	1 45
4 gross (cartons), 4½ in.	1 45

F.o.b. Montreal and Toronto.

WROUGHT PIPE

Price List No. 39, April 3, 1919

Standard Buttweld

Per 100 feet.

	Steel Blk.	Steel Gal.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Gal.
⅛ in..	$ 6 00	$ 8 00	$.....	$.....
¼ in..	4 53	6 60	5 13	7 26
⅜ in..	4 53	6 66	5 13	7 26
½ in..	5 99	7 57	6 84	8 42
¾ in..	7 53	9 66	8 68	10 81
1 in..	11 14	14 28	12 84	15 98
1¼ in..	15 07	19 32	17 37	21 62
1½ in..	18 01	23 10	20 76	25 85
2 in..	22 24	31 08	27 94	34 78
2 in..	22 24	31 08	27 94	34 78
2½ in..	38 90	49 73	....	....
3 in..	50 87	65 03	....	....
3½ in..	64 86	81 88	....	....
4 in..	76 85	97 01	....	....

Standard Lapweld

	Steel Blk.	Steel Gal.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Gal.
2 in..	$27 94	$34 78	$31 64	$38 11
2½ in..	40 66	51 48	46 51	57 38
3 in..	53 17	67 32	60 82	74 97
3½ in..	66 70	83 72	75 90	92 92
4 in..	79 03	99 19	89 93	110 09
4½ in..	88 00	113 00	107 00	132 00
5 in..	103 00	132 00	125 00	154 00
6 in..	133 00	171 00	162 00	200 00
R. S. Special, 3 ply				2 25
7 in..	175 00	224 00	211 00	259 00
8 L in..	184 00	235 00	221 00	273 00
8 in..	212 00	271 00	255 00	314 00
9 in..	254 00	324 00	305 00	376 00
10 L in..	235 00	301 00	283 00	349 00
10 in..	303 00	387 00	365 00	449 00

Terms 2% 30 days, approved credit.

Freight equalized on Chatham, Guelph, Hamilton, London, Montreal, Toronto, Welland.

WROUGHT NIPPLES

4" and under, 60%.

4½" and larger, 50%.

4" and under, running thread, 30%.

Standard couplings, 4" and under, 40%.

4½" and larger, 20%.

Terms, 2% 30 days. Approved credit, Ontario, Quebec and Maritime Provinces.

PIPE (Conductor)

	Plain	List
2 in., in 10-ft. lengths, list.	$ 8 00	
3 in., in 10-ft. lengths, list.	9 70	
4 in., in 10-ft. lengths, list.	12 80	
5 in., in 10-ft. lengths, list.	17 50	
6 in., in 10-ft. lengths, list.	21 30	

List less 10%.

F.o.b. Toronto, Ottawa, Oshawa.

PIPE, LEAD

See weekly report.

PIPE (SOIL)

Medium and extra heavy pipe, to 6 inch	20%
Medium and extra heavy fittings, 2 to 6 inch	35%
8 inch pipe and fittings	15%

F.o.b. Toronto, Montreal.

PIPE (STOVE)

See prices under Wares, etc.

PITCH

Pine, black, per bbl.	8 50
Navy pitch, per bbl.	6 50

F.o.b. Montreal, Toronto.

PLANTERS, CORN

King of Field, dozen	$11 25
Triumph, doz.	9 40

POLISH (O-Cedar)

4-oz. bottles, doz., list.	3 00
12-oz. bottles, doz., list.	6 00
1-qt. can, doz., list.	15 00
½-gal. cans, doz., list.	24 00
1-gal. cans, doz., list.	36 00

Discount, 33 1-3 per cent.

Liquid Veneer—	
4 oz., doz.	$2 00
12 oz., doz.	4 00
32 oz., doz.	8 40
64 oz., each	1 20
128 oz., each	2 10

F.o.b. Toronto, London.

POLISH, METAL

Bon-Ton

Size	Case	Doz.	Case
¼ pts., 3 doz.		$1 15	$3 40
½ pts., 3 doz.		2 10	6 00
Pints, 2 doz.		3 15	6 00
Quarts, 2 doz.		4 65	9 00
½ gal., 1 doz.		8 40	8 40
Gal., ½ doz.		....	6 90

PUMPS

	Pitcher Spout	Closed Spout
No. 1	$2 75	$2 95
No. 2	3 05	3 30
No. 3	3 40	3 65

F.o.b. Montreal, Toronto, Hamilton, London.

RIVETS AND BURRS

Iron rivets, 7-16 inch and smaller, blacked and tinned, 40 and 5%; Iron Burrs, 40 and 5%.

Copper rivets, usual proportion of burrs, discount 15%; burrs, add 20 to 25%.

Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¾-lb. pkgs., 2c lbs. Coppered Rivets, net extras, 3c per lb.

F.o.b. Montreal, Toronto, London.

ROOFING

	Per square
Samson, 1-ply, roll	$2 30
Samson, 2-ply, roll	2 75
Samson, 3-ply, roll	3 30
R. S. Special, 1 ply	1 75
R. S. Special, 2 ply	2 00
Everlastic, 1-ply	1 80
Everlastic, 2-ply	2 10
Everlastic, 3-ply	2 40
Good Luck, 1-ply	1 70
Good Luck, 2-ply	2 00
Good Luck, 3-ply	2 35
McCombe Sp., 1-ply	1 60
McCombe Sp., 2-ply	1 85
McCombe Sp., 3-ply	2 20
Black Cat, 1-ply	1 95
Black Cat, 2-ply	2 25
Black Cat, 3-ply	2 60
Black Diamond Ready Roofing, 2-ply	1 35
Black Diamond Ready Roofing, 3-ply	1 65
Liquid roofing cement, per gal., in barrels	0 31
5 and 10 gal. lots, per gal.	0 44
Coal Tar (refined), bbl.	8 25
Roofing Pitch, per cwt.	1 20

F.o.b. Toronto and Montreal.

ROPE

	Lb.
Pure Manila basis	34
British Manila basis	30
New Zealand hemp basis	30
Sisal basis	27½

Above quotations are basis prices, ¾ in. and larger diameter. The following advances over basis are made for smaller sizes:—⅝ in., ½c; 9-16 to 7-16 in. inclusive, 1c; ⅜ in., 1½c; ¼ and 5-16 in., 2c; 3-16 in., 2½c extra.

Single lath yarn basis	27½
Double lath yarn	28
Yacht marline, tarred	54
Halyards	47
Hemp, deep sea line basis	47
Hemp, tarred ratline basis	40
Hemp, tarred bolt rope basis	42
Marline and Houseline	42
Italian rope basis. On application	
Cotton, ⅛ in.	0 81¾
5-32 in.	0 80¾
3-16 in.	0 64
¼-in. and up	0 63

F.o.b. Toronto, Montreal, Brantford, London, Hamilton.

RULES, BOXWOOD (LUFKIN)—

651B (68), $2.10 dozen; 751 (61), $2.70; 851 (51), $3.25; 771 (84), $6.35; 781 (62), $7.80; 861A (53½), $7.85; 852 (73), $5.10; 752B (7), $6; 386 (32), $6.90; 3851 (66½), $5.85; 465 (69), $1.80; 171 (36), $4.60.

F.o.b. Montreal, Toronto, London.

TAPES, MEASURING (LUFKIN)—

	Each
263, 50 ft. Challenge Steel	$3 95
103, 50 ft. Reliable Jr. Steel	4 05
243, 50 ft. Rival Steel	3 50
1243, 50 ft. Rival Jr. Steel	3 50
603, 50 ft. Metallic	3 00
604, 66 ft.	3 30
403, 50 ft. Linen	2 15
	Dozen
713, 50 ft. Ass Skin	5 40
714, 66 ft. Ass Skin	6 50
143, 3 ft. Steel Pocket	7 10
145, 5 ft. Steel Pocket	9 65
175, 5 ft. Linnine Pocket	5 55
165, 5 ft. Cotton Pocket	1 60

F.o.b. Montreal, Toronto, London.

SANDPAPER

B. & A. sandpaper, 12½% off list.

Star sandpaper, 12½% off list.

B. & A. emery cloth, 30% on list.

F.o.b. Toronto, Montreal.

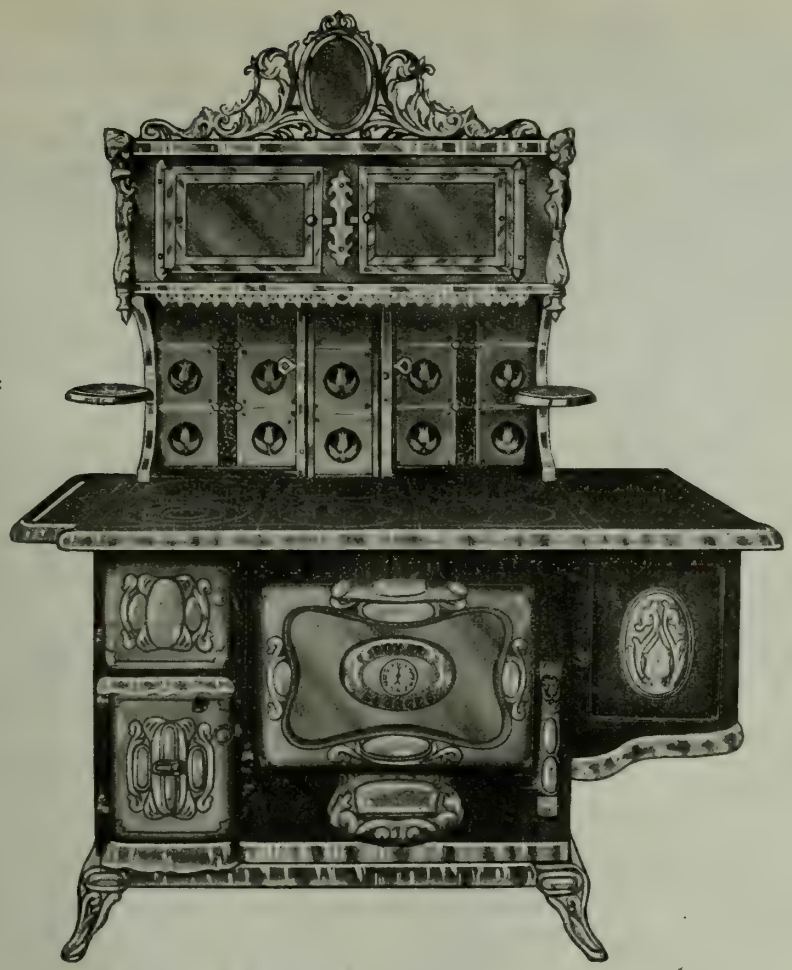
SCALES

	Scale List	Stamping extra
Champion—		
4 lb.	$5 50	$0 80
10 lb.	7 50	0 30
240 lb.	12 50	0 50
600 lb.	28 00	1 00
1200 lb.	35 00	1 00
2000 lb.	50 00	1 00
2000 lb. Drop lever	57 00	1 00
10-lb. Household	5 60	0 10
25-lb. Household	6 00	0 30

Champion list prices subject to discount of 5%; Standard scales, 10% discount; Weigh Beams, 5% discount. No discount allowed on stamping charge. F.o.b. Toronto, Montreal, Hamilton.

SCYTHES

	Doz.
Cast Steel	$15 00
Golden Clipper	16 00
Little Giant	17 00



Dealers!!!

We have a wonderfully interesting and profitable proposition to offer you. Let's get acquainted now. Send us your name and address on a post card and we will mail you catalogue and other evidence of our ability to help you make sales.

Built to Stand the Severest Test

The "Royal George" Range has a Superabundance of Value and Merit

There is such a lot to be said about this excellent range that space won't permit. We can but mention facts such as these:—High quality heavily coated nickel finish; large, roomy oven that is certainly a guaranteed baker; deep fire-box that assures a desirable heating; a range with a most attractive appearance generally, that invariably captivates the prospective customer into a satisfied purchaser. Get to know more about this very serviceable range and also remember that the "Canada Family" stoves and ranges have no equal on the market to-day. Let us tell you why:

Note these details that belong to the "ROYAL GEORGE"

Oven	Wood Fire Box	Coal Fire Box	No. of Lids
20 x 20½ x 13½	27½ x 10½ x 8	19 x 8½ x 10	6-9 in.

Fire Door	Weight
8½ x 7½	665 lbs.

The Canada Stove and Foundry Company, Limited

Head Office:

Ville St. Laurent - - Montreal

Branch Office: **104 Delorimier Avenue**

Bush 15 50
F.o.b. Toronto, London.

SCREEN DOORS
Kasement No. 1—2 ft. 8in. $28.80; 2 ft. 10 in., $30; 3 ft., $31.20; Nos. 2, 3 and 4, 2 ft. 8 in., $31.20; 2 ft. 10 in., $32.40; 3 ft., $34.20 dozen.

SNATHS

	Doz.
00 Patent	$13 75
1	13 20
2	12 65
3	11 55

SCREWS
Discounts off Standard List adopted Aug. 1, 1908.

Wood, F. H., bright	77½%
Wood, R. H., bright	75%
Wood, O. H., bright	75%
Wood, F. H., brass	55%
Wood, R. H., brass	52½%
Wood, O. H., brass	52½%
Wood, F. H., bronze	50%
Wood, R. H., bronze	47½%
Wood, O. H., bronze	47½%
Square cap	20
Hexagon cap	20

Wooden Bench Screws
Dozen $7 00

SHEETS, BLACK
See Montreal and Toronto report.

SHEETS, CORRUGATED
See weekly report.

SHEETS, GALVANIZED
Premier Galvanized

10¾ oz.	$8 10
U.S. 28	7 70
U.S. 26	7 40
22 and 24	7 25
18 and 20	7 10
16	6 95
14	6 80

F.o.b. Hamilton and Toronto.

SHINGLES METAL

Standard galvanized	$10 00
Standard painted	8 00

Discount 7½%.

SIDING METAL

Standard galvanized	$8 50
Standard painted	6 50

Discount 7½%.

On shipments of 300 lbs. and over, freight is allowed south and east of and including North Bay; also several western counties in Quebec Province. Places north and west of North Bay, the freight is equalized on North Bay. For Quebec and Maritime Provinces, freight is equalized on Montreal.

SOLDERING COPPERS
Base, 3 to 8 lbs., 42c, F.o.b. Toronto and Hamilton.

SOLDER, BAR
See weekly report.

SPOUTS, SAP
Eureka, per M.....$13 50 $16 50

STAPLES
See Wire Products.

STOVES

Oil Burning Cooking	List each
Perfection No. 32, 2-burner	18 75
Perfection, No. 33, 3-burner	24 25
Perfection, No. 34, 4-burner	30 75
No. 22G oven for above stoves	7 25

Discount, 25% off list.
Freight allowed on shipments of 12 stoves.

McClary Glass Front Oven No. 70, each, net	4 25
Detroit Glass Front Oven, No. 85, each, net	4 50

F.o.b. Sarnia, London, Toronto, Ottawa.

Oil Burning Heaters.	List
No. 525, each	7 00
No. 530, each	8 25
No. 630, each	10 25

Discount 25% off list.
Freight allowed on shipments of 24 heaters.

STRETCHERS, CURTAIN—

No. 33, per doz.	$34 50
No. 98, per doz.	18 50
No. 99, per doz.	23 00
Star, No. 1, doz.	$21 00
Star, No. 2, doz.	24 00
Adjustable Pin, No. 44, doz.	30 00

STRETCHERS, WIRE

Hercules, doz.	$2 60
Sampson, doz.	7 50

SPADES, SHOVELS AND SCOOPS

	1st Grade %	2nd Grade %	4th Grade %
Plain Back Shovels and Spades	25 and 25	25 and 25	25 and 25
Draining Tools	25 and 25	25 and 25	.....
Hollow Back Scoops	25 and 25	.....	25 and 25
Sand Shovels	25 and 25	.....	25 and 25
Hollow Back Shovels	25 and 25	.....	25 and 25
Hollow Back Coal Shovels	25 and 25	.....	25 and 25
Riveted Back Scoops	25 and 25	25 and 25	25 and 25
Miners' Spring Point Shovels	25 and 25	.....	.....

Above discounts apply whether goods are sold in carload or less than carloads.
The above discounts apply only to Black List; Black List prices being as follows:

BLACK LIST PRICES

Plain Back Shovels and Spades	$29.00	$28.00	$25.00
Draining Tools, No. 2, black	29.00	27.50	.....
Hollow Back Scoops, No. 2, black	34.50	.....	32.00
Coal Shovels, Hollow Back, No. 2, black	32.00	.....	30.00
Sand Shovels, No. 2, black	27.50	.....	24.00
Hollow Back Shovels, No. 2, black	27.50	.....	24.00
Riveted Back Scoops, No. 2, black	37.50	35.50	34.00
Miners' Spring Point Shovel, No. 2, black	36.50	.....	.....

NET EXTRAS—
For each size larger than No. 2, add 25c dozen net.
F.o.b. London, Hamilton, Toronto, Gananoque, Ottawa, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon.

SWEEPERS, CARPET Bissell's Doz.

American Queen, Nickeled Fittings, Cyco Ball Bearing	$48 00
Club, Jap. Cyco Bearing	102 00
Champion, Nickeled Fittings	40 00
Champion, Japan'd Fittings	34 00
Grand, Nic., Cyco B.B.	61 00
Grand, Jap., Cyco B.B.	55 00
Grand Rapids, Nic., Cyco B.B.	45 00
Grand Rapids, Jp., Cyco B.B.	39 00
Parlor Queen, Nic., Cyco, B.B.	51 00
Princess, Nic., Cyco B.B.	46 00
Standard, Nickeled Fittings	42 00
Standard, Jap'd Fittings	36 00
Universal, Nic., Cyco Bearing	43 00
Universal, Jap., Cyco Bearing	37 00

SWEEPERS, VACUUM Bissell's Doz.

Grand Rapids, Nic.	$98 00
Household, Jap.	88 00
Superba, Nic.	114 00

F.o.b. factory Niagara Falls, Ont.
Prices guaranteed by manufacturers against their own decline to Dec. 31, 1919. Also stocked by jobbers.

SWEEPERS (ELECTRIC)

Steel frame	$36 40
Aluminum frame	43 90
Attachments, set	8 25

F.o.b. Toronto, Hamilton, London.

TACKS Discount

Wire Tacks	60 and 10%
Revised Hardware Tack List adopted Jan. 1, 1916	60 and 15%
Double pointed tacks	60 10%
Shoe findings list adopted July 5, 1917	Net List
List of Capped Goods adopted Jan. 1, 1916	60 and 15%

F.o.b. Toronto, Hamilton, Montreal, London.

TINNERS' TRIMMINGS
See prices under head of Wares.

TOASTERS, ELECTRIC

Canadian Beauty	$4 50
Upright, with rack	6 40

TOOLS, HARVEST
Waverly, Wellandvale, Rixford, Maple Leaf, Bedford, 17½% discount. Samson, 12½% discount.
F.o.b. Montreal, Toronto, Hamilton, London.

TROUGH (EAVE)
O. G. Square bead and half round:

Size in girth	Per 100 ft.		
8 in.	$ 6 90	15 in.	$12 50
10 in.	7 70	18 in.	16 00
12 in.	9 10	List less 10%.	

F.o.b. Toronto, Oshawa, Ottawa.

TRAPS (GAME) Doz. with chain

Victor, No. 1	$2 20
Jump, No. 1	2 95
Hawley & Norton, No. 1	3 45
Newhouse, No. 1	5 00

F.o.b. Toronto, London, Hamilton, Montreal.

TWINE (BINDER) Per lb.

600 ft.	$0 22
550 ft.	0 23¾
600 ft.	0 25
650 ft.	0 26½

In 5-ton lots, ¼c discount from above; 10 tons and upwards, ¼c discount. Freight paid on 300 lbs. and over to nearest station.
F.o.b. Montreal, Toronto, Brantford, Hamilton, London.

TWINE (COTTON)

3-ply wrapping, lb.	0.65½
4-ply wrapping, lb.	0.69

F.o.b. Toronto, Hamilton, London.

WOOD TUBS

No. 0, per dozen	$19 80
No. 1, per dozen	17 60
No. 2, per dozen	15 40
No. 3, per dozen	13 20

F.o.b. Newmarket.

VALVES

	%
Compression work, standard	50
High grade	49
Fuller work, standard	45
High grade	38
Basin cocks, No. 0, Standard	40
High grade	40
Bath cocks, compression	50
Flatway stop and waste cocks, standard	50
High grade	47
Roundway stop and waste cocks, standard	50
High grade	47
Brass steam cocks, standard	10% advance on list
Radiator valves, standard	31
Do., removable seat	Net list
Patent quick opening valves	30
Globe, angle and check valves, standard	23
Do., Jenkins Disc	22
Jenkins Valves	17½
Standard Gate	35

F.o.b. Toronto.

Penberthy Brass Valves

Compodisk Valves	15
Gate Valves	25
Regrinding Valves	10
Swing Check Valves	10

WARES, ETC.
Scotch Grey Ware, 50 and 10%.
Colonial, 33 1-3%.
Imperial Ware, 33 1-3%.
Pearl, 33 1-3%.
Premier, 10%.
Canada Ware, 10%.
Diamond, 10%, White Ware, 50%.
Japanned Ware, list plus 20%.
Japanned Ware. White, list, plus 30%.
Plain and Jap. Sprinklers, list plus 20%.
Stamped Ware, plain, 50%.
Stamped Ware, retinned, 45%.
Copper Bottoms, net list.
Tinners' Trimmings, 50%.
Tinners' Trimmings, retinned, 45%.
Tinners' Trimmings, general, list plus 10%.
Factory Milk Cans, list plus 50%.
Milk Can Trimmings, list, plus 60%.
Cream Cans, list, plus 25%.
Railroad Cans, list, plus 20%.
Sheet Iron Ware, list, plus 10%.
Pieced Ware, ordinary, list, plus 30%. Fry pans, 40 and 10%.
Pieced Tinware, C.B., list, plus 50%.
Spiders, steel, 10% off; cast iron, 10%.
Fire Shovels, Japanned, list, plus 10%.
Steel Sinks, painted, list plus 25%.
Steel Sinks, painted, list plus 15%.
Light Galv. Pails and Tubs, list plus 20%.
Heavy Galv. Pails and Tubs, list, plus 10%.
Garbage Pails, list, plus 10%.
Jap. Coal Hods, list, plus 25%.
Galv. Coal Hods, list, plus 40%.
Paper Lined Boards, 40 and 5%.
Wood Lined Board, 30% and 5%.
Stove Pipe, Standard, list plus 33 1-3%
Stove Pipe Thimbles, 50%.
Copper Boilers, net list.
Copper Tea Kettles, net list.
Copper Tea Kettles, 3 doz. lots, list less 10%.
Copper Tea and Coffee Pots, net list.
Copper Tea and Coffee Pots in 3 doz lots, less 10%.
Nickel-plated Ware, 50%.
F.o.b. Montreal, Toronto, London, Hamilton.

WROUGHT WASHERS
Round plain. Sizes given are size of hole. In boxes of 50 lbs., list prices, per 100 lbs.—¼ in., $28.00; 5-16 in., $24.40; ⅜ in., $22.80; 7-16 in., $21.00; ½ in., $19.60; 9-16 in., $18.80; ⅝ in., $18.60; 11-16 in., $18.40; ¾ in., $18.20; 13-16 in., $18.00; 1 1-16 in., 1⅛ in., 1¼ in., $18.00; 1 1-1½ in., 1⅜ in., 1¼ in., 1 5-16 in., $18.00; 1⅜ in., 1½ in., 1⅝ in., $18.40; 1¾ in., 1⅞ in., 2 in., 2⅛ in., $19.00. Discount 45 per cent. Net extras, 26 to 49 lbs. of a size, $1.00; 25 lbs. of a size or less, $2.00 per 100 lbs. Package allowances—if taken in kegs about 175 lbs. each, allowance 10c per 100 lbs.; if taken in bags about 100 lbs., allowance 15c per 100 lbs.

WEIGHTS, SASH

	Tor'to	Lond'n	Mont'l
Sectional, 1 lb., per 10 0lbs.	$4.75	$4.00	$4.75
Section, ½ lb., per 100 lbs.	4.75	4.50	4.75
Solid, 3 to 30 lbs., per cwt.	3.25	3.25	3.25

WHEELBARROWS

Navvy, steel wheel, doz.	$60 00
Garden, steel, doz.	64 25
Light garden, doz.	46 80

F.o.b. Montreal, Toronto, London.

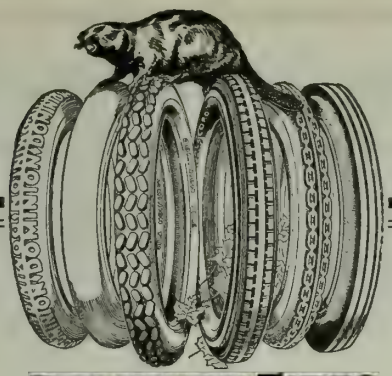
WIRE PRODUCTS
F.o.b. Toronto, London, Hamilton Montreal, St. John, freight equalized.

Cut Hay Wire	Per 100 lbs.
No. 9	$5 40
No. 10	5 50
No. 11	5 55
No. 12	5 65
No. 13	5 75
No. 13½	5 75
No. 14	5 95
No. 15	6 15
No. 16	6 35

Stovepipe Wire

No. 18	8 25
No. 19	8 75

Fine wire, list plus 20%.
Smooth Steel Wire
Nos. 0-9 gauge, base 5 00
Extras over base sizes on smaller gauges are as follows:
No. 10, 6c extra; No. 11, 12c; No. 12, 30c; No. 13, 30c; No. 14, 40c; No. 15, 55c; No. 16, 70c extra.
Extra net per 100 lbs.—Oiled wire 10c; spring wire, $2.50; bright, soft drawn, 15c; charcoal (extra quality), $1.25; packed in casks or cases, 15c; bagging and paperings.



DOMINION TIRES

ARE **GOOD** TIRES

Dominion Tires
For Your Delivery Rigs

If you deliver by automobile or drive a car for pleasure, equip your car with Dominion Tires.

You probably handle other Dominion Rubber System products in your store—Dominion Garden Hose, Bicycle Tires, Rubber Gloves, Rubber Mats, perhaps Rubber Belting; and you know how satisfactory is the quality of all these Dominion goods.

You surely have worn one of the Dominion Rubber System brands of Rubbers or Fleet Foot Shoes and know their good quality.

You can count on the same high-grade quality and workmanship in Dominion Tires.

There are six Dominion Tires:

"Royal Cord" "Nobby" "Chain"
"Dominion" "Grooved" "Plain"

for every type of car; each designed to meet a particular need or a particular condition of work, road or climate.

You can get the right tire for your cars, to give you the right kind of service for business and pleasure, in Dominion Tires.

You can also get DOMINION INNER TUBES of the same superior quality as Dominion Tires.

Dominion Tires and Accessories are distributed through Dominion Rubber System Branches, and sold by the best dealers throughout Canada

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE
Colors and white—2½-lb. packages, $8.90 for 100 lbs.; 5-lb. packages, $8.40 for 100 lbs. F.o.b. Montreal, Toronto, London.

BRONZING LIQUID
Bronzing liquid, No. 1..$1.50-$2.00
Banana oil, gal. 3.50- 7.00
F.o.b. Montreal, Toronto.

BLUE STONE	Montreal	Toronto
Per lb.	13-14	15-16

COLORS (DRY)	Per lb.
Raw Umber, No. 1, 100-lb. kegs	0 07
Do., pure, 100-lb. kegs	0 15
Burnt Umber, No. 1, 100-lb. kegs	0 07
Do., pure, 100 lb. kegs	0 15
Raw Sienna, No. 1, 100-lb. kegs	0 07
Do., pure, 100-lb. kegs	0 15
Burnt Sienna, No. 1, 100-lb. kegs	0 07
Do., pure, 100-lb. kegs	0 15
Imp. green, 100-lb. kegs	0 17
Chrome green, pure	0 35
Chrome yellow	17-31
Brunswick green, 100-lb. kg	0 12
Indian red, 100-lb. kegs	0 15
Indian red, No. 1, 100-lb. k.	0 06
Venetian red, best bright	0 04
Venetian red, No. 1	0 02½
Drop black, pure dry	0 15
Golden ochre, 100-lb. kegs	0 06½
White ochre, 100-lb. kegs	0 04
White ochre, barrels	0 03
Yellow ochre, barrels	0 03½-5
French ochre, barrels	0 06
Spruce ochre, 100-lb. kegs	0 07-8
Canadian red oxide, bbls.	0 02-2¼
Super magnetic red	0 02¼-2½
Vermilion	0 40
English vermilion	2 50

F.o.b. Montreal, Toronto

COLORS IN OIL, PURE
1 lb. tins—

Venetian red	0 21
Indian red	0 35
Chrome yellow, pure	0 53
Golden ochre, pure	30-32
French spruce ochre, pure	25-28
Greens, pure	28-35
Siennas	0 32
Umbers	0 32
Ultramarine blue	0 52
Prussian blue	1 50
Chinese blue	1 60
Drop black	0 30
Ivory black	0 31
Signwriters' black, pure	0 40
Lampblack	0 40
Marine black, 5-lb. irons	0 20

F.o.b. Montreal, Toronto

ENAMELS (white)	Gal.
Duralite	$6 50
Albagloss	3 50

GLUE	Per lb.
Brantford All Round Glue—	
Case No. 7—50 1-lb. pkgs.	$25 00
Case No. 8—100 ½-lb. pkgs.	28 00
Case No. 9—200 ¼-lb. pkgs.	35 00
Discount—	
French medal (prices withdrawn).	
English common sheet	32-34
English prima	35-38
White pigsfoot	0 50
Cake bone, 112-lb. bags	0 35
Hide, 112-lb. bags	0 45
Gelatine, 112-lb. bags	45-60
Ground glues, 112-lb. bags, No. 1	28-30
Ground glue, No. 2, 112-lb. bags	22-24
Do., No. 2, less than bags	0 24

GLASS	Single Thick	Double Thick
Per 100 ft.		
Under 25	$16 80	$22 90
26 to 34	17 80	24 85
35 to 40	18 35	26 40
41 to 50	23 50	30 00
51 to 60	24 60	30 80
61 to 70	26 50	32 70
71 to 80	29 70	35 40
81 to 85	....	45 45
86 to 90	....	48 85
91 to 94	....	49 80
95 to 100	....	58 55
101 to 105	....	65 35
106 to 110	....	73 10

Discount box glass, 20 to 25%.
Sheet glass, 5 to 10%. Cash 2%.
F.o.b. Montreal, Toronto, London, Hamilton.

GLASS, PLATE

Plates up to 1 foot, each	$0 80
Plates from 1 to 2 feet, each	0 90
" 2 to 3 "	0 95
" 3 to 4 "	1 15
" 4 to 5 "	1 35
" 5 to 7 "	1 50
" 7 to 10 "	1 70
" 10 to 12 "	1 75
" 12 to 15 "	1 85
" 15 to 25 "	1 95
" 25 to 50 "	2 15
" 50 to 75 "	2 20
" 75 to 90 "	2 25
" 90 to 100 "	2 30
" 100 to 120 "	2 60
" 120 to 140 "	2 90
Plates 101 to 110 wide containing not over 100 ft. each	3 00
Plates 111 to 120 wide containing not over 100 ft., each	3 40
Plates 101 to 110 wide containing over 100 ft., each	3 40
Plates 111 to 120 wide containing over 100 ft., each	3 75

Trade Discount, 25%.
City deliveries, 33 1-3%.
Montreal, London, Hamilton, Toronto, Kitchener.

GLAZIERS' POINTS
Zinc coated, $1.45 per doz. packpackages 6 lbs. gross.
Zinc, pure, prices withdrawn.
F.o.b. Montreal, Toronto.

LEAD, WHITE (Ground in oil).
Prices are per 100 lbs. in ton lots. Less than ton lots are 35c per 100 lbs. higher than quoted below. F.o.b. Ottawa, 20c advance per 100 lbs. F.o.b. London and Windsor, 40c per 100 lbs. F.o.b. Toronto and Hamilton, 30c per 100 lbs. F.o.b. Fort William and Port Arthur, ... per 100 lbs.
Maritime differential 35c per 100 lbs. over Montreal

	Montreal	Toronto
Anchor, Pure	$16 00	$16 30
Crown Diamond	16 00	16 30
Crown, Pure	16 00	16 30
Green Seal	16 00	16 30
Ramsay's Pure	16 00	16 30
Moore's Pure	16 00	16 30
Tiger, Pure	16 00	16 30
O.P.W. Dec. Pure	16 00	16 30
Red Seal	16 00	16 30
Decorators' Pure	16 00	16 30
O.P.W. English	16 20	16 50
Elephant Genuine	16 50	16 80

B.B. Genuine Lead, less than tons, $18.45, Toronto; $18.15, Montreal. Ton lots 5% off; five-ton lots, 10% off.

LEAD (RED DRY)

Genuine, 560-pound casks, per cwt.	$13 50	$14 50
Genuine, 100-pound kegs, per cwt.	14 25	15 50
Less quantity	15 50	17 00

F.o.b. Montreal, Toronto.

LEAD, ARSENATE

	Per pound Dry	Paste
Barrels, 600 lbs.	$....	$0 21
200s	0 32½	....
100s	0 33	0 22
50s	0 33	0 23
25s	0 34½	0 23
10s	0 35	....
5s	0 36	0 25
2s	....	0 26½
1s	0 39½	0 29
½s	0 43½	....

F.o.b. Toronto, Montreal, Hamilton and London.

MURESCO
Tints, 5-lb. packages, per 100 lbs., $9.60; white, 5-lb. packages, $9.00.
F.o.b. Toronto.

LINSEED OIL
For prices see weekly report.

PAINTS, PREPARED
Price per gallon, 1 gallon can basis

Elephant, white	$4 20
Elephant, colors	3 80
B.H. English, white	4 30
B.H. English, colors	4 05
B.H. Floor	3 50
B.H. Porch Floor	4 05
Minerva, white	4 15
Minerva, colors	3 90
Crown Diamond, white	4 05
Crown Diamond, colors	3 80
Crown Diamond, floor	3 50
B.H. Fresconette, white	3 35
B.H. Fresconette, colors	3 25
Moore's House Colors, white	4 05
Moore's House Colors, colors	3 90
Moore's Egyptian Paint, all colors	3 25
Moore's Floor Paint	3 50
Moore's Sani-Flat	3 00
Moore's Mooramel	6 50
Jamieson's Crown Anchor	3 55
C.P.C. Pure, white	4 30
C.P.C. Pure, colors	4 05
O.P.W. Canada Brand, white	4 05
O.P.W. Canada Brand, colors	3 75
O.P.W. Canada Brand, floor	3 50
O.P.W. Flat Wall, white	3 35
O P.W. Flat Wall, colors	3 25
Ramsay's Pure, white	4 15
Ramsay's Pure, colors	3 85
Martin-Senour, 100%, white	4 30
Martin-Senour, 100%, colors	4 05
Martin-Senour, Porch Paint	4 05
Martin-Senour, Neutone, white	3 35
Martin-Senour, Neutone, colors	3 25
Senour's Floor Paint	3 50
Sherwin-Williams, white	4 30
Sherwin-Williams, colors	4 05
Sherwin-Williams, floor	3 50
Flat Tone, white	3 35
Flat Tone, colors	3 25
Lowe Bros., H.S., white	4 30
Lowe Bros., H.S., colors	4 05
Lowe Bros., hard drying floor	3 50
Mellotone, white	3 50
Mellotone, colors	3 35
Sanitone, white	3 35
Maple Leaf, white	4 30
Maple Leaf, colors	4 05
Maple Leaf, floor	3 50
Pearcy's Prepared, colors	3 50
Pearcy's Prepared, white	3 75

F.o.b. Montreal, Toronto.

PARIS GREEN	Per lb.
In barrels, about 600 lbs.	$0 48
In kegs, about 250 lbs.	0 48½
In 50 lb. and 100 lb. drums	0 49
In 25 lb. drums	0 50
In 1 lb. packets, 100 lbs. in case	0 52
In ½ lb. packets, 100 lbs. in case	0 54

F.o.b. Montreal, Quebec, Moncton, St. John and Halifax, Toronto, Hamilton, London and Ottawa. Terms one month net or 1% in 15 days.

PUTTY	Montreal	Toronto
Standard	Less than tons	
Bulk, in casks	$5 60	$5 90
Bulk, 100-lb. drums	6 45	6 75
Bulk, 25-lb. drums	6 70	7 00
Bulk, 12½-lb. irons	6 95	7 25
Bladder, in bbls.	7 35	7 65

Ton lots standard are 35 per hundred pounds less; five-ton lots 60c less than above prices.
Pure Putty, $2 cwt. advance.
Ottawa prices are 20c; Hamilton 30c; London and Windsor 40c per 100 lbs. over Montreal quotations.

ROSIN

Barrels, 100 lbs.	$8 00
Less, per lb.	0 10

SHELLAC
Pure White, gal. (1 gal. tins) $4 25
Pure Orange, gal. (1 gal. tins) 3 75
Gum Shellac, TN, 74-76c lb.; finest orange, 79-95c; bone dry white, 85c. F.o.b. Toronto, London.

PAINT AND VARNISH REMOVER

Taxite, 1 gal. cans	$3 30
B.H. Vanisher	3 00
Cumoff	3 30
Takof	3 25
O.P.W. Presto	2 75
Lingerwett	2 80-3 25
Solvo	3 00

F.o.b. Montreal, Toronto.

VARNISHES	Per gal. cans
No. 1 Furniture, extra, barrels, $1.10-$1.21 gal.; gal. tins	$1.32-$1.43
B.H. Stovepipe Varnish, Anchor, ½ pints, per doz.	1 40
Depend-on, list	3 50
B.H. Maritime Spar, list	7 20
Everlastic, Depend-on and Maritime Spar subject to discount of 40%.	
Elastilite	3 50
Granitine Floor Finish	3 50
Hydrox Spar	3 64
Sun Varnish	2 60
Sun Spar	4 63
Sun Waterproof Floor	3 40
Jasperite Interior and Exterior	3 00
Jasperite Pale Hard Oil	2 25
Jasperite Indestructo Floor Varnish	3 00
Jamieson's Copaline	3 02
M-S Marble-Ite Floor	3 29
M-S Wood-Var	3 29
M-S Double Spar	4 57
M-S Finest Interior	3 84
Elastic Interior	2 64
Mar-not	3 40
Quick Action House	2 40
Rexspar	4 62
Smear-Not	3 34
Kyanize Spar	4 94
Kyanize Cabinet Rubbing	3 84
Kyanize Interior	3 84
Luxeberry light	3 80
Luxeberry granite	3 52
Luxeberry spar	4 93
Ramsay's Universal	2 92
Crown Diamond Floor	2 60

F.o.b. Montreal, Toronto.

WATER PAINTS

Opalite, 300 lb. bbls.	0 13½
Opalite, 100 lb. kegs	0 14
1 gal. packages, per pkg.	0 75
½ gal. package, per pkg.	0 40
Coralite, 5-lb. pkgs., white	0 07
Coralite, 5-lb. pkgs., colors	0 07½
B.H. Frescota, 5-lb. pkge., white	7 80
B.H. Frescota, 5-lb. pkge., colors	8 40

F.o.b. Montreal, Toronto.

WASTE	
Cream, Polishing	$0 21½

WHITE	
XXX	0 19
XX	0 18
X	0 16½
XC	0 15
Japanese	0 14
XXX Extra	0 19½
XX, grand.	0 18¼
XLCR	0 17
X Empire	0 15½
X Press	0 14

COLORED	
No. 5	0 15
No. 1	0 13½
No. 7	0 12
No. 1A	0 10¾
No. 1B	0 09½
Fancy	0 15½
Lion	0 14
Standard	0 12½
Popular	0 11
Keen	0 09½

Above lines subject to trade discount for quantity.

WAX	Per lb.
C. & B. Floor Wax	$0 40
B.H. Wax	0 40
Ronuk Floor Wax, lb.	0 38
Berry Bros.	0 34
Imperial Floor Wax	0 40
Anchor	0 33
O.P.W. Lion Brand	0 45
Old English	0 53 0 62
Johnson's	0 62
Jamieson's liquid wax, gal.	2 75
Gold Medal	0 42
Edwards, lb.	0 40
Ramsay's	0 45
S. & W.	0 54
Crown Diamond	0 45

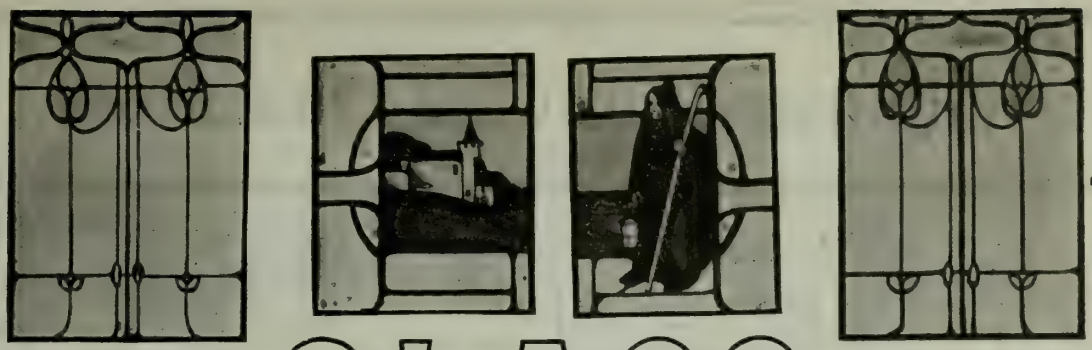
F.o.b. Montreal and Toronto.

WHITING	
Plain, in bbls.	$2 50
Gilders, bolted, in bbls.	$3 00

F.o.b. Montreal, Toronto, London.

WOOD ALCOHOL	Per gal.
In five gallons	....
In barrels	....

$4 extra for barrels.
F.o.b. Montreal, Toronto, London



GLASS

Now is the Time to Sort up on

WINDOW GLASS

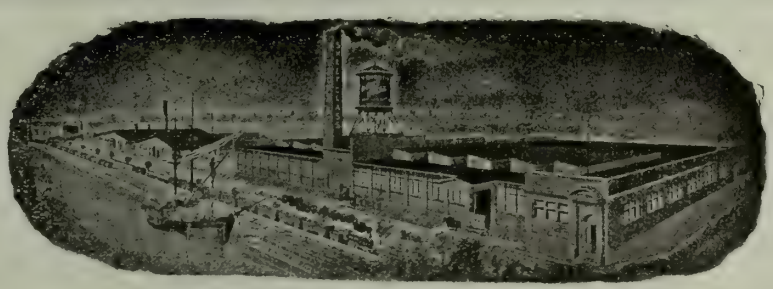
ALL WEIGHTS

16-ounce, 21-ounce, 26-ounce, 29-ounce, 34-ounce and 39-ounce.
WE CAN TAKE CARE OF YOUR REQUIREMENTS FROM ANY OF OUR WAREHOUSES, AND MAKE PROMPT SHIPMENTS.
WE CAN SUPPLY ANYTHING IN PLATE, BEVELLED PLATE, MIRRORS, FIGURED, WIRED, LEADED AND WINDOW GLASS.
CATALOGUES AND PRICE LISTS FREE ON APPLICATION. WRITE, PHONE OR WIRE YOUR WANTS.

HOBBS MANUFACTURING COMPANY, LIMITED

MONTREAL TORONTO LONDON WINNIPEG

RED **S** BRAND WINDOW GLASS



GLASS BENDERS TO THE TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

DON ROADWAY TORONTO

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863
Twelve Medals of Award at INTERNATIONAL Expositions.



INCORPORATED 1895
Special Grand Prize
GOLD MEDAL
Atlanta, 1895.

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY - - - - PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, $11.00.

Shot, soft, per cwt., $17.20; chilled, $18.70; buckshot, $18.00; ball, $18.40.

Dominion Metallics—B.B. Caps, $2.80; C.B. Caps, $3.50; 22 Short Black or Lesmok, $4; 22 Long Black or Lesmok, $4.30; 22 Short Smokeless, $4.30; 22 Long Smokeless, $6; 22 Long Rifle Black, $5.60; 22 Long Rifle Smokeless, $7 per M. net. Center Fire Pistol, 22%; Center Fire Sporting, 25% off American list.

American Metallics—B.B. Caps, $3.06; C.B. Caps, $3.35; 22 Short Black, $4.35; 22 Long Black, $5.25; 22 Long Rifle Black, $7.70; 22 Short Smokeless, $4.69; 22 Long Smokeless, $6.55; 22 Long Rifle Smoke, $7.65 per M. net. Center Fire Pistol, 10% on list; Center Fire Sporting, 10% on list.

Loaded Shells—Crown Black Powder, 12 ga., $31; Sovereign Smokeless, 12 ga., $38; Regale Smokeless, 12 ga., $38; Nitro Club Smokeless, 12 ga., $45; Canuck Smokeless, 12 ga., $41 per M. net. Empty Paper Shot Sheils, $14 per M.; Empty Brass Shot Shells, $6.65 per 100.

ANVILS

Peter Wright, 80 lbs. and up, 25c per lb.; clip horn, 26c lb.

Norris, 80 lbs. and over, 16c.

AXES

Single Bit	$14 50	$20 00
Rouble Bit	16 50	21 50
Broad Axes	32 00	35 00

AUGER BITS

Standard List Prices per Dozen

2/16	$6 00	18/16	$12 00
4	5 00	19	14 00
5	5 00	20	14 00
6	5 00	21	16 00
7	5 00	22	16 00
8	5 00	23	18 00
9	6 00	24	18 00
10	6 00	25	21 00
11	7 00	26	21 00
12	7 00	27	24 00
13	8 25	28	24 00
14	8 25	29	27 00
15	9 50	30	27 00
16	9 50	31	30 00
17	12 00	32	30 00

Discounts from standard list prices

Irwin 10%

Gilmour 45%

BARS, CROW. $11.25 per 100 lbs.

BAR IRON

Bar Iron—$5.25 base; Swedish iron, $5.25; sleigh shoe steel, $5.50; spring steel, $6.50; machinery steel, $8.00.

BELTING

Rubber, 6 in. and under, 20-5%; over 6 in., 15-2½%.

Agricultural or No. 1 leather belting, 30-10-7½% off list.

Standard, 27-10% off list. Extra 27%.

"The "double" list is just twice the price of "single."

BELT LACING

In sides, tanned, $1.60 per lb.; cut, $1.80 per lb.; rawhide, sides, $1.55; cut, $1.75.

Blue Stone (Vitriol), 11¾c.

BOLTS

Carriage, ⅜ and smaller, up to 6 inch, 30%; over 6 inch, 15%; 7-16 inch and larger, 10%, machine, ⅜ and under, up to 4 inch, 35%; over 4 inch, 20%; 7-16 and over, 20%; machine set screws, 20%; plough bolts, 25%; stove bolts, 50%; shaft bolts, 5% on list; tire bolts, 45%; sleigh shoe bolts to ⅜ and smaller, 5% on list; 7-16 and up, 5% on list.

BORAX. Borax, per lb., 14c.

BUILDING PAPER

Tarred, $1.10 to $1.60 per roll, according to quality; plain, 80c to $1.45.

BUTTS

Plated—No. 241 Antique Copper and Dull Brass Finish

	Per pr.
2½ x 2½ in.	37
3 x 3 in.	39
3½ x 3½ in.	40
4 x 4 in.	52
4½ x 4½ in.	75
5 x 5 in.	94

Wrought Steel—

No. 840	Net list
No. 800	5% on list
No. 838	Net list
No. 804	5% off list

CHAIN

Coil, 3-16 in., $19.20; ¼, $16.25; 5-16 in., $13.75; ⅜, $12.75; 7-16, $12.35; ½, $12.25; 9-16, $12.25; ⅝, $12.00; ¾, $11.65; 1 in., $11.40; Logging, 5-16 in., $15.55; ⅜, $14.55; ½, $14.05; tie-out, 47½%.

CHURNS

Barrel, No. 0, $6.75; No. 1, $6.75; No. 2, $7.50; No. 3, $8.25; No. 4, $9.75 each.

CLEVISES, MALL. 15c per lb.

CLOCKS—Alarm

	Each
Big Ben	$2 90
Baby Ben	2 90
America	1 35
Lookout	1 75
Sleepmeter	1 35

COPPER

Sheet and planished copper, 60c per lb. Tinned, 55c.

CORD SASH

Coils or Hanks

8, 9, 10 ..... 70 lb.

DRILLS

Bit stock, 45%; Blacksmith, ½ in. round shank, 40%.

EAVETROUGH

Eavetrough, per 100 ft., 8 in., $6.10; 10 in., $6.80; 12 in., $8.00.

Conductor pipe, 2 in., per 100 ft., $7.15; 3 in., $8.65; 4 in., $11.40.

ENAMELWARE

See Wares.

FILES

Globe ..... Discount 40-5%

Nicholson Gen. ..... Discount 30%

FITTINGS—Malleable.

Class A	60-10%
Class B and C, off new list	20%
Bushings	20%
Unions	40%
Nipples 4" and under	55%

FORMALDEHYDE

400-lb. bbls., 32c lb.; 200-lb. bbls., 33c lb.; 100-lb. bbls., 34c lb.; 10-lb. jugs, $3.75 each; 5-lb. jugs, $2.00 each; 2-lb. jugs, 85c each.

GALVANIZED WARE

See Wares

GLASS, WINDOW

	Single	Double
Up to 25 in.	$15 50	19 50
26 to 40	16 50	22 00
41 to 50	19 50	25 00
51 to 60	20 50	25 50
61 to 70	21 50	27 00

GLASS (Plate)

Net list.

GLOBES—LANTERN

	Doz.
Short Pattern	$1 05
Cold Blast, regular	1 05

GRINDSTONES

Per 100 lbs., $3.50.

Mounted on steel frames, $6 to $7.50.

HARVEST TOOLS. 17½%.

HINGES

Light T and strap, 15% off.

Corrugated Strap Hinges — 4, $1.60; 5, $2.20; 6, $3.00; 8, $4.75; 10, $7.00; 12, $10.80.

Corrugated Tee Hinges—4, $2.00; 5, $2.50; 6, $3.40; 8, $5.70; 10, $8.50; 12, $12.00.

HORSESHOES

Iron, No. 0 to 1, $8.35; No. 2 and larger, $8.10; snowshoes, No. 0 to No. 1, $8.60; No. 2 and larger, $8.35; steel, No. 0 to 1, $8.80; No. 2 and larger, $8.55; featherweight, $9.95.

IRON, GALVANIZED

	Apollo and "Fleur Premier de Lis"
10¾ oz. or 28Eng.	$9 40
28 Am. or 26 Eng.	9 00
26 Am. or 26 Eng	8 70
24	8 55
22	8 55
18 and 20	8 40
16	8 25

IRONS, SAD

Common Sad Irons, 8 lbs., 11c uer lb.; 4 lbs., 14c per lb.

Mrs. Pott's No. 55, set	$2 00
Mrs. Pott's No. 50, set	2 15

Mrs. Pott's common and iron handles, $1.60 dozen. Mrs. Pott's improved, $2.10 a dozen.

JACKSCREWS

20% off list.

KNIVES—HAY

	Doz.
Heath's	$12 50
Lightning	12 50

LAMP CHIMNEYS

A, per case, 8 doz., $9.10 per doz., $1.25; B, per case 6 doz., $7.80; per doz., $1.40.

LANTERNS

No. 2, plain	$13 00
No. 25. Dash-board	17 50
Short Globe, doz.	13 00

LEAD PIPE, $12.40.

LEAD WASTE, $13.40.

LATCHES—THUMB, STEEL

	Doz.
2	$1 90
3	2 50
4	4 50

Barn Door

5	2 95
8	3 20
9	5 50

LINSEED OIL

See weekly report.

MACHINES—WASHING

	Each
Dowswell	....
New Century B	....
New Idea	....
Snowball	....

Prices on application.

MATTOCKS

Pick, $13.85; cutter, $13.85.

MOPS

	Doz.
O'Cedar Polish, No. 1	$12 00
O'Cedar Polish, No. 3	12 00
Self-Wringing	5 75

MOWERS—LAWN

	14 in.	16 in
Woodyatt	$8 50	$9 00
Empress	11 00	11 50
Daisy	6 00	....
Star	7 50	8 00

NAILS

Wire, f.o.b. Fort William, $5.35 base; Winnipeg, $5.85 base. Cut f.o.b. Winnipeg, $6.55.

NETTING—POULTRY

Net Prices per Roll.

1 in. mesh x 24 in.	$6 30
30 in.	7 65
36 in.	9 00
2 in. mesh x 24 in.	3 05
30 in.	3 60
36 in.	4 20
48 in.	5 60
60 in.	6 95
72 in.	8 30

NETTING. Poultry, Hexagon, 10%.

Banner Netting, 24 in., $4.75; 36 in., $6.10; 48 in., $7.25; 60 in., $8.50; 72 in., $9.75.

NUTS

Square, small lots, blank, 4½c tapped, 4¾c advance on list; Hexagon, small lots, blank, 4¾c; Tapped, 5c advance on list; case lots all styles, 1c less than above.

OILS

"Buffolite," 25c; Ideal Thresher, 50c; "B" Castor machine oil, 41c; Buffalo engine gasoline, 37c; Buffalo "A" gas engine oil, 55c; Royal gasoline, 37c; Family safety coal oil, 24½c; Summer black oil, 24½c; Kelso engine oil, 60c; Electro oil, 45c; Royalite oil, 21c; Standard gas engine oil, 45½c; Prairie Harvester oil, 53c.

PAINTS

Stephens' Out White, $4.45; Stephens' House, $4.20; Stephens' Floor, $3.65; Silkstone colors, $3.40; Silkstone white, $3.50; Stephens' Barn Paint, $1.45.

POLISH

O'Cedar —

	Doz
4 oz.	$2 00
12 oz.	4 00
1 quart	10 00
½ gal.	16 00
1 gal.	24 00

Liquid Veneer—

4 oz.	$2 00
12 oz.	4 00
1 quart	8 40
½ gal.	14 40

(Continued on second page)

Bon Ton—	Doz.
¼ pints	1 35
½ pints	2 10
Pints	3 15
Quarts	5 10
½ gal.	9 00
Gal.	15 00

If You Knew—

THE economic reasons, alone, as a motive for housewives in selecting "Silkstone" as a wall covering, are a big factor in promoting sales.

SILKSTONE

(REGISTERED TRADE MARK)

FLAT WALL COLOURS

Silkstone is cheaper than wall-paper (and decidedly more sanitary), lasts longer than other wall finishes, can be washed often, and won't rub off. It gives a beautiful soft, silky finish that will outwear any other wall covering. The economy of a finish that costs little to apply and lasts so long will forcibly appeal to all.

Set "Economy" to make sales of Silkstone for you. If there is no Stephens' Agent near you, write for our good proposition.

G. F. STEPHENS & CO., LIMITED

Paint and Varnish Makers

WINNIPEG and CALGARY

Winnipeg Hardware Quotations—Continued

PIPE, WROUGHT IRON

Per 100 ft.	Black	Galv.
¼ inch	$ 4 91	$ 7 20
⅜ inch	5 00	7 34
½ inch	6 66	8 37
¾ inch	8 33	10 71
1 inch	12 33	15 75
1¼ inch	16 65	21 29
1½ inch	19 94	25 43
2 inch	26 82	34 25
2½ inch	43 07	54 77
3 inch	56 40	71 70
3½ inch	73 86	.....
4 inch	87 25	.....
4½ inch	100 26	.....
5 inch	116 82	.....
6 inch	151 52	.....

PLASTER. Paris, per bbl., $4.50.

PLATES, CANADA

18 x 21 per box, half polish, $9.25; full polished, ...; 18 x 24, half polished, $9.25; full polished, ... 20 x 28, half polished, $9.50; full polished, ...

PUTTY

100-lb. irons	$7 20
25-lb. irons, per cwt.	7 80
1½-lb. tins	14½

RIVETS AND BURRS

Iron rivets, 30-10%; copper, No. 7, 45c lb.; No. 8, 46c; No. 10, 50c; No. 12, 54c.

Five-lb. assorted boxes, No. 8, 52c; No. 10, 55c lb.

Copper Burrs, No. 7, 45c; No. 8, 46c; No. 10, 50c; No. 12, 54c.

ROPE

Sisal, 28¼c base; pure Manila, 35¼c base; British Manila, 31¼c base; lath yarn, 28¼c base; African hemp, 31¼c base; cotton rope, ¼ and over, 66c lb.

Tarred Marline Hanks, per lb., 50c.

SANDPAPER—

Star—	Quire	Ream
00, 0	$0 33	$6 05
½	0 36	6 50
1	0 40	7 30
1½	0 45	8 25
2	0 52	9 30
2½	0 58	10 50
3	0 66	11 90

B. & A.—

00, 0	$0 37	$6 75
½	0 40	7 15
1	0 45	8 10
1½	0 52	9 45
2	0 60	10 90
2½	0 70	12 50
3	0 80	14 30

SASH BALANCES (Caldwell). 10% on list.

SAWS, BUCK

Happy Medium, $12.00; Watch Spring, $12.50; Lance Tooth or Lightning Blades, $13.20.

SCREWS

Bright iron round head, 65%; flat head, 70%; round head, brass, 30%; flat head, brass, 35%; coach, 45%. Set Screws, 20-10%.

SCYTHES—

	Doz.
Bramble	$15 50
Bush	15 50
Excelsior	17 00
Cast	15 00

SNATHS—

No. 2 loop	13 25
Bush	15 00

SWEEPERS, CARPET—

See list in regular "Current Market Quotations" Column, f.o.b. factory, Niagara Falls, Ont.

SWEEPERS, VACUUM—

	Doz.
Grand Rapids, Nic.	$101 00
Household, Jap.	91 00
Superba, Nic.	117 00

F.o.b. Jobbers' Warehouse, Winnipeg. Prices guaranteed by manufacturers against their own decline to December 31, 1919.

STEEL SHEETS, BLACK

10 gauge	$7 05
12 gauge	7 10
14 gauge	7 15
16 gauge	7 25
18-20 gauge	7 30
22-24 gauge	7 35
26 gauge	7 90
28 gauge	8 00

SHOVELS AND SPADES—

Shovels—Fox and Olds, D.H., Sqr. Pt., $15.05 per doz.; D.H. Rd. Pt., $15.05 per doz.; L.H. Sqr. Pt., $15.05; L.H. Rd. Pt., $15.05; Bulldog & Jones, D.H., Rd. Pt., $16.30; D.H. Sqr. Pt., $16.30; L.H. Rd. Pt., $16.30; L.H., Sqr. Pt., $16.30; L.H., Rd. Pt., $16.30; Black Cat and Crescent Scoops—No. 4, $19.00 doz.; No. 6, $19.50; No. 8, $20.00; No. 10, $20.50; Moose & Jones Scoops, No. 4, $19.90; No. 6, $20.90; No. 8, $21.40.

SOLDER. Per pound, 34 to 35.

SPIKES

Pressed, ¼ in., $8.30; 5-16, $7.95; ⅜, $7.75; ½, $7.55.

STAPLES

Bright wire, per cwt., $5.15 at Fort William, $5.65 Winnipeg; galvanized staples, $5.95 Fort William, $6.45 Winnipeg.

STEEL

Sleighshoe, $5.50 base per cwt.; plow, common, $6.50; crucible plow, $7.50; angle, $5.35; harrow, $5.75 base; cast, octagon tool steel, 20c base; square tool, 20c base; spring, $7.50; machine, $8.00 base; tire, $5.90. Mild, 3-16, ¼, 5-16, $7.75 base; other sizes $5.50 base. Band steel, $5.50 base.

STEEL HOOPS

½ in., $8.35; ⅝ in., $8.00; ¾ in., $7.40; ⅞ in., $7.10; 1 in., $7.00; 1¼ in., $6.90; 1½ in., $6.80.

STEEL SQUARES

15% on list.

TACKS. Carpet, 65% list.

TIES. Cow, 10%.

TIN AND TERNE PLATE—

20 x 28 I.C. box	$23 50
20 x 28 I.X. box	27 00
20 x 33 I.C. box	28 50
20 x 33 I.X. box	32 50
Terne plates	24 00

TRAPS, GAME—

Doz.	Victor	H. & N.	Jump
No. 0	$1 95	$....	$....
No. 1	2 30	3 60	3 10
No. 1½	3 45	5 40	4 55
No. 2	4 80	7 50	6 70
No. 3	6 75	10 00	....

TUBS—

	Wood	Fibre
No. 0	$21 35	$26 40
No. 1	18 80	22 65
No. 2	16 40	18 80
No. 3	14 00	15 95

TURPENTINE

See weekly report

TWINE (WRAPPING)

	Lb.
Cotton, 3-ply, cones	$0 66
Cotton, 3-ply, balls	0 69
Cotton, 4-ply, cones	0 70
Cotton, 4-ply, balls	0 73

VARNISHES—

Stephens Luminette, gal.	$2 20
Stephens Exalite, gal.	3 00

WARES, ETC.—

Scotch Grey, 40% discount.

Colonial, Imperial, Pearl, 20-7½% discount.

Premier, Canada, Diamond, discount 2½%.

Whiteware, 40-10% discount.

Japanned Ware, list, plus 30%.

Japanned Ware, white, list, plus 40%.

Japanned Sprinklers, list, plus 30%.

Stamped Ware, plain, 40-10% discount.

Stamped Ware, ret'd, 40% discount.

Pieced Tinware, ordinary, list plus 40%.

Pieced Tinware, copper bottoms, list, plus 60%.

Sheet Iron Ware, list, plus 20%.

Light Galv'd Pails and Tubs, list plus 20%.

Heavy Galv'd Pails and Tubs plus 30%.

Jap. Coal Hods, list, plus 35%.

Galv'd Coal Hods, list, plus 50%.

WASHERS—

Iron, small lots, 45% off list plus $1.50; full boxes, iron, 33 1/3% off list plus $1.00.

WHITE LEAD—

Decorators' pure, ton lots, $16.90; less than ton lots, $17.25.

WIRE, BARB—

Lyman, 4-point, $4.85 Winnipeg; Glidden Cattle, 2-pt., $4.65 Winnipeg; Baker, 2-pt., $4.55 Winnipeg; plain twist, cwt., Winnipeg, $7.00 100 lbs.; plain galvanized; Winnipeg, No. 9, $5.50; No. 12, $5.65; coil spring, Winnipeg, No. 9, $5.55; No. 12, $5.70.

Patented screen in 100-ft. rolls, $3.50 per hundred sq. ft.; in 50-ft. rolls, $3.60 per 100 sq. ft.

WIRE, PLAIN—

Bale ties, 14 gauge, single loop $7.25 Winnipeg; $6.75 Ft. William Brass snare wire, per lb., 80c.

WIRE, ANNEALED—

No. 9, $6.00; 10, $6.06; 12, $6.20; 14, $6.40; 15, $6.55; 16, $6.70 per 100 lbs.

WRENCHES (NUT)—

Agricultural—	Doz.
6 in.	$6 70
8 in.	8 00
10 in.	9 40
12 in.	12 00
15 in.	16 80

Perfect Handle—	
6 in.	12 00
8 in.	14 40
10 in.	16 80
12 in.	21 60
15 in.	28 80
18 in.	38 40

WRENCHES (PIPE)—

Stillson—	Each
6 in.	$1 00
8 in.	1 15
10 in.	1 25
14 in.	1 75
18 in.	2 50
24 in.	3 65
36 in.	6 75

Trimo—	
10 in.	$1 50
14 in.	2 10
18 in.	3 00
24 in.	4 35

Always Ready—	Dozen Black	N.P
No. 1	$4 20	$4 50
No. 2	5 75	6 00

WRINGERS—

Eze, $62.55 per doz. Reliance,

CRESCENT SHARES



OVER 1,000 PATTERNS. **PERFECT IN FIT AND FINISH**

Sandoval Rolling Coulters
Harrow Teeth

Every Hardware Merchant in Western Canada should have these in stock.

The demand is assured. How is your supply? Better send us your order to-day.

D. ACKLAND & SON, Limited
WINNIPEG ∴ **CALGARY**

Pyrene
KILLS FIRE SAVES LIFE



The necessity of better protection and cheaper insurance is so vital to all automobile owners that you can readily sell them **Pyrene.**

Saves 15% on Auto and Truck insurance. Satisfied customers and splendid profits are assured for the dealer.

Order through your jobber when possible, or write us direct.

Write for our catalogue which contains a full line of fire protection devices.

Pyrene Mfg. Co. of Canada, Limited
3 St. Nicholas St., Montreal, Que.
Distributors Wanted

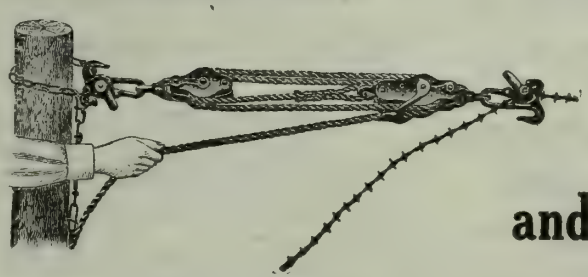
A MONEY MAKER



Genuine I.X.L. Vacuum washer. Washes anything. Thousands now in use.

Price, per dozen
$10.50 F.O.B. Winnipeg. Direct or through your jobber.

Moncrieff & Endress, Limited
Galt Building, Winnipeg



Wire Stretchers and Hoists

The Giant, a strong, heavy wire stretcher weighing 10 lbs., and equipped with 23 feet best ½-in. Manilla rope, is easily operated by one man. We also carry smaller Plain and Roller Bearing Stretchers, same quality as the Giant, and like it, held by loose pin and cotter pin so that new sheaves may be added without difficulty. These pins are of too high-grade steel to rivet.

MEHASCO

ANOTHER MEHASCO MESSAGE
32

We carry Hoists with capacities from one to three tons, in double or triple block of the same quality as the stretchers. Get our quotations on these lines.

MERCHANTS HARDWARE SPECIALTIES LIMITED
CALGARY.

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The Carborundum Co., Niagara Falls, N.Y.
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Plewes, Ltd., Winnipeg, Man.

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The Penberthy Injector Co., Ltd., Windsor, Ont.

Agricultural Implements
The Bateman-Wilkinson Co., Ltd., Toronto. Ont.

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Art Glass
Leeks and Potts, Limited, Hamilton, Ont.

Asbestos
Canadian Asbestos Co., Montreal, Que.
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Asbestos Pipe Specialties
Canadian Asbestos Co., Montreal, Que.

Asbestos Pipe Coverings
Canadian Asbestos Co., Montreal, Que.

Ash Sifters
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J. Samuels & Co., Toronto.

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Owen Sound Steel Press Works, Owen Sound, Ont.

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Auto Accessories, Ltd., Winnipeg, Man.
J. E. Beauchamp & Co., Montreal, Que.
Canada Sales Co., Toronto.
Crown Cycle & Motor Co., Montreal.
Great West Electric Co., Ltd., Winnipeg, Man.
Homer & Wilson, Hamilton, Ont.
Hyslop Bros., Toronto.
North American Hardware Co., Ltd., Montreal.
Prairie Motor Sales Co., Moose Jaw, Sask.
The Royal Canadian Specialties, Hamilton, Ont.
Samuel Trees & Co., Ltd., Toronto.
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W. H. Banfield & Sons, Ltd., Toronto.
Benjamin Electric Co., Toronto.
Boston Varnish Co., Everett Station, Boston, Mass.
Barcalo Mfg. Co., Buffalo, N.Y.
Canada Cycle & Motor Co., Ltd., Weston, Ont.
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Canadian Winekley Co., Ltd., Windsor, Ont.
Cannon Oiler Co., Keithsburg, Ill.
The Carborundum Co., Niagara Falls, N.Y.
Canada Dry Cells, Ltd., Winnipeg.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
The Durke-Atwood Co., Toronto, Ont.
Gutta Percha & Rubber, Ltd., Toronto.
Kinzinger, Bruce & Co., Niagara Falls, Ont.
Line, Kimball Co., Moose Jaw, Sask.
The Lockwood-Ash Motor Co., Jackson, Mich.
The Marquette Manufacturing Co., Inc., St. Paul, Minn.
M. H. Merchant Corporation, Syracuse, N.Y.
Metal Specialties Mfg. Co., Chicago, Ill.
The Locktite Mfg. Co., Windsor, Ont.
Frank Mossberg Co., Attleboro, Mass.
McKinnon Industries, Ltd., St. Catharines, Ont.
Northern Electric Co., Ltd., Montreal.
The Prismolite Sales Co., Westfield, N.Y.
Will B. Lane, Chicago, Ill.
Perfection Sanitary Brush Co., Toronto.
Rock Island Mfg. Co., Chicago, Ill.
C. A. Shaler Co., Waupun, Wis.
The Steel Trough & Machine Co., Ltd., Tweed, Ont.
The Sterns Tire & Tube Co. of Canada, Ltd., Toronto.
Thermoid Rubber Co., Trenton, N.J.
Trimont Mfg. Co., Roxbury, Mass.
Van Cleef Bros., Chicago, Ill.
The Van der Linde Rubber Co., Toronto.
Wilkinson & Kompass, Hamilton.
Williams & Co., J. H., Brooklyn, N.Y.
Wilson Auto Specialties, Ltd., Hamilton, Ont.

Automobiles
Canadian Pneumatic Tool Co., Ltd., Montreal.

Automobile Parts
Kinzinger, Bruce & Co., Ltd., Niagara Falls, N.Y.
McKinnon Industries, Ltd., St. Catharines, Ont.

Awnings
Finnie & Murray, Ltd., Winnipeg.
J. J. Turner & Co., Peterboro, Ont.

Axes
Canada Foundries & Forgings, Brockville, Ont.
Can. Warren Axe & Tool Co., St. Catharines.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.
Shurly-Dietrich Co., Ltd., Galt, Ont.

Axles
Guelph Spring & Axle Co., Ltd., Guelph, Ont.

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Thos. Birkett & Son Co., Ltd., Ottawa.
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal.
Hoyt Metal Co., Toronto.
Owl Metal Co., Winnipeg.
Lewis Bros., Ltd., Montreal.
Plewes, Ltd., Winnipeg, Man.
Tallman Brass & Metal Co., Hamilton.

Barb Wire
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Bars and Racks, Clothes
Stratford Mfg. Co., Ltd., Stratford, Ont.
Otterville Mfg. Co., Ltd., Otterville, Ont.

Barrel Covers
E. B. Eddy Co., Ltd., Hull, Que.

Barrel Liners
J. N. Warminton & Co., Montreal, Que.

Batteries, Dry
Canadian National Carbon Co., Ltd., Toronto.
Canada Dry Cells, Ltd., Winnipeg.
Great West Electric Co., Ltd., Winnipeg, Man.
Canadian General Electric Co., Toronto.
Dominion Battery Co., Ltd., Toronto, Ont.
North American Hardware Co., Ltd., Montreal.
Northern Electric Mfg. Co., Montreal.
Usona Mfg. Co., Windsor, Ont.

Batteries, Flashlight
Canadian National Carbon Co., Ltd., Toronto.
Dominion Battery Co., Ltd., Toronto, Ont.
Usona Mfg. Co., Windsor, Ont.

Baths, Enamelled and Copper
Canada Metal Co., Toronto.

Bath Room Fixtures
Kinzinger, Bruce & Co., Ltd., Niagara Falls.

Bends, Brass, Iron and Lead
Jas. Morrison Brass Mfg. Co., Toronto.

Bibbs, Basin and Bath Cocks, Compression
Jas. Morrison Brass Mfg. Co., Toronto.
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Wentworth Mfg. Co., Hamilton, Ont.

Bibbs, Basin and Bath Cocks, Fuller
Jas. Morrison Brass Mfg. Co., Toronto.
The United Brassfounders, Ltd., Manchester, Eng.

Brake Lining
Thermoid Rubber Co., Trenton, N.J.
Haddow Brokerage Co., Montreal, Que.

Brass Goods
Haddow Brokerage Co., Montreal, Que.
The Penberthy Injector Co., Ltd., Windsor, Ont.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Stratford Brass Co., Ltd., Stratford, Ont.

Brass Castings and Goods
Canada Metal Co., Toronto.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Jas. Morrison Brass Mfg. Co., Toronto.
Tallman Brass & Metal Co., Hamilton.
The Penberthy Injector Co., Ltd., Windsor, Ont.
The United Brassfounders, Ltd., Manchester, Eng.
Williams Bros. & Piggott, Ltd., Birmingham.

Brass, Sheets and Rods
Canada Metal Co., Toronto.
A. C. Leslie & Co., Montreal.
Tallman Brass & Metal Co., Hamilton.

Beekeepers' Supplies
Canadian Bee Supply & Honey Co.

Bevels
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Belting, Transmission, Elevator and Conveyor
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Belting, Rubber
Can. Consolidated Rubber Co., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.
Plewes, Ltd., Winnipeg, Man.

Belting, Cotton
Dominion Belting Co., Hamilton, Can.
Plewes, Ltd., Winnipeg, Man.

Blacksmiths' Supplies
D. Ackland & Son, Winnipeg.

Blankets, Saddle
Burlington Windsor Blanket Co., Ltd., Toronto.
Galt Robe Co., Galt, Ont.
Samuel Trees & Co., Toronto, Ont.

Blankets, Horse
J. J. Turner & Co., Peterboro, Ont.

Boilers
The Gurney Foundry Co., Ltd., Toronto.

Bolts and Nuts
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.
Northern Bolt, Screw & Wire Co., Owen Sound.
London Bolt & Hinge Works, London, Ont.
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Wilkinson & Kompass, Hamilton.

Bolts, Eye
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Williams & Co., J. H., Brooklyn, N.Y.

Bolts, Panic
Wm. Newman & Sons, Birmingham, Eng.

Boring Bars
Williams & Co., J. H., Brooklyn, N.Y.

Boxes, Tin
A. R. Whittal Can. Co., Ltd., Montreal, Que.

Boots, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Boot Calks and Tools
Steel Co. of Canada, Ltd., Hamilton.

Boring Bars
Pratt & Whitney Co. of Canada, Ltd., Dundas.

Box Opening Tools
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Bale Ties
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.
Laidlaw Bale Tie Co., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

Bale Tie Buckles
J. N. Warminton & Co., Montreal, Que.

Barbed Wire
Banwell, Hoxie Wire Fence Co., Ltd., Hamilton.

Baskets
Walter Woods & Co., Hamilton.

Barn Door Hangers
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Steel Goods Co., Hamilton.
National Mfg. Co., Sterling, Ill.
Safety Door Hanger Co., Hamilton, Ont.
Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Guelph, Ont.

Barrel Stands
Wakyte Mfg. Co., Winnipeg.

Barrels, Steel
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

Balers, Steel
Climax Baler Co., Hamilton.
Spielmann Agencies, Montreal.

Bit, Braces
Caverhill, Learmont & Co., Montreal.
Russell Jennings Mfg. Co., Chester, Conn.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Black Sheets
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Brackets, Shelf
Canada Steel Goods Co., Hamilton.
The Stanley Works, New Britain, Conn.

Box Strapping
J. E. Beauchamp & Co., Montreal.
The Stanley Works, New Britain, Conn.
J. N. Warminton & Co., Montreal, Que.

Blasting Supplies
Dupont Powder Co., Wilmington, Del.

Building Papers
Alex. McArthur & Co., Montreal, Que.

Burlap
Dominion Oil Cloth Co., Ltd., Montreal, Que.

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"DIAMOND A" CABINET

Constructed of selected quarter sawed oak, attractively finished in cabinet design. Dust proof when closed.

Head-same as "Improved Diamond A." Each machine has complete set of steel nickel-plated attachments, accessories, tools and instruction book. Pockets for attachments inside front door. Weight crated, 110 pounds.

Consistent with our policy of handling only the best merchandise—the line of "Diamond A" Sewing Machines here illustrated are all high quality products. Any one of them may be classed as the housewife's conception of an ideal machine.

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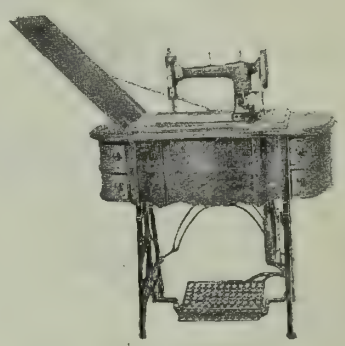
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One or more of these machines placed upon your floor will readily make sales for you. They are extremely attractive in appearance and possess all the latest, newest and up-to-date sewing devices.

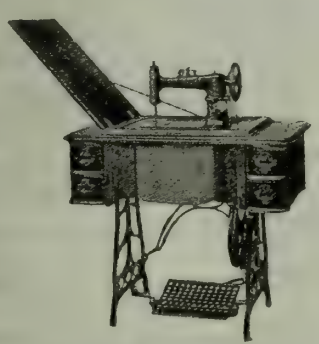
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Four large side drawers, one small centre drawer. Substantially built of solid oak, bright finish. Hand lift design. Double lock stitch vibrating shuttle sewing head, full size, high arm, equipped with reliable top tension, automatic bobbin winder, adjustable bushing, steel working parts, positive feed and every latest sewing improvement.

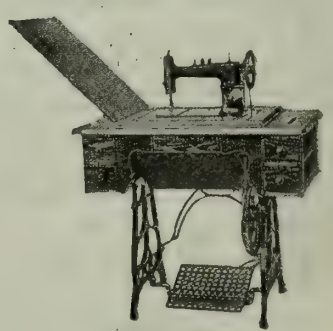
Complete with attachments and instruction book. Weight crated, 120 pounds.



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Four drawers, steel chain automatic lift, quarter sawed golden oak, rubbed finish. Head—full size high arm vibrating shuttle, automatic tension, positive feed, dust capped needle bar, automatic tension release, two spool pins, automatic bobbin winder.

Each machine guaranteed ten years, and has full set nickel-plated attachments, etc. Weight crated, 120 pounds.



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Four large drawers, automatic chain lift, quarter cut golden oak wood work, front panel which swings up when lid is raised; embossed drawer pulls. Same type head as "New Regal."

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Walter Woods & Co., Hamilton, Can.
Butter Workers
Beatty Bros., Ltd., Fergus, Ont.
Butts and Hinges
Canada Foundries & Forgings, Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Caverhill, Learmont & Co., Montreal.
Chicago Spring Butt Co., Chicago, Ill.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Burrs
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton.
Parmenter & Bulloch, Gananoque.
Bread and Cake Makers
Thos. Davidson Mfg. Co., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Breast Drills
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.
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Caverhill, Learmont & Co., Montreal.
Russell Jennings Mfg. Co., Chester, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.
Wilkinson & Kompass, Hamilton.
Scythes, Ltd., Toronto.
Bits, Forstner
Progressive Mfg. Co., Torrington, Conn.
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Canada Cycle & Motor Co., Toronto.
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Iver Johnson Arms & Cycle Works, Ltd., Fitchburg, Mass.
Birch Seats
Canadian Veneering Co., Montreal, Que.
Brake Lining
Crown Cycle & Motor Co., Montreal, Que.
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T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.
Walter Woods & Co., Ltd., Hamilton, Ont.
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Meakins & Sons, Ltd., Hamilton, Ont.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.
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Meakins & Sons, Ltd., Hamilton, Ont.
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Stevens-Hepner Co., Ltd., Port Elgin, Ont.
Yates & Co., Halifax, Eng.
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Perfection Sanitary Brush Co., Toronto.
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Stevens-Hepner Co., Ltd., Port Elgin, Ont.
Brushes, General
The Boeckh Co., Limited, Toronto.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.
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National Mfg. Co., Sterling, Ill.
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Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
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Stratford Brass Co., Ltd., Stratford, Ont.
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Peterborough Canoe Co., Peterborough, Ont.
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The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.
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L. S Starrett Co., Athol, Mass.
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Williams & Co., J. H., Brooklyn, N.Y.
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Finnie & Murray, Ltd., Winnipeg.
J. J. Turner & Sons, Ltd., Peterboro, Ont.
Otterville Mfg. Co., Ltd., Otterville, Ont.
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The A. R. Whittal Can. Co., Ltd., Montreal.
Cans, Paint
The A. R. Whittal Can. Co., Ltd., Montreal.
Cans
The A. R. Whittal Can. Co., Ltd., Montreal.
Cans, Oil
Cannon Oiler Co., Keithsburg, Ill.
Caps for Hubs
McKinnon Industries, Ltd., St. Catharines, Ont.
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Stratford Brass Co., Ltd., Stratford, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Cartridges
Dominion Cartridge Co., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.
Castings, Brass, Bronze and Aluminum
Wentworth Mfg. Co., Ltd., Hamilton, Ont.
Cash Carriers
Gipe-Hazard Store Service Co., Toronto.
Cash Registers
The National Cash Register Co. of Canada, Ltd., Toronto.
Casters
Canada Foundries & Forgings, Ltd., Brockville.
The Faultless Caster Co., Evansville, Ind.
Castor Oil
B. & S. H. Thompson & Co., Ltd., Montreal, Que.
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Haddow Brokerage Co., Montreal, Que.
Carpet Sweepers
Bissell Carpet Sweeper Co, of Canada. Ltd., Niagara Falls, Ont.
Caverhill, Learmont & Co., Montreal.
Walter Woods & Co., Hamilton.
Carriage Castings
McKinnon Industries, Ltd., St. Catharines, Ont.
Casseroles
Wentworth Mfg. Co., Ltd., Hamilton, Ont.
Chains, Coil, Boom, Hammock, Tether, Dog, Halter, Cow, Breast, Trace, Tire
McKinnon Chain Co., St. Catharines, Ont.
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Gipe-Hazard Store Service Co., Toronto.
Cellar Drainers
The Penberthy Injector Co., Ltd., Windsor, Ont.
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Cement, Rubber
Van Cleef Bros., Chicago, Ill.
Cement, Roofing
Geo. W. Reed & Co., Ltd., Montreal, Que.
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The Niagara Falls Metal Stamp'g Works, Niagara Falls, N.Y.
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J. H. Williams & Co., Brooklyn, N.Y.
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J. E. Beauchamp & Co., Montreal, Que.
Canadian Veneering Co., Acton Vale, Que.
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The Haddow Brokerage Co., Montreal, Que.
L. & I. J. White Co., Buffalo, N.Y.
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Brown-Boggs Co., Ltd., Hamilton.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
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Checking Floor Hinges
Chicago Spring Butt Co., Chicago, Ill.
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Wakyte Mfg. Co., Winnipeg, Man.
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B. & S. H. Thompson & Co., Ltd., Montreal, Que.
Van Cleef Bros., Chicago, Ill.
Vol-Peek Mfg. Co., Montreal.
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Landers, Frary & Clark, New Britain, Conn.
Chucks, Tap
Wells Bros. of Canada, Galt.
Churns, Hand and Power
Beatty Bros., Ltd., Fergus.
Caverhill, Learmont & Co., Montreal.
Dowswell, Lees Co., Hamilton.
Landers, Frary & Clark, New Britain, Conn.
Medalta Stoneware Co., Ltd., Medalta, Ont.
Merchants Hardware Specialties, Ltd., Calgary.
Walter Woods & Co., Hamilton.
Clamps "C"
J. H. Williams & Co., Brooklyn, N.Y.
Clothes Bars and Racks
Otterville Mfg. Co., Ltd., Otterville, Ont.
Clothes Racks
Walter Woods & Co., Hamilton.
Clamps
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Williams & Co., J. H., Brooklyn, N.Y.
Clippers
Chicago Flexible Shaft Co., Chicago, Ill.
Closets
Wakyte Mfg. Co., Ltd., Winnipeg, Man.
Closet Seats
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Clothes Dryers
The Coleman Fare Box Co., Ltd., Toronto.
Dowswell, Lees Co., Ltd., Hamilton, Can.
Clothes Lines
The Coleman Fare Box Co., Ltd., Toronto.
Clothes Line (Wire)
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Clothes Horses
Stratford Mfg. Co., Stratford, Ont.
Coal Chutes
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
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Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Landers, Frary & Clark, New Britain, Conn.
Corrugated Fasteners
J. E. Beauchamp & Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.
Collar Balls
Wentworth Mfg. Co., Ltd., Hamilton, Ont.
Collar Pads
American Pad & Textile Co., Hhatham.
Burlington Windsor Blanket Co., Toronto, Ont.
Cotton Duck
Scythes & Co., Ltd., Toronto, Ont.
Cotton Gloves
American Pad & Textile Co., Chatham.
Coal Chutes
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Winnipeg Ceiling & Roofing Co., Winnipeg.
Coal Hods
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Cobblers' Sets
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.
Cookers, Steam
Louis McLain Co., Ltd., Winnipeg, Man.
Cookers, Fireless
Royal Fireless Cooker Co., Ottawa, Ont.
Conductor Pipe, Hooks, Heads, etc.
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Winnipeg Ceiling & Roofing Co., Winnipeg.
Wheeler & Bain, Toronto.
Connecting Rods
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Williams & Co., J. H., Brooklyn, N.Y.
Coopers' Tools
Haddow Brokerage Co., Montreal, Que.
Coping Saws
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Cordage
Brantford Cordage Co., Ltd., Brantford, Ont.
Consumers Cordage Co., Montreal.
Plymouth Cordage Co., North Plymouth, Mass.
Scythes & Co., Ltd., Toronto, Ont.
Corners, Chest
The Brainerd Mfg. Co., East Rochester, N.Y.
Crank Pulls (Wire)
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Crank Shafts
Williams & Co., J. H., Brooklyn, N.Y.
Crowbars
B. J. Coghlin & Co., Montreal.
Crocks, Butter
Medalta Stoneware Co., Ltd., Medicine Hat, Alta.
Crucibles
Canadian Asbestos Co., Montreal, Que.
Cultivators
The Bateman-Wilkinson Co., Ltd., Toronto. Ont.
J. E. Gilson Co., Port Washington, Wis.
C. S. Norcross & Sons, Bushnell, Ill.
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Bridgeport Hdwe. Mfg. Co., Bridgeport, Conn.
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Geo. Butler & Co., Ltd., Sheffield, Eng.
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Caverhill, Learmont & Co., Montreal.
Geneva Cutlery Co., Geneva, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
James Hutton & Co., Montreal.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
Lewis Bros., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Oneida Community, Ltd., Oneida, N.Y.
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Cutters
Butterfield & Co., Inc., Rock Island, Que.
The Rapid Tool & Machine Co., Ltd., Montreal.
Trimont Mfg. Co., Roxbury (Boston, Mass.).
Curry Combs
The Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.
Cuspidors
Thos. Davidson Mfg. Co., Ltd., Montreal.
E. B. Eddy Co., Ltd., Hull, Que.
Dairy Pails
Thos. Davidson Mfg. Co., Ltd., Montreal.
Soren Bros., Toronto, Ont.
Dampers, Stove Pipe
Canada Foundries & Forgings, Brockville, Ont.
Dashes, Buggy and Carriage
McKinnon Industries, Ltd., St. Catharines, Ont.
Desks, School
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Diaphragms, Rubber
Dies, Stocks, etc.
Butterfield & Co., Rock Island, Que.
Canadian Fairbanks-Morse Co., Montreal.
Pratt & Whitney Co. of Canada, Ltd., Dundas.
The Rapid Tool & Machine Co., Ltd., Montreal.
Wells Bros. Co. of Canada, Galt.
Disinfectants
J. E. Beauchamp & Co., Montreal, Que.
Display Racks and Stands
Cameron & Campbell, Toronto.
National Mfg. Co., Sterling, Ill.
Doors
Sanderson-Harold Co., Ltd., Paris, Ont.
Door Bolts
Canada Steel Goods Co., Hamilton, Can.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.
Door Knobs
Cartland & Son, Ltd., James, Birmingham, Eng.



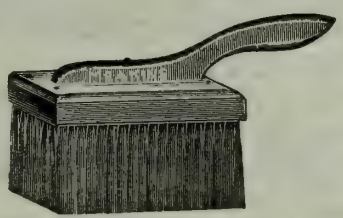
Talk No. Two Hundred and Eight

This talk ends our fourth year. Talk No. 1 was dated May 22nd, 1915, and believe me the future looked "scary" enough then. We ought to feel pretty good now. No Hard Times for Little Old Canada! Here's to your good fortune for another year.

TINKER TOM.

Look for Talk No. 209 next week.

DOMINION SHEET METAL CORPORATION, Limited
HAMILTON, CANADA



Meakins Brushes

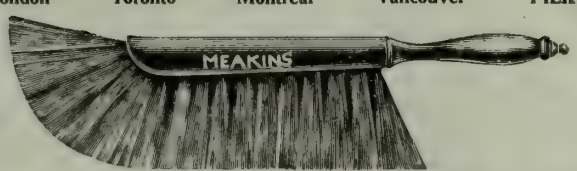


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Carter's Genuine Red Lead Means Good Business for You

It is needed constantly by your painter-customers, by railways, ironworks, shipbuilders.

Carter's Genuine Dry Red Lead

is pure, uniform, economical. Mixed with pure linseed oil, it is the best protection for metalwork, steam pipes, etc. It is highly oxidized, ground very fine, made from the highest grade of Canadian pig lead.

We also make Carter's Genuine Orange Lead. Dry White Lead and Litharge.
Make sure you have ample stock on hand.

The Carter White Lead Company of Canada, Limited, 91 Delorimier Ave., Montreal

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Wm. Newman & Sons, Birmingham, Eng.

Door Hangers
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Steel Goods Co., Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.
National Mfg. Co., Sterling, Ill.

Door Springs
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Wm. Newman & Sons, Birmingham, Eng.

Door Pulls
Stratford Brass Co., Ltd., Stratford, Ont.

Doubletrees
McKinnon Industries, Ltd., St. Catharines, Ont.
West-Woods, Ltd., Winnipeg, Man.

Draining Tools
Canadian Shovel & Tool Co., Hamilton, Can.

Drills, Breast
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.

Drill Chucks
Goodell-Pratt Co., Greenfield, Mass.

Drills, Blacksmiths'
Canada Foundries & Forgings, Brockville.

Drills
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Butterfield & Co., Inc., Rock Island, Que.
Goodell-Pratt Co., Greenfield, Mass.
Jones & Shipman, Ltd., Leicester, Eng.
North Bros. Mfg. Co., Philadelphia, Pa.
Plewes, Ltd., Winnipeg, Man.
Stanley Rule & Level Co., New Britain, Conn.
Wilkinson & Kompass, Hamilton, Ont.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.
Pratt & Whitney Co. of Canada, Ltd., Dundas, Ont.
Wilt Twist Drill Co. of Canada, Ltd., Walkerville, Ont.

Drills, Twist
Wilt Twist Drill Co. of Canada, Ltd., Walkerville, Ont.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Drop Forgings
McKinnon Industries, Ltd., St. Catharines, Ont.
Williams & Co., J. H., Brooklyn, N.Y.
Spielmann Agencies, Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Dry Colors
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
Ottawa Paint Works, Ottawa.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.
Martin-Senour Co., Ltd., Montreal.
McArthur Irwin, Montreal,
Stewart & Wood, Toronto.

Dusters
Channell Chemical Co., Toronto.

Dynamite
Du Pont American Industries, Wilmington, Del.

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Canada Dry Cells, Ltd., Winnipeg.
Canadian National Carbon Co., Toronto.
Canadian H. W. Johns-Manville Co., Toronto.
Canadian General Electric Co., Ltd., Toronto.
Dominion Battery Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man
Spielmann Agencies, Ltd., Montreal, Que.

Eavetrough
Pedlar People, Limited. Oshawa.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Metal Shingle & Siding Co., Ltd., Preston, Ont.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Egg Beaters
Louis McLain Co., Ltd., Winnipeg, Man.
Collette Mfg. Co., Collingwood.

Egg Cases
Miller Bros. Co., Ltd., Montreal, Que.
Walter Woods & Co., Hamilton.

Egg Case Fillers
Miller Bros. Co., Ltd., Montreal, Que.
Walter Woods & Co., Hamilton, Can.

Ejectors and Syphons
The Penberthy Injector Co., Ltd., Windsor, Ont.
Jas. Morrison Brass Mfg. Co., Toronto.

Elbows
Thos. Davidson Mfg. Co., Ltd., Montreal.
Pedlar People, Ltd., Oshawa, Ont.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Electric Bells
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man

Electric Fans
Canadian General Electric Co., Ltd., Toronto
Great West Electric Co., Ltd., Winnipeg, Man
The A. C. Gilbert-Menzies Co., Toronto.
Northern Electric Co., Ltd., Montreal.

Electric Fixtures
W. H. Banfield & Sons, Ltd., Toronto.
Canadian General Electric Co., Ltd., Toronto
Great West Electric Co., Ltd., Winnipeg, Man
Northern Electric Co., Ltd., Montreal.
Pollman Brass & Metal Co., Hamilton.

Electric Grates
Barton-Netting Co., Ltd., Windsor, Ont.
Great West Electric Co., Ltd., Winnipeg, Man

Electric Plates
Louis McLain Co., Ltd., Winnipeg, Man.

Electric Specialties
Benjamin Electric Co., Toronto.
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
The Clemens Electrical Corporation, Hamilton.
Dominion Battery Co., Ltd., Toronto, Ont.
Great West Electric Co., Ltd., Winnipeg, Man
The Hessco Electric Mfg. Co., Toronto, Ont.
Landers, Frary & Clark, New Britain, Conn.
National Electric Heating Co., Toronto.
North American Hardware Co., Ltd., Montreal, Que.
Northern Electric Co., Ltd., Montreal.
Spielmann Agencies, Ltd., Montreal, Que.
Usona Mfg. Co., Windsor, Ont.

Electric Supplies
W. H. Banfield & Sons, Ltd., Toronto.
The Can. General Electric Co., Ltd., Toronto.
The Hessco Electric Mfg. Co., Toronto, Ont.

Emery
Dominion Glue & Emery Co., Montreal, Que.

Enamels
Boston Varnish Co., Everett Station, Boston, Mass
British America Paint Co., Ltd., Victoria, B.C.
Wm. Harland & Sons, Toronto.
Sturgeons, Ltd., Toronto.

Enamelled Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.
E. T. Wright & Co., Hamilton, Ont.
Sheet Metal Products Co. of Canada, Ltd., Toronto

Emery Glass and Papers
John Oakey & Sons, London, Eng.

Emery (Grain and Sheets)
DesRochers, Ltd., Montreal, P.Q.

Eveners for 2, 3, 4, 6 and 8 Horses
Gregg Mfg. Co., Ltd., Winnipeg, Man.
D. Ackland & Son, Ltd., Winnipeg, Man.
McKinnon Industries, Ltd., St. Catharines, Ont.
West-Woods, Ltd., Winnipeg, Man.

Evaporators
Steel Trough & Machine Co., Ltd., Tweed, Ont.

Excelsior
Rankin & Co., Ltd., Toronto.

Explosives
Du Pont Powder Co., Wilmington, Del.
Hercules Powder Co., Wilmington, Del.

Escutcheon Pins
Parmenter & Bulloch Co., Ltd., Garaneque, Ont
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Exterminator, Rat and Roach
The Common Sense Mfg. Co., Toronto.

Extinguishers, Fire
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man
H. W. Johns-Manville Co., New York.
Northern Electric Co., Montreal.
Pyrene Mfg. Co., Ltd., Montreal, Que.

Fanlight Openers
Jas. Cartland & Son, Ltd., Birmingham, Eng.

Fasteners, Storm, Sash and Screen
National Mfg. Co., Sterling, Ill.
Stratford Brass Co., Ltd., Stratford, Ont.
The Stanley Works, New Britain, Conn.

Farm Lighting Outfits
Canadian General Electric Co., Ltd., Toronto.
Northern Electric Co., Montreal.

Faucets, Petroleum
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Feed Boxes
Canada Foundries & Forgings, Brockville.

Feed Cookers
Wheeler & Bain, Toronto.

Felts (Tarred and Carpet)
Alex. McArthur & Co., Montreal, Que.
J. H. McComb, Ltd., Montreal, Que.

Fencing and Gates
Banwell-Hoxie Wire Fence Co., Hamilton.
McGregor-Banwell Fence Co., Ltd., Walkerville
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
B. Greening Wire Co., Hamilton, Ont.
Standard Tube & Fence Co., Woodstock.
Steel Co. of Canada, Ltd., Hamilton.

Fences, Woven Wire, Farm and Ornamental
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

Fenders for Buggy and Carriage
McKinnon Industries, Ltd., St. Catharines, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Fire Appliances and Liquids
Pyrene Mfg. Co., Ltd., Montreal, Que.

Fire Arms
Colts Patent Fire Arms Mfg. Co., Hartford, Conn.
Harrington & Richardson Arms Co., Worcester, Mass.
Johnson Iver Arms & Cycle Works, Fitchburg Mass.

Files
E. C. Atkins Co., Hamilton, Can.
G. & H. Barnett Co., Philadelphia.
Delta File Works, Philadelphia.
Henry Disston & Sons, Ltd., Philadelphia, Pa
The Ingersoll File Co., Ingersoll, Ont.
Nicholson File Co., Port Hope, Ont.
Plewes, Ltd., Winnipeg.
Simonds Canada Saw Co., Montreal
Wilkinson & Kompass, Hamilton.
DesRochers, Ltd., Montreal, P.Q.

Fillers
Boston Varnish Co., Everett Station, Boston, Mass

Fire Door Fittings
Allith Mfg. Co., Ltd., Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.

Fire Extinguishers
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Pyrene Mfg. Co., Ltd., Montreal, Que.

Fire Department Supplies
Canadian Consolidated Rubber Co., Montreal
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
Northern Electric Co., Montreal.

Fire Escapes
The Dennis Wire & Iron Works Co., Ltd., London

Fire Pails
E. B. Eddy Co., Ltd., Hull, Que.

Fireplace Fixtures
Barton-Netting Co., Ltd., Windsor, Ont.
Stover Mfg. & Engine Co., Freeport, Ill.

Fireplace Screens
Canada Wire & Iron Goods Co., Hamilton, Ont.

Fishing Tackle and Accessories
Marble Arms & Mfg. Co., Gladstone, Mich.

Flags
J. J. Turner & Sons, Ltd., Peterboro, Ont.
Scythes & Co., Ltd., Toronto, Ont.
Finnie & Murray, Ltd., Winnipeg, Man.

Flashlights, Electric
Canadian General Electric Co., Ltd., Toronto
Canadian National Carbon Co., Toronto.
Canada Dry Cells, Ltd., Winnipeg.
Crown Cycle & Motor Co., Montreal.
Dominion Battery Co., Ltd., Toronto, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
Metal Specialties Mfg. Co., Chicago.
Northern Electric Co., Montreal.
Usona Mfg. Co., Windsor, Ont.
Ward & Gladstone, Manchester, Eng.

Flatware
Canadian Wm. A. Rogers, Toronto.
Oneida Community, Ltd., Oneida, N.Y.

Flower Pots
E. B. Eddy Co., Ltd., Hull, Que.

Fly Swatters
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Food Choppers
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn
Merchants Hardware Specialties, Ltd., Calgary.

Force Cups
Canadian Consolidated Rubber Co., Toronto.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber, Ltd., Toronto.

Ford Car Parts
Crown Cycle & Motor Co., Montreal.

Ford Car Specialties
Benjamin Electric Co., Toronto.
Royal Canadian Specialties, Hamilton, Ont.

Forgings
McKinnon Industries, Ltd., St. Catharines, Ont
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Forgings, Drop
McKinnon Industries, Ltd., St. Catharines, Ont

Funnels
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Furnaces
The Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.
Canada Foundries & Forgings, Brockville.
Waterprise Mfg. Co., Sackville, N.B.
The Empire Stove and Furnace Co., Ltd., Owen Sound.
The Gurney Foundry Co., Ltd., Toronto.
The Hall-Zyrd Foundry Co., Ltd., Hespeler, Ont.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont
Merchants Hardware Specialties, Ltd., Calgary.
Record Fdry. & Machine Co., Ltd., Moncton, N.B.

Fruit Jars
Walter Woods & Co., Hamilton.

Furniture Polish
Buffalo Specialty Co., Buffalo, N.Y.
Canada Paint Co., Montreal.
Channell Chemical Co., Toronto.
Imperial Oil Co., Ltd., Toronto.
Saunders & Co., Montreal, Que.
Sherwin-Williams Co., Montreal.
The Vlit Mfg. Co., Montreal, Que.

Fuses, Electric
The Hessco Electric Mfg. Co., Toronto.

Fuses, Electric, Refillable
The Clemens Electrical Corporation, Hamilton

Fuse Wire
Canada Metal Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Floor Stands
Jenkins Bros., Ltd., Montreal.

Floor Checks, Single or Double
Chicago Spring Butt Co., Chicago, Ill.

Flanges for Wheels
McKinnon Industries, Ltd., St. Catharines, Ont.

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Flint Cloths
John Oakey & Sons, London, Eng.

Floor Dressing
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McKinnon Industries, Ltd., St. Catharines, Ont.

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Winnipeg Ceiling & Roofing Co., Winnipeg.

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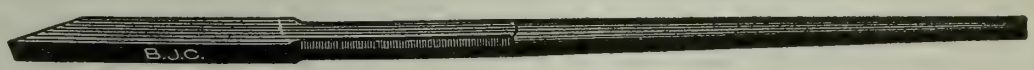
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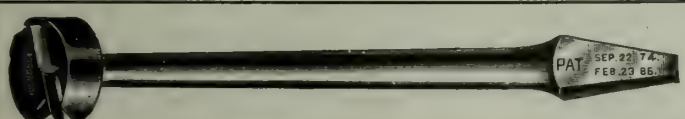
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Eureka Planter Co., Woodstock.

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The Bateman-Wilkinson Co., Ltd., Toronto

Garden Seats
J. E. Beauchamp & Co., Montreal.

Garden Tools
The Bateman-Wilkinson Co., Ltd., Toronto.

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Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Steel Goods Co., Hamilton, Can.
The Louden Machinery Co. of Can., Ltd., Guelph.
National Mfg. Co., Sterling, Ill.
Richards-Wilcox Canadian Co., London, Ont.
The Stanley Works, New Britain, Conn.

Garages
Metal Shingle & Siding Co., Ltd., Preston, Ont.
Pedlar People, Ltd., Oshawa, Ont.

Garbage Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.
J. Samuels, Toronto.
Soren Bros., Toronto.

Galvanized Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.

Galvanizing
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Galvanized Iron Cornices
Pedlar People, Ltd., Oshawa, Ont.

Galvanized Pipe
Canada Metal Co., Ltd., Toronto.

Galvanized Steel Sheets
Metal Shingle & Siding Co., Ltd., Preston, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

General Rubber Specialties
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Generators
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Gas Water Heaters
Jas. Morrison Brass Mfg. Co., Toronto.

Gaskets, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Gasoline
Imperial Oil Co., Toronto.
Prairie City Oil Co., Winnipeg.

Gauges
Canadian Fairbanks-Morse Co., Ltd., Montreal.
L. S. Starrett Co., Athol, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Wells Bros. Co. of Canada, Galt.
J. H. Williams & Co., Brooklyn, N.Y.

Gates, Galvanized
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

Gauge Cocks, Standard and Extra Heavy
The Penberthy Injector Co., Ltd., Windsor, Ont.

Gauge Glasses, High Pressure
The Strong Machinery & Supply Co., New York, N.Y.

Gauges, Water (Standard Extra Heavy Automatic)
The Penberthy Injector Co., Ltd., Windsor, Ont.

Glass, Window, Plate, Ornamental
A. M. Bell & Co., Ltd., Halifax, N.S.
Hobbs Mfg. Co., Montreal, Que.
The Johnston Brokerage Co., Pittsburgh, Pa.
Leeks & Potts, Ltd., Hamilton, Ont.
A. Ramsay, Son & Co., Montreal.
Sanderson-Pearcy Co., Toronto.
Stewart & Wood, Toronto.
B. & S. H. Thompson & Co., Ltd., Montreal, Que
Toronto Plate Glass Importing Co., Toronto.
G. F. Stephens Co, Winnipeg.

Glue, Flake
W. Harris & Co., Toronto.

Glue, White
W. Harris & Co., Toronto.

Glue Pots, Electric
Superior Electrics, Ltd., Pembroke, Ont.

Glue, Sheet and Ground
Canada Glue Co., Brantford, Ont.
DesRochers Ltd., Montreal, Que.
Dominion Glue & Emery Co., Montreal, Que.
W. Harris & Co., Toronto.
R. C. Jamieson & Co., Montreal.
A. Ramsay & Son Co., Montreal.

Glass Cutters
Goodell-Pratt Co., Greenfield, Mass.

Glass Cutting Boards
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Glass, Buyers of Scrap Window
The Cloisonne and Art Glass, Ltd., Kitchener.

Glass Benders
Toronto Plate Glass Importing Co., Toronto.

Glaziers' Diamonds
Cushman Motor Works, Ltd., Winnipeg.
A. Ramsay, Son & Co., Montreal, Que.
Sharratt & Newth, London, Eng.
A. Shaw & Son, London, Eng.

Gloves and Mitts
American Pad & Textile Co., Ltd., Chatham, Ont.
A. R. Clarke & Co., Ltd., Toronto.

Golf Balls
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Gopher Poison
Kill-em-Quick Co., Regina, Sask.
Prairie Chemical Co. of Canada, Ltd., Winnipeg.

Granaries, Portable, Metallic
Winnipeg Ceiling & Roofing Co., Winnipeg.

Graphites
Canada Asbestos Co., Montreal, Que.

Grease and Oil Cups
The Penberthy Injector Co., Ltd., Windsor, Ont.

Greases
Prairie City Oil Co., Ltd., Winnipeg, Man.

Grinders, Hand and Power
The Carborundum Co., Niagara Falls, N.Y.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
Plewes Ltd., Winnipeg, Man.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Grindstones
The Carborundum Co., Niagara Falls, N.Y.
Cleveland Stone Co., Cleveland, Ohio.

Grindstone Fixtures
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Grinding Wheels
The Carborundum Co., Niagara Falls, N.Y.

Ground Wood
E. B. Eddy Co., Hull, Que.

Guns
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.
Harrington & Richardson Arms Co., Worcester, Mass.
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.

Gunsights
Marble Arms & Mfg. Co., Gladstone, Mich.

Hack Saws
Diamond Saw & Stamping Works, Buffalo, N.Y.
Fry's (London), Limited, London, Eng.
Goodell-Pratt Co., Greenfield, Mass.
Miller Falls Co., Miller Falls, Mass.
Plewes Ltd., Winnipeg, Man.
L. S. Starrett Co., Athol, Mass.
Victor Saw Works, Ltd., Hamilton, Ont.

Hack Saw Blades
Diamond Saw & Stamping Works, Buffalo, N.Y.
Fry's (London), Limited, London, Eng.
Goodell-Pratt Co., Greenfield, Mass.
Henry Disston & Sons, Ltd., Toronto.
Victor Saw Works, Ltd., Hamilton, Ont.

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Canadian Fairbanks-Morse Co., Ltd., Montreal.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Henry Disston & Sons, Ltd., Toronto.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

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Diamond Saw & Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Victor Saw Works, Ltd., Hamilton, Ont.

Halters
The Johnson Halter Co., Sarnia, Ont.
R. R. Kinread, Winnipeg, Man.

Hames, Steel and Iron
McKinnon Industries, Ltd., St. Catharines, Ont.

Hame Chains
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Hammocks
Galt Robe Co., Galt, Ont.

Hammers
Canada Foundries & Forgings, Brockville.
Stanley Rule & Level Co., New Britain, Conn.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Hand Drills
Goodell-Pratt Co., Greenfield, Mass.

Handles, Canthooks and Peevies
West-Woods, Ltd., Winnipeg, Man.

Handles, Chest and Drawer
The Brainerd Mfg. Co., East Rochester, N.Y.

Handles
J. H. Still Mfg. Co., St. Thomas, Ont.

Hand Pulls
North Bros. Mfg. Co., Philadelphia, Pa.

Hangers, Door
Allith Mfg. Co., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton, Can.
Cushman Motor Works, Ltd., Winnipeg.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
National Mfg. Co., Sterling, Ill.
F. E. Myers & Bro., Ashland, Ohio.
Safety Door Hanger Co., Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.
The Stanley Works, New Britain, Conn.

Hangers, Barn Door
Allith Mfg. Co., Hamilton, Ont.
The Louden Machinery Co. of Can., Ltd., Guelph.

Hangers, Door and Track
Allith Mfg. Co., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
Canada Steel Goods Co., Hamilton, Can.
Cushman Motor Works, Ltd., Winnipeg.
The Louden Machinery Co. of Can., Ltd., Guelph.
National Mfg. Co., Sterling, Ill.

Hooks, Hat and Coat
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Hangers, Storm, Sash and Screen
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.

Hand Taps
Wells Bros. Co. of Canada, Galt.

Harness
Samuel Trees & Co., Toronto.

Hardware, Door
The Hamilton Stove & Heater Co., Hamilton, Ont.

Hardware Specialties
Allith Mfg. Co., Ltd., Hamilton, Ont.
Belleville Hardware Mfg. Co., Belleville, Ont.
The Brainerd Mfg. Co., East Rochester, N.Y.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Coleman Fare Box Co., Toronto.
Lyons & Marks, Toronto.
Louis McLain Co., Ltd., Winnipeg, Man.
Metal Specialties Mfg. Co., Chicago, Ill.
National Mfg. Co., Sterling, Ill.
North American Hardware Co., Ltd., Montreal.
Stratford Brass Co., Ltd., Stratford, Ont.
Taylor-Forbes Co., Guelph, Ont.

Hardware Store Fittings
Stratford Brass Co., Ltd., Stratford, Ont.

Harness Hardware
McKinnon Industries, Ltd., St. Catharines, Ont.
Trees Spriggs Co., Ltd., Winnipeg, Man.

Hatchets
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Haddow Brokerage Co., Montreal, Que.
Marble Arms & Mfg. Co., Gladstone, Mich.
Stover Mfg. & Engine Co., Freeport, Ill.

Hasps
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Brainerd Mfg. Co., East Rochester, N.Y.
Canada Steel Goods Co., Hamilton.
National Mfg. Co., Sterling, Ill.

Headlights, Auto
Canadian Lamp & Stamping Co., Ford, Ont.
North American Hardware Co., Ltd., Montreal.

Heaters
Anthes Foundry, Ltd., Winnipeg, Man.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Jas. Morrison Brass Mfg. Co., Ltd., Toronto.
Jas. Stewart Mfg Co., Ltd., Woodstock, Ont.

Heaters, Electric
Chicago Flexible Shaft Co., Chicago, Ill.

Heels and Soles, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Hinges, Box and Refrigerator
The Brainerd Mfg. Co., East Rochester, N.Y.

Hinges, Ornamental
The Stanley Works, New Britain, Conn.

Hinges, Spring
Stover Mfg. & Engine Co., Freeport, Ill.
Wm. Newman & Sons, Ltd., Birmingham, Eng.
Taylor-Forbes Co., Guelph, Ont.

Hinges, Strap and Tee
Canada Steel Goods Co., Hamilton, Can.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
National Mfg. Co., Sterling, Ill.

Hockey Sticks
J. H. Still Mfg. Co., St. Thomas
St. Mary's Wood Specialty Co., Ltd., St. Mary's, Ont

Hoes
Ward & Payne, Sheffield, Eng.

Hoists
Manitoba Bridge & Iron Works, Ltd., Winnipeg.
Plewes Ltd., Winnipeg, Man.

Horse Slingers
Collins Mfg. Co., Toronto.

Hones, Razor
The Carborundum Co., Niagara Falls, N.Y.

Hooks, Coat and Hat
The Brainerd Mfg. Co., East Rochester, N.Y.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Hooks for Logging Chains
McKinnon Industries, Ltd., St. Catharines, Ont.

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Canadian Consolidated Rubber Co., Montreal.
J. J. Turner & Sons, Ltd., Peterboro, Ont.

Horse Shoes
D. Ackland & Son, Winnipeg.
Steel Co. of Canada., Ltd., Hamilton.
Wilkinson & Kompass, Hamilton.

Horse Shoe Pads
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Hose, Fittings and Supplies
Canadian Consolidated Rubber Co., Montreal.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
K. & S. Tire & Rubber Co., Ltd., Toronto, Ont.
Lewis Bros., Ltd., Montreal.
Jas. Morrison Brass Mfg. Co., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Hollow Ware
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Hoist Hooks
Williams & Co., J. H., Brooklyn, N.Y.

Household Pails
E. B. Eddy Co., Hull, Que.

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McKinnon Industries, Ltd., St. Catharines, Ont.

Hub Caps
McKinnon Industries, Ltd., St. Catharines, Ont.

Ice Cream Freezers
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.

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DO you need the services of a good retail salesman, traveller, or manager? The best of them read HARDWARE AND METAL each week from cover to cover. Incidentally they also note the condensed ads. in the "Wanted" section. You can use space in this section at a cost of two cents per word for the first insertion, and one cent a word for subsequent insertions. Add five cents for box number or address.

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A Cadillac Electric Vacuum Cleaner is a necessity in every house. It enables the housewife to do the maximum of work with a minimum of labor. Housecleaning is done much more thoroughly than is possible with an ordinary broom and without the fuss and dirt attached to the old-fashioned method of sweeping.

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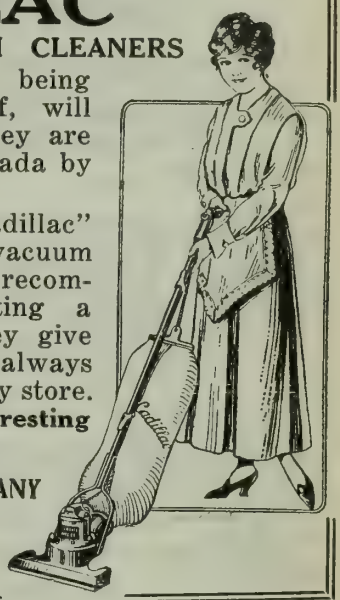
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are well made, and being practically fool-proof, will last a lifetime. They are manufactured in Canada by Canadians.

Dealers find the "Cadillac" an excellent electric vacuum cleaner to stock and recommend; besides netting a handsome profit, they give customer-satisfaction, always a valuable asset to any store.

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THE FINANCIAL POST in the House of Commons

IN the House of Commons the other week the attention of the Government was drawn to the article in THE FINANCIAL POST containing a reference to the financing of Roumanian orders through an agency established in London by Sir Clifford Sifton. Sir Thomas White, who is familiar with THE FINANCIAL POST, stated his opinion that the reference was to the private marketing of bonds.

This is merely a small item from THE POST of April 26th, but it goes to show that

POST BUSINESS NEWS HAS THE ATTENTION OF MEN WHO COUNT.

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L. S. Starrett Co., Athol, Mass.

Indurated Ware
E. B. Eddy Co., Ltd., Hull, Que.

Ingersoll Watches
R. H. Ingersoll & Bro., Montreal, Que.

Injectors, Automatic
Jas. Morrison Brass Mfg. Co., Toronto.
The Penberthy Injector Co., Ltd., Windsor, Ont.

Injectors, Auto-Positive
The Penberthy Injector Co., Ltd., Windsor, Ont.

Insecticides
The McDougall Bros., Ltd., Manchester, Eng.

Instruments of Precision
L. S. Starrett Co., Athol, Mass.

Ironing Boards and Tables
J. E. Beauchamp & Co., Montreal.
Otterville Mfg. Co., Ltd., Otterville, Ont.

Iron, Corrugated
Canada Metal Co., Toronto.

Iron Handles
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Iron and Steel Bars
Caverhill, Learmont & Co., Montreal.
Dominion Iron & Steel Co., Sydney, N.S.
A. C. Leslie & Co., Ltd., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
Lewis Bros., Ltd., Montreal.
London Rolling Mills, London, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Nova Scotia Steel Co., New Glasgow, N.S.

Irons
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Irons, Gas and Gasoline
Merchants Hardware Specialties, Ltd., Calgary.
National Stamping & Electric Works, Chicago.
The Royal Self-Heating Iron Co., Big Prairie, O.

Jack Planes
Stanley Rule & Level Co., New Britain, Conn.

Jack Screws
Canada Foundries & Forgings, Brockville, Ont.

Jardinieres
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Japans
Boston Varnish Co., Everett Station, Boston, Mass.

Jugs
Medalta Stoneware Co., Ltd., Medicine Hat, Alta.

Kalsomine
British America Paint Co., Ltd., Victoria, B.C.

Kettles
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Keyhole Saws
Bridgeport Hardware Co., Bridgeport, Conn.

Kitchen Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.

Knife Sharpeners
J. E. Beauchamp & Co., Montreal.

Knives, Pocket and Table
Geo. Butler & Co., Ltd., Sheffield, Eng.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
James Hutton & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Merchants Hardware Specialties, Ltd., Calgary.

Knives, Sportsmen's
Marble Arms & Mfg. Co., Gladstone, Mich.

Knives, Putty
Bridgeport Hardware Co., Bridgeport, Conn.

Knobs, Drawer
The Brainerd Mfg. Co., East Rochester, N.Y.

Ladders, Step, Extension, Store, etc.
Allith Mfg. Co., Ltd., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
John Calander Mfg. Co., St. Paul, Minn.
Otterville Mfg. Co., Ltd., Otterville, Ont.
Stratford Mfg. Co., Stratford, Ont.

Lamps, Nitrogen and Tungsten
The Canadian Laco-Philips Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
North American Hardware Co., Ltd., Montreal,

Lamp Black
L. Martin Co., New York, N.Y.
A. Ramsay & Son Co., Montreal.
Wilkes-Martin-Wilckes Co., New York.

Lamp Burners
Schultz Mfg. Co., Ltd., Hamilton, Ont.

Lamp Chimneys
Walter Woods & Co., Hamilton.

Lamp Coloring and Frosting
Great West Electric Co., Ltd., Winnipeg, Man.
Spielmann Agencies, Ltd., Montreal.

Lamps, Acetylene
The Brilliant Searchlight Mfg. Co., Duluth, Minn.

Lamps, Bicycle and Automobile
Dominion Battery Co., Ltd., Toronto, Ont.
North American Hardware Co., Ltd., Montreal,

Lamps and Lanterns, Gasoline
National Stamping & Electric Works, Chicago, Ill.

Lamps, Lanterns, Electric, Hand
Canadian General Electric Co., Toronto.
Canadian National Carbon Co., Toronto.
Dominion Battery Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
National Stamping & Electric Works, Chicago, Ill.
Spielmann Agencies, Montreal.
Van Cleef Bros., Chicago, Ill.

Lamps, Tungsten
Canadian Laco-Philips Co., Toronto.
Canadian Tungsten Lamp Co., Hamilton, Ont.
North American Hardware Co., Ltd., Montreal

Lamps, Nitrogen
Canadian Laco-Philips Co., Toronto.
Canadian Tungsten Lamp Co., Ltd., Hamilton, Toronto, Montreal, Winnipeg.
North American Hardware Co., Ltd., Montreal, Q.

Lamps and Lanterns, Gasoline and Kerosene
National Stamping & Electric Works, Chicago,
North American Hardware Co., Ltd., Montreal,
Peworlight Co., Winnipeg, Man.

Lanterns, Electric Hand
Usona Mfg. Co., Windsor, Ont.

Lanterns, Oil
Thos. Davidson Mfg. Co., Montreal.
Ontario Lantern & Lamp Co., Hamilton, Ont.
Schultz Mfg. Co., Hamilton, Can.
E. T. Wright Co., Hamilton, Ont.

Latches
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Gendron Mfg. Co., Ltd., Toronto.
Stover Mfg. & Engine Co., Freeport, Ill.

Lathe Dogs, Drop-forged
Williams & Co., J. H., Brooklyn, N.Y.

Lathe Dogs
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Lawn Swings
J. E. Beauchamp & Co., Montreal.

Lawn Mowers
Canada Foundries & Forgings, Ltd., Brockville.
Clipper Lawn Mower Co., Dixon, Ill.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Lawn Sprinklers
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Lead, Black
John Oakey & Sons, London, Eng.

Lead, Sheets and Pipe
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

Lead Traps and Bends
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
Plewes Ltd., Winnipeg, Man.

Leather Belting and Soles
Plewes Ltd., Winnipeg, Man.

Lead Irons
The A. R. Whittal Can. Co., Ltd., Montreal.

Lead Washers
Canada Metal Co., Ltd., Toronto.

Leather Dashes and Fenders
McKinnon Industries, Ltd., St. Catharines, Ont.

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The Niagara Falls Metal Stamp'g Works, Niagara Falls, N.Y.

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H. Disston & Sons, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

Level Glasses
Stanley Rule & Level Co., New Britain, Conn.

Lighting Systems, Store
Benjamin Electric Co., Toronto.

Lighting Fixtures, Store
Benjamin Electric Co., Toronto.

Lines, Wire, Clothes
Walter Woods & Co., Hamilton.
Western Wire & Nail Co., London.

Linoleum Finishes
Boston Varnish Co., Everett Station, Boston, Mass.

Linseed Oil
Brandram-Henderson, Montreal.
Canada Linseed Oil Co., Ltd., Montreal and Toronto.
Dominion Linseed Oil Co., Baden and Toronto.
R. C. Jamieson & Co., Ltd., Montreal.
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont.
Prairie City Oil Co., Winnipeg, Man.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
Stewart & Wood, Toronto.

Locks
Can. Yale & Towne, Ltd., St. Catharines, Ont.
The Hamilton Stove & Heater Co., Hamilton, Ont.
National Hardware Co., Ltd., Orillia, Ont.

Lockers
Dennis Wire and Iron Works Co., Ltd., London

Logging Chain Hooks
McKinnon Industries, Ltd., St. Catharines, Ont.

Loose Leaf Systems
Lowe Martin Co., Ltd., Ottawa, Ont.

Lugs for Silos
McKinnon Industries, Ltd., St. Catharines, Ont.

Lubricants
Canadian Asbestos Co., Montreal, Que.

Lubricators (Sight-feed and Plain Engine)
The Penberthy Injector Co., Ltd., Windsor, Ont.

Locomotive Tools
Williams & Co., J. H., Brooklyn, N.Y.

Lumber Tools
Canadian Warren Axe & Tool Co., St. Catharines, Ont.
Thos. Pink & Co., Pembroke, Ont.
T. F. Shurly Co., Ltd., St. Catharines, Ont.

Machinists' Tools
J. H. Williams & Co., Brooklyn, N.Y.

Manufacturers' Agents
Cadman & Co., Winnipeg, Man.
A. H. Fraser, Vancouver, B.C.
Marricott & Tynan, Ltd., Winnipeg, Man.
G. T. Mumford, Winnipeg, Man.

Mantles, Gas
R. M. Moore & Co., Ltd., Vancouver, B.C.
Hamilton Gas Mantle Co., Hamilton, Can.

Malleable Iron Castings
The Gurney Foundry Co., Ltd., Toronto.
McKinnon Industries, Ltd., St. Catharines, Ont.

Malleable for Carriages
McKinnon Industries, Ltd., St. Catharines, Ont.

Marine Hardware
Scythes & Co., Ltd., Toronto, Ont.

Marine Supplies
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont.

Matches
E. B. Eddy Co., Hull, Que.

Mats, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Mauls
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Measures, Copper Plated
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Meat Choppers
Landers, Frary & Clark, New Britain, Conn.

Mechanical Rubber Products
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

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Cameron & Campbell, Toronto.

Metals, Heavy and Shelf
Henry Rogers, Sons & Co., Ltd., Wolverhampton, Eng.

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The Niagara Fa... Metal Stamp'g Works, Niagara Falls, N.Y.

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Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
Tallman Brass & Metal Co., Hamilton, Can.
A. C. Leslie & Co., Montreal.

Metallic, Ceilings, Walls, Roofing, Skylights, Siding, Cornices, Ventilators, Valley Windows, Doors, etc.
Pedlar People, Oshawa, Ont.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Metal Specialties
Hamilton Stamp & Stencil Works, Hamilton, Ont.

Mica
Mica Co. of Canada, Ltd., Hull, Que.

Menders, Utensils

Meters
Canadian General Electric Co., Toronto.

Menders, Graniteware, Pot and Pan
Collette Mfg. Co., Collingwood.
H. Nagle Co., Montreal.
North American Hardware Co., Ltd., Montreal.
Vol-Peek Mfg. Co., Montreal.

Micrometers
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.
Canadian Fairbanks-Morse Co., Ltd., Montreal.

Milling Cutters
Pratt & Whitney Co. of Canada, Ltd., Dundas.

Millboard
E. B. Eddy Co., Ltd., Hull, Que.

Milk Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.

Milk Pails
E. B. Eddy Co., Ltd., Hull, Que.

Mirrors
Toronto Plate Glass Importing Co., Toronto.
Leeks and Potts, Limited, Hamilton, Ont.

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Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Mitre Box Saws
H. Disston & Sons, Ltd., Toronto.

Moisteners
The Dominion Radiator Co., Ltd., Toronto.

Molasses Gates
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Mops
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Towe & Towe, London, Ont.

Mop Sticks
Stover Mfg. & Engine Co., Freeport, Ill.

Motors
Canadian General Electric Co., Ltd., Toronto.

Motor Cycles
The Enfield Cycle Co., Ltd., Redditch, Eng.
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.
North American Hardware Co., Ltd., Montreal, Q.

Motor Generators
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal.

Mullboard, Asbestos
Canadian Asbestos Co., Montreal, Que.

Nails, Wire
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
The Canada Metal Co., Ltd., Toronto.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
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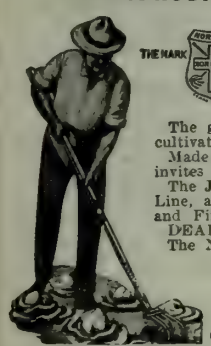
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THE BUYERS' GUIDE

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Parmenter & Bulloch, Gananoque, Ont.
Western Wire & Nail Co., London.

Nail Pullers
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Nails, Horse Shoe
Steel Co. of Canada, Ltd., Hamilton, Ont.

Neatsfoot Oil
W. Harris & Co., Toronto.

Neckyokes
McKinnon Industries, Ltd., St. Catharines, Ont.
Gregg Mfg. Co., Ltd., Winnipeg, Man.

Nipples
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Nipples for Radiators
McKinnon Industries, Ltd., St. Catharines, Ont.

Newsprint Paper
E. B. Eddy Co., Ltd., Hull, Que.

Oakum
Canadian Asbestos Co., Toronto, Ont.
Scythes & Co., Ltd., Toronto, Ont.

Oil Burners, Kerosene
The Canada Oil Burner Co., Toronto, Ont.

Oil Cans
Cannon Oiler Co., Keithsburg, Ill.

Oil Cake and Meal
Canada Linseed Oil Co.
Dominion Linseed Oil Co., Toronto.

Oarlocks
McKinnon Industries, Ltd., St. Catharines, Ont.

Oil, Coal
Imperial Oil Co., Toronto.

Oils, Cylinder
Imperial Oil Co., Ltd., Toronto.
Prairie City Oil Co., Winnipeg, Man.

Oil Hole Covers
Canadian Winkley Co., Windsor.

Oil, Motor, Road, Harness, Neatsfoot, Separator and gas Engine
The Continental Oil Co., Ltd., Winnipeg, Man.
Imperial Oil Co., Ltd., Toronto.
Prairie City Oil Co., Ltd., Winnipeg, Man.

Oil, Neatsfoot
W. Harris & Co., Toronto.

Oil Stoves
Thos. Davidson Mfg. Co., Ltd., Montreal.

Oil Tanks and Pumps
S. F. Bowser & Co., Inc., Toronto, Can.
Thos. Davidson Mfg. Co., Ltd., Montreal
The Gilbert & Barker Mfg. Co., Springfield, Mass.

Oiled Clothing
Scythes & Co., Ltd., Toronto, Ont.

Oil Stains
British America Paint Co., Ltd., Victoria, B.C.

Oil Storage and Distributing Systems
The S. F. Bowser Co. of Canada, Ltd., Inc., Toronto, Ont.

Oilers
The All-Way Mfg. Co., Toronto.
Cannon Oiler Co., Keithsburg, Ill.
Thos. Davidson Mfg. Co., Ltd., Montreal
Sheet Metal Products Co. of Canada, Ltd., Toronto

Orange Derinders
J. E. Beauchamp & Co., Montreal.

Ornamental Fence
Banwell Hoxie Wire Fence Co., Ltd., Hamilton
McGregor, Banwell Fence Co., Ltd., Walkerville

Ornamental Gates
McGregor, Banwell Fence Co., Ltd., Walkerville

Ornamental Iron and Wire Work
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works, London, Ont.

Packings
Consumers Cordage Co., Montreal.
Canadian Asbestos Co., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Jenkins Bros., Ltd., Montreal.
Scythes, Ltd., Toronto.

Paint, Ready Mixed, House, Barn, Roof, Flat Wall, Concrete, Floor, Cement, Aluminum, Marine and Deck
Brandram-Henderson, Ltd., Montreal.
Canada Paint Co., Montreal.
R. C. Jamieson & Co., Montreal.
Imperial Varnish & Color Co., Toronto.
Lowe Bros, Ltd., Toronto.
Martin-Senour Co., Montreal.
McArthur-Irwin, Ltd.
The Ottawa Paint Works, Ottawa.
A. Ramsay & Son Co., Montreal.
Sanderson, Pearcy Co., Ltd., Toronto.
Standard Paint & Varnish Co., Ltd., Windsor Ont.
Stewart & Wood, Toronto.
Sherwin-Williams Co., Montreal.
G. F. Stephens Co., Winnipeg.
Benjamin Moore & Co., Toronto.
British America Paint Co., Ltd., Victoria, B.C.

Paint Brushes
Beeckh Bros., Toronto.
Meakins & Sons, Hamilton.
The Rubberset Co., Limited, Toronto.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.

Paint, Copper
British America Paint Co., Ltd., Victoria, B.C.

Paint and Varnish Remover
Brandram-Henderson, Ltd., Montreal, Que.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Martin-Senour Co., Ltd., Montreal.
Sherwin-Williams Co., Montreal.
A. Ramsay & Son Co., Montreal.

Paper Balers
Climax Baler Co., Hamilton.
Spielmann Agencies, Montreal.

Paint Oil Storage and Handling Systems
The S. F. Bowser Co. of Canada, Ltd., Inc. Toronto, Ont.

Parcel Carriers
Gipe-Hazard Store Service Co., Montreal.

Paris Green
Canada Paint Co., Montreal.
McArthur Irwin, Montreal.
Sherwin-Williams Co., Montreal.

Paper Bags
E. B. Eddy Co., Ltd., Hull, Que.
Walter Woods & Co., Hamilton.

Paper Napkins
E. B. Eddy Co., Ltd., Hull, Que.

Paper, Wrapping
Walter Woods & Co., Hamilton.

Packing Rubber
Canadian Consolidated Rubber Co., Montreal.
Dunlop Tire & Rubber Co., Toronto.
Gutta Percha & Rubber Co., Ltd., Toronto.

Pads
D. Ackland & Sons, Winnipeg.
E. B. Eddy Co., Ltd., Hull, Que.

Pads for Horses
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto.

Patches
W. C. Wood Co., Minneapolis, Minn.

Pails
Thos. Davidson Mfg. Co., Ltd., Montreal.
Soren Bros., Toronto.

Pails, Wooden
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Pastes
Stuart & Foster, Toronto.

Paste, Dry
Stuart & Foster, Toronto.

Perforated Sheet Metals
B. Greening Wire Co., Ltd., Hamilton.
Canada Wire & Iron Goods Co., Hamilton, Ont.

Percolators, Coffee
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man
Landers, Frary & Clark, New Britain, Conn.
Northern Electric Co., Ltd., Montreal.

Pickling Machines
Cushman Motor Works, Ltd., Winnipeg.

Pick Handles
J. H. Still Mfg. Co., St. Thomas, Ont.

Pidgeon Nests
E. B. Eddy Co., Ltd., Hull, Que.

Piston Rings
The Brown Engineering Co., Toronto, Ont.
The Ever Tight Piston Ring Co., St. Louis, Mo.

Piston Rod Packing
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Piston and Valve Packings
Canadian Asbestos Co., Montreal, Que.

Pitch
Scythes & Co., Ltd., Toronto, Ont.

Pistols
Ivet Johnson's Arms & Cycle Works, Fitchburg, Mass.

Phosphor Tin and Copper
Canada Metal Co., Ltd., Toronto.

Phonographs
Canadian Phonograph & Sapphire Disc Co., Winnipeg, Man.
Dominion Sewing Machine-Phonograph Co., Winnipeg

Pig Iron
A. C. Leslie & Co., Ltd., Montreal
Nova Scotia Steel Co., New Glasgow, N.S.
Steel Co. of Canada, Ltd., Hamilton

Pins, Escutcheon
Parmenter & Bulloch, Gananoque

Pine Cutters (Stand)
Trimont Mfg. Co., Roxbury (Boston), Mass.

Pipe Stocks and Dies
The Raford Tool & Machine Co., Ltd., Lachine, Que.
Wells Bros. Co., of Canada, Ltd., Galt

Pipe, Black and Galvanized
American Rolling Mills, Middletown, Ohio.
Canada Metal Co., Toronto
Canadian Tube & Iron Co., Ltd., Montreal
Cayerhill, Learmont & Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton
Thos. Davidson Mfg. Co., Ltd., Montreal.
Lewis Bros., Ltd., Montreal

Pipe, Galvanized, Conductor
Pedlar People, Ltd., Oshawa
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wheeler & Rain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg

Pipe, Lead
Canada Metal Co., Toronto
Hoyt Metal Co., Toronto
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Pipe, Stove
Collins Mfg. Co., Toronto
Soren Bros., Toronto

Pipe, Rain Water Conducter
Canada Metal Co., Toronto

Planters, Corn
Otterville Mfg. Co., Otterville, Ont.

Planters and Diggers, Potato
The Bateman-Wilkinson Co., Ltd., Toronto, Ont.

Pliers, Cutting
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Pliers, Combination
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Barcalo Mfg. Co., Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.

Plowshares
D. Ackland & Son, Winnipeg

Plugs, Rubber
Canadian Consolidated Rubber Co., Montreal

Plumbers' Supplies
John Stevens Co., Ltd., Winnipeg, Man.

Plumbers' Supplies, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.

Plumbers' Tools
Barcalo Mfg. Co., Buffalo, N.Y.
J. H. Williams & Co., Brooklyn, N.Y.

Planes
Cayerhill, Learmont & Co., Montreal
Stanley Rule & Level Co., New Britain, Conn.
Stewart Spiers, Ayr, Scotland.

Polishes
Stuart & Foster, Toronto.
Vlit Mfg. Co., Montreal, Que.

Polishes, Auto and Furniture
D. Ackland & Son, Ltd., Winnipeg, Man.
Buffalo Specialty Co., Buffalo, N.Y.
Channell Chemical Co., Ltd., Toronto.
Imperial Oil Co., Ltd., Toronto.
Stuart & Foster, Toronto.
Saunders & Co., Montreal, Que.
Vlit Mfg. Co., Montreal, Que.

Polishes, Brass
Stuart & Foster, Toronto.

Polishing Heads
Goodell-Pratt Co., Greenfield, Mass.

Polish, Silver
Stuart & Foster, Toronto.

Polishes, Knife
Jno. Oakey & Sons, London, Eng.
Stuart & Foster, Toronto.

Polish, Cream, Metal
Stuart & Foster, Toronto.

Poles, Electric Light
Northern Electric Co., Montreal

Pole Line Material
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal
Pedlar People Ltd., Oshawa
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Pony Kars
J. E. Beauchamp & Co., Montreal, Que.

Post Hole Diggers
Otterville Mfg. Co., Otterville, Ont.

Poultry Netting
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton
A. C. Leslie & Co., Ltd., Montreal
B. Greening Wire Co., Ltd., Hamilton.

Powder, Gun
Hercules Powder Co., Delaware.

Poultry Leg Bands
Rideau Specialty Co., Smith's Falls, Ont.

Pulls
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Stover Mfg. & Engine Co., Freeport, Ill.

Pumps
Beatty Bros., Ltd., Fergus
Can. Foundries & Forgings, Ltd., Brockville, Ont.
R. McDougall Co., Ltd., Galt.
F. E. Myers & Bro., Ashland, Ohio.
Steel Trough & Machine Co., Ltd., Tweed, Ont.

Pumps, Hand and Power for Paints, Oils, Oil and Gasoline
The S. F. Bowser Co. of Canada, Ltd., Inc., Toronto, Ont.

Pumps, Curb, for Oil and Gasoline
The S. F. Bowser Co. of Canada, Ltd., Inc., Toronto, Ont.

Pumps (Electric)
Hurley Machine Co., Ltd., Toronto.

Pump Oilers
Cannon Oiler Co., Keithsburg, Ill.

Punches, Centre Drive, etc.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.

Punches, Ticket
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Putty
Brandram-Henderson, Montreal.
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Canada Paint Co., Montreal
Benjamin Moore & Co., Ltd., Toronto
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Can. Foundries & Forgings, Ltd., Brockville, Ont.

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Goodell-Pratt Co., Greenfield, Mass.

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Sanderson-Harold Co., Ltd., Paris, Ont.
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Barton Netting Co., Ltd., Windsor, Ont.
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Enterprise Mfg. Co., Sackville, N.B.
Jas. Stewart Mfg. Co., Woodstock, Ont.

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Harrington & Richardson Arms Co., Worcester, Mass.

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Parmenter Bulloch Co., Gananoque, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

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The Union Iron & Metal Co., Ltd., Toronto.

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The Alpine Chemical Co., Ltd., Toronto.

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Bird & Son, Hamilton, Can.
Barrett Co., Ltd., Toronto, Ont.
Bishopric Wall Board Co., Ltd., Ottawa, Ont.
Brantford Roofing Co., Ltd., Brantford, Ont.
Canadian Roofing Co., Ltd., Windsor, Ont.
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Alex. McArthur & Co., Montreal, Que.

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Canadian Asbestos Co., Montreal, Que.

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Plymouth Cordage Co., North Plymouth, Mass.
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Fred Smith, Toronto, Ont.

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The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Rules, Spring Joint
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Rules, Board and Log
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Renfrew Scale Co., Ltd., Renfrew, Ont.
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Canadian General Electric Co., Toronto.
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A. C. Leslie & Co., Montreal, Que.
Dominion Sheet Metal Co., Hamilton.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
B. & S. H. Thompson, Montreal, Que.

Ships' Bottom Composition
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Canadian Shovel & Tool Co., Hamilton, Can.

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Coleman Fare Box Co., Toronto.

Shingle Stains
The Alpine Chemical Co., Ltd., Toronto.
British America Paint Co., Ltd., Victoria, B.C.
Sturgeons, Ltd., Toronto.

Sifters, Ash
Furnival & Co., Toronto.
J. Samuels & Co., Toronto.

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Skis
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Sifters, Ash
Collins Mfg. Co., Toronto, Ont.
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Canada Metal Co., Toronto
Hoyt Metal Co., Toronto
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Anglo-Canadian Leather Co., Toronto.
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Plewes Ltd., Winnipeg, Man.

Soot, Destroyer
Canada Witch Co., Ltd.
Monerieff & Endress, Ltd., Winnipeg, Man.

Soap Dishes
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Spades
Canadian Shovel & Tool Co., Hamilton, Ont.

Spark Plugs
The Canadian National Carbon Co., Ltd., Toronto
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Canada Sales Co., Toronto, Can.
Great West Electric Co., Ltd., Winnipeg, Man.
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Dominion Battery Co., Ltd., Toronto, Ont.
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Sharp Spark Plug Co., Cleveland, Ohio.
Walker, Vallance, Limited, Hamilton, Ont.

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Steel Co. of Canada, Ltd., Hamilton
Western Wire & Nail Co., London

Steel Wool
The American Steel Wool Mfg. Co., New York.

Stoneware
Medalta Stoneware, Ltd., Medicine Hat, Alta.

Store Fixtures
Cameron & Campbell, Toronto.

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Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.
Canada Foundries & Forgings, Brockville.
Canada Stove & Foundry Co., Ltd., St. Laurent, Montreal, Que.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Enterprise Foundry Co., Sackville, N.B.
The Empire Stove and Furnace Co., Ltd., Owen Sound.
Findlay Bros. & Co., Ltd., Carleton Place, Ont.
The Galt Stove & Furnace Co., Ltd., Galt, Ont.
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Hall, Zyrd Foundry Co., Ltd., Hespeler, Ont.
The Hamilton Stove & Heater Co., Hamilton, Ont.
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The Detroit Vapor Stove Co., Detroit, Mich.

Stoves, Fireless Cook
Louis McLain Co., Ltd., Winnipeg, Man.
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Stoves, Gas and Coal
The Gurney Foundry Co., Ltd., Toronto.
The Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.

Stoves, Gasoline
National Stamping & Electric Works, Chicago

Stove Lining
Geo. W. Reed, Montreal.

Stove Pipe
Collins Mfg. Co., Toronto
Thos. Davidson Mfg. Co., Ltd., Montreal.

Steel Bands
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

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Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
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The Fram Mfg. Co., Ltd., Birmingham, Eng.

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American Pad & Textile Co., Chatham

Burlington Windsor Blanket Co., Toronto.

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Canadian General Electric Co., Ltd., Toronto
Great West Electric Co., Ltd., Winnipeg, Man
Northern Electric Co., Montreal.

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Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont
R. McDougall Co., Ltd., Galt, Ont.

Tanks, Galvanized Steel
Steel Trough & Machine Co., Ltd., Tweed, Ont.
Winnipeg Ceiling & Roofing Co., Winnipeg

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Tanks and Pumps, Lubricating Oil Storage
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Butterfield & Co., Rock Island, Que.
Pratt & Whitney Co. of Canada, Ltd., Dundas
Wells Bros. Co. of Canada, Galt, Ont.

Tap Holders
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa

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Pratt & Whitney Co. of Canada, Ltd., Dundas
Wells Bros. of Canada, Galt

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Dunlop Tire & Rubber Goods Co., Ltd., Toronto

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The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Tapes, Measuring
Caverhill, Learmont & Co., Montreal
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
L. S. Starrett Co., Athol, Mass.

Tapes, Pocket
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

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Scythes & Co., Ltd., Toronto, Ont.

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Landers, Frary & Clark, New Britain, Conn.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

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Scythes & Co., Ltd., Toronto, Ont.
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Tin Plate
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North Bros. Mfg. Co., Philadelphia, Pa.
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D. Ackland & Son, Winnipeg
Jardine & Co., Ltd., A. B., Hespeler, Ont.

Tool Cabinets
Eagle Mfg. Co., Hamilton, Ont.

Tools, Garden
The Bateman-Wilkinson Co., Ltd., Toronto, Ont.
Coleman Fare Box Co., Toronto, Ont.
Eureka Planter Co., Woodstock
Ward & Payne, Sheffield, Eng.

Tools, Harvest
Beatty Bros., Ltd., Fergus, Ont.
F. E. Myers & Bro., Ashland, O.

Tools, Hay
Louden Machinery Co., of Canada, Ltd., Guelph.

Tools, Logging and Lumbering
Canadian Warren Axe & Tool Co., St. Catharines
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Coleman Fare Box Co., Toronto.
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Conron MacNeal Co., Kokomo, Ind.
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Tools, Small
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Traps, Game
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Oneida Community, Ltd., Niagara Falls, Ont.

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Beatty Bros., Fergus, Ont.

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Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn
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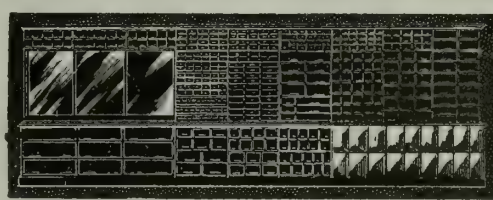
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This situation, according to J. W. Dafoe in the May issue of MACLEAN'S MAGAZINE, explains much that has developed at Versailles. Further, it contains the promise of a close *rapprochement* between the two great English-speaking democracies for all time to come.

Mr. Dafoe has contributed a remarkably interesting article to this number of MACLEAN'S, lifting the curtain on many of the puzzling situations that have arisen overseas. As the editor of the Manitoba *Free Press,* he is the dean of Canadian newspapermen; as the representative of the department of Public Information on the Canadian Mission to the Peace Conference, he was in a special position to learn what was transpiring. He tells of the really big part that Canada has played in the Proceedings and points out that Canada's status as a nation was firmly established in the eyes of the world when she was allowed separate representation.

A Dozen Other Features---Nationally Important

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"SOLVING THE PROBLEM OF THE ARCTIC"
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"ORGANIZING FOR PEACE"
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"THE CANADIANS IN SIBERIA"
—By Capt. W. E. Dunham

A graphic story of what our forces did in combatting the Bolsheviki, by an officer who has just returned.

"SAFE IN THE SADDLE"
—By J. K. Munro

A review of affairs at Ottawa in which the opinion is expressed that Union Government for the time being is safely entrenched.

The National Idea

The articles in this issue of MACLEAN'S reflect the national idea—Canada's part in the Peace Conference, the political situation at Ottawa, the exclusive report of Stefansson's national explorations, the national organization of our returned men, the work of our forces in Siberia. The reader of MACLEAN'S gets a broad idea of what Canada as a whole is doing. The value of this issue— and of all issues —is very great, therefore, from an educational standpoint.
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Events of War Foretold by Stars.
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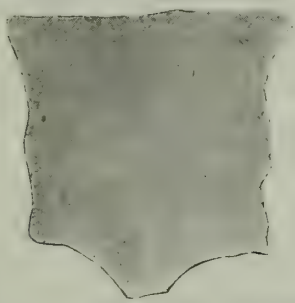
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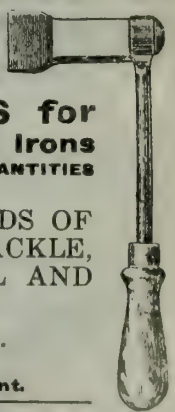


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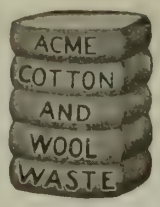
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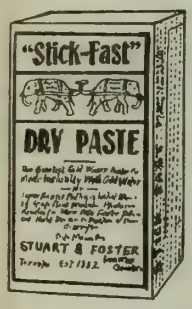
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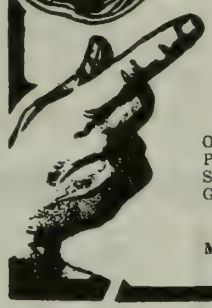
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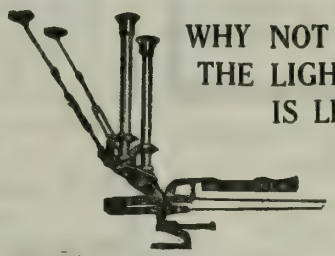
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All numbers from No. 8 to 140, also FF, and F, Flour Emery, English Blue Twill Emery Cloth, and English White Back Emery Cloth. All numbers.

Prices on Application. *Immediate Shipment.*

JAMES HUTTON & CO.
706 Shaughnessy Building - MONTREAL



WHY NOT BENEFIT BY THE LIGHT WHEN IT IS LET IN?

Our Cash Carriers will enable your selling staff to devote more time to customers, and to serve them more promptly. In other words, the staff can do more business when Gipe-Hazard Carriers are used than it is possible to do without them which, when properly interpreted, means greater profits for the merchant and better satisfied customers.
Too, there is not to be forgotten the saving of labor, and the avoidance of the disagreeable feature of salesmen having to crowd between persons when going to and from the place of change making.

Write for that circular.

GIPE-HAZARD STORE SERVICE CO., LTD.,
113 Sumach Street
Toronto, Ontario, Canada

BRANTFORD

The Superior All Round

GLUE

You'll find that Glue sold in packages meets with much favor with the consumer—that's "Brantford" Glue. Very economical. Put up in ¼, ½ and 1 lb. packages. Buy from your jobber.

CANADA GLUE CO., Limited - - Brantford, Ontario.

Why the Head Engineer Stands by
"Maple Leaf" Belting

Why the Head Engineer stands by "MAPLE LEAF" BELTING. The celebrated "Maple Leaf" Brand stitched cotton duck belting can be relied upon. It is a uniformly good belting, and the margin of profit has made "Maple Leaf" Belting popular with the hardware trade. Write us to-day.



The Dominion Belting Co Limited
Hamilton Canada

KING OF THE FIELD



Corn and Bean Planter

The Farmer "swears by it," having used it and knowing that it works easily and accurately.

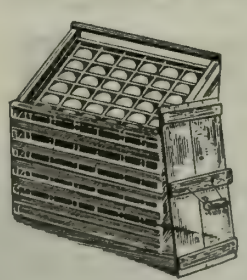
Also made with Pumpkin Seed Fertilizer Attachments.

The season is here. Put in your stock now, and be able to fill the demand for "King of

OTTERVILLE MFG. CO., Limited
OTTERVILLE, ONT.

EGG CASE FILLERS and EXTRA FLATS

For 30 Doz. Egg Cases



And 12 Doz. Egg Crates

The 12 Dozen Crate

THE MILLER BROS. CO., LTD., 20-38 Dowd St. Montreal, Que.



TRADE MARKS

Any trade-mark shown on this page, when stamped on an article of hardware, is the manufacturer's personal "O.K.," guaranteeing the quality of the product.

BRASS CHECKS

Drop a card for prices and particulars.

HAMILTON STAMP & STENCIL WORKS, LTD
HAMILTON, ONT.

Hockey Stick Specialists

Our Field and Ice Hockey Sticks are made out of the best grade Second Growth air-seasoned ROCK ELM. Quality, Shape and Finish unexcelled. They Look Well, Sell Well and Last Well.

St. Marys Wood Specialty Co., Ltd.
St. Marys, Ont., Canada

BATH ROOM FITTINGS

K NIAGARA
KINZINGER, BRUCE & CO., LIMITED
NIAGARA FALLS, CANADA
WHAT WE MAKE WE GUARANTEE

AUTO ACCESSORIES

TRADE SAWYER MARK Registered
STITCHED CANVAS BELTS
"THE QUALITY BELT"
PLEWES LIMITED, Distributors, WINNIPEG
A good concern to do business with

STERLING

Hack Saw Blades and Machines
Manufactured by
Diamond Saw & Stamping Works
BUFFALO, N.Y.

DOON TWINES, LIMITED

KITCHENER, ONT.

Manufacturers of all kinds of Twines and Cordage, Plow Lines, Clothes Lines, Ropes, etc. Write for samples and prices.

MILLS AT DOON, and KITCHENER, ONT.

FOR THE FINEST···BUY AN R·M
ASK FOR SAMPLES & PRICES
GASOLINE MANTLES
R M BAG
JUNIOR R-M-BAG
RECOGNIZED AS THE STANDARD MAKE
FOR LIGHTING SYSTEMS FOR HANGING LAMPS AND LANTERNS.
R.M.Moore & Co. Ltd. VANCOUVER B.C.
PACIFIC COAST MANTLE FACTORY

The PARMENTER BULLOCH CO., Ltd.

GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

BRITANNIC MILLS

Manchester England

Blue Twill Cloth
D
ROCHERS
Emery Grains & Flour
Made from Pure Turkish Rock
De Ro Brand
Canadian Distributors
DesRochers, Limited Montreal, Que

CANADIAN CANOES

All Wood and Canvas Covered
Catalogue "H" on request
THE CANADIAN CANOE COMPANY LIMITED
276 RINK STREET PETERBOROUGH ONT.

TENTS, AWNINGS

FLAGS ALL SIZES, ALL KINDS

Lumbermen's, Sportsmen's, Hunters' and Campers' Complete Outfits. Clothing, Footwear, Supplies and Accessories.

Send Postcard for Catalogue

GRANT, HOLDEN, GRAHAM LTD.
OTTAWA, CANADA

DENNISTEEL

Made in Canada
Lockers for Factories Stores, Offices Etc.
THE DENNIS WIRE AND IRON WORKS CO. LIMITED
LONDON

NCH
Manufacturers of Builders' Hardware, Castings and Steel Stampings.
NATIONAL HARDWARE CO. LIMITED
ORILLIA ONTARIO. CANADA

PETERBOROUGH CANOES

We make Canvas Covered and All Wood Canoes Skiffs, Motor Boats and Toboggans

The Peterborough Canoe Co., Limited
Peterborough, Canada

THE ORIGINAL RUBBER PUTTY

Vulcanizes without heat. Repairs tires, tubes, hot water bottles. Put up in three sizes: 25, 50, 150. Dealers wanted.

"TITE WAD"
"STICKS LIKE A BULL-DOG"

E Schofield, 620 Dominion Bank Bldg., Toronto

SIDEWALK TOOLS

Rollers, Pounders, Jointers, Edgers, Letters and Figures for cement walks.

WRIGHT TOOL COMPANY
21 West Ave. North HAMILTON, ONT.

MILBRADT LADDERS.



are made in many styles and to fit all kinds of Shelving.

Write to J. H. Ashdown Hardware Co. Ltd., Winnipeg; Marshall-Wells Co. Ltd., Winnipeg; or direct for Catalogue and Prices.

John Calander Mfg. Co.
153 E 13th Street,
ST. PAUL, MINN., U.S.A.

BEAR BRAND LAMP BLACKS
A Germantown of quality that gets big business
WILCKES, MARTIN, WILCKES CO.
133 WILLIAM ST. NEW YORK

STOVE MICA

All sizes of Clear Mica in stock for immediate shipment.

Price List on Application

Mica Company of Canada, Limited
P.O. Box 156, Hull, Que.

When all Automotive Engines are built alike, you will be able to sell one grade of oil to all your customers. Until then, you can supply Scientific Lubrication only through —

Gargoyle Mobiloil "A"
Gargoyle Mobiloil "B"
Gargoyle Mobiloil "BB"
Gargoyle Mobiloil "E"
Gargoyle Mobiloil Arctic

Make no mistake about that



Mobiloils

A grade for each type of Service

IMPERIAL OIL LIMITED

Manufacturers & Marketers of POLARINE MOTOR OILS & GREASES
Marketers of *Gargoyle Mobiloils* in Canada
BRANCHES IN ALL CITIES

Keep Your Stock Spotless

THERE is no feature of your store service more important than the cleanliness of your merchandise. All customers prefer to trade with the cleanest store. You cannot keep dust out of your store, but you can effectively control it and keep it off your goods by using—

STANDARD Floor Dressing

When you use the old-fashioned duster you merely displace dust, whereas Imperial Standard Floor Dressing definitely *lays* and *holds* 90% of all atmospheric dust. Dust cannot rise where Imperial Standard Floor Dressing is used.

Imperial Standard Floor Dressing cleans and preserves the surface of wood, linoleum and oil cloth. A single gallon suffices for 500-700 square feet of space and lasts for several months. It may be applied with an ordinary floor sprayer.

Imperial Standard Floor Dressing will not only help you to keep a brighter and more attractive store, but it will also bring you a new source of business. Your store and stock will demonstrate to neighboring merchants its cleansing, dust-preventing qualities, and they will want some, too.

Imperial Standard Floor Dressing is sold in one and four-gallon cans, also half-barrels and barrels.

IMPERIAL OIL LIMITED

BRANCHES IN ALL CITIES



DUNLOP TIRES —EVERYWHERE

¶ Dunlop Traction Tread can be bought in a greater number of garages than any other tire. Same with all the rest of the "Two Hands" Tire family: Dunlop Cord — "Traction" and "Ribbed;" Dunlop Fabric—"Traction," "Special," "Ribbed," "Clipper," "Plain."

¶ Any place that is good enough for you to drop into in search of a casing, tube or some gasoline, oil or free air, is a good enough place for us to sell Dunlop Tires. In these days when tire service is priceless—it is something to know that Dunlop Distribution is of the most far-reaching character—the most successful "Tire-When-It's-Wanted" co-operation ever achieved in Canada.

Dunlop Tire & Rubber Goods Co., Limited

Head Office and Factories : TORONTO

Branches in the Leading Cities.

Tires for all purposes, Mechanical Rubber Products and General Rubber Specialties.

A115

"Masters of the Road"

Read the Results this

Here's his letter –

P. O. Box 675

Telephones:
Store 2456
Office 3126
Warehouse 3879

HEWITT & BLACK, LIMITED

WHOLESALE AND RETAIL HARDWARE
COMPLETE STOCK OF
SHELF AND HEAVY HARDWARE, ENAMELWARE, PAINT
PLUMBING, ETC.

STORES AT MEDICINE HAT, MANYBERRIES AND ORION, ALTA.

MEDICINE HAT, Alta., Canada

April 26th.1919.

Oak Tire & Rubber Co.,
Toronto. Ont.

Gentlemen:-

On the 18th., of last December we placed a pair of your Royal Oak tires on the drive wheels of our ford delivery truck. This is an ordinary touring car Ford with a box for delivery placed on the rear. After running these tires 5,750 miles we find one tire in perfect shape and looks as if it would run a few more thousand miles without giving any trouble, the other tire is just as good, but met with an accident in having the rubber cut with a piece of glass, which necessitated us sending this to be repaired by a vulcanizer. This vulcanizer is not interested in these tires and quite unsolicited said," I do not know where you got that casing, but that is the best casing I ever had in my moulds."

We feel so delighted with the results we are having with these casings, we cannot help expressing it and letting you know our experience with the Royal Oak tire. Those we have sold to Consummers and Retail stores, we have had no report on as they have not been out long enough to get this.

We have much pleasure in letting you know the favorable results we had with these casings, as we feel it is due to every manufacturer to hear some of the bright side of his manufactured products as well as hearing some of the faults.

Yours very truly,
Hewitt & Black Limited.
R C Black

RCB/T.

ROYAL O

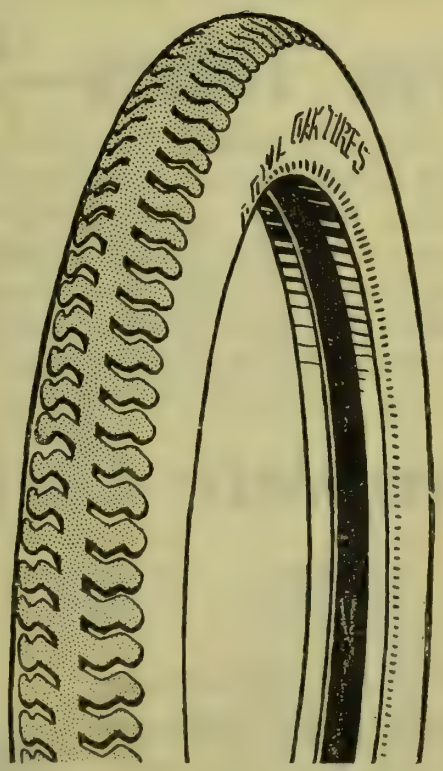
Hardware-Man Got!

WHEN a hardware man without solicitation says, "5,700 miles and looks like a few thousand more" and a Vulcanizer—"the best casing I ever had in my moulds," you can rest assured that Royal Oaks will serve well both you and your customers.

Sell them—and you will surely profit.

If you are not familiar with Royal Oaks, drop us a line to-day. We will endeavor to explain every feature about them.

Now is a good time to get acquainted. Write to-day to our Head office.



Oak Tire & Rubber Co.
Limited

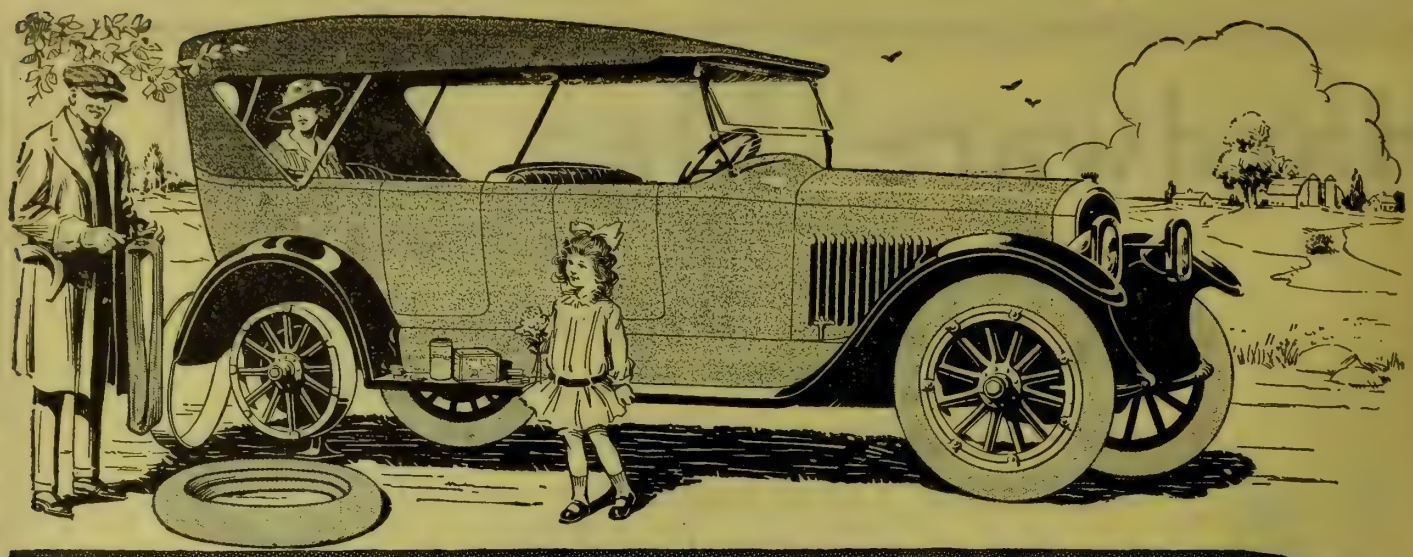
Factory - Oakville
Ontario

Head Office:
19 Dundas Street East
Toronto

Winnipeg Branch:
120 Lombard Street



AK TIRES



Repairs Punctures in 5 Minutes

Over 1,000,000 Motorists now use the Shaler 5-Minute Vulcanizer for repairing tube punctures, cuts, etc. Every Motorist should carry this convenient tube vulcanizer in his tool box, for emergency use on road or repairing tubes at home.

Saves Tubes—Saves Repair Bills

Repairs tubes—as good as new. It's easy and inexpensive. *The Shaler works automatically*—and without fail. Just touch a match to the non-flaming chemical fuel. In five minutes you have a firm, flat, "feather-edge," permanent repair—stronger than any "stuck on" patch—stronger than the tube itself. No gasoline, cement or flame, and no danger of injuring the tube. It works in the wind, in any weather, anywhere. The heat is applied directly to the pure gum patch and does not extend to the tube itself.

Complete Outfit Only $2.00

The outfit includes, the Vulcanizer—12 Patch-&-Heat Units (6 round for punctures, and 6 oblong for cuts)—complete $2.00. Extra Patch-&-Heat Units $1.00 per dozen.

SHALER

5 Minute Vulcanizer



Sold By All Accessory Dealers and Jobbers

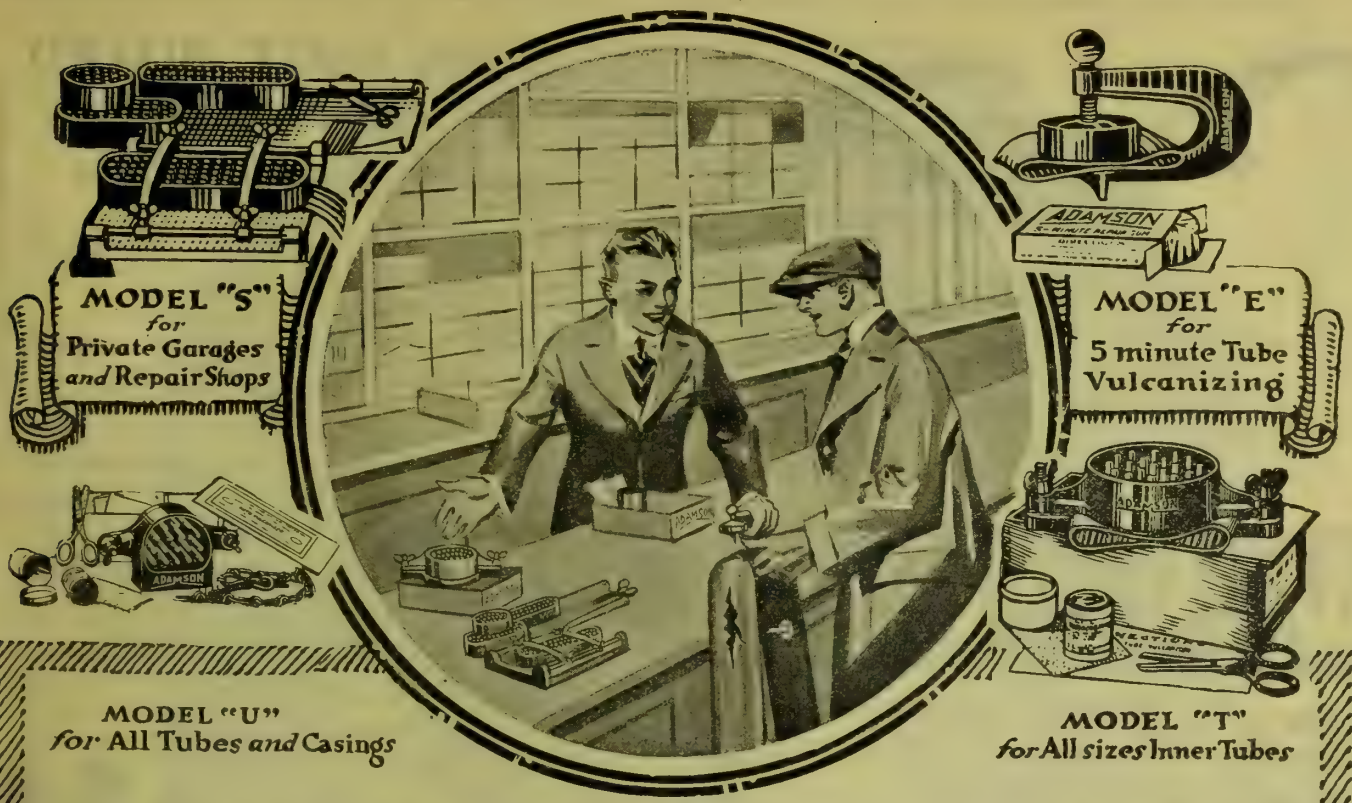
To Dealers To insure shipments—it is advisable to order from your jobber now. The great demand has exceeded our factory capacity, and shipments will be made according to priority in receipt of orders.

Catalog of the Complete Shaler Line of Vulcanizers for Motorists Repair Shops and Garages mailed on request.

C. A. Shaler Company

1504 Fourth Street **Waupun, Wisconsin**

Oldest and Largest Manufacturers of Vulcanizers



SELL HIM WHAT HE NEEDS

AID your customer in his fight against Tire Expense, by getting in the "Adamson Line"—a true and tried Vulcanizer for every repair a motorist can make.

Remind him that every Adamson model uses that dependable and reliable fuel, Common Gasoline—easy to get, and easy to use. *Tell him* about the new Dry Fuel feature of Model "E" for repairing tube punctures in 5 minutes. *Show him* Adamson Repair Gum, the One material for best results with Any portable vulcanizer. *Sell him* the Adamson outfit he needs—Inexpensive to buy and use. Simple in operation, and Sure t of all in results.

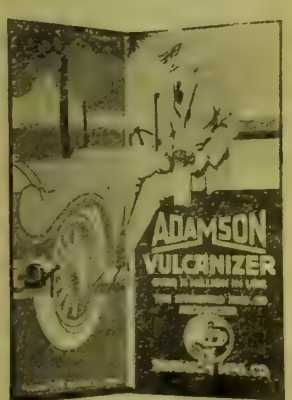
NEW PRICES ON

ADAMSON VULCANIZERS

Outfits—
$1.50, $2.50,
$3.50, $17.00

Outfits—
$1.50, $2.50,
$3.50, $17.00

First Line of Defense for the Motorist



Let us send you this store display and other Sales Helps

Loose treads, blow-outs and short mileage are caused by cuts in the tread and side-wall, which let moisture and dirt into the fabric to rot and weaken it.

Help your customer to stop tire waste and increase tire mileage, by selling him an Adamson Model "U" to heal these injuries and protect the fabric, the only sure and lasting way —by vulcanization.

We are telling your customers that you sell Adamson Vulcanizers—are we right?

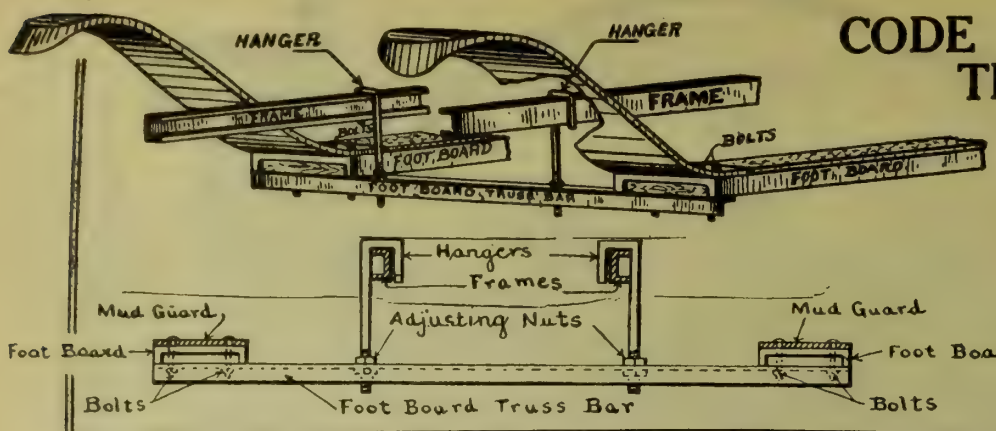
Sold by all Jobbers

Adamson Manufacturing Co.
HAMILTON, CANADA

We also make Adamson Brake Shoes, Lined and Unlined and Cutouts for Ford Cars.



Sell Adamson Repair Gum for best results with any Vulcanizer



CODE FOOT BOARD TRUSS BAR

for Ford Cars

Increases the life of the car. Can be attached by any one in a few minutes. Costs a trifle. Meets a popular demand. A quick seller with good profits.

At your Jobber's

The J. H. Hanson Co., Limited
MONTREAL, QUE.
The Western Specialty Co.,
WINNIPEG, MAN.

William Penn MOTOR OIL

A body for every make and type of motor car and tractor—

Extra Heavy, Heavy, Medium, Light, Cold Test

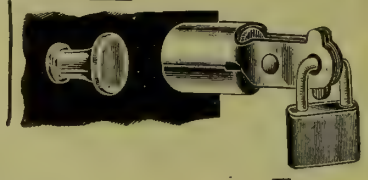
made of Pennsylvania stocks—admittedly the best in the world—to specifications determined by years of experience catering to Western Canadian needs.

Write our nearest office for chart showing which one of these oils you should use.

4

Continental Oil Company LIMITED

WINNIPEG BRANDON ST. BONIFACE — REGINA SASKATOON SWIFT CURRENT — CALGARY CAMROSE LETHBRIDGE



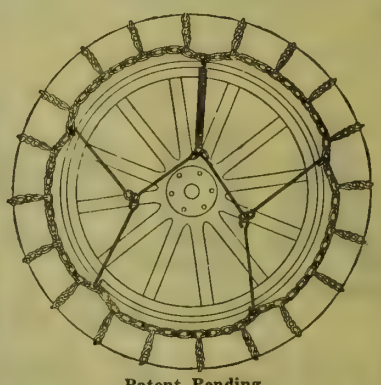
Sell this Vest Pocket Lock for Chevrolet Cars

Every Chevrolet owner will want this lock. Easy and simple to operate. Inexpensive.

Dealers, write us.

Manufactured by
HOMER & WILSON
1-5 Lancaster Street, HAMILTON





Patent Pending.

Keep your chains from running too loose with

Merchant's Anti-Skid Chain Tightener

$1.00 PER PAIR

Catching the chain at five points gives even tension all around. You can not lose chains and yet the chains are allowed to creep around wheels. Simple, light, neat, compact, durable — easily carried and easily applied. Can be used on any tire. If your dealer can't supply you, write us direct.

M. H. MERCHANT CORP., 236 Emma Street, Syracuse, N. Y.

CANADIAN ROLLING MILLS CO., LIMITED

WORKS: LACHINE CANAL, MONTREAL

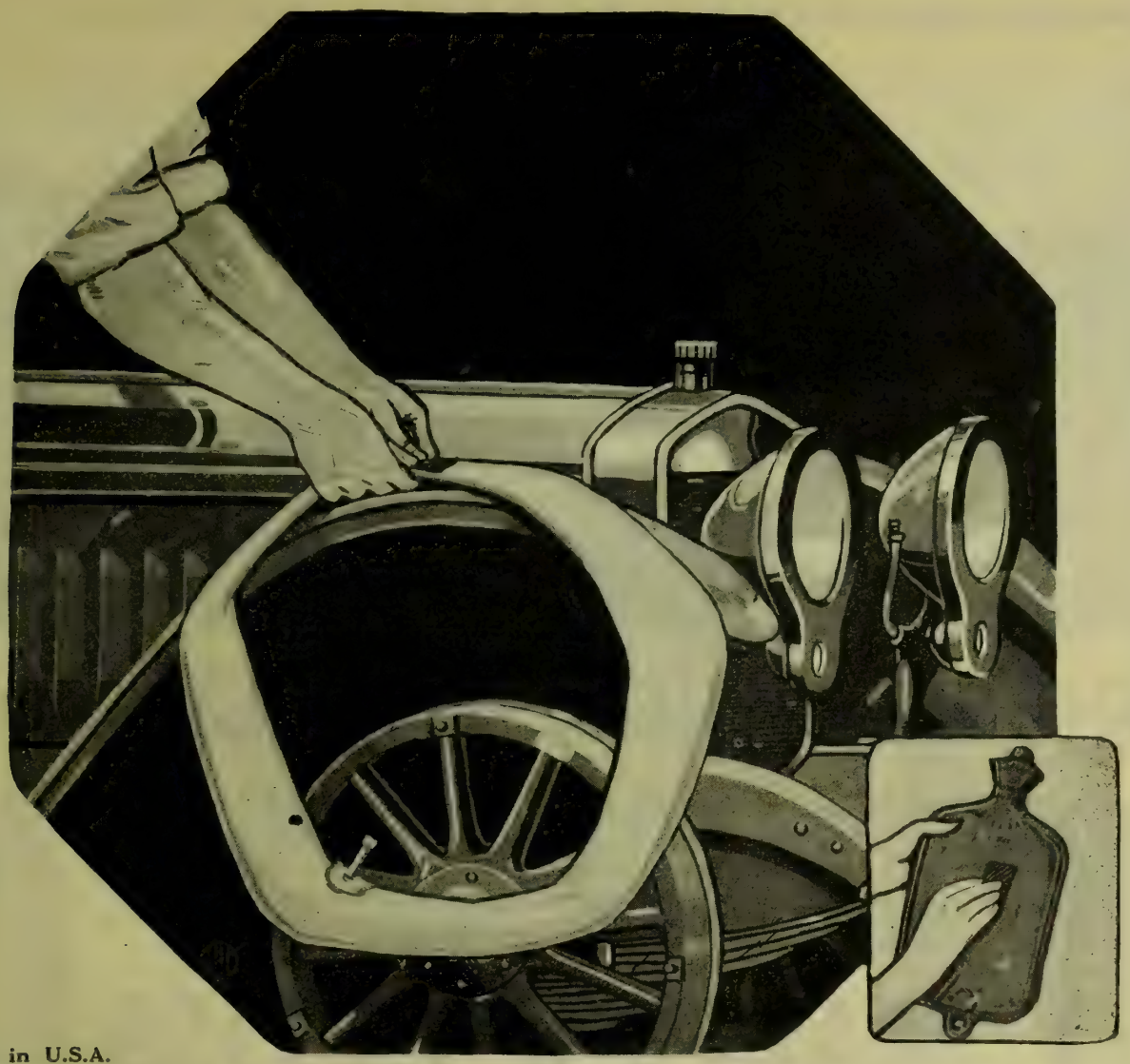
Manufacturers of

BAR IRON and STEEL: Rounds, Squares and Flats

Also Twisted Steel Bars for Reinforcing

SELLING AGENTS:

CANADIAN TUBE & IRON COMPANY, Limited, MONTREAL



Patented in U.S.A.

50c - $1.00 - $1.50



A Guaranteed Permanent Repair!

HANDY, ready, easy to use, Wood's Everloc Tire Patch, the original, khaki-backed, self-vulcanizing. Applied in 3 minutes. Keeps leaks absolutely air-tight. Guaranteed to permanently repair punctures or blowouts up to 17 inches in length. No heat, tools, experience required. 50c, $1.00, $1.50.

DEALERS:- Your jobber has a good proposition for you. Or write us.

Wood's Everloc Tire Patch is patented in the U.S.A.

W. C. WOOD COMPANY

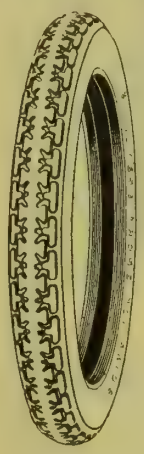
74 WESTERN AVENUE Dept. E MINNEAPOLIS, MINNESOTA

Special Garage Size: 20" x 28"

WOOD'S EVERLOC TIRE PATCH



WHO SELLS THE MOST TIRES?



The new Non-Skid Tread

The Dealer who sells the most tires, is the one who sells those that give perfect satisfaction—because he gets the repeat business that always follows. Don't waste time trying to sell tires you buy because you get a big discount, but stock up with Tires that have a good reputation.



Paragon Tread

MALTESE CROSS TIRES

are giving supreme satisfaction to thousands of motorists every day. Are YOU preparing to secure your share of the increased business that is coming to sellers of Maltese Cross Auto Goods?



Plain Tread

TREADS

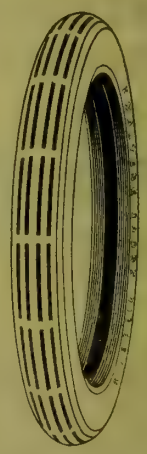
NON-SKID	RIBBED
PARAGON	PLAIN

WRITE FOR PRICES AND TERMS

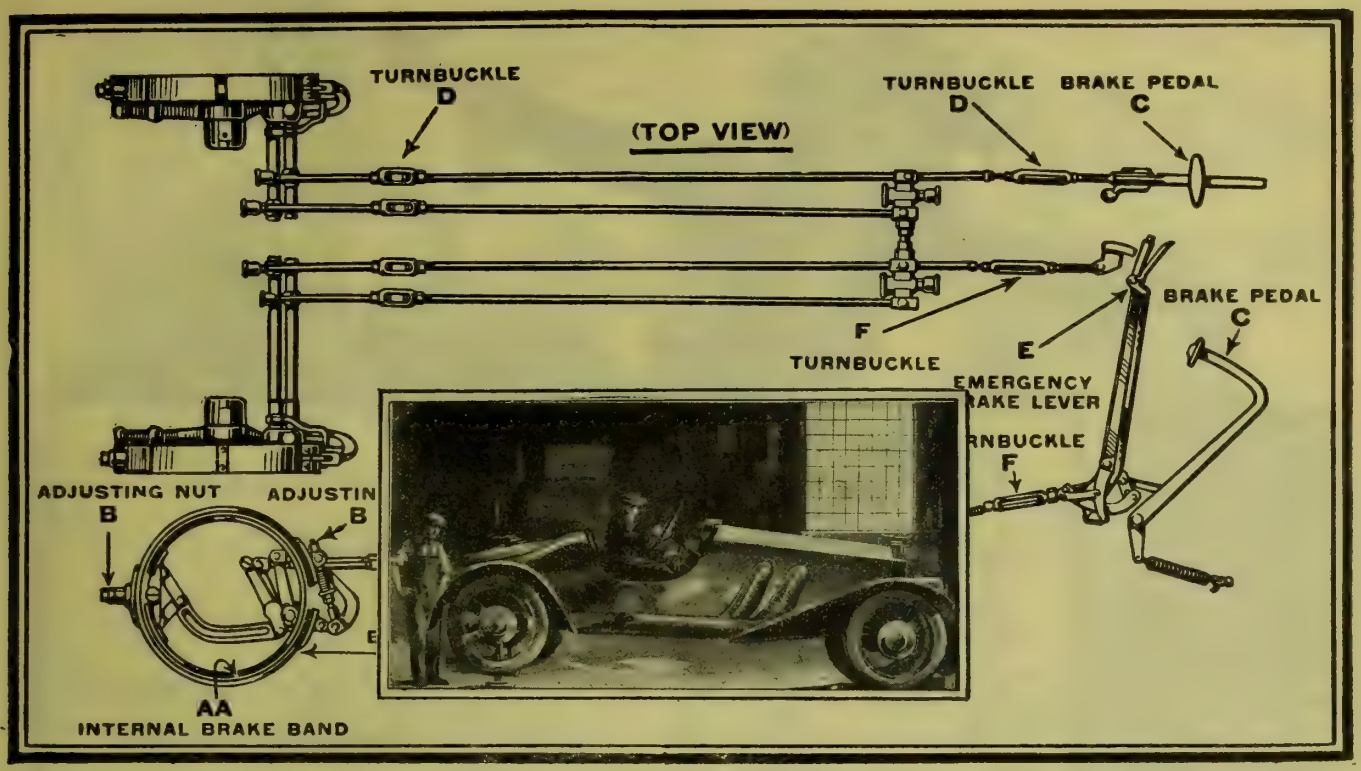
Gutta Percha & Rubber, Limited

Head Offices and Factory, TORONTO

Branches:—Halifax, Montreal, Ottawa, Toronto, Ft. William, Winnipeg, Regina, Saskatoon, Edmonton, Calgary, Lethbridge, Vancouver, Victoria



The new Ribbed Tread



The above diagram is a part of the new Thermoid Brake Inspection Chart

Making brake inspection simple and easy

AS the result of the Brake Inspection Movement last year, many thousands of motorists were induced to go to their dealers and have their brakes inspected at regular inter.als. This year, because of the growth of the movement, there will be thousands of additional motorists having their brakes inspected.

When a motorist comes to you and asks you to inspect his brakes, you know how to do it, of course. But do you know the simplest and best way to test and inspect them?

We have prepared a new chart, carefully worked out by our engineers, and in consultation with practical garage men, that answers just the question your repair man may be asking.

This chart contains a simple diagram and brief instructions for the quickest and most efficient method of inspecting brakes. The diagram of the brake mechanism shown in the above illustration appears on the chart. It will be welcomed by your employees and will assist them to save time.

Shows the structure of Thermoid Brake Lining

This chart also shows in detail the difference between Thermoid Brake Lining and ordinary woven brake lining. A microscopic photograph contrasts the close compact texture of Thermoid with the loosely woven texture of ordinary lining. This close compact texture is the reason why Thermoid has such an ideal gripping surface; it is the reason why Thermoid wears down slowly and evenly while still retaining that same ideal gripping surface until worn to wafer thinness.

The Brake Inspection Chart is mounted on card-board and strung so that it can be hung on your wall. It will be valuable to your employees and interesting to your customers. Free to any garage man or dealer who sells brake lining. Send for your copy to-day.

Thermoid Rubber Company

Factory and Main Offices
Trenton, N. J.

New York Chicago San Francisco Detroit
Los Angeles Philadelphia Pittsburgh
Boston London Paris Turin

Canadian Distributors

The Canadian Fairbanks-Morse Company, Limited, Montreal. Branches in all principal Canadian Cities

Every foot of Thermoid is backed by ***Our Guarantee: Thermoid will make good—or WE WILL.***







Makers of "Thermoid-Hardy Universal Joints" and "Thermoid Crolide Compound Tires"

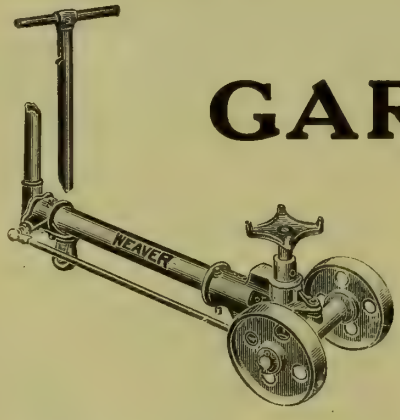


Quality Batteries at Reasonable Prices and Good Profits

The superior construction and quality of North Star Batteries will steadily pull sales and increase business for *you* by the repeat order route.

All good jobbers sell them.

CANADA DRY CELLS, LIMITED. WINNIPEG, CANADA.



WEAVER GARAGE AND SHOP EQUIPMENT

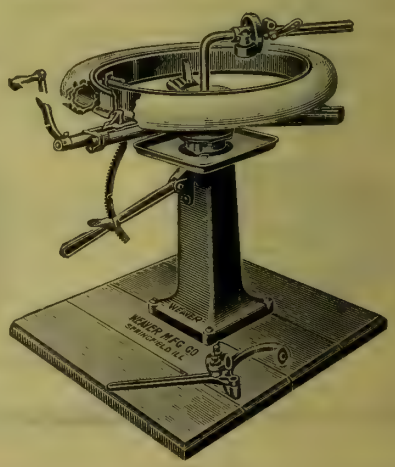
The requirements of the garage and repair shop have been carefully studied and diagnosed by the manufacturers of this line with the result that the various difficulties and contingencies that arise in the handling and repairing of automobiles can now be disposed of

Quickly and Economically

and with a minimum of labor.

Each device in this very complete line is an article of real merit and a practical necessity to the garage or repair man.

Ask for a copy of the WEAVER BOOKLET and also a copy of our 1919 ACCESSORY CATALOGUE.



GREAT WEST ELECTRIC CO., LTD.

WINNIPEG

Distributors of LACO TUNGSTEN and NITRO LAMPS.

CLASCO

This Trade-Mark is a guarantee of Highest Quality and Workmanship

We specialize in, and our Plant is fully equipped to produce

STEEL and BRASS STAMPINGS of all kinds

Write us for quotations

CANADIAN LAMP & STAMPING CO., LIMITED

Makers of the celebrated CLASCO Lamps for Motor Cars

FORD CITY, ONTARIO

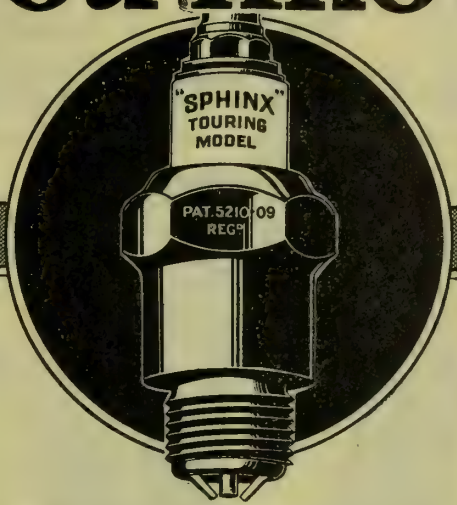
Pressed Steel and Brass Grease Cups
Oil Hole Covers and Oil Cups
Spring Shackle Bolts
Brass Pattern Makers Dowel Pins



Catalogues and Prices Sent Upon Application

The CANADIAN WINKLEY CO., Ltd.
WINDSOR, ONT.

We know and you know



affords an excellent argument why you should sell these world-renowned plugs.

You should sell them because they are guaranteed (without reservation or time limit) to give the fullest measure of satisfaction, remembering that satisfied customers are an asset.

To refer your customers to the Sphinx guarantee is to clinch the sale every time.

Write me, and I will quote you the trade prices which ensure abundant profit on every deal.

Sole Agent for the Dominion:

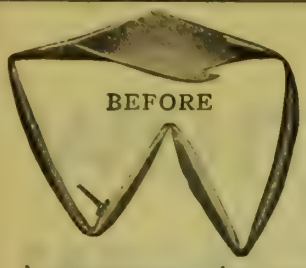
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Manufacturers:

SPHINX MFG. COMPANY
BIRMINGHAM, ENGLAND

'SPHINX'
England's most Durable Plug



"MADE IN CANADA"

Air-Tite Auto Patch

"The Hotter the Road the Tighter It Holds"



GUARANTEED

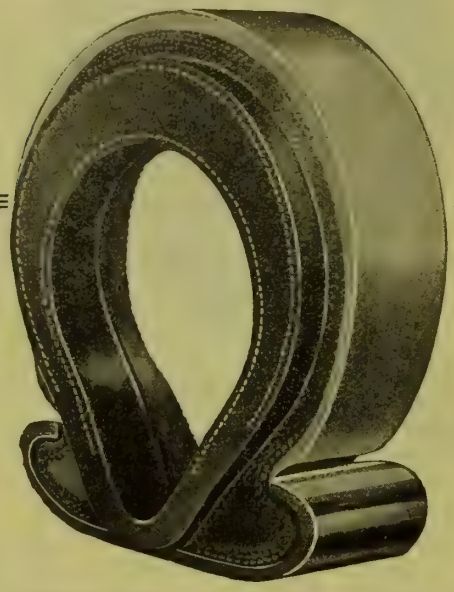
A permanent tube repair for any size Puncture or Blow Out without vulcanizing.

Also recommended on casings, also rubber boots, rubber hose, rubber coats, hot water bottles, etc.

It Positively will not Loosen or Leak

Sold Through the Jobbing Trade — If Your Jobber Does Not Handle it, Write us

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STERNWEAR TUBES are actual money-savers. They last longer than other tubes and reduce blow-outs to a minimum. Actually the strongest and most serviceable part of a tire. Made in all standard sizes.

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TIRES,

Hardware Dealers

Now is Your Opportunity to Beat the Mail Order Houses

30 x 3½ Inner Tubes	$ 1.90
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30 x 3½ Non-Skid Tires	14.65

HUNDREDS OF OTHER SIZES

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Mr. Dealer, we can sell you the most complete line of automobile accessories in Canada at tremendous reductions. Write for our catalogues. Wholesale only.

CROWN CYCLE & MOTOR CO.

319 Craig St. West, MONTREAL

LARGEST WHOLESALE MAIL ORDER HOUSE IN CANADA

MADE IN CANADA

BUFFALO OILS

These are a few of our most staple lines, so well and favorably known throughout Western Canada, and are sold only through reliable merchants.

Special Cylinder Oil for Steam Engines

Harness Oil. Neatsfoot Oil

A Gas Engine Oil (for gasoline engines).

Tractorlene Oil (for oil burning engines).

Ideal Thresher's Machine Oil (for general use).

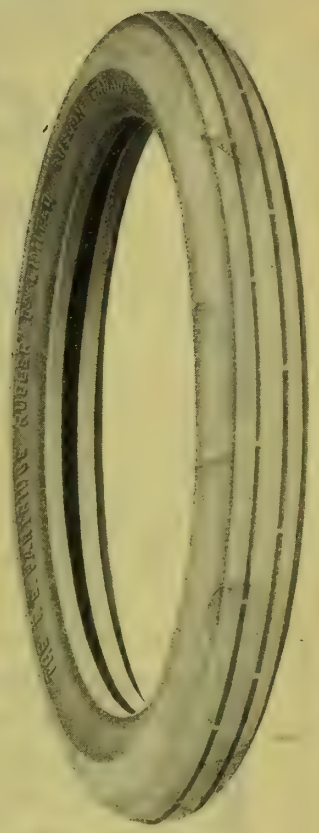
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PRAIRIE CITY OIL COMPANY, LIMITED, WINNIPEG

TIRES, ACCESSORIES AND HARNESS

for the HARDWARE TRADE



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PARTRIDGE TIRES

These tires have stood the test and have made good. We have had no real complaints and few adjustments to make. Partridge Tires are made of the right stuff.

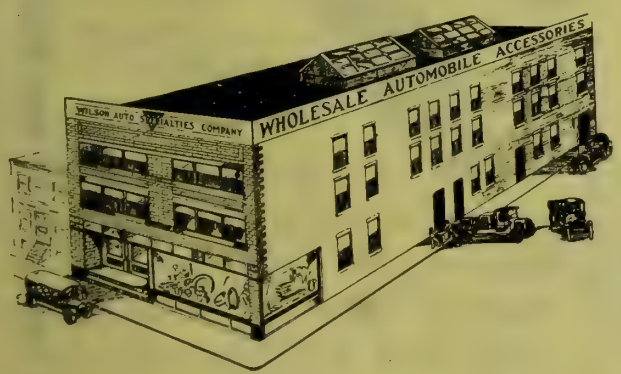
We are the Distributors. ***Write to Us for Prices and Terms.***
We can give Prompt Delivery. ***We Stand Behind Our Goods.***

SAMUEL TREES & CO., LIMITED

Manufacturers of Harness, Distributors of Partridge Tires and Jobbers to the Trade in Auto Accessories.

OUR NEW PLANT

WILL ENABLE US TO SERVE YOU EVEN BETTER THAN BEFORE



We are now in our new warehouse—one of the largest automotive accessory plants in Canada—and with better facilities than before. We can assure you of a service second to none.

Wilson Auto Specialties Co.

HAMILTON - - CANADA

Insist on Getting A Tallman Two Cylinder Double Action Pump

Easy on Your Back



Saves Your Tires

Tallman Brass & Metal Limited
HAMILTON, ONT.

Orders Received Now

are reasonably certain of being met. Increasing demands impose disappointment on those who delay.

THE output of our famous WILKINSON Silver Sword-Steel Razors has been largely restricted through War requirements. We feel the time has arrived when factors and retailers should be placing their orders for "After-the-War" delivery, and we invite such orders, to be executed in strict rotation as received. Every effort made to meet sample orders from present limited output.

The
World-Famous
WILKINSON
Sword-Steel RAZOR

—The envy of every man who loves an easy shave.

Round Point. Made from our Special Steel, and Ground, Hardened and Tempered by Special Process.



These Razors are fully guaranteed.



The
PALL MALL
7-Day
SAFETY SHAVER,

in Best Leather Case. Extra Blades may be obtained for the "Pall Mall" Safety Razor. The blades are ***solid***, therefore most suitable for ***stiff*** beards and tender skins.

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The
WILKINSON SWORD CO., Ltd.,
53, PALL MALL, LONDON. S.W.1

T. H. RANDOLPH, *Managing Director.*

NORTHLAND SKI

PRONOUNCED SHEE

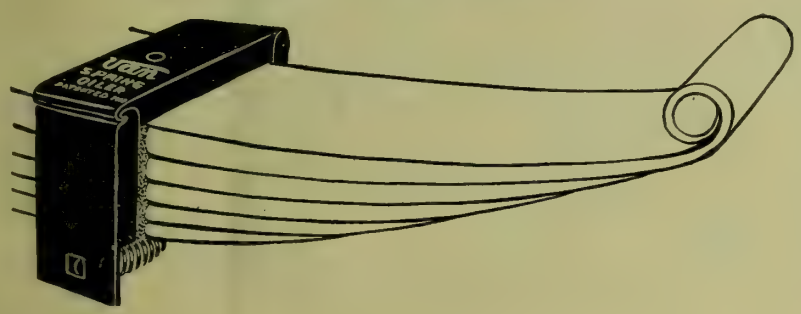
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The remarkable jump of 213 feet made by Anders Haugen at Dillon, Colo., Mar. 9, 1919, on Northland Ski broke the former world's record by ten feet. Write for catalog. Place your fall order now.

NORTHLAND SKI MFG. CO., ST. PAUL, MINN.

Accessory Dealers—Here's a Good One

The Van Oiler



This little attachment for the automatic oiling of auto springs is a great success.

It appeals to every motorist. It is easily applied. Just snaps on.

It retails for 75c to $1.00 per spring.

Makes the springs respond quickly, saves tires.

Our stock is now complete. Shipments made within twenty-four hours of receipt of order.

Use the order form in the back of our catalogue. Send for copy.

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Hamilton, Canada

Cannon Oilers

Easy Seller Because—

It is exceptionally convenient, quick-acting and an oil saver. Just what meets a long-felt demand for an oil can in which oil is entirely controlled by the operator in whatever position the can may be held. Not a drop of oil need be wasted, as the flow of oil stops the instant the pressure on the plunger stops.
Ask any Thresherman, Mechanic or user.
A sure good sale and splendid profit.



THE "CANNON OILER"

FORCES THE OIL ANYWHERE

Name Copyrighted.
Original Patents Owned.
All Rights Reserved.

Order NOW of Your Jobber.
Manufactured only by

THE CANNON OILER COMPANY
Successor to R. E. Bloomer
Keithsburg, Illinois, U.S.A.

Elgin Wrenches



Stand for Convenience and Service.

Excel in appearance, finish, durability. The convenient wrench for inconvenient places. Convenient to use, easy to carry, effective in results.

STAR MANUFACTURING CO.
Carpentersville, Ill., U.S.A.



CANADIAN PATENT POULTRY FEED HOPPER FOR SALE

Prevents waste by catching food birds spill. Grand opportunity for manufacturer to add quick selling article to his line of goods.

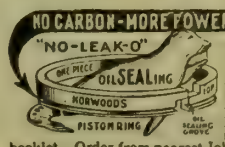
M. R. JACOBUS
8 West 64th St., NEW YORK



Your Sales of Allen non-acid Sodering Fluxes can easily pay all the expense for both soder and flux in your own repair shop, besides going a long way toward paying the wages of a good repair man. Our handsome counter display carton will help mightily.

Send for circulars and prices.

Bissett & Webb Ltd. 126 Lombard St.
Winnipeg Man.



Price 50c up

On market 5 years. Over 5,000,000 in use. Every set guaranteed. Popular thru service. Don't rebore cylinders. "NO-LEAK-O" makes good when others fail. Made different. Give results no other ring can. Write for booklet. Order from nearest Jobber, or write direct.

NO-LEAK-O PISTON RING CO., Baltimore, Md.



Springs and Axles

We manufacture the celebrated "Anchor Brand" Carriage and Wagon Springs and Axles.

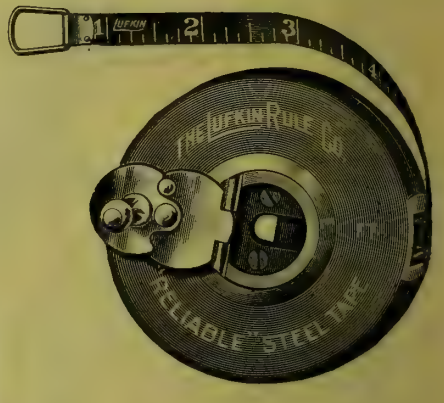
Automobile, Trolley, Railway and Heavy Coil Springs

The Guelph Spring & Axle Company, Limited
GUELPH, ONTARIO

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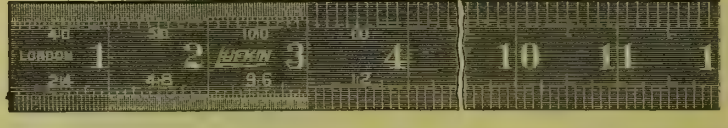
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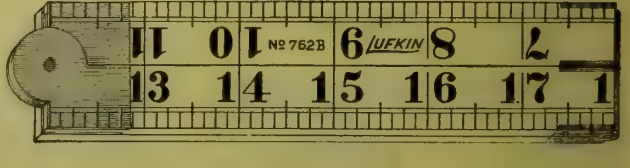


Tapes and Rules

Made in Canada







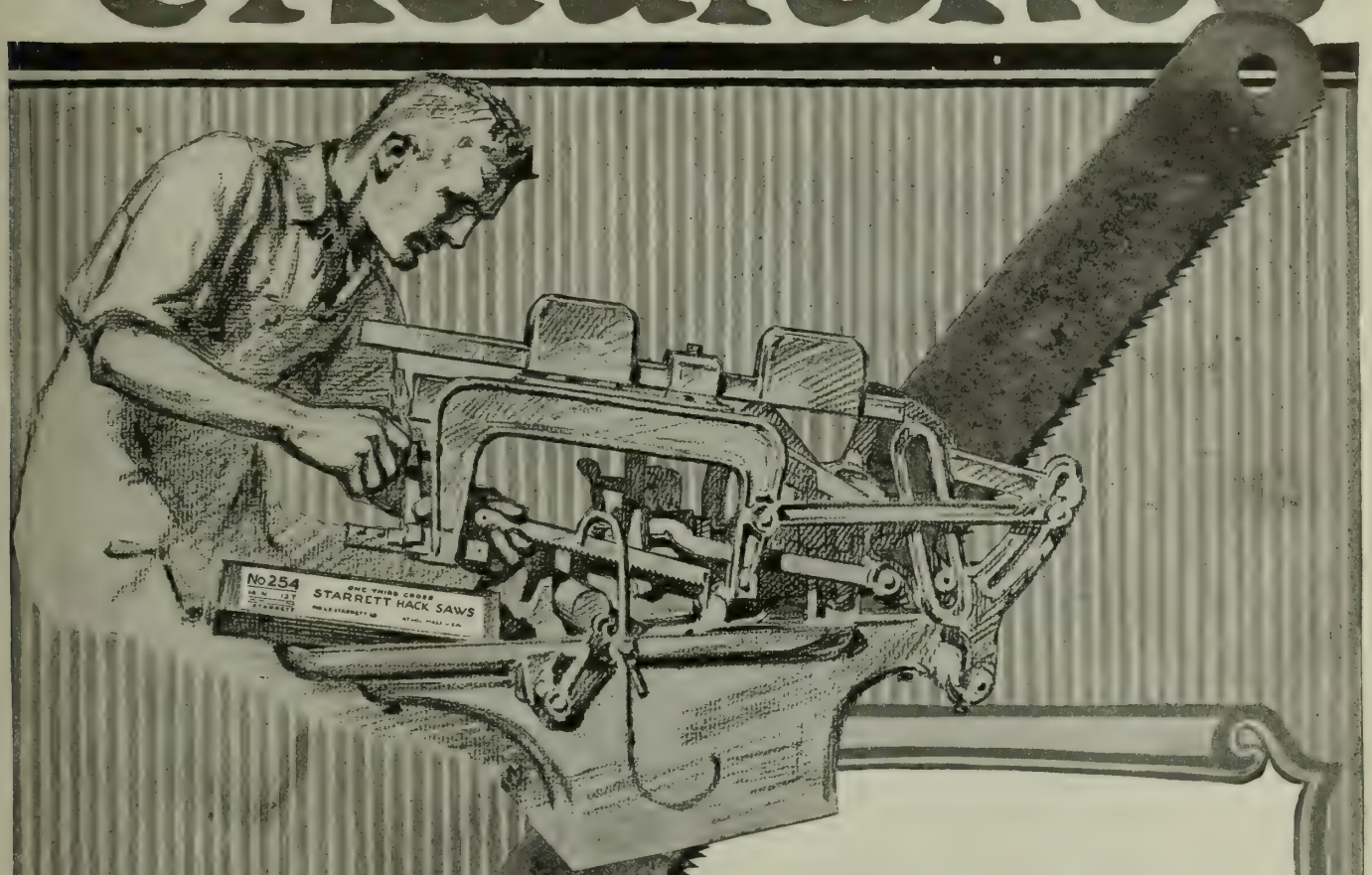
Familiarly and Favourably Known

Embody Many Improved, New and Exclusive Features.

Accurate THE LUFKIN RULE CO. OF CANADA, LTD. *Reliable*

WINDSOR, ONT.

-endurance



Your Customer's Ideal

He wants hack saws that will endure—that last long, assuring economy. If you sell him the

Starrett Hack Saws

you help him realize this ideal because these hack saws give maximum of cutting service at minimum of cost. There is a Starrett Hack Saw for every requirement.

OUR HACK SAW CHART

tells him the right saws to use on his particular metals. It shows him which saws will **endure.**

Send for our Catalogue No. 21MA, which shows 2100 styles and sizes of our high quality tools and hack saws.

The L. S. Starrett Co.

THE WORLD'S GREATEST TOOLMAKERS
MANUFACTURERS OF HACKSAWS UNEXCELLED

ATHOL, MASS.

12-897

STARRETT TOOLS

Do You Believe?

Do You Believe that Paint and Varnish are great aids to Economy?

You **will** after you've read a few of the ads prepared by the Paint and Varnish Association.

Do You Believe that a Paint-protected surface is an impassable barrier to rust, rot, friction or disintegration? You **will** before long—for the big co-operative campaign of the Paint and Varnish Houses will surely convince you.

Do You Believe that the average man should do more painting—use more varnish—than he does? You **will** and so will Mr. Average Man—before another year rolls by—the advertisements of the P.&V. Association will convince your customers that it's to their interest to do more surface-protecting with paint products.

Do You Believe in co-operation? You **must,** when you see the fruits of it on every hand. You surely **will** when you see people buying three cans of Paint and Varnish for one they bought before. And you **will not stop** with just believing. You'll co-operate with us and the other paint and varnish manufacturers to make a great big co-operative success of the campaign we have instituted to drive home **this** big, vital fact.

"Save the surface and you save all" *Paint & Varnish*

It's a fact that **must** be realized before Paint will move over your counter and the other paint dealers' counters, as fast as it **should** move. To make it sink in, we need the help of **every** dealer.

How to help?

Well, one way is to display on your counter and in your window, cards bearing the above slogan—and to put the same slogan in all your newspaper advertisements.

And—speaking of co-operation — if you're not a B-H Agent — and if B-H Products are as yet unrepresented in your locality, write and obtain particulars of the splendid co-operation we give our dealers. Let us tell you about the unique battery of dealer helps and the wonderful advertising which we employ, to help our dealers sell B-H "English" Paint. It's a paint that is **worth** the effort we put into the popularizing of it. It's the paint that's guaranteed as to its important basic ingredients—a brand that reflects credit on its maker and on all dealers who sell it.

BRANDRAM-HENDERSON LIMITED

MONTREAL HALIFAX ST. JOHN TORONTO WINNIPEG

MEDICINE HAT CALGARY EDMONTON VANCOUVER

HARDWARE AND METAL

Vol. XXXI
No. 21

PUBLISHED EVERY SATURDAY SINCE 1888

THE MACLEAN PUBLISHING COMPANY, LIMITED
PUBLICATION OFFICE: TORONTO, CANADA

MAY 24
1919



COW-EASE

KEEPS FLIES OFF CATTLE AND HORSES



And what's more, I guarantee it to do just that so you can safely guarantee it to your customers.

For some eighteen years Cow-Ease has been doing its work faithfully and thousands of merchants and farmers everywhere know it to be the best product of its kind.

My faith in Cow-Ease is not just idle talk for my ten-day free trial offer backs my words with deeds. You take no chances. In the best farm and dairy papers I advertise Cow-Ease with my liberal ten-day free trial. It makes new customers for you and friends for me.

I will supply you with sales helps as well. A lithographed steel sign that shows the way to use Cow-Ease. It will identify your store to the farmer who has seen my advertising. Besides I will furnish you with folders that give letters of recommendation from people who have used Cow-Ease for years.

Send to your nearest jobber for my special Trial Offer. If you want more information about Cow-Ease and my selling campaign for 1919 before ordering, write to me to-day.

M. ELTON VOSE, *Vice-President*

CARPENTER-MORTON CO.

Established 1840

77 Sudbury St., Boston, Mass.

Distributing Branches—CHICAGO and SAN FRANCISCO
Canadian Distributor—A. RAMSAY & SON Co., Montreal

The following assortment No. 15 makes a satisfactory trial order of Cow-Ease for a starter:

10 one-gallon cans of Cow-Ease.
6 one-half gallon cans Cow-Ease.
4 quart cans Cow-Ease.
1 dozen Cow-Ease Sprayers.

With this assortment we pack a very handsome steel display sign and a generous supply of Cow-Ease circulars.

Write to your jobber for prices.

RELIABLE
TRADE MARK

Canadian Products
"Lively and Lasting"

OPPORTUNITY LIES HERE

Reliable Flashlights and Reliable Batteries present an unusual opportunity for dealers. These are **live sellers**—bought by a rapidly increasing number of people of all classes.

Our carefully planned advertising campaign in magazines, newspapers and farm papers, will popularize Reliable products with thousands of new users. It reaches more than 8,000,000 people, many of whom need flashlights and batteries.

Reliable Tubular Flashlights are made of metal, enameled in red, brown, blue and green. Their selling field is unlimited. There is no other line like them—none so attractive. Reliable Batteries sell and repeat because they are "Lively and Lasting."

All Reliable products are of genuine Canadian make and stand foremost in quality and service.

You get bigger profits than on competing lines, and a trade that sticks. Get a Reliable Flashlight or a Reliable Battery for your own use and you will be glad to recommend them to your customer.

Your jobber can supply you.

THE
DOMINION
BATTERY
COMPANY
LIMITED

TORONTO, ONTARIO



HARDWARE AND METAL, May 24th, 1919. Volume XXXI., No. 21. Published every Saturday at Toronto. Yearly subscription price, $3.00. Entered as second class matter July 1st, 1912, at the Post Office at Buffalo, under the Act of March 3rd, 1879. Entered as second-class matter at the Post Office Department, Ottawa.

TRADE YALE MARK

Half sold before delivery

THE merchant handling Yale products knows that his stock is half sold before delivery.

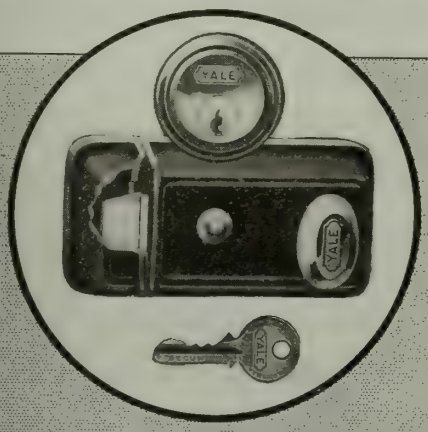
Extensive advertising keeps "Yale" continuously before his customers, creating constant demand and quick, easy sales.

And the customer *knows* he will be satisfied when he sees the trade-mark on the product.

Yale Night Latches, Padlocks, Door Closers and Builders' Hardware are made at our factory in St. Catharines, Ontario.

"The trade-mark Yale helps make the sale."

Canadian Yale & Towne Limited





REAMERS

"P. & W. Co." Reamers have a reputation for greater accuracy and finish than is met with elsewhere.

Reamers are one of our largest lines of Small Tools, numbering from the individual Reamer, for all uses, to Reamers in complete sets.

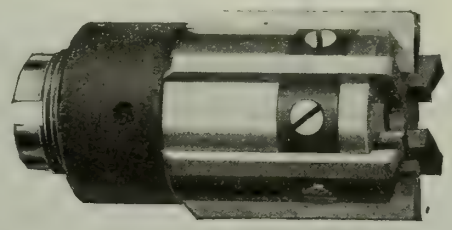
"P. & W. CO." SMALL TOOLS

Also include—
Taps, Dies, Milling Cutters, Punches, Drills, and Miscellaneous Tools.

The "P. & W. Co." Quality Guarantee is your safeguard.

PRATT & WHITNEY CO. of Canada, Ltd.

Dundas, Ontario, Canada.
Montreal, 723 Drummond Bldg.
Vancouver, 609 Bank of Ottawa Bldg.
Winnipeg, 1205 McArthur Bldg.



Sanitary -- Odor-Proof -- Sturdy

That's the story of Eddy's Indurated Fibreware in a nutshell.

In the Home On the Farm Anywhere Everywhere

Eddy's Indurated Fibreware finds a place and makes friends. There's no great selling argument required when you handle this line. It sells itself. Its very appearance suggests cleanliness. Moulded, pressed and baked, its glass-like surface at first sight impresses your customers with the fact that dust or dirt simply cannot lodge in it, for the very good reason that there's no crevices or cracks in it for dust or dirt to lodge in.

EDDY'S INDURATED FIBREWARE

is an all year 'round proposition. The better your stock of it, the more you'll sell.

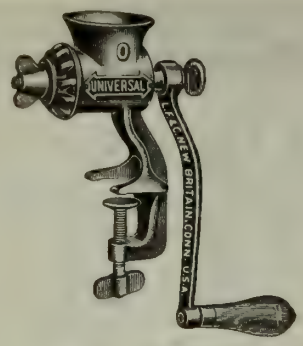
Get ready for big summer business.

Have it when it's asked for.

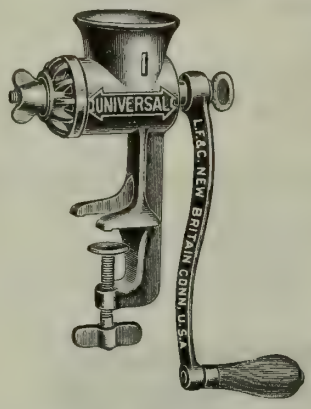
The E. B. EDDY CO., Limited

Makers of the World Famous "EDDY MATCHES"

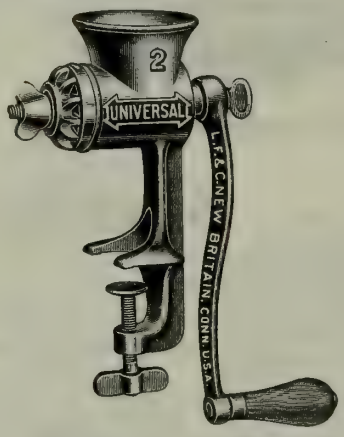
HULL CANADA



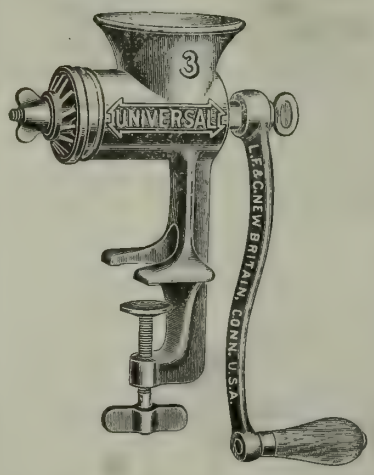
Small Family Size.—No. 0



Regular Family Size.—No. 1



Large Family Size.—No. 2



Hotel and Market Use.—No. 3

UNIVERSAL
Food Choppers

These Food Choppers make left-overs into delicious, nutritious dishes.

UNIVERSAL Food Choppers are self-sharpening, self-cleaning and will last a lifetime. They are easiest to operate, handiest to clean, surest to stay sharp. The UNIVERSAL turns without binding——cuts without grinding. Cuts meats, fruits, vegetables——raw or cooked——to any degree of fineness.

Sell the goods that hold the trade. There is no better getter of trade and begetter of profits than UNIVERSAL Food Choppers.

The Trade Mark known
UNIVERSAL
in Every Home

LANDERS, FRARY & CLARK
NEW BRITAIN, CONN.

CANADIAN REPRESENTATIVES :
A. MACFARLANE & CO,, LIMITED
QUEBEC MONTREAL

Our Mark of Merit

It protects you when you buy or sell tools. It means accuracy and dependability.

Starrett Tools

39 years of toolmaking experience back of this trademark.

micrometers, vernier calipers, height gages, dividers, levels, squares, rules, etc., have this mark of merit.
Write for Catalog No. 213. It shows many other styles and sizes of these fine precision tools.

THE L. S. STARRETT CO., Athol, Mass.

The World's Greatest Toolmakers
Manufacturers of Hack Saws Unexcelled

42-930

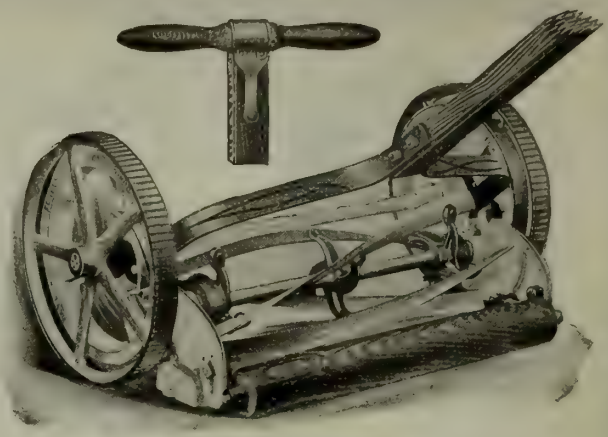


Starrett Tools

Reliable Lawn Mowers

For satisfaction in Lawn Mowers---buy ours

They have been the standard in Canada for years. Repair parts easily procured.



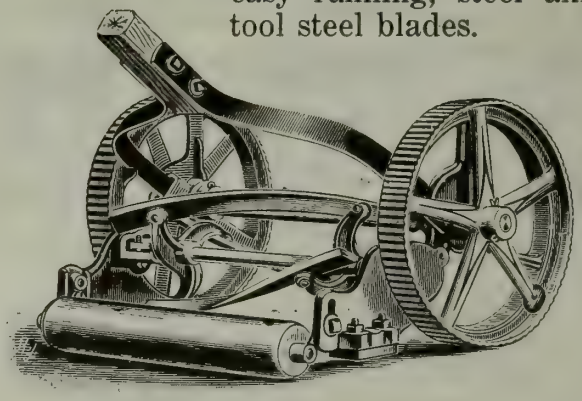
THE EMPRESS

The Empress is a high grade mower made in Canada for particular people. Easy running, enduring quality, clean cutting.

The Woodyatt is the same as the Empress, but not fitted with ball bearings. Everybody knows the Woodyatt and they know it favorably as Canada's leader and favorite. In other lands the mower that has helped make Canada famous.



The Star — Medium height, medium price, easy running, steel axle, tool steel blades.





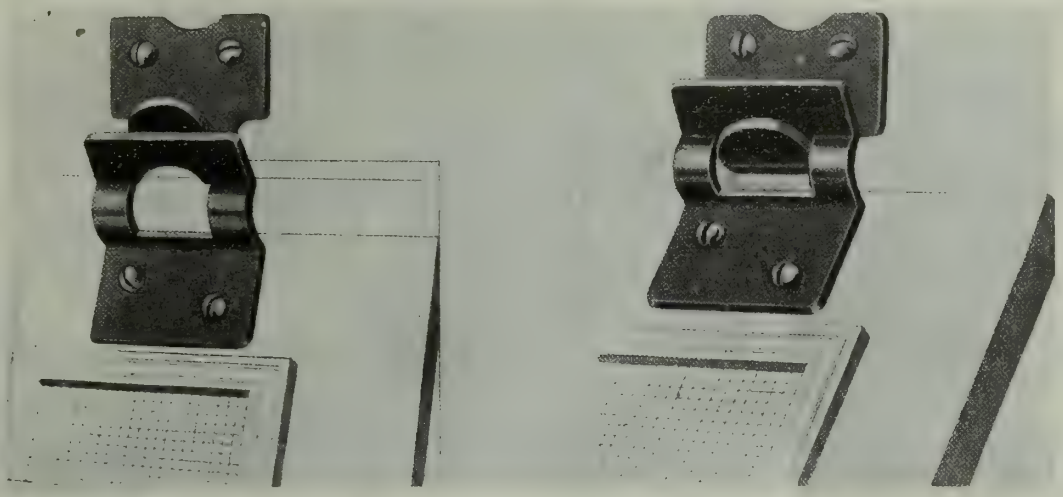
Great American Ball-Bearing for parks and large estates. Sizes 15″, 17″, 19″ and 21″ cut.

Caverhill, Learmont & Co.

MONTREAL

No. 80 Screen and Storm Sash Hanger

Wrought Steel or Brass



A better method for hanging screen and storm sash is embodied in our No. 80 Hanger. Simply show your customers how easily and quickly it is to hang sash with this hanger. Sales will be the logical result.

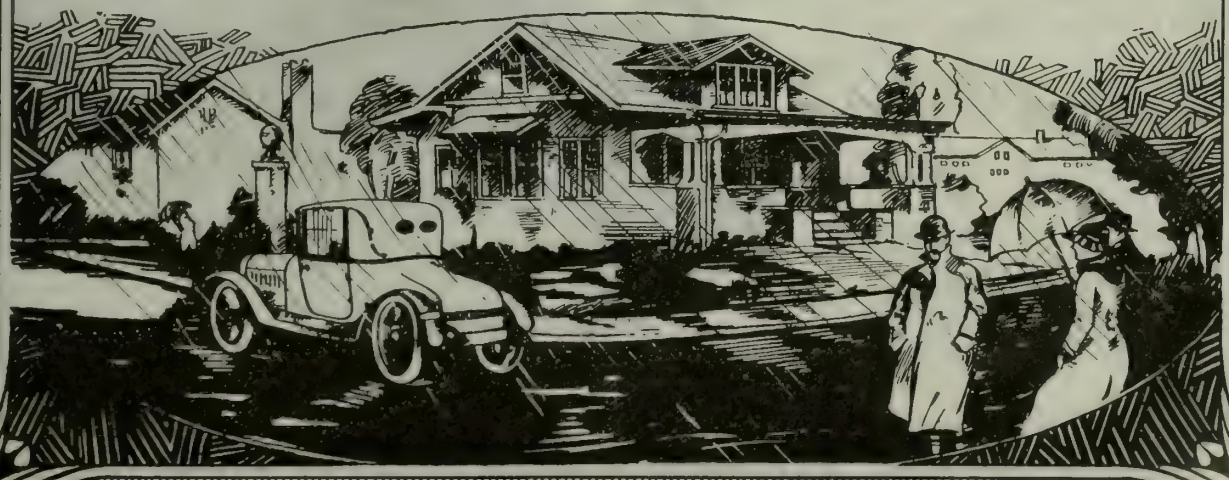
The hangers are so constructed that they hold the screen or sash firmly in position and prevent rattling.

Furnished japanned or sherardized, packed one dozen sets to a box in the — *Unusual National Way.* Working model free with first order.

Write for catalogue, prices and full information to-day.

NATIONAL MANUFACTURING COMPANY

STERLING, ILL.

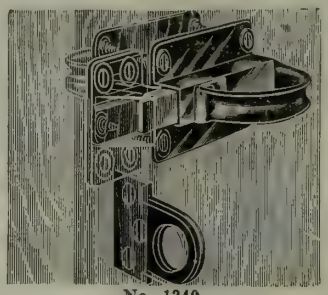


The "UNIVERSAL"

Already Has Been Recognized as the Most Attractive and Practical Set for Garage Doors hung with Hinges



Showing Hardware Applied to Doors.



No. 1240

This all-steel, serviceable Latch is fitted with a Sherardized Piano Wire Spring that cannot rust or break.
Adjustable to any thickness of door; has large strike to insure positive latching, and padlock eyes for lock.



No. 1056 x 6"



No. 1055 x 6"

The Wrought Steel Chain and Foot Bolts are neat in appearance, particularly strong, and easily operated. The springs are Sherardized to prevent rusting.

THE UNIVERSAL GARAGE DOOR SET

meets every requirement for GARAGE DOORS that swing on HINGES. Has neat appearance, operates easily, and makes a close-fitting, weather-proof job. This set is in demand, sells readily at a moderate price, and shows substantial profits.

Each set contains the following:

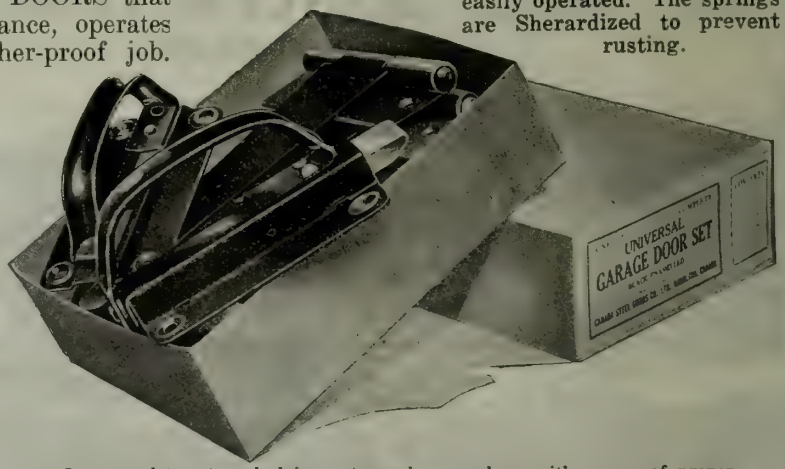
3 pair 8-inch EXTRA HEAVY TEE HINGES.

1—No. 1055 x 6-inch WROUGHT STEEL CHAIN BOLT.

1—No. 1056 x 6-inch WROUGHT STEEL FOOT BOLT.

1—No. 1240 WROUGHT STEEL DOOR LATCH.

FINISHED IN BLACK ENAMEL.

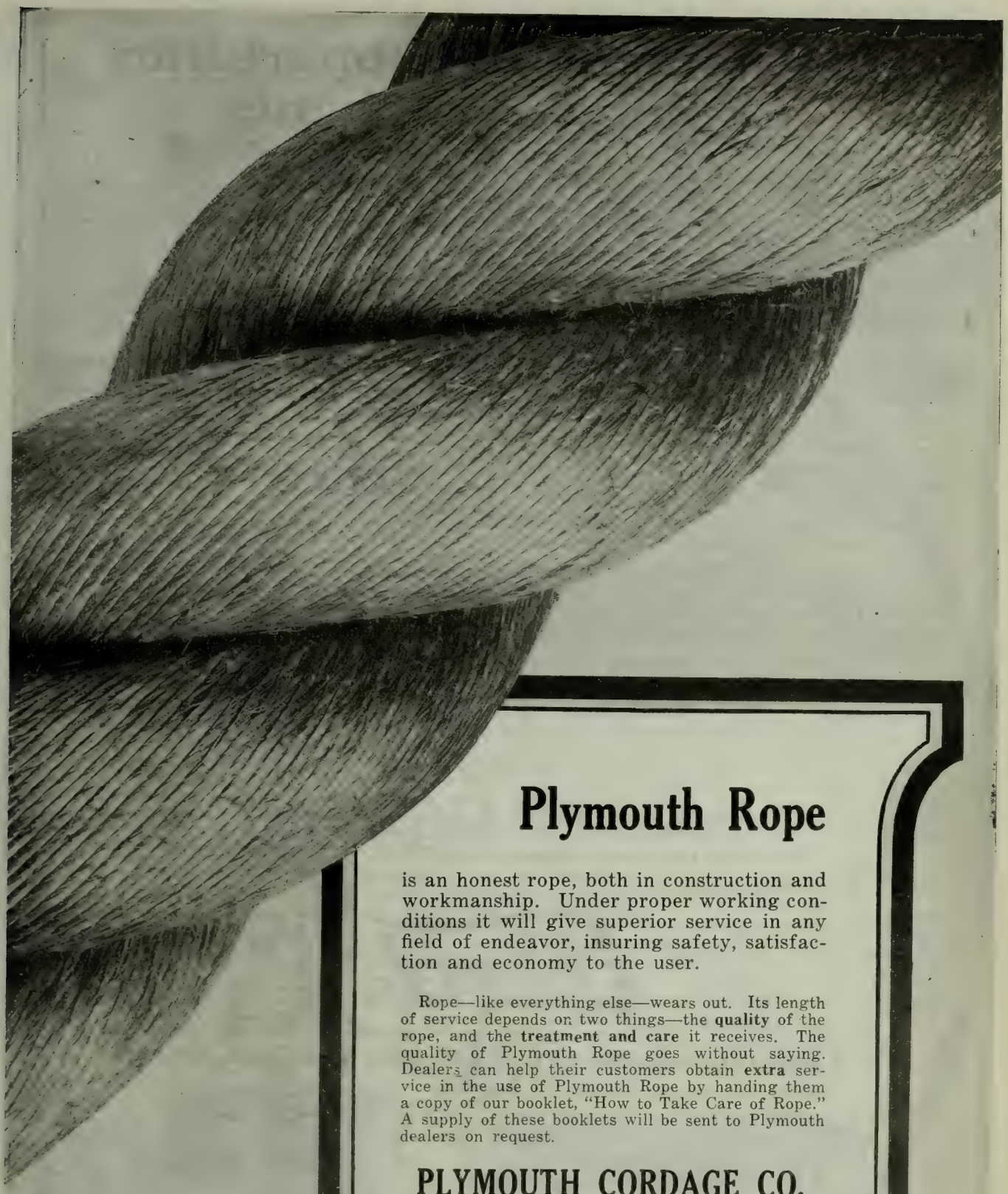


One complete set packed in a strong box as above with screws of proper size included.

Manufactured by

Canada Steel Goods Company, Limited

Hamilton, Canada



Plymouth Rope

is an honest rope, both in construction and workmanship. Under proper working conditions it will give superior service in any field of endeavor, insuring safety, satisfaction and economy to the user.

Rope—like everything else—wears out. Its length of service depends on two things—the **quality** of the rope, and the **treatment and care** it receives. The quality of Plymouth Rope goes without saying. Dealers can help their customers obtain **extra** service in the use of Plymouth Rope by handing them a copy of our booklet, "How to Take Care of Rope." A supply of these booklets will be sent to Plymouth dealers on request.

PLYMOUTH CORDAGE CO.

North Plymouth, Mass. **Welland, Canada**

INDEPENDENT CORDAGE CO., Ltd., TORONTO, CANADA

Canadian Sales Agents

PLYMOUTH TRADE MARK 1824

The Moment of Opportunity *for* Retail Merchants

THE next few years will mark a tremendous change in the business of retailing.

Here and there out of the mass of small businesses, big retail establishments will spring up.

Every community will see some few stores rise rapidly above Ordinary Success to Big Success.

Opportunity is knocking now at every merchant's door.

For, to-day the handicap that once set a limit to a store's expansion no longer exists. The trading area, which is the area to which goods may be delivered profitably, has been greatly extended.

The store in the centre of the town can serve customers on the outskirts. The east-end store can deliver goods in the west end.

The whole community is laid open to competition.

And in this fair field the live merchant must win.

Railway Transportation revolutionized trade. It made Big Business possible. By opening up distant markets, by moving goods rapidly at comparatively low cost, Railway Transportation built up big central successes.

Motor Transportation, now reduced to a low-cost basis, will produce, in local trading, results similar to those effected in national markets by Railroad Transportation.

As men everywhere grasp this idea, as they seize the opportunity for business growth that now presents itself, the retail business will be operated on a higher, more efficient plane. The public will be better served. Larger and more varied stocks will be offered for sale. Better and bigger stores will appear.

The Ford One-Ton Truck makes available this opportunity. It is motor transportation at low cost—low first cost, low maintenance cost, low operating cost.

A large investment in equipment is not needed. Every business that is paying cartage bills or maintaining a delivery system can employ Ford Trucks economically.

A small outlay will motorize your deliveries and open to you the opportunity for business expansion.

Complete Ford Trucks in Two Standard Body Types Now Ready for Immediate Delivery

The Ford Truck Chassis is being used with hundreds of special body types in every line of business. But, ordinary hauling and delivery work can be best adapted to two standard types—the Stake Body and the Express Body.

These two body types are kept **in stock** by Ford Dealers and Ford Branches, ready for immediate delivery. They insure the maximum efficiency from the Ford Truck. They give the buyer of a Ford Truck the recognized benefits of Ford production

Both types have the Enclosed Cab with the two-way windshield which gives the driver proper protection from the weather. This Cab—a Ford feature—is warm in winter and cool in summer. It may be ordered with or without doors as desired.

See These Complete Trucks

No question affecting the future of your business is quite as important as this question of motor deliveries. Can you afford to evade it? Will you wait until your competitors force it on you as a defensive measure?

Seize the opportunity to enlarge your field of business. Consult the Ford dealer. Let him solve your delivery problem. Act. To-day.

Ford One-Ton Truck (Chassis Only) $750.00 f. o. b. Ford, Ont.

Freight charge to London, $15.00; Toronto, $17.00; Montreal, $22.00; St. John, $31.00; Winnipeg, $47.00; Regina, $63.00; Saskatoon, $66.00; Calgary, $77.00; Vancouver, $93.00.

For either Stake or Express Body, in lead coat with cab but without doors

$128.50	F.O.B. Ford
$133.00	F.O.B. London
$134.00	F.O.B. Toronto
$135.00	F.O.B. Montreal
$137.00	F.O.B. St. John

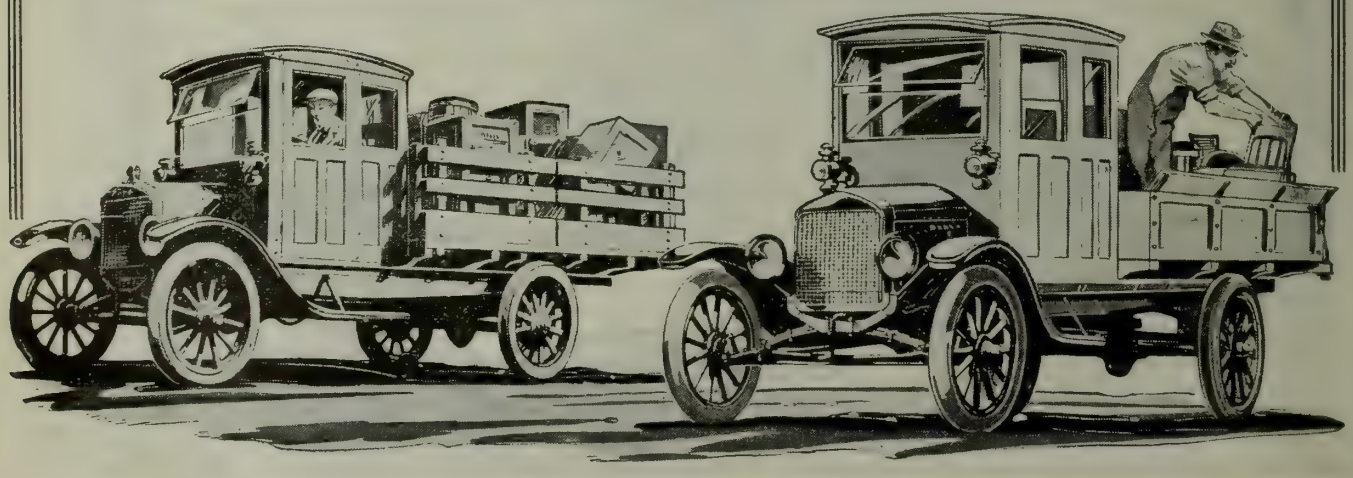
Ford

For either Stake or Express Body, in lead coat with cab but without doors

$140.00	F.O.B Winnipeg
$143.00	F.O.B. Regina
$143.00	F.O.B. Saskatoon
$147.00	F.O.B. Calgary
$151.00	F.O.B. Vancouver

If painted job desired, add $4.00 to above prices. If doors desired on cab, add $6.00 to above prices.

Ford Motor Company of Canada, Limited, Ford, Ontario





Quality Service

USE GOOD JUDGMENT

And contribute your share to the prosperity of the Country in which you live. Spend your money where you earn it.

PURCHASE THE PRODUCTS OF CANADIAN MILLS

A Canadian Dollar
is Worth One Hundred Cents
in Canada

THE

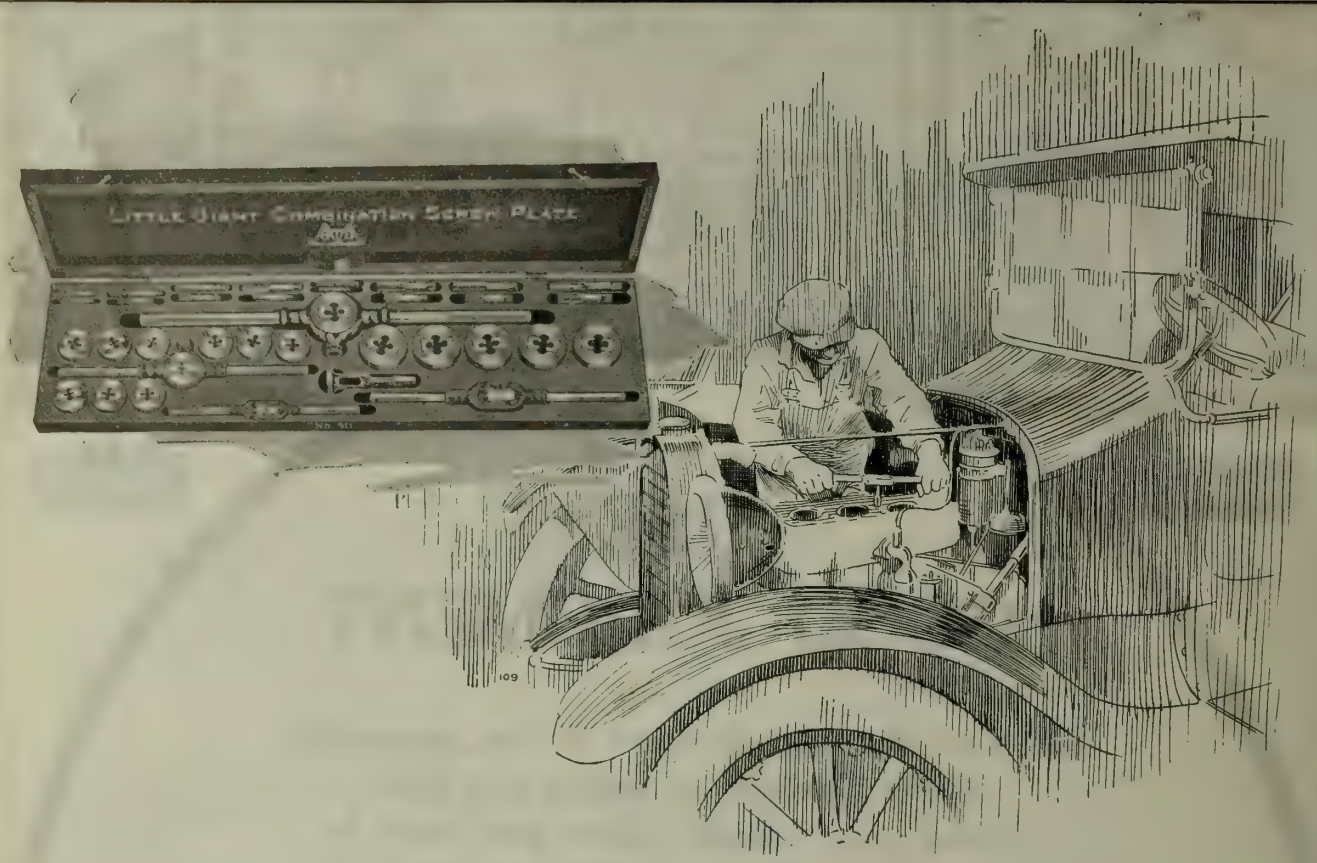
STEEL COMPANY

OF

CANADA

LIMITED

HAMILTON ▪ ▪ MONTREAL



Anticipate your sales!

Stock Little Giant Screw Plates!

Little Giant Combination Screw Plates, cutting a variety of sizes in both U. S. and S. A. E. standard threads, are particulary good sellers to the garage and auto repair trade.

With one of these threading assortments at hand the repairman can make new threaded parts quickly and accurately without waiting for parts from the factory.

Our Screw Plates are made in over a hundred assortments, for every need. Select your stock from new No. 40 Small Tool Catalog.

A Post Card Brings It

GTD
PRODUCTS
Taps and Dies
Screw Plates
Reamers
Gages
Pipe Tools
Opening Die Heads
Machine Tools
Threading Machines
Lathes & Screw Machines
Grinding Machines
Cutting Off Machines
Saw Sharpeners
GTD

GTD

WELLS BROTHERS COMPANY

OF CANADA, LIMITED

GALT - ONTARIO

CANADIAN PLANT OF THE GREENFIELD TAP AND DIE CORPORATION

WILT

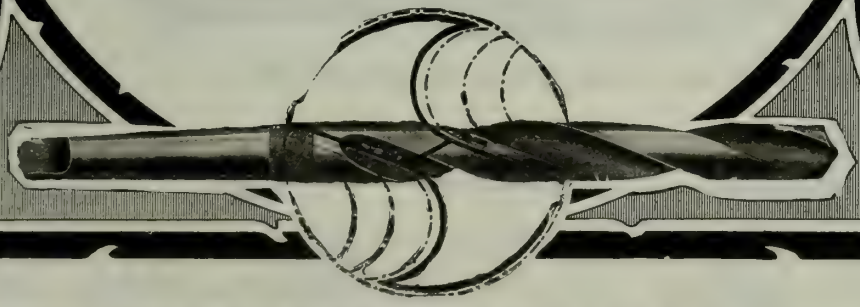
"Where there's a WILT—there's the Way"

HIGH SPEED AND CARBON TWIST DRILLS

Unusual Drills Backed by Unusual Prices

Every Hardware Dealer should investigate the unusual qualities of **WILT DRILLS, REAMERS AND MILLING CUTTERS** and the broad general policies we have adopted in the marketing of all **WILT PRODUCTS. WILT DRILLS, REAMERS AND MILLING CUTTERS** have stood the test of all conditions. They are here to stay. Their popularity among mechanics makes that a certainty. There will be no dissatisfaction among your customers using **WILT DRILLS, REAMERS AND MILLING CUTTERS** if it's in our power to prevent it and you, too, will be pleased with the splendid profits you can make selling **WILT Products. Investigate.**

WHERE THERE'S A WILT---THERE'S THE WAY



WILT TWIST DRILL CO.
OF CANADA LIMITED

WALKERVILLE - - - ONTARIO

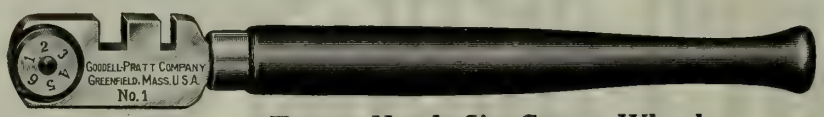
London Office: **Wilt Twist Drill Agents, Moorgate Hall, Finsbury Pavement, London, E.C. 2, Eng.**

GOODELL-PRATT

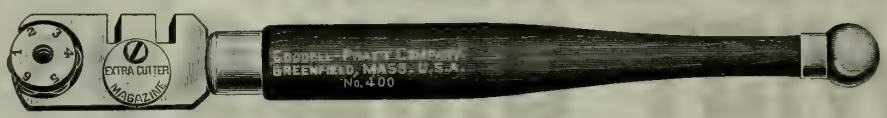
1500 GOOD TOOLS

GLASS CUTTERS

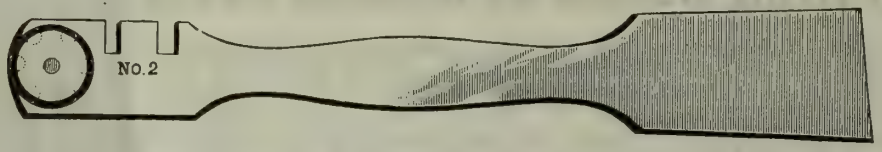
With Wheels Like Diamonds



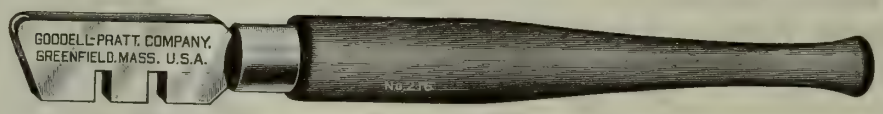
No. 1—Turret Head, Six Cutter Wheels.



No. 400—Turret Head and Twelve Cutter Wheels, Six in Turret, Six in Magazine.



No. 2—Glass Cutter and Putty Knife, has Turret Holding Six Cutter Wheels.



No. 216—With One Cutter Wheel, Wooden Handle.



No. 337—With One Cutter Wheel, Iron Handle.



No. 478—Circular Glass Cutter, Capacity 2 to 12 Inches in Diameter.

EFFICIENT LONG LIVED DEPENDABLE CUTTERS

Every Cutter Wheel is Honed and Tested by actually cutting glass.

Ask for Catalog

GOODELL-PRATT COMPANY

Toolsmiths

Greenfield, Mass., U.S.A.

Retailers! *Here are the low prices you have been looking for since the Armistice was signed*

We have purchased stocks from the **Imperial Munitions Board** (Construction Dept.), **Royal Air Force, Canadian Airplanes Limited,** and are in a position to offer unprecedented values in the following lines:

Tools

STANLEY PLANES—Nos. 45, 46, 444, 90.
SAWS—Panel, Hand, Rip, Compass and Cross-cut.
HAMMERS (Machinists', Carpenters', Blacksmiths'). Cold and wood chisels.
VISES (Machinists' and pipe, all sizes).
MILLERS FALLS Breast Drills.
THOR UNIVERSAL, PRINGLE and **VAN DORAN** Electric Drills.
Pipe and Bolt Stock and Dies.
Oil Stones, Levels, Spoke Shaves, Marking and Butt Gauges, Try Squares, Wrenches (Engineers' double end for motor cars, pipe and nut).
Hack saws and frames.

Hardware Supplies

Sand and Emery Paper, Cotter Pins, Belt Dressing, Black Wire Cloth, Tinners' Rivets.

A large and complete assortment of wood screws (flat and round head, in brass and iron at extra special discounts).

Files—a complete assortment. Glue Pots, Door Handles, Machine, Carriage and Stove Bolts.

Wrought Iron Washers, Coach Screws, Carpenters' Tool Baskets, Blacksmiths' Aprons, Lantern Globes, Rubber Matting, Wire Nails, Lock Sets, Wire Cloth.

Paints and Varnishes

White and Gray Paint and White Enamel.

HARLAND'S Carriage, Dipping and **SPAR** Varnishes.

It will pay you to make a buying trip to our special sales stock room as we have too many lines to enumerate and to quote prices.

MARK YOUR ORDER OR ENQUIRY—"R.A.F. DEPARTMENT." Phone number North 734.

W. WALKER & SON, LIMITED

Wholesale Hardware Merchants

1228 YONGE STREET TWO BLOCKS NORTH OF C.P.R. NORTH TORONTO STATION

TORONTO, ONTARIO



The "Vulcan" Safety Way.

Williams' "Vulcan" Drop-Forged Lathe Dogs

THEIR superior design, material and workmanship make them absolutely reliable—they are unconditionally guaranteed for service.

The reputation and guarantee of dependable goods made by a leading manufacturer is an invaluable asset to all jobbers and dealers—take advantage of this prestige by stocking Williams' "Vulcan" Drop-Forged Lathe Dogs. Bent and Straight Tail, 1 or 2 screws, 16 sizes, 3/8 to 6 inches maximum capacities.

There are many interesting facts in our Machinists' Tools Booklet; write for it.

J. H. Williams & Co.

"The Drop-Forging People"

30 Richards Street, Brooklyn, N.Y.

THE A. G. LOW CO., LTD.

30 Pacific Avenue, Saskatoon, Sask.

Agents for Manitoba, Saskatchewan, British Columbia and Alberta



All Alike

Absolute uniformity is only one of the big merits of every "W & B" Hammer in every class.

Aside from perfect drop-forging from the right grade of steel, all "W & B" Hammers are accurately balanced, finely finished and correct in every detail.

If you lose your hammer or change your shop you can get another "W & B" that will fit your hand and work just like the old one.

Machinists, Ball Pein, Straight Pein and Cross Pein Hammers in octagon pattern with selected white hickory handles are ready for immediate shipment—made in Canada.

Our hammer line is complete.

The Whitman & Barnes Manufacturing Co.

Office and Factory: St. Catharines, Ontario

London Office: 139 Queen Victoria Street, E. C.

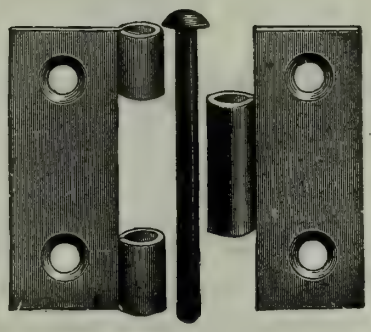
Established 65 Years

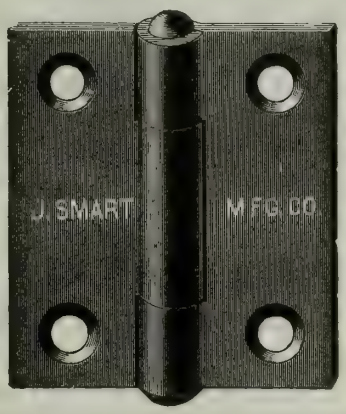
Whitman & Barnes

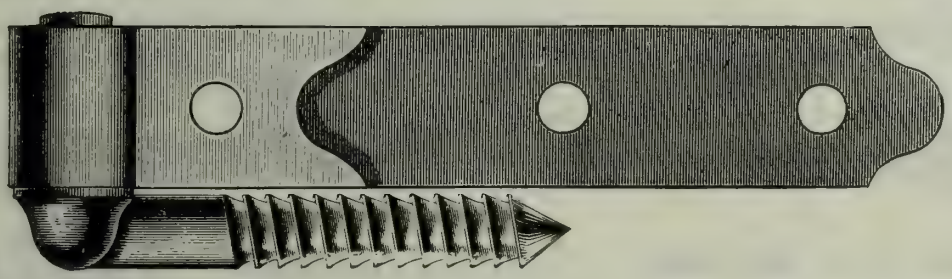
TWIST DRILLS — REAMERS — WRENCHES — HAMMERS

CANADA
FOUNDRIES & FORGINGS
LIMITED

Butts and Hinges







Sixty-five years of manufacturing experience results in the high quality of every piece of

SMART'S BUTTS AND HINGES

Whether for outdoor or indoor use, you will satisfy your customers' needs by stocking and pushing the sale of this complete and dependable line. Smart's quality never varies. Immediate shipment from complete stock on hand. Be prepared for the great rush of building this season and order **to-day,** thus saving delay and inconvenience later.

JAMES SMART PLANT

Brockville, Canada



Note Change in Prices

	Per doz. pairs.
Grade "X"—No. 120 Men's Heavy Tap Sole	$4.40
Grade "X"—No. 121 Men's Heavy Medium Tap Sole	4.20
Grade "X"—No. 122 Men's Medium Tap Sole	4.00
Grade "X"—No. 123 Men's Light Tap Sole	3.80
or	
Grade "C"—No. 124 Men's Heavy Tap Sole	2.85
Grade "C"—No. 125 Men's Heavy Medium Tap Sole	2.65
Grade "C"—No. 126 Men's Medium Tap Sole	2.45
Grade "C"—No. 127 Men's Light Tap Sole	2.30
Grade "C"—No. 128 Men's Light Tap Sole, 3½-6½"	2.10

ANGLO-CANADIAN LEATHER COMPANY, LIMITED

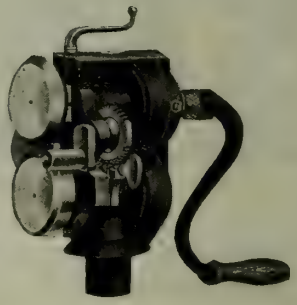
665 KING ST. WEST, TORONTO, CANADA

Head Office, Montreal. Branch Office, Quebec. Tanneries, Huntsville and Bracebridge.

THE LARGEST SOLE LEATHER TANNERS IN THE BRITISH EMPIRE

SMALL MACHINES

Are Made for Service. They Combine Durability, Speed and Accuracy



No Tinshop can afford to be without a set of these machines

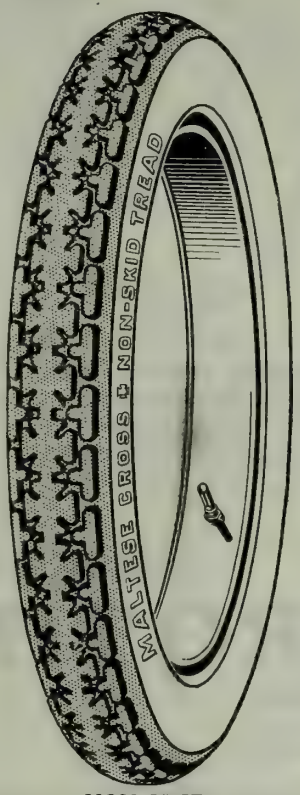
We manufacture a full line of Tinners' Tools



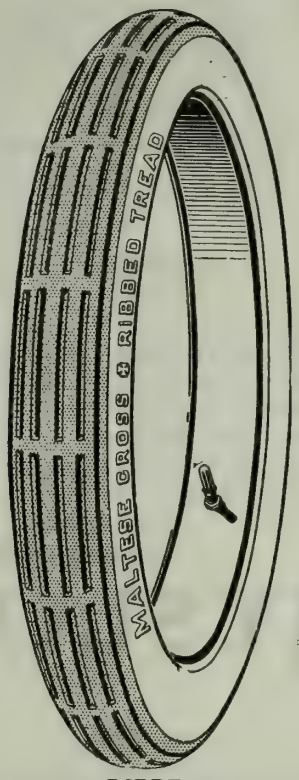
Drop us a line for full particulars and prices

The Brown-Boggs Co., Limited

Hamilton, Canada



NON-SKID



RIBBED

MALTESE CROSS TIRES

The hardware trade is recognizing the selling virtues of Maltese Cross Tires and other lines of Maltese Cross Rubber Goods Accessories.

THE QUALITY THAT SATISFIES

IS

THE QUALITY THAT PLEASES CUSTOMERS

The trick of holding trade is the same as the trick of building up trade —sell good goods.

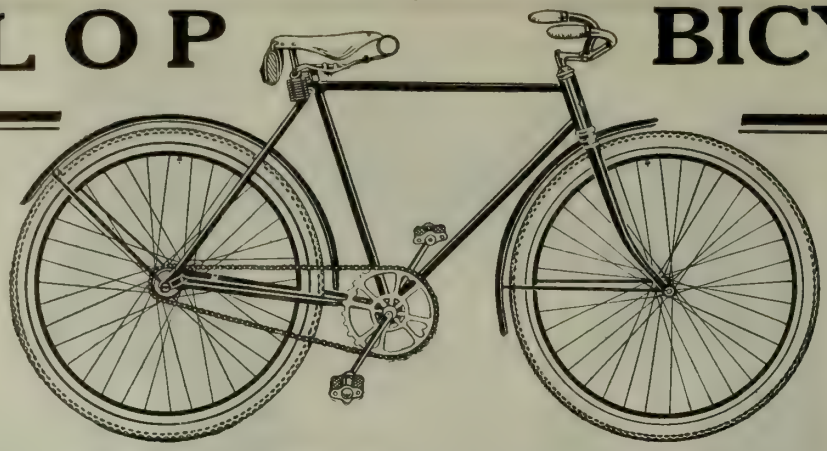
Write for prices on our Accessory Lines.

Gutta Percha & Rubber, Limited

Head Offices and Factory, Toronto

Branches:—Halifax, Montreal, Ottawa, Toronto, Ft. William, Winnipeg, Regina, Saskatoon, Edmonton, Calgary, Lethbridge, Vancouver, Victoria

HYSLOP BICYCLES



ESTABLISHED 1889. That's a pretty safe guarantee in itself, but the prestige and standing of **HYSLOP BICYCLES** rest on more than age and long establishment. They have been kept constantly abreast of the times—if anything, a little ahead of them — and always good quality, embracing strength, ease in riding, stylish, racy frames, Dunlop tires, Gough saddles, and other high-grade equipment, have served to make them a standard, and first choice of bicycle riders. **They SELL as easily as they RIDE.** We will appreciate an opportunity to submit catalog or prices, or both.

TRADE MARK THE HYSLOP HYSLOP BROS LIMITED TORONTO REGISTERED 1896

Made in Canada **Wholesale Only**

HYSLOP BROTHERS LIMITED TORONTO

Time to Order FREEZERS



All of the three, LIGHTNING, GEM or BLIZZARD, have served the housewives of America for thirty years, and, like the cream they create, are in demand in all seasons.

They are built of the very best material and workmanship possible —their ingenious construction makes them easy to operate, quick freezing, and economical to both dealer and user.



The Blizzard, being simpler in construction and cheaper in price, makes it a good running-mate with either the Lightning or Gem. They se themselves and stay sold! No come-backs or complaints.

This means easy net profits for you.

Your Jobber Can Supply

NORTH BROS. MFG. CO.

PHILADELPHIA, PA.

Cleaner Oil, Economically Handled
No Waste, More Profits.

This sums up the advantages of the dust and dirt-proof, leak and waste-proof battery of

GILBERT & BARKER

T-230-L Lubricating Oil Output

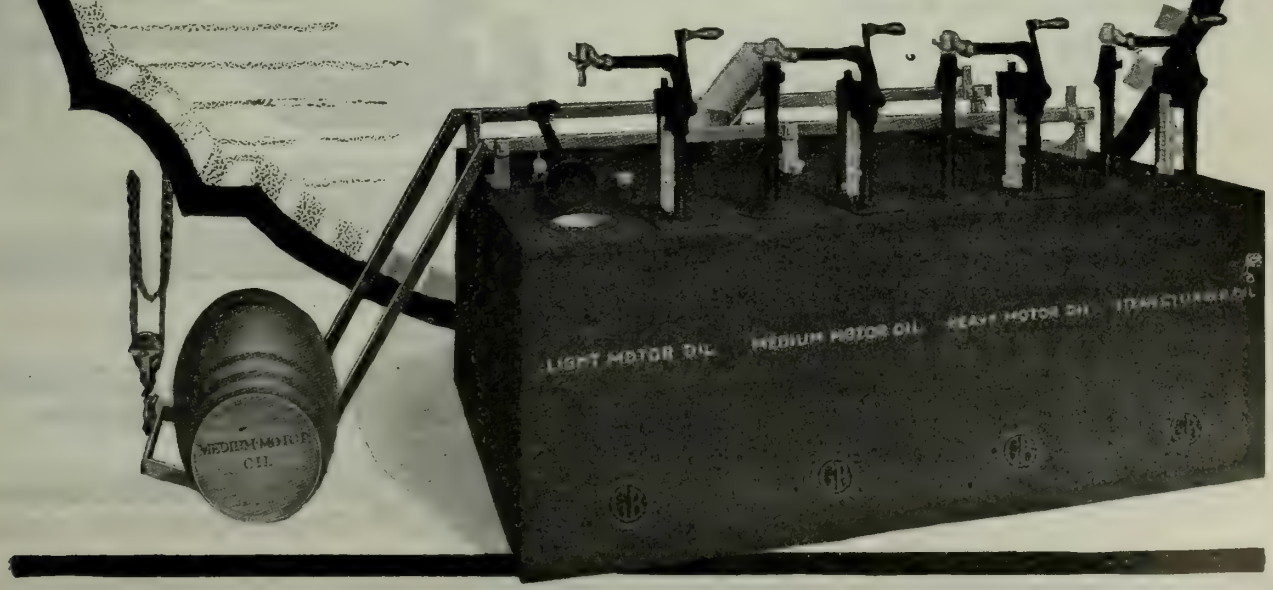
It replaces the fire risk, mess and waste of barrel storage, with safety, convenience and economy. The oil is kept absolutely clean and cannot evaporate. The modern hardware dealer is making additional profits catering to the automobile trade.

This outfit can be put in the rear of the store, quickly available to serve the auto trade with oil. A barrel track and chain hoist enables any man to drain a barrel with ease and despatch. It's such a good investment, making for such positive economy and additional profits from the handling of oils, that it soon pays for itself. At least this has been the experience of thousands of users.

Why not send for Bulletin 52 to-day.
To-day is a better day than to-morrow.
Write.

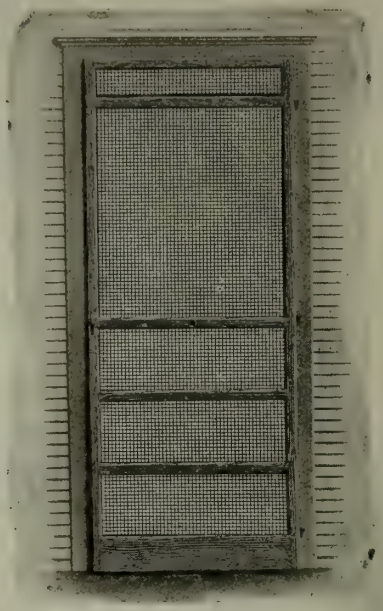
Gilbert & Barker Mfg. Company
SPRINGFIELD, MASS., U.S.A.

Canadian Distributors
Imperial Oil Limited
Branches All Cities

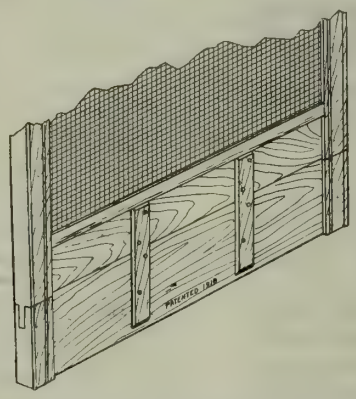


The BACK Door should be

A "KASEMENT" DOOR!



The back door gets more hard usage than any other door. It is usually close to the kitchen where the flies are thickest. Therefore, a good, strong door is needed for the back—one that will not sag—but fit snugly at all times—and keep out the flies. Make a profit by selling "Kasement" doors for the back as well as the front.



EXTENSION BOTTOMS

Kasement Extension Bottom shown at the left, makes it possible to extend any stock Kasement door from 3 to 7 in. This is especially designed to take care of those brick houses which have the very narrow door step, about 5 or 6 inches above the floor.

KASEMENT SKRENE DORE CO.

183 Church St., Toronto

Factory: Burlington, Ont.

TRIMO

The word Trimo

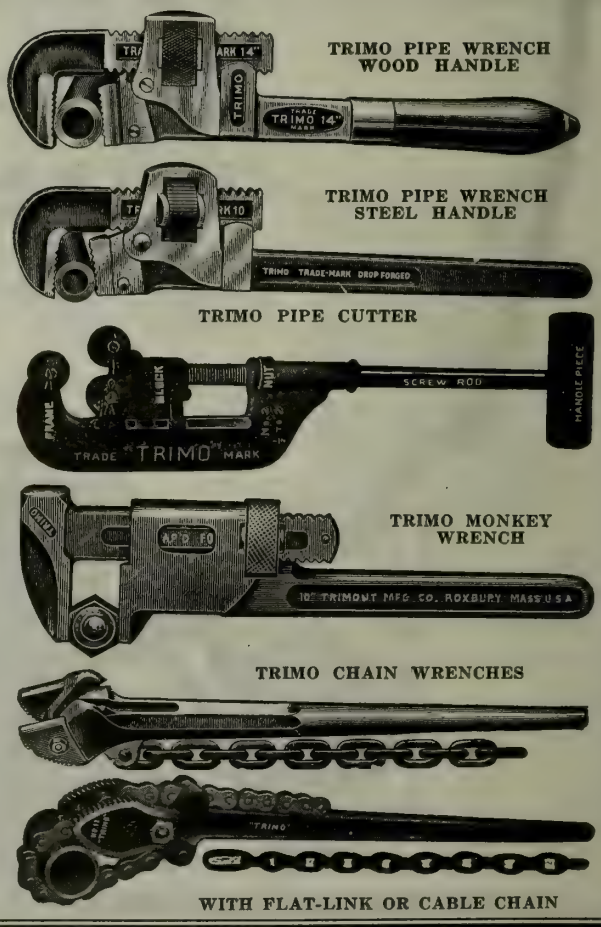
stands for good tools made by the Trimont Mfg. Co., which are the following:

The Trimo Pipe Wrench
The Trimo Chain Pipe Wrench
The Trimo Monkey Wrench
The Trimo Pipe Cutter (Hand)

The four good points that make **Trimo Pipe Wrenches** superior are the **Spiral Spring** always in place—**Steel Frames** that will not break—**Nut Guards** that protect adjustment nut—and the **Inserted Jaw** in handle that can be replaced when worn. Save money and buy Trimo goods, made by

TRIMONT MFG. CO.

55-71 Amory Street
Roxbury, Mass.
U.S.A.



Did you get your copy of this book?



IT only takes a postcard to bring it to your counter. It is intended partly for your convenience in ordering electrotypes for your local advertising, and partly to show what we are doing to help you sell more AutoStrop Razors.

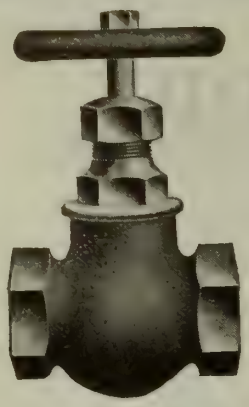
As the introduction says, "We believe it is to your interests to know what our advertising is to consist of before it is published. The advertising of a manufacturer is the maker's pledge to the consumer. In fairness to the dealer it appears to us that no prospect should be permitted to read an ad. before it shall have been read by the one whom the prospect shall interview---the salesman---therefore, it is of vital importance that your selling staff be as, if not more, familiar with the points expressed in the campaign than the prospect will be."

If you have not already received a copy of this book, send for yours, read it, have your clerks read it, and then take advantage of our publicity plans in this and other ways which will naturally suggest themselves to you.

AutoStrop SAFETY RAZOR

AUTOSTROP SAFETY RAZOR COMPANY, Limited
AUTO STROP BUILDING TORONTO, ONTARIO, CANADA

During 1918 our factory turned out more Safety Razors than any other Safety Razor factory in the British Empire



FIVE WORKS---OVER 3,000 EMPLOYEES

UNITED BRASSFOUNDERS AND ENGINEERS, LIMITED

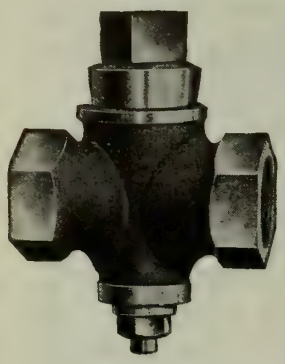
EMPRESS FOUNDRY, CORNBROOK, MANCHESTER, ENG.



DURING THE WAR our Plants have been exclusively engaged on work of supreme national importance.

WITH PEACE IN SIGHT we are pleased to announce that we intend to again direct our energies to the intensive production of:—

GUNMETAL and BRASS VALVES and COCKS.
STEAM, WATER and COMPRESSED AIR FITTINGS GENERALLY.
CAST IRON STOP and SLUICE VALVES.
SEMI-ROTARY PUMPS.
EXTRUDED BRASS and BRONZE BARS.
BRASS BOLTS and NUTS, STUDS and GENERAL TURNED WORK FROM THE BAR.
CAST AND MALLEABLE IRON COCKS and PIPE FITTINGS.
PRESSURE and VACUUM GAUGES.
INJECTORS and GENERAL JET APPLIANCES.
ENGINE GOVERNORS (Pickering, Proell, and Other Types).
SPRAYING MACHINES, for Insecticides and Lime-washing.
COPPERSMITHS' WORK.
"STELLA" BRAND ALLOYS: MANGANESE COPPER, SILICON COPPER, FERRO ZINC, PHOSPHOR COPPER and TIN, etc.





"UBEL" POST-WAR SERVICE

If you are interested in any or all of the lines mentioned, and are in a position to take a hand in the energetic distribution of the same, please communicate with us NOW to our Head Office, at above address.

P⨯H

TRADE MARK

A SLOGAN

is a manufacturer's declaration of faith in his product.

Usually it is a simple statement of fact, pithily pointing out the superiority of his goods.

The slogan of P.H. and Imperial Files, is

"They Cut Faster And Wear Longer"

This is justified by the practice and experience of satisfied users.

Let us prove it to *YOU.*

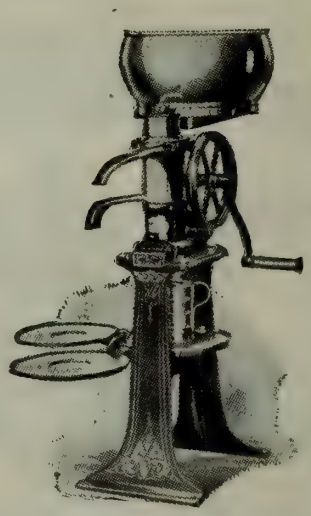
Ingersoll File Company, Limited
Ingersoll, Ontario

John Morrow Screw & Nut Company, Limited
INGERSOLL ONTARIO
Sole Distributors

IMPERIAL

TRADE MARK

Opportunity knocks on the door sometimes when she should knock on the head.



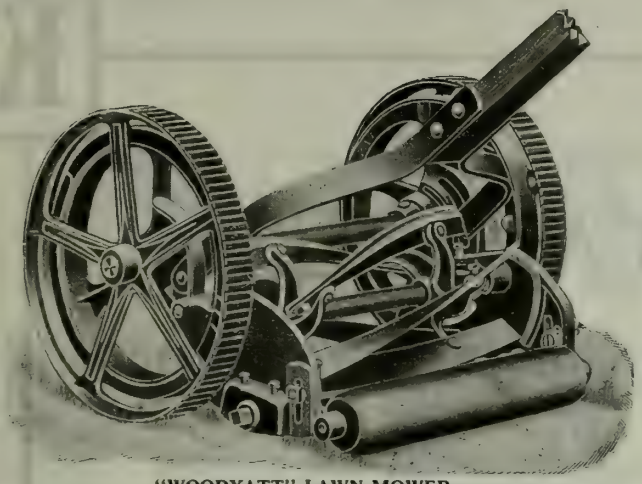
Surely you are not afraid to investigate the many attractive features of an agency for the

Anker-Holth
(Self-Balancing Bowl)

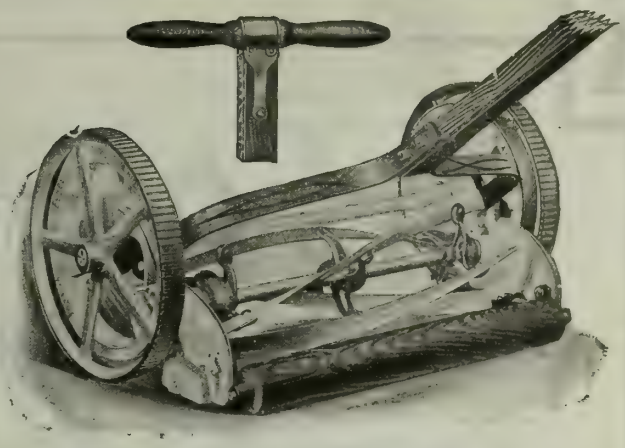
Cream Separator

WRITE TO

SILVERWOODS, LIMITED
LONDON, ONT.



"WOODYATT" LAWN MOWER



"EMPRESS" LAWN MOWER

YOUR SPRING SALES

For effective Spring selling make a display of our Empress, Adanac, Ontario, Woodyatt, Star and Daisy Lawn Mowers. Their attractive finish and well set-up appearance is a sales-producing factor you cannot afford to overlook.

Not only do T-F Lawn Mowers look good—but they do their work well and last an uncommon length of time.

Every Lawn Mower is absolutely guaranteed and we ship promptly.

Taylor-Forbes Company, Limited

Taylor-Forbes Co., 246 Craig St. W., Montreal

H. G. Rogers, Ltd., 147 Prince William Street, St. John, N.B.

Head Office and Works:
Guelph, Ont.

Taylor-Forbes Co., Ltd., 1070 Homer Street, Vancouver.

H. F. Moulden & Son, 314 Confederation Life Bldg., Winnipeg.

ACORN

GALVANIZED SHEETS - for Sure Satisfaction.

QUALITY GOODS and BUSINESS

ACORN STANDS FOR QUALITY

These are the sheets that have built our business—they will help you build your business, too. The quality is in these goods—the satisfaction you'll have in using them will be such as to make you a steady customer for Acorn Brand. Made of even iron—well worked up; with the result that they will take the "brake" without cracking the galvanizing.

Send us a memo of the sheets you are likely to need this Season and the dates of delivery you will require—we will promptly quote you a rock-bottom price.

THE METAL SHINGLE & SIDING CO., LIMITED

PRESTON
WINNIPEG

TORONTO
SASKATOON

MONTREAL
CALGARY

IT'S CONTAGIOUS!

The Desire for Kribs Washing Machines

In the **household** the woman who uses the machine tells the other members of the family—it becomes a real treasure and delight. The **happy story** spreads to the neighbors. They repeat the glad experience—and so on—infinitum.

The dealer benefits by all this. Each time he sells a **KRIBS** machine he makes a strong friend of the customer; he increases his reputation for selling **the best.**

COMFORT, SATISFACTION, PROFIT

The "Big Three" are in every "KRIBS"

These splendid qualities exist in the **whole line,** from the low-priced hand-power machine to the beautiful electric. There's one for every home.

The enormous sale of these machines would surprise even the most cheerful optimist. **There's a reason.** Every dealer who handles the **KRIBS** comes back for **more.** Are **you** cashing in on this line?

Almost every jobber carries them, but if yours does not, write us direct for catalogue and discounts. **Do it NOW.**

ELECTRIC
GASOLINE-MOTOR
WATER-MOTOR
HAND POWER

WILLIAM A. KRIBS - HESPELER, ONTARIO

Maker of FREIGHT HANDLING TRUCKS of All Kinds

WHITTALL CANS

for

Meats Vegetables Milk
Syrup Fish Paint etc.

PACKERS' CANS

Open Top Sanitary Cans
and
Standard Packer Cans with Solder-Hemmed Caps

A. R. Whittall Can Company
Limited

Established 1888

Montreal

MADE IN CANADA

Blacksmiths'
Boiler Makers'
Machinists'
AND
Pipe Fitters'
Tools

Write for Catalogue

A. B. Jardine & Co.
LIMITED
HESPELER, ONT.

Manufacturers
OF
WIRE
HEADQUARTERS FOR
WIRE BALE TIES
Largest Capacity and Stock in Canada
PROMPT SHIPMENT

LAIDLAW BALE TIE COMPANY, Limited
HAMILTON, CANADA
Winnipeg Toronto Montreal
London, England



"TALLMANS' SPECIAL" ARCTIC METAL

a medium-priced babbitt specially adapted for Saw Mill and Woodworking machinery.

Will remain cool under exceptionally high speed.

Its long life proves its efficiency.

Tallman Brass & Metal Limited
HAMILTON, ONT.

SANITARY BRUSHES

in TWISTED WIRE of all kinds



MANUFACTURED BY

The Perfection Sanitary Brush Company

1118 Queen St., W.
TORONTO

Original Makers in Canada



HIGHEST QUALITY AND WORKMANSHIP

Manufacturers to the trade only

Send for Catalogue and Prices

Phone: Parkdale 250

More-Profit Pumps ---Real Profit

No use to sell a pump that makes trouble for a dealer with his customer.

The trouble is remembered. The cost of repairs is dead loss of time and temper. The dealer suffers.



"Aremacdee" hand and motor metal pumps for force or lift use, every kind, are shown in the big catalogue.

Dealers, ask for prices and terms. Get real profits on your metal pump sales.

WRITE

The R. McDougall Co.
LIMITED
GALT, CANADA

The L. Martin Co. *Headquarters for*

GERMANTOWN LAMPBLACKS

IN

ENGLAND and AMERICA

Originators of Eagle, Old Standard, Globe and Pyramid Germantown Brands.

Suppliers of Bulk Blacks to the highest class Grinding Trade.

THE L. MARTIN CO.

Montreal Toronto
Philadelphia New York
Winnipeg
London, Eng.

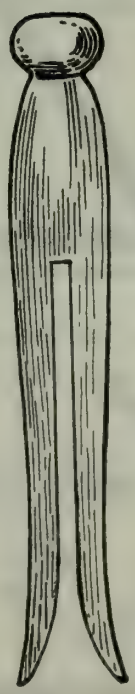
The Megantic Broom Mfg., Co., Ltd.
Manufacturers of Brooms and Clothes Pins





Lake Megantic, Que.

Our clothes pins are made and designed to stay on the line. And they do. Dealers know that by the way housewives are asking for them. Made of the best wood, that insures against splitting. Splendid profits and customers' satisfaction assured to the dealer selling them. Write our nearest agent.



AGENTS: Boivin & Grenier, Quebec. Delorme Frere, Montreal. J. Hunter White, St. John, N.B. H. D. Marshall, Ottawa. Harry Horne Co., Toronto. Tomlinson & O'Brien, Winnipeg. Oppenheimer Bros., Vancouver; McFarlane & Field, Hamilton, Canada.

BE PREPARED for



FLY SEASON
with a good stock of Stover

Screen Door Hinges

Stover screen door hinges are made of strong, smooth castings with the best grade of spring wire. That is why people that know the hinge business order the Stover hinges.

Stover hinges are made in non-hold-back, hold-back, detachable and double-acting styles.

Our new general hardware catalog No. R-19 is now ready for the trade. If you have not received one, let us know. It shows a big assortment of seasonable, quick-selling specialties, such as:
Mop Sticks—Waffle Irons—Corn Stick Pans—Meat Broilers—Lemon Squeezers—Ice Picks and Shaves—Lamp Brackets—Paper Holders—Combination Pliers—Pincers—Cast Hammers and Hatchets—House Numbers—Shade Fixtures—Door Pulls—Coat, Robe and Harness Hooks—Latches—Saw Clamps—Dampers, and other Stove Trimmings—Pulleys, all styles—Fireplace Fixtures—Windmills, Feed Mills and Gasoline Engines.

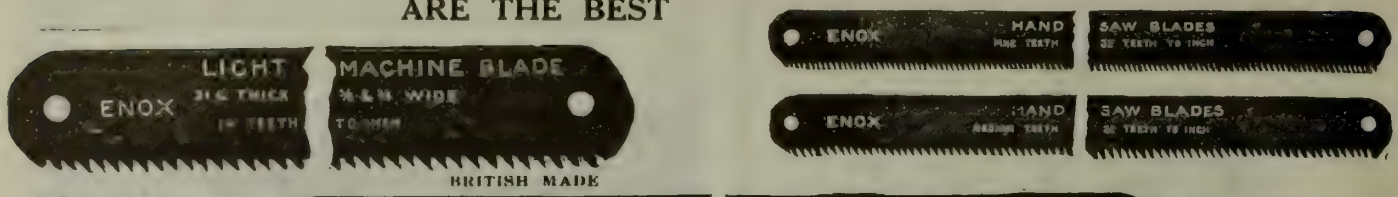
Stover Mfg. & Eng. Co.
709 East St.
FREEPORT, ILL.

Canadian Representatives: Cadman & Co., 322 McIntyre Block, Winnipeg; Mr. G. L. Cohoon, 11 St. Sacrament St., Montreal.

USE THIS COUPON
Stover Mfg. & Engine Co., 709 East St., Freeport, Ill.
Send undersigned information regarding your .....
Name .....
Business .....
Address .....

ENOX HACKSAW BLADES

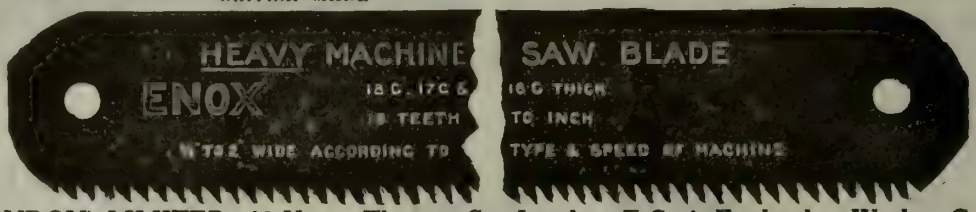
ARE THE BEST



BRITISH MADE

AGENTS IN CANADIAN TOWNS WANTED

AN ENTIREL BRITISH COMPANY



Liberal terms offered to firms willing to carry stocks and act as sole agents for the district.

SOLE MAKERS **FRY'S (LONDON) LIMITED, 46 Upper Thames St., London, E.C. 4, England. Works: Greenwich, S.E. 10**

The Standard Machinery & Supplies, Limited, 261 Notre Dame St., West, Montreal.
Agents for British Columbia—The A. R. Williams Machinery Co., 495 Railway St., Vancouver, B.C.

We Have

Safe Pack Waterproof Paper

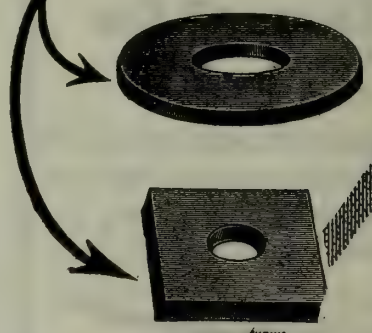
Shippers Should Know About it

Walter Woods & Co.

Hamilton and Winnipeg

Wrought and Steel Plate WASHERS

of all descriptions



Round & Square Plain or Galvanized

Annealed Rivet Burrs, Felloe Plates, Sheared and Punched Plates. Malleable Washers and Cast Iron Washers.

Prompt Shipment

Wrought Washer Mfg. Company
Milwaukee, Wis.

E. Roy, 65½ St. Andre St., Montreal, Que.
A. S. Butchart, 26 Adelaide St. W., Toronto
C. C. Cartwright, Union Trust Bldg., Winnipeg



4 Good Reasons ---READ 'EM!

Why you should sell Rolled Thread Bolts and Screws:

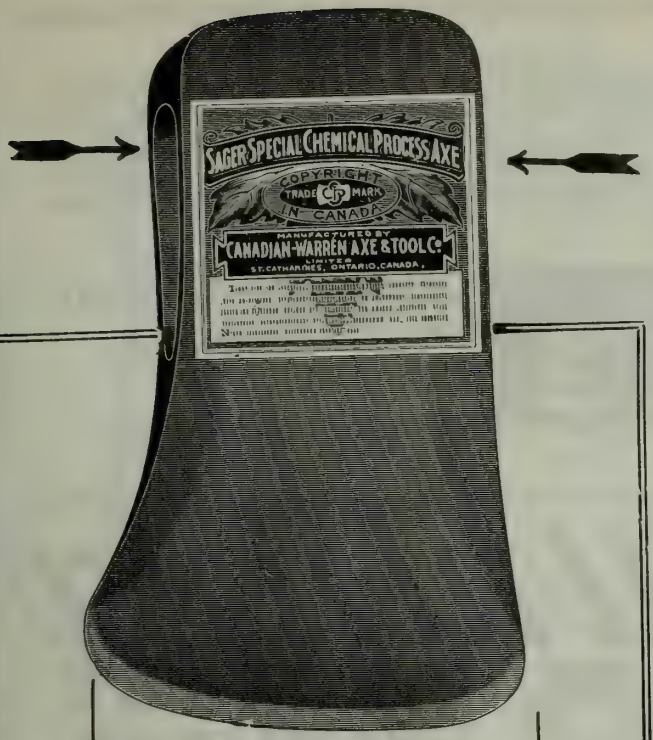
BETTER QUALITY—Rolled Thread Bolts can only be made from first quality Basic Open-Hearth Stock.

STRONGER—Actual tests show 13 per cent. greater strength than Cut Thread Bolts.

NO USELESS WEIGHT—Shanks are smaller than threads. No useless weight to pay freight on.

BIG FIRMS ADOPTING THEM—Some of the largest users on the continent will accept nothing else—and they always investigate before acting.

THE NORTHERN BOLT, SCREW AND WIRE COMPANY, LIMITED - OWEN SOUND, ONT.



WHY NOT BE GUIDED BY THE JUDGMENT OF HUNDREDS OF WELL KNOWN LUMBERMEN, WHO ACKNOWLEDGE THE SUPERIORITY OF

"SAGER AXES"
AND
"SOO LINE" LOGGING TOOLS?

GET THE HABIT.
(AND THE PROFIT)

Canadian-Warren Axe & Tool Co.,
LIMITED
ST. CATHARINES, ONT.



Soo Line Logging Tools

Sell Your Share

Men know it pays better to buy a new sharp file than to waste labour working with a dull one.

Pounding away at this truth in our advertising has borne fruit.

Consequently the demand for **"Famous Five"** Files is increasing steadily.

Carry a moderate stock, and share in this trade. But be sure to specify **"Famous Five"** Files when ordering.

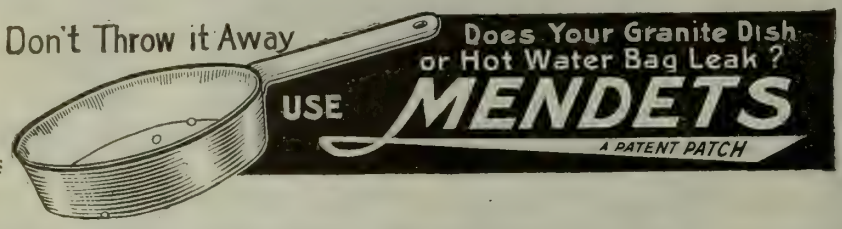
They are;

KEARNEY & FOOT
GREAT WESTERN
AMERICAN
ARCADE
GLOBE

Made in Canada by



Mr. Hardware Dealer, — Every household is practising economy these days. **Mendets** is being used everywhere to lengthen the life of Kitchen Utensils. It has already established itself with the Canadian housewife. She knows its value. It needs but one of our displays upon your show-case to suggest a purchase. Order through your **Wholesale Hardware House.**



Collette Mfg. Company
Collingwood,
Ontario



ALL our products are made to give the utmost service to the ultimate purchaser. That means satisfied customers and more sales for the dealer.

We make:—

Emery Paper and Cloth, Garnet Paper and Cloth, Flint Paper and Cloth, Discs and Circles.

We can help you to increase your sales. Write for catalogue and prices.

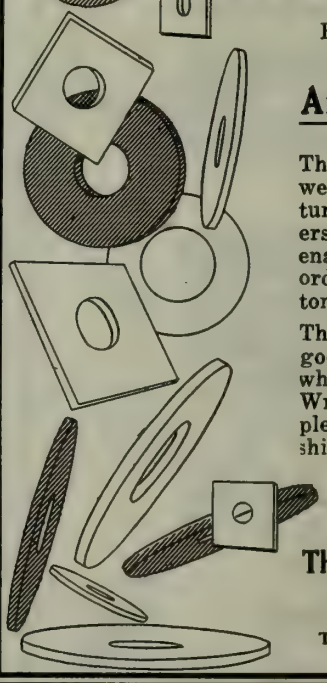
Canadian Sales Representatives:

Messrs. Moncrieff & Endress, Galt Bldg., Winnipeg, Man. 'Phone Garry 3389.

Mr. Alexander Gibb, 3 St. Nicholas St., Montreal, Can. 'Phone Main 2343.

United States Sand Paper Co.
Williamsport, Pennsylvania

Unimeco
WROUGHT WASHERS



Round and Square, Plain and Galvanized

Annealed Rivet Burrs

The unusual high standard we maintain in the manufacture of both Wrought Washers and Annealed Rivet Burrs enables you to offer extraordinary value to your customers.

The "Unimeco" line means good profits and more worth while business for the Dealer. Write us for prices and complete information. Prompt shipments guaranteed.

The Union Iron & Metal Co.
Limited
1951 DUNDAS ST. W.
TORONTO CANADA

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

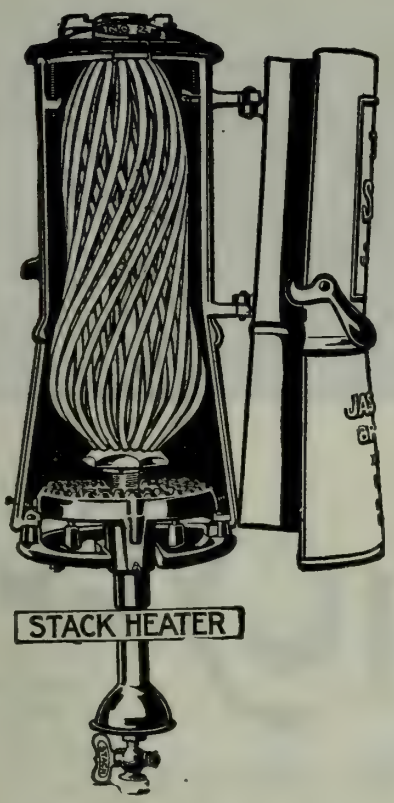
LONG DISTANCE PHONE No. 87

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THE THOS. PINK COMPANY, LIMITED
Manufacturers of Lumber Tools
PEMBROKE - - - - - ONTARIO


It's a Pink anyway you take it.



The Evidence Is There

The big feature of the Stack Gas Water Heater is readily apparent.

Your arguments may be clinched by simply opening up the Heater. Those near perpendicular copper tubes will convince your customers. They can see at once that the water is subjected to intense heat. They will understand how small columns of water will heat quicker than in a large coil. The fact that the *Stack Gas Water Heater* heats water in one minute will make sales for you. You will have no trouble convincing your customers that this is the best heater on the market to-day.

Display card sent on request.

The James Morrison Brass Mfg. Co., Ltd.

93-97 Adelaide Street West - TORONTO

HORSE COLLAR PADS



Horse-owners appreciate the worth of good, serviceable **Horse Collar Pads.**

Recommend **"TAPATCO" Pads** to your customers. They give satisfaction. It's economy to use them in the prevention of **"Sore Shoulders."** Save time and money in keeping horses always on the job. Made of strong, durable and highly absorbent material. Well made and carefully sewn. Are soft and perfect fitting under the collar.

Possess our exclusive **"Patented Hook Attachment"** that lengthens the life of the pad.

Include **"TAPATCO" PADS** in your next order.

They sell at a splendid profit.

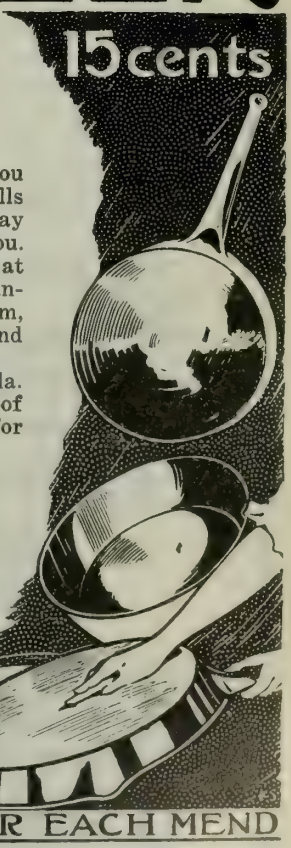
Order through your jobber.

The American Pad & Textile Co.

CHATHAM, ONTARIO

VOL-PEEK

A Fast Seller with Big Profits



Vol-Peek is the most rapid seller you can place on your counter. It sells on sight. Our bright colored display stand will make many sales for you. Vol-Peek mends kitchen utensils at **½ cent per mend.** Pots, pans, tinware, graniteware, copper, aluminum, etc. Easily applied, sanitary and guaranteed satisfactory.

Sold and advertised all over Canada. Write to-day for a display stand of 24 packages, $2.25. 60% profit for you.

Order through your jobber or direct to—

N. NAGLE & CO.

(Owning and operating Vol-Peek Mfg. Co.)
BOX 2024, MONTREAL, CANADA



COSTS ONLY ½c FOR EACH MEND

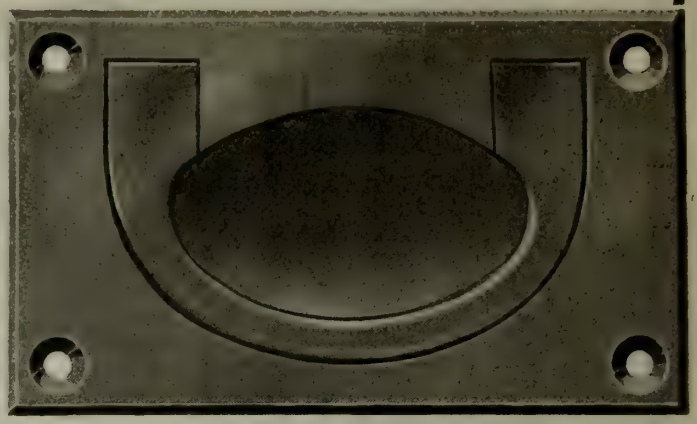
IDEAS

The fact that we embody the latest ideas in all our products has put us in the forefront of Brass Goods Manufacturers. Our Catalogue illustrates the lines you should be selling.

We manufacture Furniture trimmings of all kinds, Sash Locks, Sash Lifts, Casement Fasteners, Door Pulls, Hat Hooks, Transom Catches, Key Plates, Flush Bolts, Sash Push and Pull Plates, House Numbers, Door Knockers, Casement Adjusters, etc.

The Stratford Brass Company,
Limited
STRATFORD, ONTARIO

No. 318 Plush Pull—Cast Brass—3⅜" x 2 1/16"





FOR YOU, SIR

YOU—are interested in business growth.
YOU—feel that if the performance of the goods you sell backs up the guarantee of the manufacturer and your statement to your customers, it is a big advantage to you.
WE—are prepared to prove to you that CLEVELAND GRINDSTONES will help you sell and satisfy more buyers in this line of goods than any other.
WE—have the products of 22 quarries from which to select, including the only ones producing **genuine** Berea and Huron stone.

The Cleveland Stone Co.
Union Bldg. - Cleveland, Ohio
BISSETT & WEBB, LIMITED, WINNIPEG, MAN.
Western Distributors

BICYCLE

WHOLESALE ONLY

SUPPLIES
FLASHLIGHTS

Mr. Dealer, if you are looking out for yourself and buying where you can make the most profit, **GET IN TOUCH WITH US.**

We Sell by Mail Only

Our prices positively defy competition. Our low overhead expenses, elimination of expensive salesmen enable us to sell goods of superior quality, at prices away below any of our competitors.

Write for Catalogue—FREE

CROWN CYCLE & MOTOR CO.
319 Craig St. West, MONTREAL
LARGEST WHOLESALE MAIL ORDER HOUSE IN CANADA

REED'S STANDARD Asphalt Roofing

The dealer aiming to give his customers the utmost in money value can safely recommend REED'S STANDARD ASPHALT ROOFING. It stands the test of the roughest elements and is absolutely reliable.

Cement and nails with every roll. A time and money saver. Weight per square—1-ply, 35 lbs.; 2-ply, 45 lbs.; 3-ply, 55 lbs.

Prices and particulars will be mailed you on request.

We handle a complete line of Roofer's Supplies. Write us for prices and complete information.

G. W. REED & CO., Limited, Manufacturers
Montreal, Que.

A Plan For Selling *more* Polarine Motor Oil And Increasing Your Profits

Become the Oil authority in your locality

Read our Booklet—"Polarine for Automobile Lubrication," and thoroughly inform yourself on the importance to the engine of the right lubricating oil. Know accurately the correct grade of oil for every use.

Correct lubrication of engine parts is essential to the life and satisfaction of every motor car.

Let your knowledge be known

Help every customer in selecting the correct grade of Polarine for his car. Display the Red Ball Sign prominently. Be headquarters for Imperial Polarine supplies and lubricating information.

Motorists appreciate the thoughtful interest and attention of dealers who endeavor to save them money.

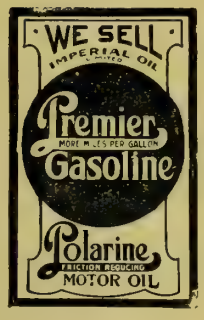
Polarine
FRICTION REDUCING MOTOR OIL
"Makes a good car better"

Carry the complete Imperial Polarine Line

Do not content yourself with having a mere assortment of the various size packages, have plenty of each size so that an unexpected rush of business will not find you understocked. Have the size package the customer wants in the grade he needs.

Customers who have used Polarine have received satisfaction—no trouble. They want the same grade again—nothing less will satisfy them.

Point out to customers who have a private garage the economy and convenience of the 12½-gallon steel keg. If there is a body of water near you, motor boat enthusiasts will appreciate information on the larger size. It's often a ***hard*** road to the dock.



Display the Red Ball Sign Prominently.

It attracts trade.

Increased sales increase Percentage of Profit

When you have developed this larger business you will turn your stock more often and buy in larger quantities, thus taking fuller advantage of quantity discounts.

Imperial Polarine comes in three grades for cylinder lubrication—Imperial Polarine, Imperial Polarine Heavy and Imperial Polarine A. There are also Imperial Polarine Oils and Greases for effective transmission and differential lubrication. Put up in attractive, lithographed, sealed cans — half-gallon, gallon and four-gallon. Larger quantities in 12½ gallon kegs, half-barrels and barrels.

Write for Polarine Booklet on Automobile Lubrication. Address us at 56 Church Street, Toronto, and get our dealer proposition.

IMPERIAL OIL LIMITED

Manufacturers & Marketers of POLARINE MOTOR OILS & GREASES
Marketers of *Gargoyle Mobiloils* in Canada
BRANCHES IN ALL CITIES



Needed in every Home

THESE three big sellers, Imperial Parowax, Imperial Ioco Liquid Gloss, and Imperial Household Lubricant are household necessities.

Stock them and you will receive countless calls. These three Imperial products are all attractively put up in sizes to suit the trade. Considered from the quality standpoint or from the sizes of the packages, you can give in these three products. Put them in your show window and on your display counter. The profit they will bring will pay you well.

There is a good profit—a far more liberal margin than that afforded by similar products—in the sale of these three products better consumer values than in any others.

IMPERIAL OIL LIMITED

Power · Heat · Light · Lubrication

Branches in all Cities



DAVIDSON'S
"FROST RIVER" REFRIGERATOR

The "Frost River" is the Housewife's ideal of a perfect refrigerator. Made entirely of sheet galvanized, finished outside with beautiful French grey enamel and inside with snow white enamel. Fitted with removable tinned wire shelves that will not rust. Easily cleaned, absolutely sanitary and uses much less ice than a wooden refrigerator. Place a Davidson "Frost River" Refrigerator upon your floor. It readily sells itself.

Write to-day for full particulars and prices

The Thos. Davidson Mfg. Co.
LIMITED

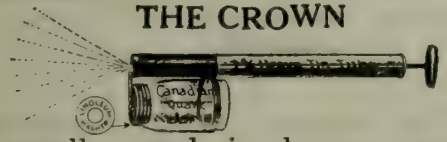
Toronto Montreal Winnipeg

Leading Sprayers
THE STURDY



Particular customers demand the best knapsack sprayer. Sell these and they are satisfied.

THE CROWN



Universally used in house, garden, stable and garage.

ARE YOU READY?

THE COLLINS MFG. CO.
TORONTO ONTARIO

A Profitable Necessity

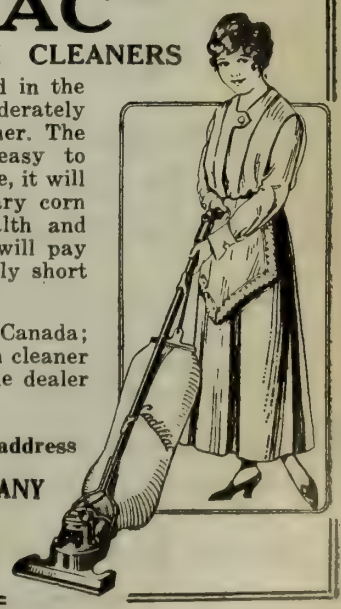
Each housewife that enters your store is a potential user of an Electric Vacuum Cleaner. She realizes that it will reduce the drudgery of housework by doing it efficiently and with a minimum of time and labor.

Make her an actual user by selling her a Cadillac Electric Vacuum Cleaner.

CADILLAC
ELECTRIC VACUUM CLEANERS

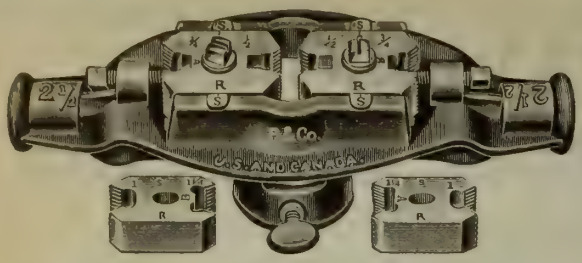
fill an ever increasing need in the home for an efficient, moderately priced electric vacuum cleaner. The "Cadillac" is light and easy to handle. Strong and durable, it will outlast hundreds of ordinary corn brooms. Saving the health and time of the housewife, it will pay for itself in a comparatively short time.

The "Cadillac" is made in Canada; is the lowest priced vacuum cleaner on the market, and nets the dealer a handsome profit.



For full particulars, address

CLEMENTS MFG. COMPANY
78 DUCHESS ST.
TORONTO



Solid Die Plates

Armstrong Adjustable Stock and Dies
Pipe Cutters and Vises

We are the sole manufacturers of the above lines formerly made by Butterfields, and we are determined to maintain the reputation enjoyed by these goods.

They are one of the most profitable lines for the dealer to handle.

Send to-day for our catalogue and prices.

Prompt delivery guaranteed.

Rapid Tool & Machine Co., Ltd.

Lachine, Que. **Branch: Iberville, Que.**

Rock Island Combination Forge, Anvil and Vise



FRAME—is steel angles.

FORGE — Pan is oval, 12 x 15 inches.

FAN — is driven by an accurately cut gear and pinion.

VISE — jaws are 3½ inches wide and open 11 inches.

PIPE JAWS — take pipe and round rods up to 2 inches in diameter.

DRILL—takes ½-inch round shank drills; chuck is steel.

The machine weighs about 135 pounds. Order a sample. This tool will sell on sight.

Factory and Office:

Rock Island Manufacturing Company

ROCK ISLAND, ILL.

NEW YORK---113 Chambers St. CHICAGO---180 N. Market St.

VISES *A Type and Size for Every Service*

SHARRATT & NEWTH

43-44 PERCIVAL ST., LONDON, E.C. 1

GLAZIERS' DIAMONDS

of

All Descriptions

Established 100 Years

To be obtained from Dealers in Glass, Hardware and Painters' Supplies.

We send CATALOGUE upon application.

One of Our Popular Patterns

No. 24

Nickel Plated



The WHEEL keeps the DIAMOND always ON THE CUT.

Can be used by anyone not experienced in GLASS CUTTING.

Cut is always SURE.

Of convenient size to carry in the pocket

Agents: A. Ramsay & Son Co., Montreal

STILL'S HANDLES

For Every Use

We manufacture a wide variety of handles—Axe, Pick, Sledge and Hammer Handles, Canthook and Peavie Handles.

STILL'S HANDLES are known everywhere as the best value for the money. They are reliable, made from choice Canadian woods and give an unusual length of satisfactory service to the tradesmen.

The best handles for your customers to buy and the most profitable handles for you to sell.

J. H. Still Mfg. Company

ST. THOMAS :-: ONTARIO

Build Up Your Business

by handling the BEST.

MADE IN CANANA BY CANADIANS

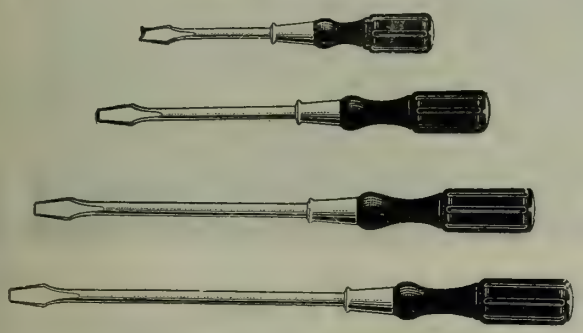
Sold All Over the World



ARROW HEAD SAWS

Write for Catalogue
T. F. SHURLY CO., LTD
St. Catharines, Ont.

Stanley Tools



"HURWOOD" SCREW DRIVERS

Unsurpassed for **Strength** and **Durability.**
Blade, Shank and Hand are of one piece of steel.

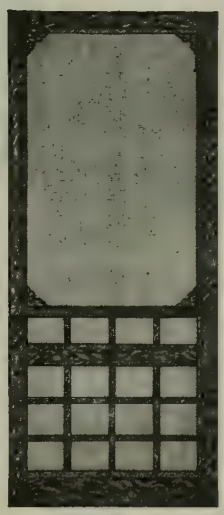
The Blades are finely tempered and well finished.
The Handles are polished and stained black.
Many styles and sizes from which to select your stock.

"HURWOOD" SCREW DRIVERS ARE MADE IN OUR CANADIAN WORKS

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.

Canadian Representatives: A. MacFarlane & Co., Ltd.
Montreal, Canada

REFRIGERATORS SCREEN DOORS and WINDOWS



The warm weather will soon be here. If you have not sent in your order for your requirements, DO IT NOW.

We are anxious to give you best possible SERVICE.

Write to-day for our catalogue and price list.

Sanderson-Harold Co., Limited
PARIS, CANADA

GASTINE REDUCES THE COST OF GASOLINE BY 30%



TRADE MARK
Reg'd in Canada

Gastine increases the efficiency of gasoline—gives more power, also removes and prevents the formation of carbon.

Gastine is mixed directly with the fuel and can be used with every kind of gasoline or kerosene engine. The tablets are placed in the tank one to each gallon of fuel. Being soluble, they quickly dissolve and cannot in any way stop o · clog the feed pipe. Gastine is guaranteed non-injurious (tested by Milton Hersey & Co., Ltd.). It is equally effective in use with

AUTOMOBILES, TRACTORS, STATIONARY ENGINES,
MOTORCYCLES, MOTOR TRUCKS AND MOTOR BOATS

Gastine is guaranteed to meet every claim made for it and is being used with complete success throughout the civilized world.

We want agents throughout Canada. Sample package mailed postpaid on receipt of $1.25. Try it out yourself; you will then sell it.

EVANS & CO., LIMITED, Coristine Building, MONTREAL, CANADA
(WRITE FOR FULL PARTICULARS)

PEDLAR'S

"GEORGE" SHINGLES
FOR THE BARN and
"OSHAWA" SHINGLES
FOR THE HOUSE

The Roofings That Last A Lifetime!

Guaranteed wind, water and storm proof on any roof having a fall of three inches or more to the foot.

Exclusive locking devices permitting every shingle to be locked on all four sides.

Easy to lay and a perfect watershed when laid.

Made from heavily galvanized steel that cannot rust, rot or burn.

Trade discounts provide for good profit to the hardwareman, while quality assures perfectly satisfied customers.



The
Pedlar People Limited
Establ.shed 1861
Executive Offices and Factories:
OSHAWA, ONT.
Branches: Montreal, Quebec, Ottawa, Toronto, Winnipeg, Vancouver.

Write For Roofing Booklet "H.M." To-Day!

NEW QUARTERS

BUSINESS AND STOCKS INCREASED SO WE HAD TO MOVE AND OUR NEW OFFICE AND WAREHOUSE ARE ON THE MAIN FLOOR,

265 ADELAIDE STREET W.
TORONTO

COME IN AND SEE US AS SOON AS YOU CAN AND TAKE LOOK AT THE MOST COMPLETE STOCK OF ALUMINIUM IN AMERICA.

THE BRITISH ALUMINIUM COMPANY, LIMITED
265 ADELAIDE ST. W., TORONTO
(Eastern Agents: Spielman Agencies, Montreal)

METALS · CHEMICALS · GLASS
B&S·H
Established 1790

Metals

Sheet Zinc, Sheet Copper, Ingot Tin, Galvanized Sheets, Black Sheets, Tin Plates, Canada Plates, etc. Ingot metals of all kinds.

B.&S.H.THOMPSON
& COMPANY LIMITED
MONTREAL
Branches : Toronto, Winnipeg, Vancouver, New Glasgow, N.S.
Selling Agents for Eastern Canada for United States Steel Products Co.
Exporters of the Products of the American Sheet & Tinplate Co.

Real Protection

For the dealer and consumer is behind DOWSWELL-LEES' Products

It represents 30 years of producing washing machines and wringers in large quantities with skilled workmen —the best machinery and efficient management — a combination that offers you the best value in home laundry equipment.

Our assortment embraces only machines of established reputation — mechanically correct and durably finished—a line to meet the requirements of every family.



Arrow Brand Wringers.

Your nearest jobber handles and recommends them, and stocks are carried by us in Hamilton and Montreal.



THE **SEAFOAM**

Electric Washer and Wringer. Convenient to operate--- Absolutely safe.

Wrings while it washes, washes while it wrings.



DOWSWELL, LEES & CO., LTD.

HAMILTON, CANADA

Makers of every type of hand or power washing machine of merit. Also ARROW BRAND Clothes Wringers.

Western Representative:
HARRY F. MOULDEN & SON
WINNIPEG, MAN.

Eastern Representative:
JOHN R. ANDERSON
MONTREAL, QUE.

Hydro Commission Approval, No. 109



HEMCO FUSE PLUG

AMPERES 6-30

Where quality counts in electrical goods,
you get it in the HEMCO FUSE PLUG.

Write for revised prices.

HESSCO ELECTRIC MFG. CO.

33 Church Street, Toronto, Ontario

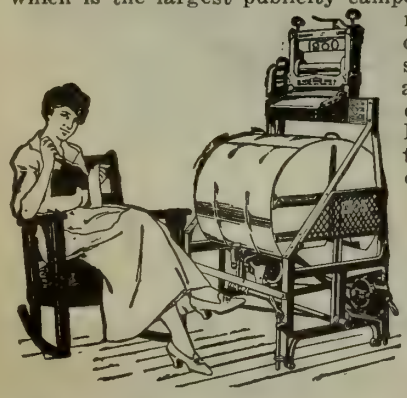
SUPREME AMONG WASHERS

The "1900" Complete Line Pays You Best

For over twenty years we have been making washing machines **exclusively.** The best types of washers have been developed and patented by us in this time.
Recently we have perfected two new models representing the highest development the Washing Machine has ever attained.

"1900" Cataract Electric Washer

These most modern washers, as well as the other various "1900" machines—the Gravity, Water Power and Gasoline Motor Washers—are sold everywhere through our extensive advertising, which is the largest publicity campaign conducted for washing machines in Canada. Inquiries in large numbers result from this advertising, and these inquiries are turned over to such "1900" Dealers as have proven their worth in their different territories.



"1900" Agitator Electric Washer

Is there a live "1900" Dealer in your district? Would you like to know more about the "1900" line?
If there is no one selling "1900" Washers in your territory there is a chance for you. Make use of it by writing to-day to the Wholesale Department.



THE "1900" WASHER COMPANY

357 YONGE STREET
TORONTO



Cat. No. 310—Two Burner Hot Plate
and 300—One Burner Hot Plate

Make Sure You Have these popular Summer Appliances in Stock.

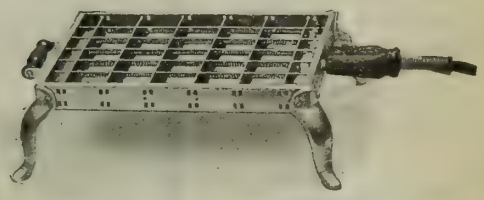
National ELECTRIC

If you haven't—we have

Send in your order to-day.



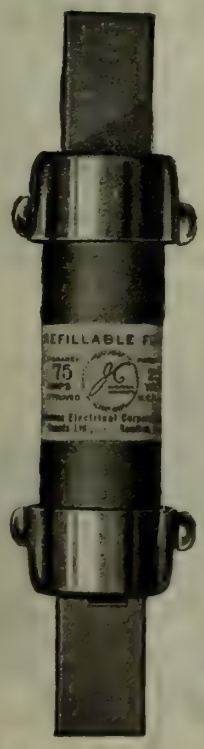
Cat. No. 106—Model B 6-lb. Iron



Cat. No. 180—Toaster Stove

NATIONAL ELECTRIC HEATING COMPANY, LIMITED

Toronto, Canada



J C REFILLABLE FUSE
ALL COPPER ENDS

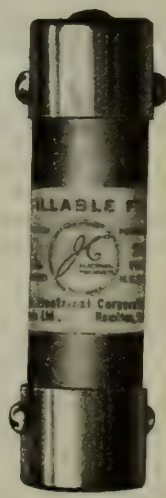
The J C Refillable Fuse is simple in construction, accurate and a money saver.

The J C Refillable Fuse saves you 70% to 80% in your fuse costs.

Refills used in J C Fuses are designed to blow as per underwriters Laboratories requirements.

Fibre tubes in J C Fuses do not char, all Tubes are Asbestos lined.

Hydro Electric Approval No. 9.



Manufactured by

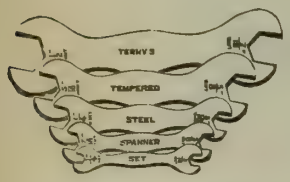
Clemens Electrical Corporation
Hamilton, Ont.

Allen General Supplies, Ltd., 205 Yonge St.. Toronto
Eastern Representatives: Electrics Ltd., 22 St. John St., Montreal

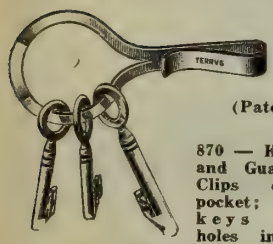


297A — Flexible armband, easy wearing, very serviceable. Attractively boxed in pairs.

Nickled, Gold or Silver plated finish.



544—Set of 5 thin well-tempered Steel Spanners Grip range ¼" and 5-16" across flats. ⅛" to ½" Whitworth.



(Patented)

870 — Key Ring and Guard Clip. Clips edge of pocket; prevents keys sagging holes in pocket. Keys easily put on or taken off. Plated or Carded.

TERRY'S

Commercial Manager Now in Canada



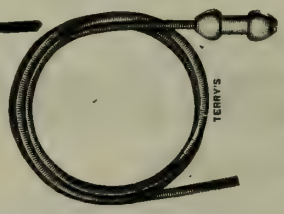
OUR MR. ERNEST CLARKE plans to visit every city of note, and his date for coming to your city will be given in the local press.

Samples of TERRY workmanship will be displayed, and if you are interested in "British to the base" goods, fix up an interview by letter.

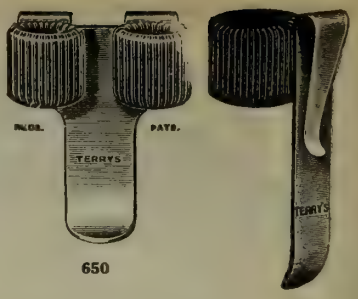
HERBERT TERRY & SONS, LTD.

The Spring and Presswork Specialists

REDDITCH, England. Estab. 1855



570—"Midget" drain pipe cleaner. Goes round any bend with ease. Rust proof finish. Standard sizes 4½ and 6 ft. Other lengths to order.

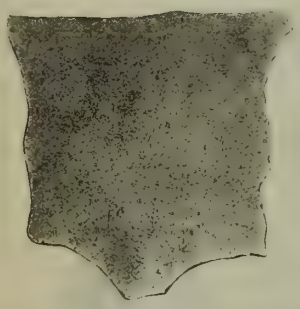


650 649

Terry's (pat. and reg.) "Avecta" pen, rule or pencil clip. A popular seller. Prevents loss of the article entrusted to its care. Plated and carded.



220—Box 1 gross over 50 assorted patterns, well tempered high grade Lock Springs. Also, we put up assortments of washers, springs, hose clips, etc.



Chamois Skins

We have in stock a limited quantity of all sizes from 8 x 10 to 28 x 30.

EVANS & COMPANY, Limited

Coristine Bldg. Montreal, Canada

We represent two of the largest factories in the world.

A GOOD INVESTMENT

Stamp your name on every tool and be insured against loss and theft. We will make for you a stamp, hand cut from tool steel, it will last a life time. Send 20c for each letter or initial, and 10c postage.

We also make special Trade Mark Stamps and Dies. Steel Letters and Figures in sets for the hardware trade.

The Crown Stamp & Die Works

Waterdown Ontario

Automobiles For Boys and Girls

It will pay you to investigate the line of Automobiles we manufacture for Boys and Girls. We make a line that is absolutely new, novel and up-to-date in every respect. New features, attractive finishes and extra strong and durable to withstand rough usage.

Write us to-day for catalogue and complete information.

Gendron Manufacturing Company, Ltd.

Duchess and Ontario Streets, Toronto, Ont.

Automobile No. 35. Wins favor on sight. Every child desires to own one. A rapid seller for the dealer.



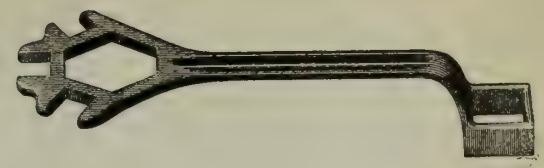


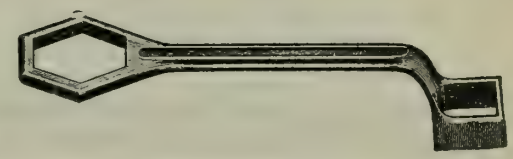
Plow Rings

	Inches Wire.	Inches Long	Inside In. Wide
No. 2800A.	½″	3″	1⅜″
No. 2800B.	7-16″	3¼″	1¼″

Malleable Iron Band Lugs for Round Rods

In sizes from ⅜″ to 1½″. Carefully made of the best malleable iron. Furnished in either bags or barrels.





BETTER MALLEABLE AND CAST IRON PRODUCTS

It has always been our aim to manufacture only the best Cast Iron and Malleable Products. The popular demand for our goods to-day is an indication of the high quality reputation we have attained.

To the progressive Hardware dealer seeking more business with greater profits we suggest the lines here illustrated. Prices and complete information will be gladly furnished on request. Write to-day.

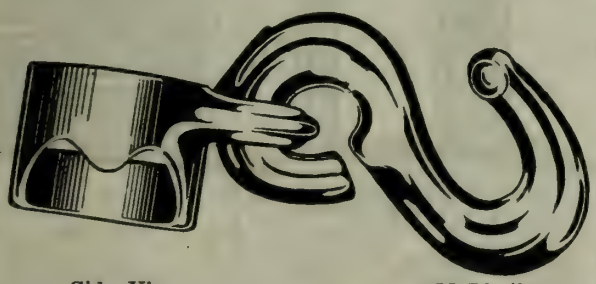
International Malleable Iron Company, Limited

Guelph, Ontario, Canada

Whiffletree Hooks

No. 7323 Wrench
15-16″ Axle Nut, 1½″ Cap Nut, 8½″ long.

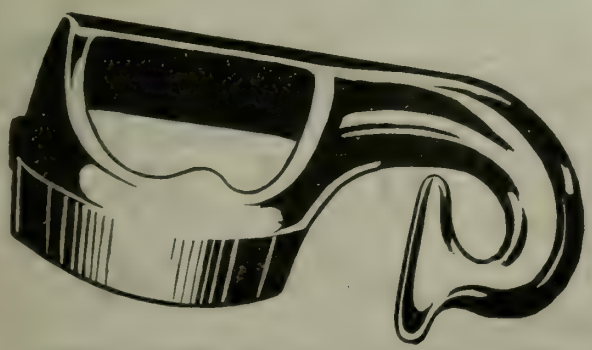
No. 7324
1″ Axle Nut, 1½″ Cap Nut, 1″, ⅝″ and ⅜″ openings, 9″ long.



Side View— **McPhail**
Pattern ..... 1¼″ dia.—pairs



Face View— **McCormick**
Pattern ..... 1⅜″ dia.—pairs



Deering Pattern, 1⅜″ dia.—right and left pairs



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HARDWARE AND METAL

CANADA'S NATIONAL HARDWARE WEEKLY

Vol. XXX. TORONTO, MAY 24, 1919 No. 21

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Canada's National Hardware Weekly

HARDWARE AND METAL

Published Every Saturday Since 1888

Vol. XXX. TORONTO, MAY 24, 1919 No. 21

Sask. R.M.A. Convention Great Success

Enthusiastic Gathering Starts Convention Off With Enthusiasm. Very Satisfactory Conditions Represented by Financial Statement. Money and Membership Both Increasing. Some Interesting and Important Discussions

By Special Representative of Hardware and Metal.

EARLY Tuesday morning of convention week the delegates to the Saskatchewan convention of the Retail Merchants' Association began to arrive, and the convention hall presented a busy scene, marked by enthusiasm and high spirits, that promised well for the success of the gathering.

Early in the session some interesting questions were considered, and a brisk discussion, tinged with flashes of humor, was the order of the day.

Among the points discussed was the suggestion to hold the next convention at the Coast, a suggestion that was received with a good deal of favor on the part of many of the delegates, though the final decision was left to a lates session of the convention.

The prevalence of guessing contests in the West in connection with the retail store aroused a good deal of interest, and the methods of a firm located in Regina, which stages a gigantic guessing contest, was gone into in detail. It was shown that for the sum of $50 the merchant would be supplied with guessing coupons on a bowl of beans, either in Saskatchewan or Regina, depending on whether he was in the northern or southern portion of Saskatchewan. Although one large firm in Regina received their contract gratis in order to act as a bait to the rest, it is estimated that at least 500 dealers fell for the scheme to the tune of $50 apiece. If this estimate were correct it would appear that with the $25,000 realized Chevrolet cars could very well have been afforded, one for the south and one for the north. The infinitesimal chance of any one of the customers of drawing that car may be imagined. The convention recommended most strongly that the Government take whatever means necessary to make any kind of a straight guessing or gambling scheme in connection with business illegal.

The mail order houses were touched on when deprecating the fact that some manufacturers, though they depend on the legitimate retail trade for the major portion of their distribution, will still put the mail order houses on their jobbers' list, and thus assist in unfair competition with them.

Favor Credit Business Rather Than Cash

Considerable discussion was given to the problem of conducting retail business on a strictly cash basis. It seemed to be the consensus of opinion that this was strictly a matter for each merchant's individual decision. One speaker stated that while indiscriminate credit was, of course, absolutely ruinous, that a legitimate credit business can be done by those who keep closely in touch with all accounts, and that a pointblank refusal on the part of retailers generally to extend this accommodation to those of their customers who were good risks would simply be playing into the hands of the mail order houses. This was specially true as regards rural communities, in that farmers especially would find it very inconvenient to pay for each item as they received it; in fact, if they were required to do so, they would be more likely to use the catalog.



MAYOR BLACK

of Regina, who welcomed the visiting delegates on behalf of the city.

Loss on Gasoline

The hardware merchants and those of the grocers who operate gasoline stations complain that they have had great difficulty and considerable loss owing to the present system by which they buy their gasoline by weight and dispense it by the gallon. One retailer stated that the last filling of his five barrel tank, even though sold carefully, for checking purposes, showed him a loss of 15 gallons. One of the gasoline companies explained that the average merchant did not realize what a volatile substance petroleum product was. A change of 20 degrees F. in temperature resulted in a 1% diference in volume above or below 60 degrees F., at which temperature presumably the barrels were filled. The association would recommend as a remedy to this that the gasoline be sold by gallons, as the specific gravity explanations seemed to always break the wrong way for the retailer.

The members of the association apparently view with concern the number of bank mergers which have been effected in recent months, and seriously deprecate the concentration of capital and credit in the hands of a few.

To Make Weekly Half Holiday Provincial Enactment

It was also decided that the Government be approached with a view to making the weekly half holiday a Provincial enactment instead of, as at present, a local matter, the decision as to the most suitable day on which to close being, of course, left for settlement by local option.



H. D. McPHERSON

Retiring President of the Saskatchewan Retail Merchants' Association, who presided at the Convention in session at Regina last week.

The Address of Welcome

His Worship Mayor Black, in welcoming the delegates, stated that it had been his pleasure to welcome the citizens of the other prairie cities and municipalities on many previous occasions, and under the auspices of many different organizations. These "get together" movements, which had become so popular with all different trades and associations, were having no small effect in cementing all communities into a fellowship of good will and mutual understanding.

He stated that he felt sure that though the general public were greatly exercised concerning the high cost of living, and would eliminate all other persons except the consumer and the manufacturer, whom they generalized under the all-embracing title of "the middlemen," this convention, among other results, would tend to educate the public as to the valuable and very necessary service which the retailer, in every line of merchandising, gave for value received.

That day has passed in which anyone with the necessary capital can launch out into the retail business, be it grocer, hardware, dry goods, men's wear or any other line, and conduct it profitably and satisfactorily without practical experience. Each retail trade has become a science, and the successful merchant has learned that conventions such as this, and his trade papers, are the secrets of keeping up with the march of progress.

"You have much, gentlemen, to discuss. I am sure that we consumers demand much more service than we understand. We demand elaborate deliveries. We demand plate glass windows and expensive fittings. We demand our food put up in very artistic and very expensive manners. To give us what we want, and at the same time attempt to reach our ideas of what we should pay for it, is your very difficult problem. I am sure that these and many more problems will be nearer solution when this body have subjected them to their discussion."

The President's Address

H. D. McPherson, the president, in his opening remarks, expressed regret that the illness of A. A. Evans, honorary president, had made it necessary for him to discontinue his former business activities, and to seek a less rigorous climate.

After touching on the progress made in membership, Mr. McPherson continued: "One pleasing feature in this connection is the increased interest taken in our work by our members in general. They are more and more coming to look upon the association as a clearing house for all their troubles, as is evidenced by the ever-increasing amount of correspondence covering a great variety of subjects, some of which tax the ability of those of us expected to deal with them, to the limit. In order to meet this situation it has been necessary to increase the staff in the provincial office from time to time, until now eleven people, including the secretary, are employed and their time is fully taken up day in and day out. We also found it necessary last fall to engage the services of another organizer, whose full time is devoted to the Province of Alberta, thus giving our two men in Saskatchewan more time to talk over matters in general with our members in this Province. This makes a total of fourteen persons in the employ of the association, which fact in itself is some indication of the growth of the organization since the start of our work in 1913, at which time the secretary, with one stenographer, and an organizer, constituted the entire staff. In spite of these increases in staff and also slight increases in salaries, and although our membership fee has remained the same since 1915, when it was raised from ten to twelve dollars, we are still able to show a balance on the right side of the ledger.

"At our last convention the formation of District Advisory Committees was suggested, it being left with your executive to put the arrangement into effect, which was done. The Province was divided into four districts, and a chairman appointed in each district, with whom it was left to select his own committee, with the exception that a retail implement dealer was named in each case to act on the committee at the request of the executive of the Implement Dealers' Trade Section.

Better Organization Needed

"We feel, however," he continued, "that the time has come for a more complete system of organization, which involves the formation of district branches with a permanent paid secretary in charge of each branch, who will give his entire time and attention to the work of the association in his particular district. While this may mean an increase in the provincial membership fee, your executive is of the opinion that the returns from the improved service that will be available to the merchants individually and collectively, will far more than offset any additional cash outlay that may be necessary. An additional advantage will be that we will be able to get a better expression of opinion on any matter of importance with which we have to deal. The full details of this plan will be placed before you for your consideration during the course of this convention.

"At a meeting closely following our last convention, James Clinkskill and George Hazen, of Saskatoon, and R. A. Magee, of Wolseley, were named to act with your executive in making representations to the University of Saskatchewan regarding the establishment of a course in Commercial Education. At a meeting held in August, between this committee and Dr. Murray, president of the university, the matter was thoroughly discussed with the result that Dr. Murray agreed to recommend to the University Senate that the course be established, and we are, during this convention, to be favored with a series of lectures by Mr. Frank Stockdale, retail commercialist of Chicago, who has been engaged by the university for the purpose. It is the intention of the university to instal a regular course in Commercial Education as soon as a suitable man can be found to conduct it. In the meantime an effort will be made to secure the services of some person qualified to fill the position, to travel through the Province on behalf of the university, for the purpose of addressing the merchants locally and giving what asistance may be possible in the interests of better business. Our thanks are due to the university authorities for their action in this respect and it is to be hoped the business interests generally will co-operate with them in making the undertaking a success. In this connection I would like to mention that I think we should have a committee on Commercial Education representing all branches of commercial undertaking instead of the committee being confined to retail merchants alone. This, it seems to me, will have the effect of making the courses more far-reaching in their effect, to the ultimate advantage of all concerned.

"In December last a general meeting of the retail implement dealers of the Province was held at Regina, at which many of the grievances peculiar to that business were thoroughly discussed and ways and means devised by which they might be overcome. Part of the day was devoted to a meeting with representative wholesale implement dealers from Regina and Saskatoon, before whom many of the injustices with which the retailer has to contend were placed. Facts and figures showing an intolerable state of affairs as regards the margin of profit allowed on the sale of agricultural implements and repairs had been prepared, and were placed before the meeting at this time. The wholesalers admitted the unfairness of existing conditions, but were not prepared to offer any solution. They asked for a copy of the resolutions that had been placed before the meeting and suggested that another meeting be called after they had been given a chance to consider them. In the meantime, and up to the present, our provincial office has been giving a great deal of attention to this matter with



J. L. S. HUTCHISON,

Who presented the very satisfactory Treasurer's report of the Saskatchewan Retail Merchants' Association in Convention at Regina this week.

a view to meeting the wholesalers again at an early date.

"Our success in bringing this or any other matter affecting any other line of trade, to a successful conclusion, lies to a very large extent in point of numbers. If we have the merchants back of any such undertaking, not only as members of the association, but with their moral support as well, we can accomplish almost anything we set out to do. This is a fact that does not seem to be appreciated as much as it should be, and merchants generally are too often satisfied to "let the other fellow" fight their battles, when as a matter of good business, they should look upon any effort to improve conditions as a personal affair, requiring personal attention, —which means that if a general meeting of the merchants engaged in any particular line of business is called, each one should make a point of attending even at some sacrifice if necessary, so that those with whom we have to deal may see that we mean business.

"Just previous to the last session of the Provincial Legislature your executive met the Government ministers and laid before them our requests for legislation we were anxious to have passed at the forthcoming session of the House.

"These included an amendment to the Village Act regarding assessments. Previous to the second session of 1917 it was left optional with a village council as to what form of taxation they adopted, that is, whether a single or a general tax, but at the session it was made compulsory for them to adopt a general tax on lands, (100 per cent.), buildings and improvements, (60 per cent.), personal property (100 per cent.), and income. According to information received by the association this worked an undue hardship on many merchants, increasing the amount of their taxes by several hundred per cent. We requested that the amendment be repealed and it again left optional with the village as to what they do in this respect. We were not successful in having the amendment repealed, but an additional amendment was passed exempting personal property including stock in trade, and fixtures in connection with the business in cases where a merchant is paying a license fee in respect to his business. This is of no advantage, however, as the Village Act does not contain authority for the council to license retail businesses. This matter will receive further attention.

To Regulate Hours of Trading

"We also requested that the Village Act be amended, giving the council authority to pass a by-law regulating the hours of trading including provision for a weekly half holiday. We are pleased to say that this amendment was passed, and the village council may now put such a by-law into force upon receipt of a petition signed by 75 per cent. in number of the occupiers of shops in the village.

"One other item of legislation in which a great many of you will doubtless be interested," Mr. McPherson continued, "and one which has received a considerable amount of our attention during the past three years, is that of an amendment to the Chattel Mortgage Act regarding the status of chattel mortgage on the growing crop, or a crop to be grown, covering the purchase price, meat, groceries, flour, clothing and binder twine. We understood at the time this legislation was passed in 1916 that this mortgage would take precedence over any other claim, except seed grain liens, and were so sure of our ground that we entered an appeal against a decision that was given in one of our district courts contrary to our understanding of this matter. We lost out in our appeal and consequently approached the Government again requesting that a crop mortgage be made a prior claim, second only to seed grain liens, and you will be pleased to know that this is now the case—that is to say, one of these mortgages now takes preference over any other claim except seed grain liens and seed grain advances under the seed grain advances passed at the last session, whereby any mortgagee of land in Saskatchewan may make advances to the owner of the mortgaged land to enable him to purchase seed grain for use in sowing the land for the crop of 1919,—the advance is not to exceed $250 on any one quarter section, and where the



F. E. RAYMOND,

The energetic Secretary of the Saskatchewan Association, who has been largely responsible for making the Convention such an unqualified success.

mortgagee makes such an advance he may add the amount to the mortgage. In view of the extensive use being made of these crop mortgages we are sure that the fact that they now rank as a preferential claim will be appreciated.

"During the past number of years, since the beginning of our work as an association, we have been holding annual general conventions which have been appreciated more or less by those who have attended them, but at the same time at a convention of this nature there are bound to be subjects up for discussion, which while they may be vital to the interests of some one or perhaps two sections of trade, are of no interest whatever to the others,—consequently they do not become interested or do not feel that they have any part in the discussion. In order to overcome this and to make our conventions more interesting, it has been proposed that we hold trade section conventions,—for instance a convention of hardware dealers; a convention of jewelers, etc., etc., at different intervals throughout the year, which perhaps need not take up more than a day or two days at the outside. It is felt that this method will not only prove more interesting but that it will be much more beneficial to all concerned. I am merely mentioning this now. You will see by your programme that this matter and that of the formation of district branches will be up for discussion on Wednesday morning."

In conclusion, Mr. McPherson said: "I just wish to say that while we consider that we have made fairly satisfactory progress during the past year, we believe that the programme we have mapped out for the future will, if adopted, be the means of not only creating greater interest in our work, but it will enable the association to render a more efficient service in every way to its members, and not only this, but we feel that our service will then be such that no retail merchant would think of remaining on the outside.

Increases in Money and Membership

J. L. S. Hutchison, in presenting the financial report of the association, stated that the association had ground for satisfaction in the very satisfactory showing that it had been possible to make during the past year. So satisfactory had conditions been that the financial year closing December 31, 1918, showed a surplus of $3,211.63. Not only had the association prospered in a monetary sense, but it had also shown a very encouraging growth in membership, and in the interest taken in its various activities. At the end of 1917 the total enrollment showed a membership of 1,590, while the present membership was well over 2,100, a significant indication of the way the association was finding favor with the retailer. The comparative statement of the past two years also indicated a very satisfactory growth.

December 31, 1917—		
Assets	$4,615.84	
Liabilities	1,190.79	
Balance		$3,425.05
December 31, 1918—		
Assets	$8,328.74	
Liabilities	1,692.06	
Balance		$6,636.68

The Financial Statement

The current financial statement which was then presented more than anything else went to show the very substantial position which the Saskatoon branch of the association now enjoyed.

The report is as follows:

INCOME

Dues,		
Saskatchewan	$20,624.75	
Alberta	4,586.00	
		$25,210.75
Commissions on collections		856.51
Commission on freight claims		211.00
Convention advertisements	$ 792.50	
Less convention expenses	641.00	151.50
Sundry receipts		54.78
"Retailer," advertising	$ 2,936.28	
Subscriptions	652.50	
	$ 3,588.78	
	2,655.02	933.76
		$27,418.30

EXPENDITURE

Office salaries		$ 7,599.78
Organizers' salaries and expenses		
Saskatchewan	$ 6,149.93	
Alberta	1,645.68	7,795.61
Executive meeting expenses		273.16
Dominion association for dues		2,090.00
Stationery, printing and office supplies		1,633.80
Traveling expenses		587.90
Office rent		685.00
Legal expenses		177.00
Interest and exchange		34.81
Alberta R.M.A. accounts	$ 1,152.69	
Grant to Edmonton local	225.00	1,377.69
Grants to Regina and Saskatoon locals		583.50
Sundry expenses		1,611.03
Depreciation written off furniture and fixtures	$ 173.00	
Automobiles	184.30	357.30
		$24,206.67
Balance, income exceeds expenditures by		3,211.63
		$27,418.30

R.M.A. Fire Insurance Report

Mr. Hutchison, of Saskatoon, gave the financial statement of the Retail Merchants' Mutual Fire Insurance Co. A few of the outstanding features of this report follow:

Net Ins. carried to Dec. 31, 1918	$882,200
Net Ins. carried to Dec. 31, 1917	554,935
Showing an increase of	$327,265
Assets to end of Dec. 31, 1917	$ 30,637
Liabilities to end of Dec. 1, 1917	19,737
Balance, 1917	$ 10,900
Assets to end of Dec. 31, 1918	$ 48,064
Liabilities to end of Dec. 31, 1918	29,032
Balance, 1918	$ 19,031

A substantial increase.

Also another interesting analysis was submitted:

Savings	25.00%
Expense (a low expense)	23.15%
Losses	22.25%
Surplus	29.60%
	100.00%

In any other company than a co-operative, only this 25 per cent. savings would be included as surplus. This arrangement shows that the company is operating on a 75 per cent. basis altogether. In concluding the report of the fours years' operations, Mr. Hutchison expressed confidence in the coming year even exceeding the past records, which had been good.

The Secretary's Report

One of the matters that F. E. Raymond, the secretary, brought up for discussion, at the convention, concerned the joint liability of the husband and wife for bills contracted for the necessities of life. It has occasionally happened that the husband has contracted bills for food, hardware, clothing, etc., even to the extent of several hundred or a thousand dollars, and when approached for payment has frankly stated that he has no money, and, upon investigation it has been disclosed that everything had been made over in his wife's name. The Government will probably be asked for legislation making this particular class of evasion impossible by making both parties individually responsible for such accounts.

Another matter that the secretary brought up for discussion was in connection with the Small Debts Act, the fact of the matter being this, the reading of the Act, "The summons shall be returned not less than six days, nor more than twenty days from date of issue," which simply means that at present a debtor, after being handed the summons, if he is so disposed, can continue to sell his available assets and probably have them all sold before his time limit for making appearance before the J.P. The Legislature will be asked to make some provision, so that in a matter of this kind, pending appearance after the issue of a subpoena, any sales that will affect the collectibility of an account will be illegal.

"Another matter," he continued, "which received our attention was relative to the village assessments. Previous to the second session in 1917, it was optional to each village council which method they employed in collecting their taxes; whether on the single tax basis or on a general taxing scheme. Now, however, it has been rendered compulsory for them to tax lands, improvements, personal property and incomes. The effect, as found among the retail trade, has been this, in the few cases mentioned:

1917 tax, $96, same property 1918, $278;
1917 tax, $76, same property 1918, $279;
1917 tax, $27, same property 1918, $503;
1917 tax, $71, same property 1918, $408;

but possibly the most notable one to show the difference when the rates of taxation on a man's personal property or stock-in-trade was assessed was this: in 1917 $24, 1918 $688. Of the assessed amount $300 was the value put on his lot, $6 000 on his building and fixtures, and $25,000 on that retailing stock.

"Recommendations were made, when the effect of this action became evident, that the Government revert to status quo in this matter. However, the Government could not see their way clear to do this, and asked your association to consider the matter further and submit further schemes. The association at that time asked them then to eliminate stock in trade, which the Government did in this matter.

"An Act to Amend the Village Act:

"14. (s) subsection (3) of the said section 198 is amended by adding thereto the words 'and no person who pays a license fee in respect of a business shall be assessed upon the stock in trade or personal property used in the business."

"They also raised the permissible rate of taxation to 15 mills on the dollar, whereas it had been ten. It will readily be seen that this amendment was a joker, from the fact that the Government does not permit villages to levy a business license. Therefore at present none of the sufferers received that exemption of taxation on their stock in trade. Your association will, however, endeavor to have the Legislature grant the villages this authority when this amendment will become effective. And furthermore, in many cases, the villages realized less than in previous years because the assessed value of unimproved lots was decreased too much."

Mr. Raymond continued: "Another very important matter that is receiving considerable attention is the establishment of regular courses in retail merchandising in the Universities of Saskatchewan and Alberta. The scheme which Manitoba adopted, and which is in its second year, is not considered by the members as suitable for these provinces at present, as it is felt that it would be almost impossible for the various merchants in the outlying communities to spend an entire week away from their businesses. As for a permanent course being established in these Universities, it is considered impossible at present, owing to the faculty not being procurable to conduct such courses. In three or four years there will be graduated from Harvard experts along each line of merchandising, as the result of the courses being conducted there, and the University authorities hope to be able to procure the necessary teachers from that class. In the meantime, it is recommended that the lectures which will be conducted by Frank Stockdale, of Chicago, in the various centres of Alberta and Saskatchewan, following this convention, be well attended by the merchants in those districts, as they will be the nearest approach to the short course in up-to-the-minute merchandising that will be available to them at present.

"Your association has a tariff department at your disposal, where your freight bills, etc., are carefully checked, overcharges located, and damage claims, etc., carried through to completion.

"Your insurance department also is ready at all times to check your policies, and to make sure for you that wordings mean what you understand them to mean.

"Your mutual fire insurance company has made great progress in the last three years, and has given you good protection at 25 per cent. less than board rate.

"We are in hopes at an early date of having this entire territory sub-divided into units of 250 to 300 members, with a paid secretary in charge of your interests in each one. He will, of course, be in intimate touch with all matters pertaining to your business, will have the accurate credit reading reports of all your customers, and this service will untimately almost dispense with the need of a collection system. Our collection system has collected many thousands of dollars for you simply with our first letters to delinquents, which are supplied by the association at a free service to members. Failing any results from this source, the accounts are handed to the association collection department, to be followed up on a commission basis, and even those accounts, which have been considered hopeless, have been made to yield you over $6,000 in the past year.

"We propose also to hold separate trade conventions at different times of the year, at which we propose to have, for instance, hardware experts for the hardware man, matters of concern to jewelers for jewelers' conventions, etc., considering that each trade can go into their various problems more thoroughly when they feel that they are not boring fellow members, who have absolutely different interests.

"I am also of the opinion," said Mr. Raymond, "that merchants in all lines of business do well to read their respective trade papers. The very latest thoughts of the best experts are to be found there.

J. J. Polson Tells of Dominion Convention

J. J. Polson of Regina, the delegate to the Dominion convention, said that while leaving a general survey of the convention to J. A. Banfield, of Winnipeg, the Dominion president, there were a few points which he would take up.



Group of Delegates to the Saskatchewan Retail Merchants' Association, held in Regina, Sask., on May 13, 14 and 15, 1919.

"A new plan of organization was discussed at your last Dominion convention. This matter, he said, has been a matter of discussion and experiment for the last three years. Your executive was asked to submit to you a scheme of dividing the Dominion association into two halves. The Western half would comprise the four Western Provinces, and the Eastern half would, of course, comprise the balance of the Dominion. As far as we in the West are concerned, there are many things coming up for settlement from time to time which we would, of course, consider with more understanding of our own conditions and with much greater expedition. There are, on the other hand, different conditions in the East which would tend to make our Western system of organization too unwieldy to be feasible there. For a time, our Western half here was growing the faster, but now I am pleased to say that the Eastern Provinces are making wonderful progress in organization, and, at the present time, are approaching a membership much more in proportion to their population. In the Western half we would propose to hold quarterly conventions, and hold one, once each year in each of the Western Provinces. This would be of great assistance to your Provincial secretaries, permitting them to sit in at the Western executive sessions, at least, once a year; broadening their views of association work and unifying provincial efforts generally. Another advantage of the conventions being held in turn in the various provinces," continued Mr. Polson, "would be that the merchants in these various centres while not, of course, having a vote, would be able to sit in at these executive meetings and familiarize themselves with what was being done, at first hand."

A very spirited discussion took place regarding this change but, of course as this was a departure that has been worked for several years, no opposition developed and the convention will, no doubt, see this on the way towards consummation.

"There is another fact," continued Mr. Polson, "that should in itself be particularly gratifying to you and no small credit to your Retail Merchants' Mutual Fire Ins. Co., and the executives responsible for its success, in that the Dominion executive were instructed by the Dominion convention to devise plans for the operation of a Retail Merchants' Fire Insurance Company, Dominion wide. It would seem that the East is seeing eye to eye with us in this one question and we have no doubt that some such scheme will shortly be operated."

AN EXCURSION

The Dominion executive also expects to engineer an excursion this year from Halifax to Vancouver. The idea being to have a few hours en route at the various centres to meet the local merchants; to be joined all along the way by as many of the merchants as can arrange to do so and that after arriving at Vancouver, a huge get together convention will be enjoyed for about three days. "In my opinion," said Mr. Polson, "this is a gigantic step in the right direction. The effect of being thrown together in each other's company and conversation for a few days cannot but have a most gratifying effect on us all. At the close of such a convention our Western members and our Eastern members cannot fail to have a greater sympathy and understanding for each other's problems than ever before. Most of the difficulties in organization or co-operation in any line of endeavor are born of ignorance and misunderstanding.

Further reports of the convention proceedings appear on pages 59 to 66. Read what Stockdale, the noted merchandising expert, has to say.

Current Events in Photograph



IS IT ANY WONDER THE HUN IS HATED

We have read a lot one time and another about the robbery and pillage in Belgium, but words do not always give an adequate idea of what has happened. Many farmers had their horses and cattle taken by the Boches, their homes wrecked and so on. Here is a farmer who has to pull his own harrow because the Huns took his cattle.

Large Stores Have Showcard System

Smaller Cards Used for Higher Grade Merchandise — Each Store Should Use Cards Best Suited to Class of Merchandise Carried.

One of a Series by R. T. D. EDWARDS

LARGE American stores have gone into the question of showcarding their stores very thoroughly. They have made a thorough study of it to find out the best kind of show cards they should use, and the way they should be used to be in keeping with the class of trade to which they cater.

As you make a study of each store in the large centres in the United States, you will find that each city and each merchant in each city has worked out their own showcard system.

Large city merchants such as those in New York and Chicago, where a great transient business is transacted, can afford to be more exclusive and use showcards very sparingly; while the smaller city merchant uses showcards more after the order that the Canadian city merchants use.

But all have their own system of showcards, varying more or less. Each of these systems are the result of many years of study in which the showcard writer figures largely. He being the man on the job has been able to make a close study of what his particular store really requires, in order that the best results may be obtained from them. He has had the opportunity of trying out various ideas, both in system and cards, until he has found out what was the best for that particular store for which he worked.

The result has been small, neatly-lettered cards as being the best for the high and medium class store. They leave the large, highly colored, heavily lettered showcard to lower class stores.

You can find some stores using a dark card with white letters, or grey cards with black letters with printed border and white underlining the letters. But white cards are more prevalent, owing to their being cleaner and brighter looking, but, of course, they must be changed oftener in order to keep them clean.

This is the condition that prevails at the present in New York City, and we Canadians can glean many helpful points from our American friends. The main lesson that we can obtain is not so much a copy of their particular style of showcards, or a copy of their particular showcard system, but a copy of their system of finding out what is best for our stores. We should study the conditions in our stores and in our towns and the lines along which the masses of our customers' minds run. With these settled up, work up showcards that will attract and appeal to them. We think that if you work in a store in a small town and you find the brighter cards are best, why, by all means, use them, but do so intelligently. Use the color on the card sparingly and in an artistic manner.

The two samples of showcards illustrated here are not meant to illustrate that which is used in New York, because they are not. They are of a simple style of showcard that is quite effective in our Canadian towns. The lettering and designs, as you will note, are all done on dark surfaces, with various pastel colors. Combinations of blue-grey and cream, salmon pink and white, pale blue, pea green, are only a few that can be worked over these dark colored cards to good effect.

The card with the light, broad border has a cut-out centre, and the dark centre is mounted on the back of it.

The other card has a smooth black surface. This variety also comes in maroon, dark green, both of which can be used to make splendid showcards. On this latter card use a heavy opaque color, so as to ensure the ground not showing through.

SUGGESTIONS FOR SEASONABLE SHOW CARDS

Brushes For All Purposes.

Beat The High Cost Of Living By Having Your Own Garden.

No Fuss, No Muss, No Back Breaking By Using Our Washers.

We Have Everything You Need For House Cleaning.

We Carry A Complete Line Of Auto Accessories.

A Refrigerator Like This Will Be Appreciated By Your Whole Family.

Things You Will Need For Your Garden.

Do It Electrically And Save Time And Money.

When You Clean Up—Paint Up.

Screen Doors And Windows, All Sizes.





Making Your Paint Window Pull

ON every side, one sees the paint brush being wielded and to mighty good effect too. What are the elements which have contributed to this large use of the brush—is it just because people have felt down in their hearts they wanted to get the exercise or give employment or have there been conditions which have influenced this move?

Windows Being Used

One really only needs to walk down the street of his own town or city to get some idea as to how even the casual passer-by is being solicited. The method is the store window and the hardware merchants have been consistently hammering at their customers and prospective customers for the past month or six weeks to good effect.

There is no getting away from the fact that when a merchant uses newspaper space well, he creates interest and business for the lines advertised. The same is true of the merchant who gets the customer in the store and buttonholes him about brightening up the verandah or decorating the interior of the house or whatever it may be—he secures results.

Where Advantage Lies

But there is another contributing element that actually brings in big results if used to advantage. That is the store window. More and more are merchants everywhere realizing the importance of this means of advertising and the attention paid to the attractive arrangement of merchandise is evidence in itself of what those merchants employing the windows think of this means of reaching the public.

For you do reach the public this way. More than being able to tell a story of the goods and quote a price as is possible in the newspaper copy—in the window you are able to show the actual goods themselves. You are able to show samples of the work that can be done—you are in the case of paints able to show the colors and illustrate how large a pint or quart can really is. There are many people who do not know or realize just what may be expected from a pint of paint. That may seem absurd, but when you question your customers on the work to be done and tell them it will take so much, haven't you noted their surprise that it takes so little paint or varnish to attain certain results?

Range of Paint Lines Extensive

And there are so many paint lines to be shown—inside and outside house paint, floor paint, porch, furniture paint, enamels, varnish stains, automobile paints—these can all be shown in the window. Samples of the work that can be done—the colors in which the various finishes can be supplied—the sizes of the containers—the prices at which the different lines are sold—is there any single outside medium which can do so much to direct the customer into the store as the window display?

Shown herewith, is a window display recently put in by the Boniface Hardware of Hamilton, which embodies many good features. It is not a hard window to duplicate—in fact it is not a difficult task to dress a window with paints and varnishes. The cans of paint carry an attractive label—the color cards are bright and lend a cheerful appearance and most manufacturers have additional cut-outs that they will be glad to supply.

The window is a medium for advertising that should not be overlooked. Most merchants use their windows to advantage and the opinions they hold on this means of getting the eye of the public are decidedly favorable. Displays of seasonable merchandise win the attention of the public and the merchant who thus directs people into the store can usually be depended upon to complete the sale when the customer crosses the threshold.



Window display recently put in by the Boniface Hardware of Hamilton. The results obtained have been very gratifying, it is reported.

EVENTS IN THE TRADE

Business Changes

Waldheim, Sask.—J. J. Friesen succeeds S. Peters, hardware.

Aberdeen, Sask.—C. C. Ferguson has purchased the hardware business from the estate of Frank Epp.

Lougheed, Alta. — The partnership existing between Harry Moss and Edgar N. Bullock, doing business under the name of the Lougheed Hardware Co., at Lougheed, has been dissolved by mutual consent. The business is continued by L. O. Shouse and Fred Newberry.

Sault Ste. Marie, Ont.—E. L. Bedford, who has been connected with Cochrane Hardware, Ltd., for the past seven years, has purchased the plumbing business formerly owned by W. B. McKague, and has added a stock of hardware. The firm name will be known as E. L. Bedford & Co., hardware, plumbing and heating. P. L. Walsworth is associated with Mr. Bedford and will look after the plumbing and heating end of the business.

Fire Losses

A disastrous fire occurred in Cobalt, Ont., on Friday last, when a complete block was wiped out. One of the chief sufferers was the Northern Canada Supply Co., whose loss, it is stated, was fully covered by insurance.

Obituary

The death occurred at Fort Coulonge, Quebec, of J. W. Hennessy, of the Coulonge Hardware Co., and the Coulonge Supply Co.

Personal

Joseph Giroux, formerly with the town electrical department, has joined the staff of the Cochrane Hardware, Ltd., Sault Ste. Marie, Ont.

W. S. McLennan of Montreal, general sales manager of the Brandram-Henderson Paint Co., spent Thursday and Friday in Toronto.

George Senior, formerly employed with the Fowler Hardware Co., at Sudbury, Ont., has gone to Capreol, Ont., where he will be on the sales staff of W. Hawkins, who is opening a new store there.

W. F. Hill, who has just completed a trip for the Kasement Skrene Door Co.; Toronto, in the northern parts of Ontario, has returned and states that business is good and the trade is very optimistic in all parts of Northern Ontario.

John Brennan recently returned to his home in Tweed, Ont., and has been engaged to take charge of the tinsmithing department of the Tweed Hardware. Mr. Brennan has spent the past seven years in Saskatchewan.

At the annual meeting of the Toronto branch of the Canadian Manufacturers' Association, W. C. Coulter, of the Booth-Coulter Copper & Brass Association, was elected chairman. E. H. Gurney, of the Gurney Foundry Co., was elected vice-chairman.

Lieut. C. A. Kemp, recently returned from France, has been appointed Ontario sales manager of the Sheet Metal Products of Canada, Ltd. Mr. Kemp is a son of the late W. A. Kemp, one of the founders of the business, and before going overseas had some experience with the company, first in the warehouse and office, and later as a salesman.

The many friends of A. E. Henry, who for many years has represented the Sheet Metal Products Co., of Canada, Ltd., in different parts of Ontario, will be pleased to hear of his promotion to the position of assistant general sales manager of the above company with headquarters in Toronto. Mr. Henry, as a salesman and as a practical tinsmith, will be missed on his old ground, but he is assuring his friends that he will continue to work for them inside.

Trade Notes

John Cleverly, Earl Grey, Sask., hardware and implements, has sold out.

The Altona Machinery Co., of Altona, Man., hardware and implements, are discontinuing business.

Shoal Lake, Man.—A by-law has been passed providing for the closing of all retail stores at 6 o'clock in the evening of every day except Saturday and the day preceding a statutory holiday.

The Imperial Oil Co. has purchased property fronting on the canal at Welland, Ont., and plan to erect new buildings to cost $40,000.

The Fowler Hardware, Ltd., Sudbury, Ont., have added to their other lines an up-to-date auto accessories department. The firm is also taking on electric washers.

According to press reports negotiations are under way for the location at Goderich, Ont., of a company to be known as the Lake Huron Steel Co. It is stated that a plant costing $15,000,000 will be equipped.

J. G. Steele, of the Steele Hardware Co., London, Ont., who has been forced to vacate his present premises owing to a new theatre being built, has purchased a store in one of the best locations in the business district.

Montreal News

Cecil E. Short and Co., wholesale metals, ingots, etc., are removing their warehouse and offices from Craig Street West to the corner of St. Peter and Youville Square. They will have enlarged premises in their new location.

A. Ramsay and Son have just completed alterations to their plant opposite Haymarket Square, Montreal.

John Irwin, general manager of McArthur, Irwin, Ltd., Montreal, returned to his desk this week after confinement to the hospital. Mr. Irwin spent a short time recuperating after leaving the hospital, and is reported to have returned with some excellent fish stories of a new sort.

A. W. Poole, of McArthur, Irwin, Ltd., Montreal, was in Toronto this week.

A number of Montreal hardware men, who have been overseas with the King's forces, are now back again and are taking up their old work, in many cases, immediately after securing their discharge.

Incorporations

Oil Engine Works of Canada Ltd., capital $30,000, head office Montreal, plans to carry on the manufacture of oil, gas, gasoline and steam engines.

Globe Automatic Sprinkler Company, capital $45,000, head office Toronto, plans to manufacture and deal in automatic sprinklers, fire extinguishers, steel pipe, valves and fittings.

W. J. Chalk, Ltd., capital $40,000, head office Clarksburg, Ont., plans to carry on a general retail and wholesale business in hardware, manufactured goods, photographic supplies, etc.

Mohawk Petroleum Co., capital $150,000, head office Petrolia, Ont., plans to pipe, refine and deal in petroleum and its products.

Old English Cleanser Manufacturing Co., Ltd., capital $40,000, head office Toronto, plans to manufacture and deal in cleansing compounds.

H. A. Wood Manufacturing Co., Ltd., capital $1,000,000, head office Toronto, ulans to manufacture and sell valves and all kinds of auto accessories and supplies.

Ajax Wire Wheel Corporation of America, capital $40,000, head office Toronto, plans to manufacture wire wheels for all kinds of vehicles.

DOREMUS GOES TO CHINA

E. I. du Pont de Nemours & Co., Wilmington, Del., announce that T. E. Doremus has been transferred to the E. I. du Pont de Nemours Export Company as general Eastern manager, with headquarters in Shanghai, China. E. R. Galvin has been appointed manager of the sporting powder division to succeed Mr. Doremus. Teddy Doremus is well known to many in the hardware trade in Canada, having for several years been associated with Dominion Cartridge Co., Montreal.

TO BUILD IN OSHAWA

The Ontario Steel Products Co., who have been located at Gananoque, have, it is understood, been negotiating with town officials in Oshawa, with a view to locating a factory there. The company's operations will include the manufacture of motor car springs and axles. Efforts are being exerted to complete arrangements, so that building operations will start by July 1 and production thus be possible by September.

RAZOR COMPANY HOLDS DANCE

Under the auspices of its Social Club, the Gillette Safety Razor Company's employees at Montreal held a successful Victory dance at Stanley Hall last week. Some five hundred were present.

A. A. Bittues, managing-director of the company, attended, and other officers and members of the staff in attendance were N. P. Peterson, the general superintendent, and Mrs. Peterson; P. T. Flanagan, asst. sec., and Mrs. Flanagan; J. A. Barry, assistant sales manager, and Mrs. Barry; Miss K. J. Flanagan, office supervisor; G. P. Shortrede, manager traffic-service department, and Mrs. Shortrede; W. Gosling, supervisor mechanical department, and Mrs. Gosling; Mr. and Mrs. W. F. Shaver, Mr. and Mrs. H. Giles, and many others. J. McDowell officiated as M.C. Vocal selections were given by Miss Irene Dawson, whose contributions were greatly appreciated and she was presented with a large bouquet of American Beauty roses.

The club's next entertainment will be their annual boat picnic, which will probably take place some time in July.

CONSIDERING SHORTER HOURS

The Retail Merchants' Association at Kingston, Ont., is considering a proposal to have all stores open at eight in the morning and close at five, five days in a week, the year round. Clerks may be given an eight hour day, with the exception of Saturday, when the proposal is that they work until nine in the evening.

OPENING FOR HARDWARE GOODS

According to reports received from the Canadian Trade Commission there are promising markets in Norway, Sweden, Denmark and Holland for Canadian produces, including agricultural and metal working machinery, paints and colors, wire and wire rope, automobiles and bicycles, binder twine, asbestos and lead.



DOMINION BATTERY COMPANY

The Dominion Battery Co., of Toronto, has issued a folder in colors, illustrating its complete line of "Reliable" products, flashlights, searchlights and batteries. The folders are printed in both English and French. Copies may be obtained by readers of HARDWARE AND METAL who are interested.

HYSLOP BROS., LTD.

A 208-page catalogue issued by Hyslop Bros., Ltd., Shuter and Victoria streets, Toronto, lists the lines of automotive equipment, garage supplies, accessories, and tires handled by the firm. The catalog is attractively printed and profusely illustrated. A special section is devoted to listing equipment for Ford cars. This occupies the space from pages 137 to 202 and for the convenience of buyers there is a special index for these listings as well as an index for the general section. Copies of the catalogue will be sent to readers of HARDWARE AND METAL upon request.

SAMUEL TREES & CO., LTD.

Net price list No. 2 to catalogue No. 2, issued by Samuel Trees & Co., Ltd., Toronto, Ont., contains twenty-four pages in which are listed the saddlery and harness goods, leather and clothing manufactured by the firm with complete net prices and cash discounts. Copies of the list will be supplied to readers of HARDWARE AND METAL upon request.

CLEVELAND MILLING MACHINE COMPANY

The Cleveland Milling Machine Co., of Cleveland, Ohio, has issued an eight page, illustrated circular, with specification sheets, on the subject of the plain and universal milling machines it manufactures, also regarding the dividing head attachment. Full details are given regarding lubrication, power transmission and other essentials. Readers of HARDWARE AND METAL may obtain copies of the circular upon request.

CHICAGO SPRING BUTT COMPANY

Catalogue No. 36, issued by the Chicago Spring Butt Co., of Chicago, is profusely illustrated, and contains forty-six pages, in which are listed single and double-acting spring butt hinges, pivot hinges, lavatory spring and lavatory spring pivot hinges, door latches, bolts, indicators and door stops, gate spring pivot hinges, screen door spring hinges, door springs and parts. Copies of the catalogue may be obtained by readers of HARDWARE AND METAL upon request.

EASY WASHER CO.

The Easy Washer Co., 4 Clinton Place, Toronto, has issued a folder illustrating the Easy Electric Washer. Several models are listed and details given regarding the principles of operation. Copies of the folder will be forwarded to readers of HARDWARE AND METAL upon request.

WHITES LIMITED

A forty-eight page catalogue of auto accessories has just been issued by Whites Ltd., of Collingwood, Ont. This is very attractively gotten up and profusely illustrated with various lines, carrying good descriptive matter and list prices, to which a uniform discount applies. A complete index is appended. The firm states that in compiling their catalogue the idea was not to reach the consumer or the garage dealer with his stock other than the merchandise end of the business, so much as to reach the retail trade and the business done over the counter. Their whole idea, they state, is to reach the merchants. Readers of HARDWARE AND METAL may obtain copies upon request.



Makers of Urns

Cowans, Brantford, Ont. — Will you kindly advise us if you know of any makers of urns for cemeteries?

You might try John Davis & Son, 601 Merton Street, Toronto; Foster Pottery Co., Hamilton; R. Campbell's Sons, Hamilton; John Cranston & Son, Hamilton.—Ed.

Peter Wright Anvils

Jas. Cowan & Co., London, Ont.—Can you tell us who are Canadian selling agents for Peter Wright anvils?

These are sold throughout Canada by Watson, Jack & Co., Power Building, Montreal.—Ed.

Rawhide Mallets

Hardware Co., of Toronto.—Can you tell us who manufacture rawhide mallets?

These are made by Constantin & O'Brien, Montreal; Hamilton Facing Mill Co., Hamilton; Kieffer Bros., Montreal. —Ed.

Tack Machinery

J. T. Jacques, Ste. Marie, Beauce, Que. —Kindly let me know where I can secure tack making machinery.

Firms from whom you can secure this are: F. B. Shuster Co., New Haven, Conn.; H. J. Miller's Sons, Bridgewater, Mass.; Henry Perkins Co., Bridgewater, Mass.; Kimball Bros. & Sprague, Brockton, Mass.; Sleeper & Hartley Inc., 68 Prescott St., Worcester, Mass. This last named turn out machinery for making double pointed tacks.—Ed.

EDITORIAL COMMENT

A REMEDY IS NEEDED

THE city of Winnipeg is paralyzed by the most far-reaching sympathy strike that has probably ever faced any Canadian city.

The strikers have gone about their work in the most thorough-going way. The city has been cut off from all communication with the outside world. Its newspaper plants have been shut down, so that the citizens may read of the strike only through the favorable eyes of official labor organs. Restaurants have been closed, and baking and milk plant operations suspended, or permitted at the will of the strikers. Citizens are inconvenienced in obtaining food. Stores are being closed at the orders of the strikers, and banks have closed as a wise measure of precaution. A city of roughly two hundred thousand people is facing danger, and inconvenience, and want, and is being brought face to face with conditions of anarchy, because of a difference of opinion between a few men. It is not our intention to disparage the claims of either party. We are not versed in the merits of the case, but it seems clear that matters should never have been permitted to come to this pass. This dispute will have to be settled sooner or later and there will be no change of essential conditions in the meanwhile, so the settlement might just as well have been reached without all the loss, the suffering and annoyance that this strike has entailed.

There are Governmental departments that are entrusted with the administration of matters pertaining to labor. Is it too much to expect that such a department should be capable of meeting such situations before they had come to the present pass? It should be possible for the Government to assure justice to both parties without having a city of 200,000 souls, very few of whom are directly interested in the questions involved, placed on the rack.

SHUT OUT BOLSHEVISM

ONE of the most striking features in connection with the investigations beng conducted throughout the Dominion by the Industrial Relations Commission is the diametrically opposite views expressed by capital and labor. The testimony of the representatives of the working men and working women who have been heard is almost entirely along the line that conditions are bad and that they are becoming more or less impossible without increased wages. Much of their argument is based on the higher prices of necessities and of house rents. In strong contrast to the pessimistic views of the workers is the testimony of employers. They declare that the worst is over, that conditions are becoming settled rapidly and that business will soon be going along on practically a normal basis. During the war period, they point out, the labor situation was abnormal. Thousands of workers gave up their positions to make higher wages in the munitions factories. As a result of this condition and also enlistments help in many lines became very scarce. High wages considerably altered living conditions. This worked both ways. In some cases it made for better conditions. In other cases it made for extravagance. Employers are inclined to the belief that as far as the employment question is concerned the pre-war days are returning in that there will be plenty of steady employment at good wages for all who want it, without the abnormal shifting that occurred during the past four years. In the majority of instances they are willing to pay higher wages than before the war and they are willing also that labor shall have a greater voice in regard to the regulation of working hours and conditions. They take the view that the cost of living will gradually but steadily come down because now there will be a chance to accumulate some reserve stocks of commodities. In short, they are looking for better times and see every reason for faith in a great future for Canada. The general impression gained from the investigaton so far seems to be that if capital and labor are each willing to give and take, co-operate in every way possible and close the door tightly against such forces as Bolshevism all will be well and that business will steadily expand.

TALKING BACK TO THE CATALOGUE

THERE is a hardware store in Sprucedale, Ont., that advertises in the local paper as follows:—

"Take any Iron Bedstead in Eaton's Catalogue and we will supply you with the same identical Bedstead at 50c below their price for the better ones, and 25c below for the cheaper ones."

Whether the mail order house is worth all this attention from the merchant or not we cannot say. But certainly there is more to be said for this argument that bases a claim on actual values offered than

can be said for those arguments that are based on local loyalty alone.

It is more hopeful copy to read. It is fighting copy. The mail order house is a fighting proposition, but it fights in the open. While its enormous resources give it certain advantages, these advantages are not as numerous as many merchants believe. It is quite possible to meet its competition, as the advertisement of the Dixon Hardware Company shows. If we are going to worry at all about the mail order house it is certainly better to worry about how we can make it hot for them than about how they are making it hot for us. The one spells progress, the other retrogression. The retailer has still very many useful and beneficial lessons to learn from the mail order house.

MERCHANTS MUST CO-OPERATE

ONE of the important things that came out of the meeting of the Retail Merchants of Saskatchewan at Regina, was the statement of one of the speakers that to-day's retail competition is not between neighboring merchants or classes of stores, but between the home merchants and the mail order houses. Mail order competition, he declared, is exaggerated. There is little doubt of this. The mail order house gains a hold in a community usually because the home merchant does not carry the stock his community requires or does not advertise and go after business aggressively. The moment the home merchant becomes a real merchant and goes after business aggressively he reduces mail order competition to a factor that is negligible. The home merchant has everything on his side in the fight. He is on the ground, he knows most of the buyers personally and they know him. He can show them the goods and talk to the prospective buyers about their good points, and what is more important his store is there and stands behind all the goods that leave it with a guarantee. The mail order house on the contrary may be a thousand miles away. It depends upon cleverly worded and attractive advertising and catalogues for its sales results. A very, very small percentage of its patrons ever see either the proprietor or his store. They pay cash to the outsider because he won't sell their goods unless they do. The mail order firms in the past four years have been very much up against the problem of securing shipments of goods. They have also been up against the problem of being unable to make deliveries. This situation has shown many retailers what they should have already known that in the home field they are more than a match for the outsider if they only have the confidence and courage necessary to go after business. Except for a few leaders the mail order firms, quality considered, do not sell goods cheaply. Many of their lines are dearer than the goods stocked by the home merchant and they have all the disadvantages of being at a distance and having to depend upon "black faced salesmen" in the shape of printed matter. They base their whole selling campaign upon advertising and it certainly has produced results. The speaker at the Regina meeting made another good point when he declared that merchants to-day must organize, that they must work together and instead of going along in their own small way with no thought for the other fellow must find time for finding out what others are doing. This is always true and never more so than right now when conditions make it imperative that co-operation be practised. All classes of merchants have their problems and all have problems in common. By working together they can solve them. By not working together they get nowhere.

U.S. STEEL MERGER RUMORS

RUMORS are again in circulation, states the *American Metal Market,* that an important merger of independent steel producers is being considered. It is difficult to recall when such rumors first began to circulate, but the time was certainly many years ago, and at recurrent intervals the rumors have come again.

Whether to give such rumors fresh interest or because there really has been a change of attitude on the part of independent steel producers with respect to the matter, it is now asserted that the advance in freight rates during the war makes a merger of independent steel producers a very interesting proposition. The well-known advantage of the United States Steel Corporation is pointed out, the Steel Corporation having plants widely scattered geographically so that it can save much freight by filling orders at the mill nearest the point of delivery. With the large increase in freight rates this advantage is, of course, correspondingly increased. As Chairman Gary stated at the annual meeting of Steel Corporation stockholders last April, the Steel Corporation has never complained of freight rate advances.

The merger rumor mentions such interests as the Inland Steel Company of Chicago and the Lackawanna Steel Company of Buffalo, representing the two geographic extremes, perhaps with Midvale to the southeast, and with other and intermediate concerns thrown in. Particularly with the two concerns first named, much of the steel must be shipped against the freight. With a combination of various independents it would be possible to sell steel with an average haul much shorter than that which now obtains, with the independents selling individually.

NEW HARDWARE GOODS

OFFERED TO CANADIAN HARDWAREMEN

"GASTINE" GASOLINE SAVER

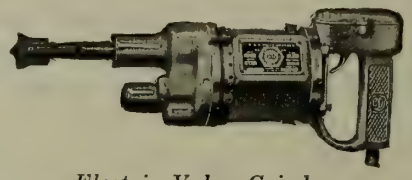
"Gastine" is the name of a soluble tablet which is being offered to the automobile owner as a gasoline saver, also with the object of increasing its efficiency. It is claimed by the manufacturers to give the user from twenty-five to thirty per cent. more mileage, and this is said to be possible through the use of the concentrated oils used. They state that one of these small tablets to the gallon placed in the gasoline tank will quickly dissolve, and that no clogging of the feed pipe or carburetor is possible, also that they have no injurious effects on any part of the motor. Another claim is that at an additional cost of one and a quarter cents per gallon the motorist can obtain an average of from four to six additional miles to every gallon of gasoline used. "Gastine" is manufactured by the Gastine Co. of Bridgeton, N.J., and is distributed in Canada by their Canadian agents, Messrs. Evans & Co., Ltd., Coristine Building, Montreal.

STEEL FLEXIBLE TUBING

Edward G. Gooderham, 24 King St. West, Toronto, has been appointed Canadian selling agent for galvanized flexible steel tubing manufactured by the Excello Mfg. Co., of Providence, R.I. This tubing, it is stated, is largely used for gas lamps, stoves, irons, hot plates, radiator and automobiles, and it is claimed that for this work it has many times the life of rubber hose. It is made, it is stated, from the finest grade of steel strip with rubber or asbestos packing.

ELECTRIC VALVE GRINDER

This is a new tool made by the Black & Decker Mfg. Co., Baltimore, Md., which is of rather unusual design and construction. It is an electric motor driven device, with an oscillating spindle and supplants the old laborious method of grinding valves by hand. The spindle, it is stated, oscillates with a long, steady sweep, similar to the movement obtained in grinding by hand, but many times more rapidly. The patented Black & Decker "Pistol Grip and Trigger Switch" is embodied, making it possible, it is claimed, to operate and control this grinder, in an unusually convenient manner. A 1-6 h.p. motor is used, which is



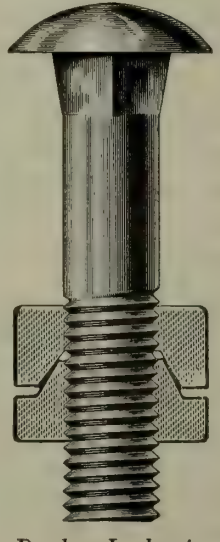
Electric Valve Grinder

air cooled. It operates on standard power circuits, either alternating or direct current, with range 25 to 60 cycles or direct current being made for circuits of 110 volts, 220 volts and 32 volts.

The motor and gearing, with reciprocating mechanism, it is stated, are completely enclosed in an aluminium housing, the gearing and oscillating movement being separated from the motor compartment and packed in grease. The grinding spindle, it is stated, runs in a ball thrust bearing, the armature shaft on Norma ball bearings, and the gears are mounted on shafts ground to size, supported at both ends in long phosphor bronze bushings. Bits are provided to make the tool adaptable to various types of valves.

DUPLEX LOCK NUT

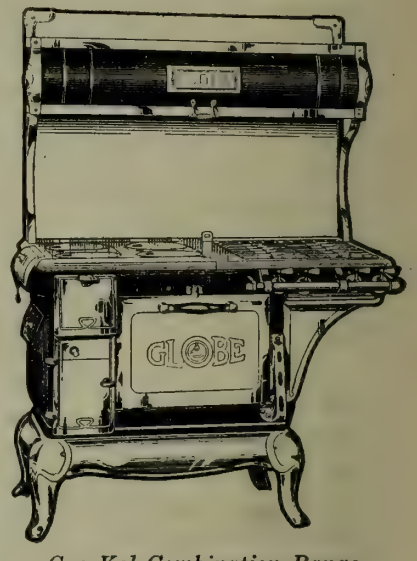
John W. McDonald, of North Bay, Ont., has patented and is putting on the market, a duplex lock nut, which, it is claimed, cannot work loose. The action is such that, it is stated, any motion which would ordinarily tend to make a nut loosen, actually tightens it in the case of the duplex. It will be manufactured, it is stated, in all standard sizes. Extreme simplicity in operation and attachment is claimed for the duplex lock nut.



Duplex Locknut

COMBINATION RANGE

The Gas-Kol Globe combination range, manufactured by the Globe Stove and Range Co., of Kokomo, Ind., is made, it is stated, with white porcelain warming oven, smoke pipe concealed, polished mirror top and has full silver nickel trimmings. Other features, it is stated, are interchangeable fire box linings, large square oven with a solid plate bottom, no dampers, no draft slides, no wells in or through the oven bottom, white enamelled sanitary high closet, full length of the stove, and oven thermometer. The same oven, it is stated, can be used for both coal and gas.



Gas Kol Combination Range

AUTOMOBILE CLOCK

Robert McKnight, jeweller of Sarnia, Ont., has invented and secured a patent on an automobile clock. With this clock, it is stated, it is possible for the car owner to set the clock for a certain time and the lights will automatically be switched on or off as desired. It is also, it is stated, provided with push buttons, so that the lights may be turned off or on at the owner's will.

After-the-War Problems

One of the Important Addresses Delivered at the Recent Saskatchewan Convention of the R.M.A. by Frank Stockdale, the Noted Advertising Expert

"ALL the problems of retail merchandising are soon to be after-the-war problems, but these do not commence yet. These problems are going to come about when reconstruction comes, but they are going to begin.

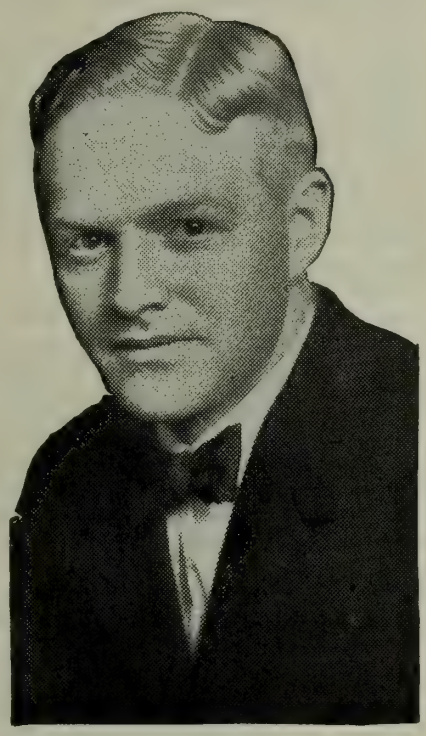
"Back in your home town there are a number of retailers who have an idea that the only way to learn this business is through experience. In an Ontario town someone handed me an enquiry along this line: 'Which is more important in business, theory or experience?'

"I ask you, which is more important, the blackboard or the chalk? We have to have some theorists. Theory has a different meaning for each individual. To lots of people anything they have not used in their business is theory. A lot of retail merchants shut themselves in or they try to shut the other fellow out, but they are imprisoned to that extent. Some think they can shut competition out, but when you do this you may as well call in the gravedigger All we want is fair treatment. When a man asks for more than that you have to grant it to the other fellow as well. There are two types of merchants. One throws open the door and goes out after things. Japan went to all the countries of the world and investigated, and adopted the best ideas and methods which she could find. To-day Japan is a first-rate power, while China is a third-rate power. Japan has profited by the experience of others.

"The science of arithmetic has come up through the ages of experience, yet while many public accountants do not know much about the important question of percentages, many retailers will dive nito this involved matter without forethought. There is much truth in the saying, "Fools rush in where angels fear to tread."

"These conventions are great idea markets. The trouble is that we take only the ideas that we recognize as our own. You have a hazy idea about a lot of things but not a definite one. You have a lot of wobbly ideas and you are not really sure of them. When you have them strengthened you feel like building on them and putting a real roof on the construction. You come to conventions to get your wires connected Many merchants have their wires crossed.

"After-the-war prices may be one of the after-the-war problems. This phase of the matter has been in our minds for some time, owing to a changing market, but I will not say what prices are going to be. The opinion of some long-headed merchants is that now the armistice has been signed, the war is over, and yet we find prices in some lines icreasing. There is apt to be a sense of false security. For a while



FRANK STOCKDALE,
The noted merchandizing expert whose addresses were among the feature events of the Regina Convention.

the tendency was to hold back for a decline in price. Other merchants think that as prices have not dropped since the armistice was signed that prices are not going to drop. There are not many people who think that prices are going back to 1914 standards. There are at least two big reasons for this. One is that the price tendency for years has been upward. The reason for this tendency is still at work and the last five years would represent a substantial increase. If wages stay up, prices must stay up. Labor says wages will stay up. But the retail merchant who gives too much attention to prices now is going to be left. The decline from present levels will be very gradual.

"We have had some fictitious values in merchandising, and this is going to be squeezed out for a while. Retailers are responsible in some part for the high prices. An actual shortage combined with the fact that stockrooms have been stored with goods, creates an artificial price.

"Stores show the things the retailer is most proud of. I saw the stockroom of a certain store recently. The retailer pointed to certain goods selling now at $1, which he bought early and could sell profitably at 50c. There retailers proudly point out their "good buys," but it is a fact that the poorest buyers have won the biggest stakes under recent conditions. On an up market the retailer makes most who sells out before the market drops. Inefficiency has been patting itself on the back, and if some of you have been doing this you should do something radical."

Mr. Stockdale at this point referred to a recent visit to another store wherein he found the stock to be very low, and ragged. The merchant had been buying bankrupt stocks.

"There are not many bankruptcies lately," said Mr. Stockdale. "This merchant was placing his bet that the bankruptcies were only postponed. There are lots of bankruptcies in this country which have been postponed. As soon as the market begins to level off there will be a great many changes in business. People are looking for a world readjustment. As long as the market was creeping up there was coming in an extra profit to take care of any possible loss, and a lot of merchants have eaten up that profit. An increase in dollars of sales is no good, but an increase in volume of business transacted is required.

"If 90 per cent. to 95 per cent. of the merchandise is bought at a certain price and then the price jumps and only about 5 per cent. of the merchandise changes hands in a season at that price, I claim it is more or less of a fictitious price."

At this point Mr. Stockdale spoke of another retailer who had increased his sales recently from $60,000 to $80,000 per year. He had been making a net profit of about $3,000 recently while in 1917 he made a net profit of $8,000. He had recently been selling close to the real market and not a fictitious market.

"The extra $5,000 which this merchant made in net profit in 1917 is a fund he holds in trust owing to a changing market. He will lose when the market declines and it may take $500 one year and $1,000 another year to balance things up. Merchants should keep money from such a source as this to take care of down market losses.

"Many men who can run a retail store well, do not know how to look after money when they get it. If a merchant has a particularly good season he should put the extra money into a reserve fund. At all times if you have not money for a reserve fund there has been something wrong with your business and you should straighten it out."

Hereupon a problem of buying, for wartime and after, was outlined by Mr. Stockdale.

He cited two cases. In one the average stock on one annual turnover was $400, whereas in the other store with a turnover four times a year, the average stock at each turn was $100 during the year. Sales amounted to $600 with a profit margin of 33 1-3 per cent.

Mr. Stockdale explained that margin

was an opportunity for profit and also an opportunity for loss.

"The sales in the foregoing case were $600, but the sales at stock were $400 in the case of the single turnover. In the second instance the sales were $600, but sales were $400 at cost where there are four turnovers to the year.

"The quintessence of merchandising is to carry as many of the $100 lines as possible, and to be careful on the other lines which run a high average stock, and only turn once or so in the year."

Speaking further regarding this illustration Mr. Stockdale pointed out that if prices dropped 10 per cent. the first merchant would lose $40 by carrying an average stock of $400 on one turnover during the year, while the second merchant would lose only $10 because he carries lines which turn four times a year at an average value of $100.

"Carry more lines in quick turning merchandise. The losses will be on the slow turning lines," said Mr. Stockdale.

In regard to the matter of deciding which are slow turning lines, Mr. Stockdale stated that the man who knows how to buy goods for quick turnover will win, and that the best way to tell is to have records. Each merchant should have a good stock-taking system.

"Merchants spend their money taking care of their money, but they do not give the same attention to their merchandise which represents the investment of their money. It is much more important to look out for the cash in your merchandise, and sooner or later I hope we will all have stock records in our stores for this purpose.

"One merchant says he buys goods for 60 cents and sells for $1, and thinks he is getting a long profit. The successful retailer is one who gets the best profits, not the best margin. The jeweler gets a long margin on goods sold, but his turnover is very small. Margin does not tell what profits you have. You must know the cost of carrying and selling an article before you know what your profit is. It costs a lot to handle and sell long margin goods."

At this point Mr. Stockdale quoted the following definition for turnover: "Turnover answers the question, 'How long does the merchandise stay?'"

A rule for figuring turnover was outlined as follows: "Divide the sales by the average stock carried at the selling price."

A question as to whether margin should be figured on the sales price or on the cost price, and why, was answered by Mr. Stockdale as follows:

"It should be figured on the selling price because it takes an expert to do it any other way. The average retailer cannot do this because in getting his cost of doing business—say 25 per cent. —he gets the figures by dividing his sales into his own expenses. Therefore having got the percentage you say the cost of doing business is 25 per cent. of the sales. Then add 10 per cent. for profit and figure on cost price and you haven't anything.

"The percentage of an apple cannot be compared with the percentage of an egg. Twenty-five per cent. of a big apple is not equal to 25 per cent. of a small apple.

"What does more harm than anything is the manufacturer who tells you you are making 25 per cent. on his goods, whereas you are only making 20 per cent."

A rule for figuring margin was as follows: "Subtract margin from 100 per cent. and then divide it by the cost."

This point was illustrated as follows: $2.40 is the cost of certain merchandise. It was required to mark the goods to give a margin of 27 per cent. Subtracting 27 per cent. from 100 per cent. it leaves 73 per cent. to be divided into $2.40, giving $3.28 as selling price.

Question: Is it proper to keep stock at the selling price or at the cost price?

Answer: Ninety-five per cent. of retailers keep it at the cost price, but the department stores are keeping stock at the selling price. It is easier to take stock at the selling price and it works all right as far as turnover is concerned. It is best to keep stock at the selling price, but unless the margin is uniform you cannot keep your stock at selling price and get back to cost when necessary.

Question: Would it not be necessary to keep stock records of each department in order to keep stock at selling price?

Answer: For the purposes of merchandising the department store says that stock at selling price is best. For purposes of financial statements of the business and for insurance you could not have stock at selling price. The department stores have this because they merchandise, and the average retailer doesn't know what that means.

Question: A merchant gets an invoice of mixed goods. Freight and handling expenses amount to a certain sum. In figuring profits he has to start with the laid-down cost in the store.

Mr. Stockdale figured out a test case as follows in establishing the laid-down cost of the various articles in a mixed consignment as outlined. The invoice of goods was for $200; cartage and other expenses were $20; laid-down cost was $220 for the shipment of various articles. Taking among the consignment to be 10 bags of rolled oats at $10, the cost of which is $100, the cost of cartage, etc., of $10 was added, making a total of $110. The cost of doing business in the previous year was 25 per cent.; adding 10 per cent. to cover profit, making a total of 35 per cent., this was subtracted from 100 per cent., leaving 65 per cent. to be divided into the laid-down cost of $110, giving selling price of $170 in this case.

Question: How much should a retailer make on groceries at present?

Answer: If he makes 3 per cent. net on groceries he is receiving a good return if his stock is turning an average of 10 to 12 times a year.

CONVENTION BRIEFS

It did not take long for J. J. Polson, late first vice-president of the Saskatchewan R.M.A., to show his musical capabilities, and, in company with the late president, H. D. MacPherson, prove their ability to stir up enthusiasm by drawing forth song from the assembled delegates.

"How I hate to get up in the morning," was the title of the introductory song of the convention, and it was noted that J. A. Banfield, the Dominion president, led J. J. Polson a close run for the honors of greatest volume.

H. D. MacPherson proved he could do something else besides run a men's furnishing business and a retail merchants' meeting, when he assumed the role of musical and athletic director.

Judging by the groans made by the delegates when called upon to go through a few simple exercises after sitting for an hour in session, the hotel must have sounded like a zoological garden in the early hours. No wonder they all joined heartily in the singing of the song,"How I hate to get up, etc."

Every prosperous looking retailer in the audience raised his hand when Mr. Stockdale called for a showing of retailers who were regular readers of a trade paper.

Are YOU a reader of a trade paper?

One retailer asked Mr. Stockdale what the margin of net profit should be on groceries. "As much as you can get under present conditions," was the reply.

Mr. Stockdale says the merchants who come to conventions are the progressive ones, and those who want to know more about their business. These are the kind who also read trade papers.

Do you go to conventions?

A by-law is being prepared by Regina providing for the compulsory closing of stores at 6.30 p.m. all the year. This is to take effect on June 1. Regina claims to be the first city in Canada to have such a law.

As usual the convention went on record in opposition to the liquor traffic. It has not made much difference in the past year or two, but this legislation is of more importance when the present ray of hope is coming over the horizon.

Professor W. W. Swanson, Professor of Economics in Saskatchewan University, delivered a very able address on "Thrift."

"Buying from a Hebrew and selling to a Scotchman" is Mr. Stockdale's opinion of efficiency in retail merchandising.

"Buy in cold blood and sell with enthusiasm," is a splendid maxim.

A delegate visiting the convention declared that he personally himself, single-handed, swallowed three-fourths of the townsite of Saskatoon. The wind was blowing.

Much to the disgust of S. McMicken, the delegates were called upon two or three times a day to stretch their legs and incidentally shake the dust from their brains.

"Smugosity" is a new one on us. Mr. Stockdale coined it to represent the attitude of the average community.

Will Appoint Western Board

Saskatchewan Convention Accepts New Basis of Constitution—Four Provinces Represented by Western Board—Ottawa Office Unsatisfactory—Favor Half Holiday—Oppose Bank Mergers

REGINA, Sask.—One of the most important resolutions adopted in the early sessions of the sixth annual convention of the Saskatchewan Retail Merchants' Association, was that providing for the acceptance of the basis of the constitution as it now exists, it having been altered by the Dominion Executive at Ottawa to provide for the compulsory appointment of a Western board representative of the four Western provinces, and the optional appointment of an Eastern board comprising the Eastern provinces. Settlement will be made by the new executive for the per capita tax which the association has been holding back for the past year, pending a settlement of this difficulty. A Dominion Secretary will be elected by the Western board and will have no vote.

The passing of this resoultion followed an exhaustive report by J. J. Polson, on the recent Dominion convention. The change in the constitution further provides that the Western board will be responsible for half the expenses of the Ottawa office and that Western members will pay their fees to the Western board, but until this board is formed fees will be paid to Ottawa.

While in Ottawa, Mr. Polson informed the Dominion board that there was a strong feeling that the Dominion office had been very unsatisfactory for some time, and that if the trouble could not be traced to situations in the East which hindered the secretary, then that official should resign his office. Mr. Polson pointed out that the East had fought the change because the West would have charge of its own affairs, and because they did not want a board representative of all the Eastern provinces owing to the likelihood of encouraging friction.

NEXT CONVENTION AT MOOSE JAW IN JUNE, 1920

A motion was adopted by the Convention establishing June as the month for the next convention, instead of in May. It was decided to accept the invitation of the City of Moose Jaw to hold the next annual convention in that city.

In the discussion following this report it was contended that as Saskatchewan was one of the strongest supporters of the Dominion organization, that it should therefore receive good service from Ottawa. Mr. Polson stated that the feeling between the East and West was becoming more harmonious and that representatives of the West can get from the Dominion executive anything which is reasonable.

"Eastern merchants are reasonable, and we have a chance to cement the retail trade of the whole country in a live, harmonious organization."

The Ottawa office had promised this year to hold the annual meeting in Vancouver, to assist the growing organization in that district. As it was impossible to arrange this matter at the last minute an alternative has been suggested, namely, to run a retail merchants' train from Halifax to Vancouver for a three-day conference. This is planned for August of this year.

J. A. Banfield of Winnipeg, president



A scene on Scarth Street, one of the main thoroughfares of the Convention City of Regina.

of the Dominion Retail Merchants' Association, confirmed the fact that Eastern Canada is now desiring to work in closer co-operation with the West.

"As a unit we will do something, but disintegration will get us nowhere," added Mr. Banfield.

W. C. Paynter, Tantallon, supported the motion, stating that unity of action cannot be secured unless the West is joined with the Dominion organization.

Favor Half Holiday

A great deal of discussion centered around a resolution empowering the new executive to secure legislation for a universal Wednesday half holiday throughout the year. The convention was in favor of this legislation and action will be taken to have Wednesday afternoon observed where it is the practice to observe a half holiday. The general acceptance of a half holiday is, however, optional. Moose Jaw delegates favored a half holiday throughout the year.

H. E. Sample, Kerrobert, suggested that the Government be asked to name a day to be universally observed in Saskatchewan. Another delegate thought it would be difficult to establish a certain day in a small town where the farmers have the habit of coming in whenever they take the notion. Other country merchants thought the matter should be left to the municipalities to set a day for the holiday.

G. W. Stockton, Carlyle, stated that in the country no one observes a holiday as is done in the city. He contended that the country customers must be accommodated and offered the suggestion of alternating the clerks on duty in the store in order to give them needed recreation. He added that the Grain Growers has passed a resolution asking country dealers to remain open to accommodate the farmer owing to a scarcity of farm help.

Price Hughes, Regina, pointed out that unless the association took action, a similar situation will arise here as in England, where inspectors have to be employed at big expense, to enforce the law.

W. C. Paynter amended the resolution, making the observance of the half holiday optional, but declaring Wednesday to be the day for the half holiday where a holiday is allowed by the Village Act. S. McMicken, Moose Jaw, thought the association should not seek Government action, intimating that this might cause trouble between the East and the West.

A straw vote of delegates present indicated that a compulsory half holiday in the summer was favored.

The association went on record as protesting against further bank mergers being permitted. It was pointed out that bank mergers were fairly numerous recently, resulting in credit passing into the hands of a few. A clause providing for the appointment of a special commission to investigate the whole financial situation of Canada was voted down. J. J. Polson was emphatically against the appointment of commissions to investigate anything under the blue sky.

Mr. Banfield followed in an address dealing with the problems affecting retail merchants. A vigorous attack was made upon the operations of the Canada Food Board, figures being quoted to show the enormous expense and burden that the board had been to the country and to the merchants, inasmuch as the license fees paid by the merchants financed the board. Mr. Banfield quoted the following figures from the report of the board: Total revenue in fees amounted to about $491,000. Of this amount $202,847 was spent in salaries; $52,000 in travelling expenses, $90,833 in printed matter and advertising, and $29,790 for office expenses.

Mr. Banfield declared that it took much of the time of the staff of the association at Ottawa to watch Director Thomson of the Canada Food Board, and his staff.

"A list of fifty-seven subjects is now before the Government for action," stated Mr. Banfield, adding that one of the important ones provided that the Garnishee Act. should apply to civil employees in future. This action was thought necessary to protect retailers, especially in view of the taking over by the Government of additional railway lines.

One Insurance Policy—One Business

Executive of R.M. Mutual Fire Ins. Co. Will Settle This Problem —Membership Necessary for Each Store to Get Protection at Present—No Increase in Risk Allowed

THE Wednesday afternoon session of the convention was devoted to the Retail Merchants' Mutual Fire Insurance Company, reports being given and officers elected. The financial statement showed the net insurance carried by the company to be $882,200;; expenditure, $17,850.87; assets, $48,064.13; liabilities, $48,064.13. The total amount of insurance written during 1918 was $991,900,00 and policies in force, December 31, 1917, $554,935,70.

The election of directors resulted in J. C. Nichol, Radisson; and E. Wright, Kerrobert, being elected for a three year term and W. P. Ball of Assiniboia for a one year term.

A. E. Fisher, superintendent of insurance for Saskatchewan, gave a brief address on fire insurance, congratulating the R. M. Company on the low expense ratio and the low loss ratio shown. He emphasized the need of every merchant scrutinizing his policy carefully to eliminate any difficulty in making settlement. He stated that during the past year there had been a fire loss of $2,250,000 this being a per capita loss of over $3.

The question of whether merchants should be given protection on more than one store in return for the payment of insurance fees on a single membership in the association was discussed. At the present time a merchant must have a membership for each store in order to have each store covered by insurance in the Mutual company.

S. McMicken, Moose Jaw, opined that that the R. M. A. was not so much for the individual but to help the store situation. He favored one policy—one business.

On the motion of S. T. Brown, Simpson, the matter was left with the executive committee to deal with.

OFFICERS FOR 1919

Following officers were elected for the following year:—

Honorary President—H. D. MacPherson, (men's furnishings), Regina.

President—S. McMicken, (grocer), Moose Jaw.

1st Vice-president—W. P. Ball, (general), Assiniboia.

2nd Vice-president—J. C. Nichol, (general), Radisson.

Treasurer—S. E. Fawcett, (hardware), Saskatoon.

Hon. Secretary—J. W. Creswell, (men's furnishings), Regina.

Constitution provides the Acting Secretary will be appointed by the Executive Committee.

J. J. Polson, 1st Vice-president of the Association last year, declined the office of President this year owing to the fact that his business is developing a wholesale department and he did not feel justified in standing for the office in a retail organization.

W. P. Ball was elected to represent the Saskatchewan Association on the Western Board, with the remainder of the Executive as substitutes.

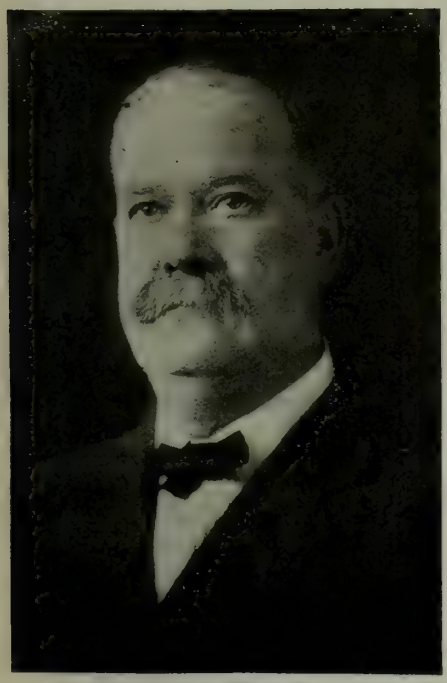
GOT THE CONTRACT

That the hardware man who goes after business can usually get it was shown in St. Thomas, when new tenders were called for 5,000 feet of gas pipe. The new tenders were called following the cancellation of a previous contract given to the H. Mueller Co., of Sarnia, Ont., for 5,000 feet of steel pipe, at 72c a foot. The St. Thomas dealers complained that they had not had a chance of tendering and at a meeting of the committee their claim was upheld and the Sarnia contract cancelled. The tender of Ingram & Davey, hardware, for 5,000 feet of four-inch wrought iron pipe at 81½c a foot was accepted. The firm offered a two per cent. discount off this price for cash in 30 days. The Geo. A. McMurtry Co.'s tender figured out to 80 3-10c per foot net. The H. Mueller Co., of Sarnia, offer was 82c per foot, less two per cent. cash discount.

Favor Trade Sections in Convention

First Two Days of Future Conventions Devoted to Trades—Third Day for General Convention—Will Try Out Division of Province Into Sections With Paid Secretary

THE proposed holding of trade section conventions, and the division of the province into district branches, were important matters which brought forth much discussion in the Wednesday morning session. After consideration it was decided that the



S. D. McMICKEN,
Moose Jaw, Sask., elected President of the Saskatchewan R.M.A.

first two days of future conventions will be set aside to the trade sections, the general convention being held on the third day. An amendment to exempt trades not included in general stores and hold their conventions at some other time of year was voted down.

W. L. McQuarrie, Saskatoon, supported this division into trade sections, stating that during the first two days the sections could decide on important matters to be considered and there would then be something to work on in the general convention.

S. McMicken saw difficulties ahead, and issued a grave warning. "We have got the Retail Merchants' Association into one association. We have been fighting for twenty years to keep away from individual associations of the various trades. This convention is held for the good of all. There should not be sectional meetings. Do not get the conventions separated, for as soon as you do you are going to have fifty-five conventions held separately and the Retail Merchants' Association will go out of business."

In speaking to the amendment another delegate contended that the general merchants would thereby be given preference in being allowed to attend the general as well as the sessional convention, whereas trades not represented in the general store would be restricted.

A motion to direct the executive to pick out a certain district in the Province of Saskatchewan in which to try out for the period of one year the plan of appointing a local paid secretary responsible to the provincial association, was adopted. In this connection it was decided to give returned soldiers preference in appointments to the position of secretary in such districts. The secretary will make a report at the next convention on his work in the trial district, which will include 200 to 300 members of the R.M.A. The work of the secretary of the proposed sections was outlined by F. E. Raymond as follows:

Insofar as a credit rating system is concerned, it will be possible for such secretary to make a credit report on everyone in the district. A credit rating card will be provided for each merchant and a complete summary covering the district supplied to all members of the provincial association. This system is designed to prevent dealers who have exhausted credit in one district to move on to another and secure credit facilities. An interchange of summaries will cover the entire province.

In regard to collections, the credit system would lessen the need for collecting. The secretary could give personal solicitation and the fact of his being a member of the R.M.A. would carry weight in such matters. The usual rates for collections would be charged, so that the system would not be taken advantage of and the secretary deluged with unnecessary work.

Another phase of work for a secretary would be the encouragement of the community idea. It is felt that a man in such a position could do much to better the feeling between towns and cities.

The district secretaries would be employed by the provincial association, care being exercised to choose men who can win and hold confidence.

The plan will necessarily involve increased expenditure and it was suggested that a fee of $25 to $30 per year might be necessary. It is planned to have men selected for these positions spend a month in the Saskatoon office to get in closer touch with the work of the association.

Delegate Moulton, Kelliher, suggested that the province be divided as the Grain Growers' Association into thirty-six sections, allowing each section to pick their own secretary and pay him according to the amount of work involved.

G. W. Stockton, Carlyle, stated that the plan would involve a great expense. "I believe it is necessary to do something along this line, but it is questionable if we should stand the expense of a secretary paid by the association in each district at the outset."

C. Williams, Moose Jaw, suggested that the sum of $50 be paid to some responsible merchant in each district to handle the secretary's work.

Another delegate stated that the work done by the provincial association is not sufficiently close to the country merchant. The city dealers had their own secretary giving personal attention, and the country dealers would appreciate the association more if they had an equal service.

J. J. Polson stated that in the Regina R.M.A. there was no organization under the plan where the secretary devoted only a part of his time, and that it was necessary to open an office and devote a man's whole time to secure any beneficial results.

Suggestions by other delegates were that the plan was all right for large cities, but that country merchants could figure up their customers themselves. In another large district there were very few members of the R.M.A., and a secretary's traveling expenses would be heavy in proportion to the amount of work which could be done.

H. D. MacPherson, Regina, stated that the association had come to the limit of what it could do under prevailing circumstances. It was in response to his request for a trial in one district that the motion was adopted. The provincial association will bear the expense of the trial in one district, and it will be necessary to use some of the funds at present on hand for this purpose.



J. C. NICOL
Radisson, Sask., appointed Second Vice-President of the Saskatchewan R.M.A.

Grain Growers and R.M.A. to Co-Operate

Closing at 6 P.M. Proposed—Oppose Premium Contests—Coast to Coast Excursion Supported—Wholesalers in Retail Business—Object to Cartage and Packing Charges—Oppose Liquor Traffic

RESOLUTIONS of considerable importance occupied the attention of the merchants in convention at the Thursday morning session. The necessity for clearing up misunderstandings between the R.M.A. and the Grain Growers, and for encouraging co-operation between these two bodies was emphaszied in the discussion centering around the following resolution:

Whereas there still seems to be a misunderstanding between some farmers and some retail merchants in Saskatchewan; and

Whereas the executive of the Retail Merchants' Association have endeavored for a number of years to get together with the farmers' organizations, in order that these understandings may be cleared up if possible;

It is resolved that we, in convention here assembled to-day, go on record as being in favor of such a meeting being brought about if possible, and that the accredited representative of the Saskatchewan Grain Growers' Association be notified accordingly, and that a copy of this resolution be forwarded to the secretary of the said association.

This resolution was moved by G. W. Stockton, Carlyle, who stated that it was necessary for the modern merchant to give such a service to the community that it is unable to get along without him. "If one merchant in a town gives a raw deal it reflects on all the dealers, because the customer will send his order away to another city afterwards."

W. C. Paynter, Tantallon, speaking to the motion, stated that the co-operative movement is responsible for the progress being made by certain institutions. "I have watched the co-operative movement," added Mr. Paynter. "In the next town to mine a merchant buys in smaller quantities and cannot give a service equal to mine. But I must support that merchant because if he fails the co-operative movement will get him or the mail order house will come in on the territory."

"The Grain Growers' of Manitoba co-operate with the R.M.A. of that province, but not in Saskatchewan. We must not antagonize the Grain Growers, for they already think the retailers are obstructing their tactics. The retailer has the advantage over the big department store and the mail order houses of being on the ground, and the retailer should be an expert at handling his customers. If the farmers can formulate a scheme whereby they will be better served than by the retailers I will step down.

"We must co-operate with our customers and with the farmers' organizations. I believe the Grain Growers and the retailers should put up a fund to jointly purchase goods in cars from manufacturers. This would be a joint purchasing commission in each province, and prices would be set."

J. J. Polson agreed as to the desirability of reaching an understanding between the R.M.A. and the Grain Growers.

At this stage H. D. MacPherson stated that he had seen the president of the Grain Growers, in regard to a conference of the two organizations. The matter was left with the Grain Growers, and no further action has been taken.

It was the unanimous opinion of the delegates that where a farmer operates a store, if he gives a good service, he should have the privileges of a store, but where the store does not give service, whether it be owned by a farmer or a retailer, it should not have the privileges of a store. No objection could be taken to their going into the same market to buy their goods, but objection was taken to the granting of privileges to the man who tries to run a store "from a box car."

Fixed Closing Hour

The following resolution was introduced by Delegate Kindred:

"That this convention requests the incoming executive to use their endeavors to have legislation passed making it compulsory for all storekeepers in Saskatchewan to close every day, except Saturday and days preceding holidays, not later than 6 o'clock."

Speaking of this resolution one country member stated that while this might apply all right in towns and cities, he thought the country stores in the country and villages should remain open during seeding and harvesting time.

J. J. Polson opined that the association would not be getting very far in passing such a resolution as the provincial authorities would be inclined to leave the matter entirely in the hands of local authorities. To get such a measure through it would be necessary to have the full co-operation of the various organizations affected, such as farmers, labor and municipal.

An amendment was introduced that the convention place itself on record as favoring a 6 o'clock closing except on Saturday nights and nights preceding holidays.

Oppose Premium Contests

The following resolution was passed with little or no opposition, having been introduced by W. P. Ball, Assiniboia, and seconded by S. McMicken, Moose Jaw:

"That this convention is strongly of the opinion that all premium contests are absolutely against the principles of the Retail Merchants' Association and food merchandising and should be strictly avoided by all retail merchants.

Further that the Dominion executive should be urged to continue their efforts in favoring the passing of legislation making such contests a criminal offence."

Other resolutions passed include the following:

Bonds Produced by Produce Dealers, Collectors

Moved by S. McMicken, Moose Jaw, and seconded by W. C. Paynter, Tantallon;

"That this convention request the incoming executive to continue its efforts towards obtaining legislation requiring produce dealers and collection agencies to enter into a bond with the Government as a condition before entering business."

Re Proposed Excursion

Moved by H. E. Semple, Kerrobert, seconded by S. McMicken;

"That this convention express its hearty approval of the proposed R.M.A coast to coast excursion."

Encourage Thrift

Moved by S. McMicken, seconded by S. T. Brown, Simpson;

"The Retail Merchants hereby support the movement for the encouragement of thrift and recommend to the province the giving of such support to local thrift associations as lies within their power."

S. McMicken, speaking to this motion, stated that the wage earner who is encouraged to buy thrift stamps will have something to fall back on, and this would eliminate in many cases necessity of giving credit.

Affiliate With Social Service Council

Moved that: "This convention is in favor of affiliating with the Social Service Council of Saskatchewan."

This resolution was carried. It is proposed to have up to ten representatives on the Social Service Council, to meet annually and consider problems affecting retail merchants, etc.

Speaking to this motion, one delegate stated that in the past retailers have not taken much interest in the social welfare of towns, and that they have not realized the importance of this matter.

Oppose Liquor Traffic

The convention was placed on record as being opposed to the liquor traffic, and in sympathy with the Government's measures regarding prohibition, in a resolution introduced by G. W. Stockton, Carlyle.

Assist Commercial Education

A resolution introduced by W. C. Paynter, Tantallon, and seconded by H. E. Semple, Kerrobert, provided for the appointment of a committee representing the commercial interests, to work in co-operation with the University of Saskatchewan, in connection with a course in commercial education.

J. J. Polson proposed an amendment asking the executive to select for this year a committee to act on behalf of the R.M.A., and to ask other interests to select representatives to act in co-operation with this committee.

"Add education to what we have got without it, and we can swamp everything," said S. McMicken. The matter was left with the executive committee.

Cartage and Packing Charges

A motion was carried as follows:

"The executive committee is to be instructed to advise all wholesalers in Saskatchewan that the facts of the trade show that charges for packing and cartage are not a universal habit, and it would seem that some wholesalers in this province are wanting to get a higher charge for their goods than should be paid. This association has agreed to bring all possible pressure to bear against the following of this practice."

In moving this resolution, G. W. Stockton stated that he had written to wholesalers about this practice in his own case, and that they had replied in his favor, stating that they would "make an exception" in his case.

Wholesalers in Retail Trade

Moved by W. C. Paynter, seconded by H. A. Semple:

"As this association has been asked to express an opinion as to whether the wholesale merchant should engage in a retail business, be it resolved that the legitimacy of either a retail or wholesale business should not be judged from the standpoint of ownership of the business, but simply on the policy it follows and the service it renders."

Speaking to the motion, S. McMicken stated that if a man does a legitimate business "we do not care who the owner is."

Co-operate With Soldiers

Moved that: "This convention adopt all possible means to bring about closer co-operation between our organization and returned soldiers, and other organizations which have for their object the improvement of trade and commerce in Canada."—Carried.

HON. W. E. KNOWLES ADMITS HE IS ONLY A LAWYER

An enthusiastic address of welcome was given by Hon. W. E. Knowles, Provincial Secretary of Saskatchewan, representing Premier W. M. Martin, at the annual banquet on Wednesday evening, in the Auditorium rink. J. W. Creswell, president of the Regina R.M.A., was chairman of the evening.

Hon. W. E. Knowles, author of the famous Knowles Bill, introduced at Ottawa some time ago, admitted that the attention which he had given to the retail trade had been only as a lawyer and not as a retailer, but that he did not find this out until after he had introduced the bill to the House of Commons. He frankly admitted that one Moose Jaw merchant wired him at Ottawa that he must either stop being a fool or come home. He began to think after that that people would have to pay what they liked for things.

"It is a big concern to the people of the country that they have good shopping facilities. We are constantly dependent upon the retailers. It is unfortunate that in Canada we do not take the pride in our businesses that the English merchant does, in which cases one finds the business passing from generation to generation, with a singular pride attached to the success achieved in each case," said Mr. Knowles in conclusion.

An address was given by Mr. Frank Stockdale on the subject, "Sales People of To-day and To-morrow."

DISCREPANCY IN SALES OF GASOLINE

J. J. Polson made a report to the Saskatchewan convention concerning the action taken by the Dominion Association in regard to alleged discrepancy arising in the handling of gasoline by retail merchants. This discrepancy is indicated by the purchase of gasoline by weight and its sale by measure.

"When you get gasoline in your store in drums it comes by weight," said Mr. Polson. "In drawing it off you run short on a drum. Every complaint coming arose from dealers who shipped in under the weight system. No complaints came from dealers who bought by measure."

Mr. Polson added that the troubles along this line in Eastern Canada are now over, the matter having been taken up with the head of one of the large oil companies. To eliminate any such difficulty in Western Canada, delegates were urged to appraise the association of any similar shortage in gasoline.

SHOULD CLERK GET GOODS AT COST

The following question was asked by a delegate at the Saskatchewan convention:

"I have a staff of seven clerks, and pay the highest salaries. I allow each employee all the goods he needs at laid down cost. Is this coming to the employee?"

In reply, N. L. Green, Regina, stated that the matter should be left with the individual merchant. "Some dealers wish to do all they possibly can for the men who work with them. We recently made a rule that the men get everything they wish at one-half the retail cost."

S. McMicken responded that it was up to the merchant to run his business in fairness to his clerks and they would then be fair with their merchant.

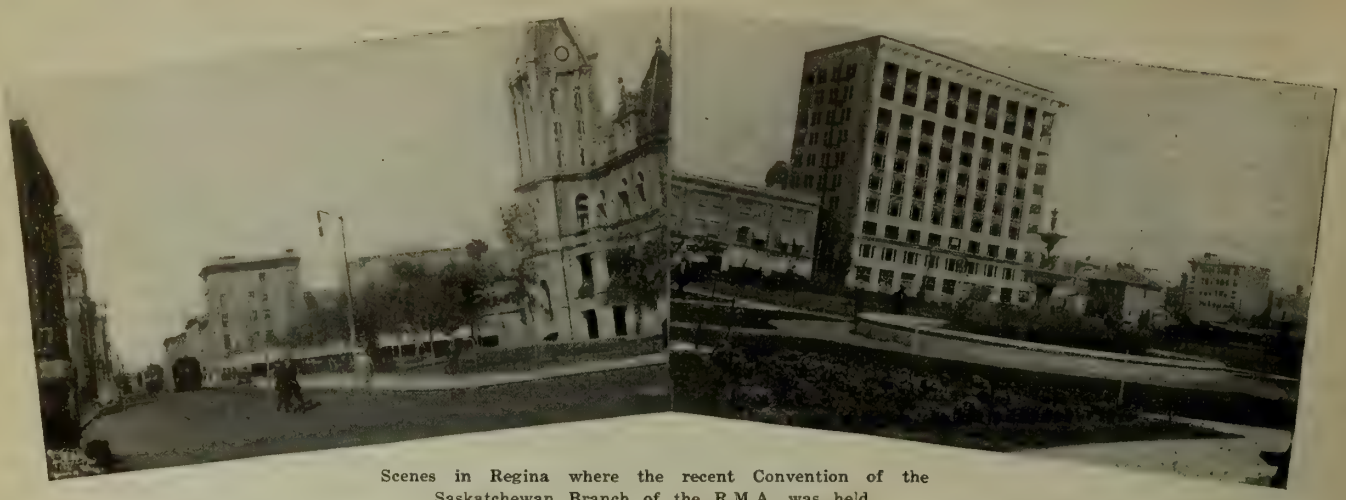
CONVENTION DELEGATES

G. W. Anderson, Regina; N. C. Wells, Aylesbury; O. Aas, Cabri; J. H. Anderson, Melville; A. Aird, Regina; F. B. Angley, Radisson; H. A. Andrews, Pangman; S. Whittaker, Briercrest; W. P. Ball, Asisniboia; J. P. Beauchamp, Q'Appelle; F. A. B. Aufield, Winnipeg; H. Bourassa, La Fleche, Sask.; W. Buchanan, Weyburn; J. Baird, Glenavon; S. T. Brown, Simpson; B. Beachman, Edenwold; C. A. Clifford, Creelman; W. R. Clark, J. O. Crossley, Estevan; A. M. Dugetto, Whitewood, Sask.; R. Davidson, Regina; H. A. Dantz, Rush Lake; J. S. Dart, H. W. Davidson, La Fleche; J. H. Elliott, Carnduff; S. G. England, Regina; J. H. M. Easery, Duval; T. A. Easson, Avonlea; H. Elliott, Admiral; J. F. Funk, Herbert; W. R. Finley, Kincaid; J. S. Goodman, Grills & Co., Gimley & Son, Cabri; J. Gregory, Meota; G. A. Ganchieff, Regina, J. Goldstein, Radisson; L. Goldstein, Hafford; N. L. Green, Regina; C. O. Glover, Windthorst; A. Gereim, Vibank; J. Gereim, Vibank; S. E. Fawcett, Saskatoon; J. L. S. Hutchinson; J. Hamblin, Q'Appelle; Hill & Hall, Francis; Hughes & Butler, Regina; J. Morton, W. R. Kell, Saskatoon; L. P. Kincaid, R. J. Eley, Kelliher; A. E. Bolton, Kelliher; W. J. Keller, Shaunavon; W. G. Krecsy, Kipling; F. Knox, Wilke; J. Leboldus, Vibank; E. S. Cressimace, Lockwood; A. H. Laeppky, Rush Lake; J. L. Longpie, Q'Appelle; T. J. Lugheed, Glenside; A. Little, Regina: J. T. Lawson, Regina; J. W. Cresswell, Regina; S. McMicken, Moose Jaw; J. A. Loeppky, Herbert; N. McLean, Tynan; A. McKinnon, Dilke; F. D. Mitchell, Moose Jaw; W. A. Conley, Macoun; McDonald & Wray; W. H. Morgan, Delisle; E. Maskel, Kipling; A. Maze, Assiniboia; A. G. MacNaughton, Mazenod; P. H. McLeod, Rocanville; H. D. MacPherson, Regina; J. C. Nicholo, Radisson; A. M. Nairn, Earl Grey, Sask.; G. S. Preston, Carnduff; J. J. Polson, H. Perry, Estevan; W. C. Paynter, Tantallon; Ross & Dennison, Assiniboia; W. J. Robinson, Davidson; C. J. Rollifron, Outlook; J. F. Robinson, Regina; G. W. Stockton, Carlyle; F. E. Raymond, Saskatoon; W. Stanley, Heward; P. Schroeder, Odessa; J. James, Saskatoon; S. Douglas, H. E. Sample, Kerrobert; C. H. Shaw, Webb; J. Scott, Willow; S. Schwanz. Rocanville; L. P. Twiss, B. A. Thierman, Webb; W. M. Van Valkenburg, C. William, Moose Jaw; E. Wright, Kerrobert; M. Waldman, Melville; A. J. Wyman, LaFleche; Waldeck Trading Co., A. W. Wallace, Aylesbury; R. E. Witzke, J. P. Williams, Kincaid; F. Yeo, Fillmore, Sask.: W. L. McQuarrie, Saskatoon; H. T. Hunter, MacLean Publishing Company; H. L. Southall, MacLean Publishing Company.

GET-TOGETHER BANQUET TO CELEBRATE OPENING NEW WAREHOUSE

A novel and interesting banquet was recently given by the Wilson Auto Specialties Co., of Hamilton, when they invited all of their local dealers to celebrate with them the opening of their new and commodious warehouse, 19 East Jackson Street, which is one of the largest exclusive wholesale auto accessory supply houses in Canada. This banquet was held in the large showroom of the new warehouse.

The new warehouse is located in the heart of Hamilton's business section, and, including the upper floors, contains over 16,000 square feet of floor space. In addition to the new warehouse this firm has recently opened a retail store at 284 King Street East, between Ferguson Avenue and Wellington Street.



Scenes in Regina where the recent Convention of the Saskatchewan Branch of the R.M.A. was held.

LESSONS FROM THE WEST

AT the present time the eyes of the Retail Merchants of Canada are turned toward the West. Out in that country west of the Great Lakes the organized retail merchants are becoming a strong factor. The convention that has recently closed at Regina, at which were represented the merchants from all parts of Saskatchewan and outside points as well, is but an indication of what may be expected at the Manitoba Convention to be held in Brandon within less than a month's time. The merchants of all those provinces, clear through to the Pacific, are exerting themselves to become better merchants, to keep pace in every way with the marvelous developments of that great country.

At the present time the West is faced with serious problems. There are strikes and rumors of strikes in the air. Serious as these conditions may be, they are still indicative of real growth, a growth into a larger viewpoint that must ultimately come to Capital and Labor alike.

But these are only passing phases that will be forgotten before long. All the time the country is prospering.

Her fabulous wealth, as represented by her endless wheat fields, not only means money for the conduct of industry, but means food for a hungry world. Her mines and forests and fisheries are hardly surpassed throughout the world. It is a big country with big ideas and ideals, and its merchants are measuring up to their opportunities. Their activities are well worth watching.

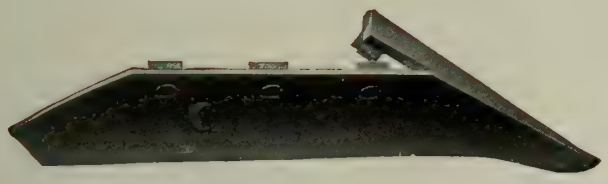
AUTOMOBILE ACCESSORIES



OFF
Marquette Tire Tool

Hardware Dealers can always sell Automobile Specialties with a great deal of profit. We can supply your needs in this line at prices to allow maximum profits. Our stocks are new and very complete, including Springs, Wheels, Tire Accessories, Radiator and Engine Supplies, Tire Chains, Shock Absorbers, Bumpers, Car Equipment Specialties and Garage Appliances.

CRESCENT SHARES



The demand for the best in plow shares is efficiently met by *Crescent Shares*. Designed to fit every plow in use in Western Canada. Have perfect fit and finish. Over 1,000 patterns. Sold under an absolute guarantee that protects dealer and customers alike.

We are headquarters for a wide range of profitable hardware lines.

Binder and Mower Repairs, Horse Shoes, Nails, Calks, Pads and Shoer's Supplies; Bar Iron and Steel; "Sandoval" Rolling Coulters, Harrow Teeth; "Westwo" Painted Woods, Eveners, Evener Sets, and Hitches; Boss Harrows; Wagon Boxes; Sleighs; Cutter Gears, etc.

Write to-day for complete information and latest price lists.

D. ACKLAND & SON, LIMITED

WINNIPEG CALGARY

Our Specialties Carry the Punch that Sells

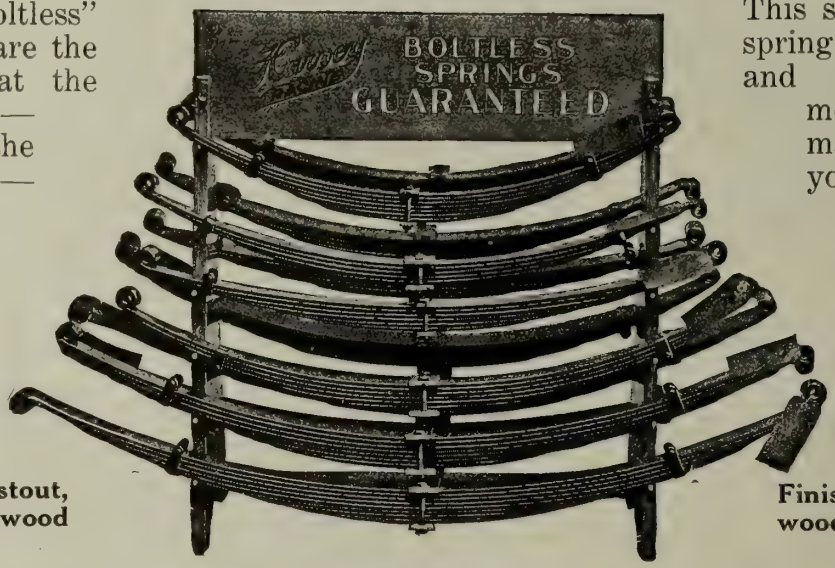
The Trade Mark behind the "Hardware House of Quality"

DIAMOND A BRAND — ASHDOWN'S GUARANTEE

The Largest Wholesale Hardware Dealers in Canada

THE RIGHT GOODS PROPERLY DISPLAYED

Harvey "Boltless" Auto Springs are the right goods—at the right price—made on the right principle—and guaranteed to give the right satisfaction.



This serviceable spring rack to display and store replacement springs will make sales for you. It's an indication to your customers of your efforts to remedy their spring troubles.

Model AA—a stout, well made, hardwood rack.

Finished in natural wood 30″ high, holds 12 springs.

HARVEY "BOLTLESS" AUTO SPRINGS

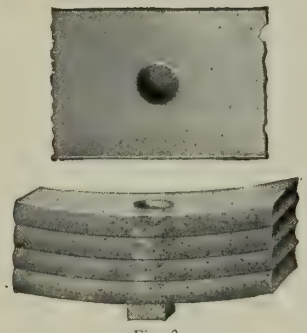


Fig. 2
The Harvey head is forged hot. No metal is removed. The fibre of the steel remains unbroken.

Made by the Patented Harvey Process. Your customers will appreciate your selling them these up-to-date and extra serviceable Auto Springs. For wearing and lasting qualities they are unsurpassed.

Made on a **better principle** that adds strength where other springs are weak. The Spring that is guaranteed.

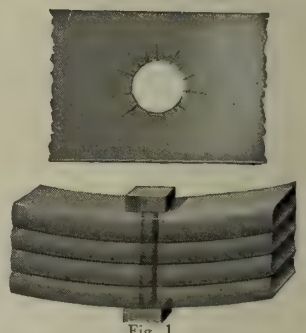


Fig. 1
Regular centre hole, punched cold, the usual way. Note invisible fractures in structure of steel, as shown by magnifying glass.

Our Guarantee

We guarantee every Harvey Auto Spring against breakage or sagging for one year. Defective springs returned to us transportation prepaid, will be replaced without charge.

Write to-day for prices and full particulars. We are close-at-hand to give the Western dealer the utmost in service.

THE J. H. ASHDOWN HARDWARE CO., LIMITED

CALGARY WINNIPEG SASKATOON

Do householders remember WA-KO-VER Stain when they are in your store?



RIGHT now there should be a prominent counter display of Wa-Ko-Ver Stain where your customers cannot fail to see it. Nearly every householder is considering at this time of the year the best means of beautifying his home, and a well-placed display in your store would jog his memory at the right time and create sales for you. We can help you make your display effective and catchy. If you have not our latest counter display, write for one to-day.

Stephens
REGISTERED TRADE MARK

G. F. STEPHENS & CO.
LIMITED
PAINT AND VARNISH MAKERS
WINNIPEG and CALGARY

THE
Saskatchewan Glass & Supply Co., Ltd.
MOOSE JAW, SASK.
GLASS

MR. HARDWARE DEALER:—
We expect you BUY on a PRICE and SERVICE basis, goods being equal. If you do, you MUST purchase from us. We can sell you CHEAPER and deliver QUICKER than any house east of us.

PLATE AND WINDOW GLASS
WINDSHIELD GLASS
MIRRORS AND FANCY GLASS
and all kinds of Glass for a building.

TRY US AND BE CONVINCED

STEEL IRON METALS
WINNIPEG WAREHOUSE STOCK

REINFORCING BARS IN ALL SIZES, IN LENGTHS UP TO 60'
BOLTS: MACHINE, CARRIAGE, DRIFT, SHIPBUILDING, ELEVATOR
BAR IRON: FLAT, ROUND AND SQUARE, SMALLEST TO THE LARGEST
HEXAGON BARS MACHINE STEEL

BOILER TUBES	NUTS	RIVETS	SHAFTING
ANGLES	CHANNELS	RAILS	TEES
FORGING BILLETS	CAP SCREWS	WASHERS	SET SCREWS

GAUGE SHEETS, BLACK AND GALVANIZED, IN ALL GAUGES

GET OUR MONTHLY STOCK LIST

A COMPLETE LINE FOR
THE MANUFACTURER — THE WHOLESALER—THE CONSUMER

IF IT'S STEEL OR IRON WE HAVE IT

The MANITOBA STEEL & IRON COMPANY.
WINNIPEG, MANITOBA LIMITED

Quality Canadian Stoneware

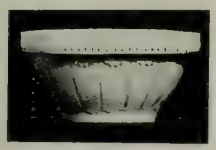
Made in Medicine Hat, Alberta



Bean Pots



Milk Pans



Mixing Bowls

Made in the most modern and up-to-date plant of its size on the continent. Made by Canadian workmen from Canadian clay. Made to meet the housewife's requirements for clean, sanitary stoneware.

Crocks are splendid pantry containers for bread, flour, sugar, meat, etc. Your customers require them now to pack eggs for winter use.

All Medalta Stoneware guaranteed to be acid-proof.



Air-tested Jugs



Hanging Baskets



Butter Crocks
With or without covers



Meat Tubs

Write for illustrated price list.

MEDALTA STONEWARE LIMITED

Medicine Hat, Alberta

THE ENGINEERS' SUPPLY CO. REGISTERED TRADE ESCO MARK WINNIPEG. MAN. CANADA

"Esco" Products Win Sales

For maximum sales with liberal profits sell "ESCO" Engineers' Supplies. They are all High-Grade products. Guaranteed to give extra service and value for the money.

Engine Packing
Belting
Belt Dressing
Belt Fasteners
Gaskets
Hose
Lace Leather, cut and in sides
Asbestos Products
Friction Board
Gauge Glasses and Washers
Flue Cleaners
Graphite
Sarco Steam Traps
Hytempite Furnace Cement
Pump Valves and Leathers
Power House and General Factory
Supplies and Steam Specialties

Perolin, the Boiler Treatment, guaranteed to remove and prevent scale.

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THE ENGINEERS' SUPPLY CO.

173 McDermot Ave. E. **Winnipeg, Man.**

CADMAN & COMPANY
322 McIntyre Block - Winnipeg, Man.
Hardware Manufacturers' Agent Covering Western Canada
English Cutlery Lines Desired.

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MANUFACTURERS' AGENTS
Head Office: Princess St., Winnipeg, Canada

A. H. FRASER Representing Manufacturers of
Hardware and Auto Accessories in Western Canada
1150 Homer St. VANCOUVER, B.C.

Practically All Good Buyers of Hardware in Canada are Readers of Hardware & Metal.

The Imperial Gasolene Iron

Has given absolute satisfaction in Western Canada for the past ten years. Easy to operate, economical, a real labor-saver that is indispensable during hot weather. Handy for travellers, and the ideal iron in homes without electric current. Absolutely guaranteed.



The Fansteel Electric Iron

A handsome appearing efficient iron having a peculiar element which utilizes every atom of heat generated. The Nichrome Ribbon is embedded in a cement-like base which is not an obstruction to electricity as is mica or porcelain.
This is a vigorous seller and satisfactory wherever used.

MEHASCO
ANOTHER MEHASCO MESSAGE
33

MERCHANTS HARDWARE SPECIALTIES LIMITED
CALGARY.

WEEKLY HARDWARE MARKET REPORTS

STATEMENTS FROM BUYING CENTRES

THE MARKETS AT A GLANCE

MORE interest centres around ingot metals this week perhaps than any other single item in the markets. A general reaction to higher levels has occurred, tin, lead, spelter and antimony all being affected. The advance on tin approximates 2c per pound, on lead and antimony ½c, and on spelter ¼c.

This follows on the heels of a resumption of buying, and the fact that buyers, besides specifying for spot deliveries, are in some metals placing orders for future shipment, would indicate that manufacturers' stocks are by no means large. Locally stocks are considered very good and the feeling prevails that slightly higher prices may be realized during the next sixty days.

A revision downward in skate screws packed in cartons has been made this week, this decline following on the heels of two other similar moves. The present basis seems to be pretty well established and orders are being accepted for next fall delivery at present levels.

Higher prices are again in evidence on linseed oil this week, following the movement of flax seed to a higher range of quotations. There is little or no Argentine seed reaching United States markets and the demand at the present time is large. Crushers report business good and the same story is told by paint manufacturers and jobbers. The advance this week amounts to five cents per gallon in linseed oil and even higher levels are looked for.

Turpentine reveals increasing strength at primary points and this is reflected here in an advance of 3c per gallon. Foreign buyers are invading Southern markets and with better shipping opportunities the market is maintaining a very strong position with no immediate prospect of relief in lower prices. The situation in regard to supplies shows little improvement as yet.

A decline of 25c per 100 pounds in blue annealed black sheets, 16 gauge and heavier, has been made this week. No revision on other gauges is reported and galvanized sheets have been maintained on a very steady basis. Jobbers report sales as very good with the outlook promising for a much increased turnover.

Shellac shows an advance of from 75c to 90c per gallon and supplies are reported as being very scarce.

MONTREAL MARKETS

MONTREAL, May 22—Hardware markets have not undergone a great deal of revision this week, changes being fewer in number and also in importance. Tap soles are moved up slightly in price, and there is an advance also on one line of wrenches and vises. Ingot metals are much firmer, and there is a higher price basis for nearly every line, copper and lead, and also antimony being particularly high. Old material has been somewhat weaker on iron and steel. Solder is up 2½c per pound. Canada plate prices have been revised downward in one quarter to $7 and $7.10 per box, while coke tin plates are also down $1 per box. Trading is good in a general sense, although this statement applies more to the daily orders that are received, and not to placing business, which might show much improvement.

Leather Soles Are Moved Higher

Montreal

LEATHER SOLES.—Prices are slightly advanced on leather soles. These are some of the new prices: No. 10 men's tap soles, per dozen, $6.90; No. 11, $5.70; No. 14, $3.75; No. 15, $3.15; No. 121, $4.20 and No. 123., $3.80. Women's style, No. 36 are quoted at $4.20; No. 37, $3.90, and No. 37½, $2.35 per dozen. Men's heels, No. 50 are $1.45; No. 141, $1.20, and women's, No. 181, $1.10.

Wrenches and Vises Make an Advance

Montreal.

WRENCHES, TONGS. — Increased prices are in effect for Vulcan wrenches. No. 31 are now priced at $4.20 each; No. 32, $6; No. 33, $8.50; No. 33½, $10.80; No. 34, $13.20. Vulcan pipe vises are also higher, No. 1 V being quoted at $4.20 each and No. 2 V at $9. Some jobbers are quoting Stillson wrenches at 50 and 5 per cent., others at 55 per cent. from the list.

Selling of Rope on a Held Basis

Montreal

ROPE AND CORDAGE.—There has been a fair, but only a fair sale for rope. Supplies are available in quantity if wanted, but buying still is done on a careful basis by the trade, both jobbers and retailers alike. Prices have steadily held as follows: Pure manila 34c per pound base; British manila 30c; sisal 27½c.

Nails Have Held And Sales Made

Montreal

NAILS AND WIRE.—Features in this market are not marked, and there have been no changes. Orders have come to hand steadily for wire nails which are selling on the held basis of $4.75 per keg, and at which price cut nails are also selling. $5 per 100 pounds is the basis for smooth steel wire, and there is a seasonable sale for various kinds of wire, both fencing and plain wires.

Now Some Selling Of Ranges; Stoves

Montreal

STOVES AND WARES.—There is a better movement of stoves and ranges.

Not only this, but the dealers seem to be realizing that prices are not going to tumble, and some fall business is already looking up. The undertone is steadily firm on these, as it also is on some other lines of summer stoves. Wares are selling well, and there is no change in the discounts.

Oil Goes Forward; Basis is Steady

Montreal

COAL OIL AND GASOLINE.—There is a seasonably good demand for coal oil although warmer weather of the more definite sort would increase selling much. Prices are unchanged at 20 to 23 cents per gallon. Gasoline is steadily he'd at 34 cents per gallon, and the sales made are quite heavy. No changes have been made in lubricating oils.

Bar Movement On An Active Basis

Montreal.

STEEL AND IRON.—Sales are very good on steel and iron. It is now possible to secure stocks in favorable volume and delays are less frequent than they were in delivery. Prices have continued unchanged and the outlook is for a steady business on a frequent buying basis.

Common bar iron, per 100 lbs.	3 75
Refined iron, per 100 lbs.	4 75
Mild steel	3 75
Iron finish machinery steel	3 80
Norway iron	12 00
Single reeled machinery steel	5 50
Spring steel	5 50
Sleigh shoe steel	3 75
Tire steel	3 95
Toe calk steel, per 100 lbs.	4 65
Band steel	3 75
Harrow tooth steel	3 90
Mining tool steel, per lb.	0 17½-0 19
Black Diamond tool steel, per lb.	0 18 -0 19
Black Diamond cast steel, lb.	0 22

Sheet Orders Are Rather Limited

Montreal.

SHEETS AND PLATES.—Orders are none too plentiful for sheets. There is some business all the time, but big orders usually placed at this season of the year are fewer than in normal times. Prices have continued rather nominal in this market, price-cutting being reported.

	Per 100 lbs.	
BLACK SHEETS—		
10 gauge	$5 25	$6 25
12 gauge	5 30	6 30
14 gauge	5 35	6 35
16 gauge	5 45	6 50
18-20 gauge	6 00	6 35
22-24 gauge	6 05	6 40
26 gauge	6 10	6 50
28 gauge	6 40	7 00
GALVANIZED SHEETS—		
10¾ oz.	$8 35	$9 25
28 gauge	8 30	8 85
26 gauge	....	8 50
22 and 24 gauge	7 70	8 35
20 gauge	7 50	8 35
18 gauge	7 50	8 35
16 gauge	7 30	8 00

NOTE—These prices are for full bundles, an extra charge of 25c to 35c per 100 lbs. is made

Solder is Higher; Lead Lines Firm

Montreal

LEAD PRODUCTS.—The price of solder has again advanced. This is due to the firmer position attained by lead. All grades of solder used by the trade are up 2½ cents per pound excepting wire solder, this not having changed at all. Lead wool, pipe, etc., have not changed in any way. In the matter of sales there has been an improvement.

Lead pipe	0 11½
Lead waste	0 12½
Lead traps and bends	15%
Lead wool, lb.	0 14
Lead sheets, 3 to 3½ lbs., sq. ft., lb.	0 10½
Lead sheets, 4 to 8 lbs, sq. ft.	0 09½
Cut sheets ¾c lb. extra, and cut sheets to size, 1c. lb. extra.	
Solder, guaranteed, lb.	0 35½
Solder, strictly, lb.	0 31
Solder, commercial, lb.	0 29
Solder, wiping, lb.	0 27
Solder wire (8 gauge)	
40-60	0 34
45-55	0 36¾
50-50	0 39¼
Zinc sheets, casks	0 17
Do., broken lots	0 18

Pipe Scrap Down; Melting Steel, Too

Montreal

OLD MATERIAL.—Expectations were that old metals would be more active, but as yet there is no improvement. Tendencies are quite unchanged in all lines excepting pipe scrap and heavy melting steel, the former declining $2 per ton and the latter $1. There may be further revisions during the week. If trading improves it is possible that the market may be a better one, with prices moved up somewhat.

Dealers' Buying Prices—		
Pipe scrap, ton	7 00	8 00
Stove plate, ton	....	15 00
No. 2 busheling	....	5 00
Old rubbers, boots and shoes	0 06½	0 07
Overshoes, lumbermen's rubber boots	....	0 03½
Bicycle tires	....	0 03
Automobile tires	....	0 03
Yellow brass	....	0 06
Red brass	....	0 08½
Light brass	....	0 05
Scrap zinc	....	0 05
Heavy copper	0 13	0 13¼
Wrought iron, No. 1, per gr. ton	....	11 00
No. 1 machinery cast	....	18 00
Heavy melting steel	....	9 00

Ingots Have Firmed; Some Higher Prices

Montreal.

INGOT METALS.—The markets have generally become firmer during the past week. Nearly all items in the list have advanced, and those which have no are not showing declines or lowering tendencies. The movement is toward a higher price basis.

COPPER.—Advances have been made in all markets for this metal, and the prospects are that increases still will be made. The basis here is 19c per pound.

TIN.—Prices in the London market have been firming, and there is an increased enquiry for the metal. Prices here have been advanced to 58c, this being an increase of 2c per pound.

LEAD.—Advances of 25c per 100 pounds were made by the trust in the States, and this means that the New York basis at this writing is $5.25. Naturally the local market has strengthened, and the basis here this week is 8c per pound, a considerable advance.

ANTIMONY.—Following the firming of the silver market, antimony is much in the limelight. There is likely to be a firming of this market still, and quotations for the week are up to 9¼c per pound, three-quarters of a cent above the basis of last week.

SPELTER.—Steadily firm and ½c higher at 9c per pound.

PIG IRON.—No change has been made on this. The tendencies are rather to higher levels than downward. Price still $45.

TORONTO MARKETS

TORONTO, May 22—A decline of 25c per 100 pounds has been made in blue annealed black sheets, 16 gauge and heavier, in some quarters. Skate screws in cartons are easier. Ingot metals are gaining strength and tin, lead, antimony and spelter show a movement towards higher levels.

Business here is good and jobbers are well satisfied with orders coming to hand although some difficulty in filling orders is being experienced in some lines. However, deliveries from manufacturers are better and apart from present labor outlook which is somewhat unsettled, the situation generally is very good.

Skate Screws in Cartons Decline

Toronto.

SKATE SCREWS.—There has been a revision this week in the price of skate screws packed in cartons. In each carton there are 12 packages, each package containing 8 large screws for the heels and 16 smaller size for the soles. The price which has been adopted on these is 42c per carton. This replaces the price named on April 17, of 50c, which in itself was a reduction from a previous figure of 55c. It is expected that the present level will be maintained for some little time. Orders are now being booked at the present basis for Fall delivery.

Higher Prices On Tap Soles And Lifts

Toronto.

TAP SOLES, LIFTS.—Higher prices have been named on tap soles and lifts, the new quotations applying particularly to the better grades. On the XXX and XX grades an advance of 20 per cent. is shown on the X grade, an advance of 5 per cent. has been made, with the cheaper lines undergoing no revision. A new list was not available at time of going to press.

Stove Situation Unchanged; Wares Hold

Toronto.

STOVES, WARES.—The situation in

regard to sales of oil, gas and electric stoves is considered very satisfactory. Manufacturers and jobbers report sales very active and the volume of orders coming through is looked upon as good. The market has held very steadily and there is no indication of any immediate price change.

There have been no new developments reported in regard to enamelware, tinware or kindred lines. Prices seem to be very well maintained and the volume of business coming to hand is considered quite satisfactory.

Cordage Dull; Cotton Twine Firm

Toronto.

CORDAGE, TWINE.—Business as yet in rope is still along rather narrow lines. However, this is not a discouraging feature by any means, as manufacturers more or less expect this condition at this season of the year. Quotations for the week remain unchanged, pure manila being quoted at 34c per lb., base; British manila 30c; New Zealand hemp at 30c sisal 27½c, and sisal lath yarn at 27½c.

The strength of the cotton market during the past two or three weeks has provided a very firm undertone to the situation in cotton rope and cotton twine. As a matter of fact some manufacturers in the U. S. have advanced their prices on cotton wrapping twine and this may be the forerunner of a similar movement here. At any rate the outlook is one of firmness.

Big Movement Oils, Gasoline Noted

Toronto.

OILS, GASOLINE.—Apart from the fact that increased activity in sales is apparent, there is little news to report in the situation on lubricating oils, coal oil, or gasoline. The warm weather is influencing the sale of oil stoves and this in turn reflects similarly upon sales of coal oil. Prices have held without change at from 19½c to 22½c per gal. according to grade. There is no indication of any shortage of supplies. Lubricating oil sales and gasoline sales are a reflection of the greater use of motor cars and gasoline driven machinery of various kinds, and the outlook in these lines is considered very satisfactory. Gasoline is ruling at the unchanged figure of 33c per gal., with delivery being made on a satisfactory basis.

Better Feeling in Iron and Steel

Toronto.

IRON AND STEEL.—Trade continues to show some improvement and jobbers as a whole are well satisfied with the business which is being done. Stocks are ample and there is no indication of any immediate revision in prices. Quotations which are generally in effect today are as follows:

Common bar steel	4 25	4 50
Common bar iron	$4 25	$4 50
Refined iron	4 65	4 90
Angle base	4 50	4 75
Horseshoe iron	4 50	4 75
Tire steel	4 45	4 70
Mild steel	4 25	4 50
Norway iron	11 50	15 00
Toe caulk steel	5 15	5 45
Sleigh shoe steel	4 25	4 50
Band steel, No. 10	4 50	4 75
Do., No. 12	4 75	5 00
Spring steel	9 50	11 50
Mining drill steel	21 00	30 00
Sheet cast steel	0 42	0 45

Heavy Black Sheets Down 25 Cents

Toronto.

SHEETS, PLATES.—Lower prices have been established in some quarters on blue annealed black sheets, 16 gauge and heavier, the decline amounting to 25c per 100 lbs. The present range of quotations is shown below.

Jobbers report a very good volume of business on all lines of sheets being done and indications are that this will continue and even increase if present enquiries develop into orders.

Sheet copper is being quoted for delivery from the mills at 24½c and from stock here at 27c per lb.

BLACK SHEETS.	Per 100 lbs.	
10 gauge	$4 75	$5 45
12 gauge	4 80	5 50
14 gauge	4 85	5 10
16 gauge	4 95	5 20
18-20 gauge	5 80	....
22-24 gauge	5 85	....
26 gauge	5 90	....
28 gauge	6 00	....
3-16 inch plate	4 90	6 25
¼-inch boiler plate	4 50	5 80

Prices shown are for full cases. An extra charge of from 25c per 100 lbs. is made for less than case lots.

GALVANIZED SHEETS.		
10¾ oz.	$7 80	$8 10
U.S. 28	7 40	7 70
U.S. 26	7 10	7 40
22 and 24	6 95	7 25
18 and 20	6 80	7 10
16	6 65	6 95
12 and 14	6 50	6 80

An extra is now charged on galvanized sheets, 10¾ oz. and 28 ga., when shipped out in sheets 3 feet wide. The extra charged over prices shown above is 20c per 100 pounds. Other gauges show no change for different widths.

Prices shown are for full cases. An extra charge of 25c per 100 lbs. is made for less than case lots.

Fair Business in Corrugated Sheets

Toronto.

CORRUGATED SHEETS.—Manufacturers report a very fair business being done in corrugated sheets and kindred lines, and outlook is considered quite satisfactory for business on the way. Prices have held without change at the following levels:

Corrugated Sheets—	Per 100 sq. ft. Gal'zed	Painted
No. 28 gauge	$8 25	$7 00
No. 26 gauge	9 00	8 00
No. 24 gauge	13 50	10 00
No. 22 gauge	16 00	12 50
No. 20 gauge	19 00	16 00
No. 18 gauge	24 00	19 50

Discount, 7½ per cent.

On shipments of 300 lbs. and over, freight is allowed south and east of and including North Bay; also several western counties in Quebec Province. Places north and west of North Bay, the freight is equalized on North Bay. For Quebec and Maritime Provinces, freight is equalized on Montreal.

No Change in Wrought Pipe, Tube

Toronto.

WROUGHT PIPE, BOILER TUBES.—There has been no marked change in the situation as it affects wrought pipe. There is some business being done and prices have held without change at figures shown in current market quotations.

Business in boiler tubes has fallen away somewhat from volume being done a few weeks ago. The market seems firm and quite steady, quotations herewith holding without change.

BOILER TUBES—	Per 100 feet Seamless	Lapweld
1¼ inch	27 00	....
1½ inch	28 00	....
1¾ inch	30 00	26 00
2 inch	30 00	26 00
2¼ inch	33 00	28 00
2½ inch	40 00	32 00
3 inch	46 00	38 00
3¼ inch	....	45 00
3½ inch	56 00	42 00
4 inch	70 00	54 00

Solder Holds at Advance; Very Firm

Toronto.

LEAD AND ZINC PRODUCTS.—The prices on solder have held firm at the advance recorded last week, and there is no indication of any recession from present schedule of prices as shown below. Even higher prices may be named.

The undertone to the market on manufactured lead products is strong in line with advances on the metal. Prices are given herewith:

Lead pipe, lb.	....	$0 11½
Lead waste pipe, lb.	....	0 12½
Lead traps and bends	....	15%
Lead wool, lb.	....	0 14
Lead sheets, 4 to 6 lbs., sq. ft., in rolls, lb.	0 11	0 12½

Cut sheets ½ to ¾c lb. extra and cut sheets to size, 1c lb. extra.

Solder, guaranteed, lb	0 35	0 39
Solder, strictly, lb.	0 33	0 35
Solder, commercial, lb.	0 30	0 33
Solder, wiping, lb.	0 29½	0 32
Solder, wire, lb.	0 36	0 42
Zinc sheets, per lb.	....	0 17

Some Prices Go Higher; Better Feeling

Toronto.

OLD MATERIALS.—There is a better feeling in metals which has been reflected here and a somewhat optimistic note is sounded by the dealers, though this is not very pronounced as yet. There have been some slight advances made in buying prices on brass, which will be shown in figures below. There seems to be a little business doing but as yet this is rather restricted. Range of quotations for the week are:

Dealers' Buying Prices—		
Tea lead	....	0 03
Heavy lead pipe	....	0 04
Pipe scrap	....	8 00
Stove plate, per ton	....	10 00
No. 2 busheling	....	8 00
Yellow Brass	....	0 07
Red Brass	....	0 10
Light Brass	....	0 05½
Scrap zinc	....	0 04½
Heavy copper	....	0 15
Wrought iron, No. 1, per gr. ton	....	15 00
No. 1 machinery cast	....	14 00
Heavy melting steel	....	9 00
Old rubbers, boots and shoes	0 06	0 06¼
Overshoes, lumbermen's rubber boots	....	0 04½
Bicycle tires	....	0 04½
Automobile tires	0 03½	0 04

Fair Activity in Nails; Wire

Toronto.

NAILS, WIRE.—There is an improvement in building to be noted, and as a result the trade reports better sales of nails. The outlook is considered quite bright, and whereas buyers are not placing orders for requirements more than

two or three weeks ahead, the fact remains that the orders are coming to hand. Quotations remain unchanged for the week, wire nails selling at a base of $4.70 per 100 lbs., and cut nails being quoted at $4.75.

The smooth steel wire base is holding at $5 for 100 lbs., which is an unchanged figure, and indications are that there is little new in the wire outlook to report.

Waste Holds Steadily; Oakum Too

Toronto.

WASTE, OAKUM.—The reaction in the market on cotton to higher levels is providing the waste market with a very strong undertone. This has not been reflected as yet in any price change upwards, and manufacturers as a whole are hopeful that it will not be necessary to revise quotations to a higher level again. However, indications are that present values are good in view of the situation in the cotton market, and whereas buying as yet is along rather restricted lines, there seems to be a somewhat better feeling in the placing of orders.

There have been no new developments in regard to oakum, and trade as yet is along rather narrow lines.

Ingot Metals Showing Strength

Toronto.

INGOT METALS. — Practically all along the line advances have been recorded, tin, lead, spelter and antimony recording slight advances. This is generally considered the result of a buying movement in progress, and not due to any depletion of stocks, which seem to be ample. Business in all metals seems much improved.

COPPER. — Primary points record some further slight advances as a result of an improved demand. This has not yet affected the situation locally, but a slight reaction to higher levels may develop. Quotations here are still being made at 18c per pound.

TIN.—A further advance has occurred locally, quotations ranging from 60c to 62c per pound. Stocks here are very good, but reports from United States points indicate that supplies there seem to be much smaller than anticipated, and this may mean still higher prices during the next sixty days.

SPELTER—.There is still only a fair demand for this metal, but a better feeling prevails as a result of the movement in the other lines. Prices locally show a range of from 8¼ to 8½c per pound, an advance of ¼c per pound.

LEAD.—At United States points an advance of $5.00 per ton has been recorded within a week, and this movement upward is stimulated by the action of buyers coming into the market for fair spot quantities and specifying for even later delivery. This would indicate that stocks in manufacturers' hands are by no means heavy, though there is lots of lead available. Prices here are now ranging from 6½ to 7c per pound.

ANTIMONY.—A reaction upward is noted in this metal also this week, quotations now ranging from 8½c to 9c per pound. There is a better demand, and this is being met from ample stocks, though supplies here are not considered heavy.

ALUMINUM.—There are some grades of aluminum that are reported scarce at primary points, and it has taken very little of a buying movement to make this fact apparent. There is only a nominal interest being shown as yet in this metal locally with quotations ranging around 40c per pound.

LONDON MARKETS

LONDON, ONT., May 22—Prices continue firm with advances noted in some lines. Turpentine has advanced a cent a gallon and linseed oil five cents. In spite of the continued wet weather, which has been responsible for delayed sales in some of the summer lines, business has been very good. Orders have been coming in steadily from all parts of the district. Sales of paint, oil, lead and varnishes have been very brisk and many repeat orders have been coming in.

New Prices on D Top Fork Handles

London, Ont.

FORK HANDLES.—New and higher quotations are now being made on D top manure fork handles. The new figure is $7.35 per doz.

Prices on Rifles, Ammunition Adjusted

London, Ont.

RIFLES.—Revised prices have been generally adopted on Winchester rifles and American ammunition. On the basis now established Winchester rifles are quoted at 10 per cent. advance on list. American metallic ammunition is quoted at an advance of 15 per cent. on list. Percussion caps and primers are quoted at list plus 15 per cent. Gun wads, list plus 15 per cent. and empty and loaded paper shot shells, list plus 22½ per cent.

Net Prices Named For Stove Pipes

London, Ont.

STOVE PIPES.—Following the recent changes made in discounts on stove pipes net quotations based on the revision are now available and range as follows: Made up stove pipes, 6 in., bright, $19.90 per 100 lengths; 7 in., bright, $21.03; 6 in. common, $15.93; 7 in., common, $17.63; patent stove pipe, easy lock, 6 in., $16.97; 7 in., $18.19.

Higher Prices Named For Bread Mixers

London, Ont.

BREAD MIXERS.—Higher prices are now in effect for universal bread mixers. The new quotations are: 4 loaf, $38.08 doz.; 8 loaf, $46.40 doz.

Washing Machines in Good Demand

London, Ont.

WASHING MACHINES. — Washing machines and wash benches are still selling briskly. No change has been made in prices, the discount remaining at 30 and 10 per cent. off list.

Step Ladder Prices Show No Changes

London, Ont.

STEP LADDERS.—Good sales of step ladders are being made. Quotations are unchanged and are for the shelf lock, 22c per ft., and the Ontario, 27c per foot.

Nails and Rope Are Holding Firm

London, Ont.

NAILS, ROPE.—Nails have been in fair demand. Quotations show no change and are as follows: wire, $4.70 per 100 lbs., base; cut, $4.75.

Rope quotations are without any change. The demand is light. Prices to-day are: pure manila, 34c per lb., base; British manila, 30c; New Zealand hemp, 30c; sisal, 27½c.

Wall Finishes Briskly Moving

London, Ont.

WALL FINISHES.—There has been a good demand for Alabastine. The quotations show no change from 40 per cent. off list.

Good Demand For Putty Reported

London, Ont.

PUTTY.—No changes have been made in prices of putty. There is a good demand at present at the following figures: Standard, 100 lb. drums, $6.75 per 100 lbs.; standard 25 lb. drums, $7; pure, 100 lb. drums, $8.75; pure 25 lb., $9.

Prices of Glass Remain Unchanged

London, Ont.

GLASS.—Following steady increases in building activity there has been a fair demand for glass, with many inquiries, which indicate future business. Quotations show no change and are as follows:

Window glass—net prices per case:—

	Single Disc.	Double Disc.
Up to 25"	$12 60	$17 15
26 to 34"	13 20	18 64

35	to	40″	13 76	19 80
41	to	50″	17 63	22 50
51	to	60″	18 45	23 10
61	to	70″	19 87	24 52
71	to	80″	.....	26 55
81	to	84″	.....	34 09
85	to	90″	.....	36 64
91	to	94″	.....	37 55
95	to	100″	.....	43 91

Linseed Oil Up; Turpentine Higher

London, Ont.

LINSEED OIL, TURPENTINE. — Linseed oil has made an advance of five cents and the market is very firm at present levels. New quotations appear below. Turpentine shipments are now coming in better. Prices show an increase of three cents per gallon. The quotations are shown herewith.

Linseed oil:—

	Raw per gal.	Boiled per gal.
1 to 2 bbls.	$2 05	$2 08
3 to 5 bbls.	2 04	2 07
6 to 9 bbls.	2 02	2 05

Turpentine:—

	Per Imp.
1 bbl. lots	$1 20
2 to 4 bbls.	1 19
5 gal.	1 30

No Changes Shown in White Lead in Oil

London, Ont.

WHITE LEAD IN OIL.—While the market is firm and a fair volume of business is being handled no change has been made in quotations, which are as follows: pure, in ton lots, $16.30 per 100 lbs.; less than tons, $16.65.

WINNIPEG MARKETS

WINNIPEG, May 19—For the first time in four years prices for the week do not show a single change on any of the standard shelf goods or heavy hardware and markets in general are settling down to a firmer basis.

The strike which was called on Thursday last and which affects practically every trade in the city, is still in progress and has paralyzed all lines of business. The unions which walked out include Firemen, Street Railway Men, Carters, Express Men, Machinists, Cooks, Waiters, Bakers and Milkmen. In addition all the shippers and other warehouse help of the wholesale hardware trade are out and as a result business is suspended for the time being, pending a settlement. This may be some time in coming as the demands, while just in many cases, are exorbitant in others. It is understood the "closed shop clause" will also be fought against. All newspapers in the city have closed down on account of the pressmen's strike, but labor leaders are operating one plant to print the labor paper.

Firmness Shown in Solder Prices

Winnipeg.

SOLDER.—Prices on solder, which have been declining steadily for some time, seem to have strengthened owing to a recent advance in the tin market of 4c per lb., and prices are reported very firm. No advance is recorded as yet, but higher prices would not be surprising. To-day's ruling prices are confirmed herewith: solder, half-and-half, case lots, 34c per lb.; less than case lots, 35c per lb.

Iron and Steel Holding Steadily

Winnipeg.

IRON AND STEEL.—Sales are reported as having been very good on all lines of bar iron and steel, prices of which are holding very firm, with no indication of any immediate revisions. Stocks are also reported in good shape, and sufficient for all requirements. To-day's markets on the various lines are given herewith: bar iron, $5.25, base, per 100 lbs.; Swedish iron, $5.25, base; sleigh shoe steel, $5.50, base; plow steel, common, $6.50 per 100 lbs.; plow steel, crucible, $7.50 per 100 lbs.; angle steel, $5.35; harrow tooth steel, $5.75, base; cast octagon tool steel, $7.50 per 100 lbs.; square tool steel, 20c per lb.; spring steel, $7.50 per 100 lbs.; machinery steel, $8, base; fire steel, $5.90; mild steel, 3-16, ¼, 5-16, $7.75, base; other sizes $5.50, base; band steel, $5.50, base.

Sales White Lead in Oil Have Been Good

Winnipeg.

WHITE LEAD IN OIL.—White lead in oil prices still hold firm at former quotations, with the usual spring demand reported. No immediate change is looked for. Prices ruling are given herewith: Decorators', pure, ton lots, $16.90 per 100 lbs.; less than ton lots, $17.25 per 100 lbs.; decorators' special, ton lots. $15.90 per 100 lbs.; less than ton lots, $16.25 per 100 lbs.

Rope Holds; Sales Have Been Good

Winnipeg.

CORDAGE.—Prices on all lines of rope, which have been very erratic during the last few months, seem to have steadied down to a fairly firm basis, and no immediate revisions are in view. Sales have been very good and stocks appear to be very well assorted in all sizes. To-day's prices are given herewith: pure manila rope, 35¼c, base, per lb.; sisal, 28¼c; British manila, 31¼c; sisal lath yarn, 28¼c; African hemp, 31¼c; cotton rope, ¼ in. and over, 66c lb.

Turpentine Market Reveals Strength

Winnipeg.

TURPENTINE. — Turpentine prices seem to have settled down to a firm basis after the recent advance, and no change is recorded during the week. Sales in this commodity are reported as being very heavy during the last week in anticipation of the usual spring paint-up campaign. To-day's market prices are confirmed as follows: barrel lots, $1.35 gal.; ¼ barrel lots, $1.38 gal.; 5 gal. lots, $1.40 gal.; 1 gal lots, $1.40 gal., plus the usual extras for containers.

Linseed Oil Maintains Firmness

Winnipeg.

LINSEED OIL.—Good sales are reported during the last ten days on linseed oil, which has been influenced by spring painting. Prices are still holding firm and no immediate change is anticipated, as flax seed prices continue very firm. Prices ruling to-day are quoted as follows: raw linseed oil, $1.93 gal.; boiled linseed oil, $1.96 gal., in single barrel lots.

PITTSBURGH MARKETS

PITTSBURGH, Pa., May 22.—The steel market continues to drag. There may be a slight improvement in spots, but it would require a very large improvement in buying to do any good, when even the present 55 per cent. operation of steel mills is based chiefly upon old orders, current orders accounting for only between one-third and one-half of the production.

Pig Iron

More than half the merchant furnaces in Western Pennsylvania, the Mahoning valley and the lake front district of Ohio are idle. The furnaces have been blowing out steadily, one after another, and the end is not yet. This makes it that the few furnaces remaining in blast have a good demand for their iron. The buying is all in small lots, usually single carloads, as buyers will not take any chances with prices. This, however, makes the business easier for the furnaces since the price is not much of an issue. When a consumer wants only a carload he does not haggle over the price. The furnaces are not piling iron, at least to any extent, and the situation in this respect is illustrated by the case of one merchant furnace interest which has a stack making a well-known brand

of foundry iron, and desires to blow the stack out for relining, but must first accumulate a stock to take care of trade meanwhile. The furnace would work better with its new lining than it is working now.

Pig iron consumers likewise are not accumulating iron, but rather have been drawing upon stocks, chiefly iron they had to take on contracts. Sales of foundry coke indicate that the melt of iron is greater than a month or two months ago.

There are various rumors of price concessions on pig iron, but nothing definite is established as to prices below those that became effective March 21. As to the local Pittsburgh market, however, there is a slightly easier position, in that some furnaces that have lower freight to Pittsburgh than the rate from the valleys to Pittsburgh will give away their freight advantage, something they will not do when there is a strong market. Thus the regular valley market on foundry iron is $26.75, furnace, which with $1.40 freight to Pittsburgh, would make the Pittsburgh price $28.15, but there is a furnace interest with $1.10 freight to Pittsburgh, which will sell at $26.75 furnace, making the cost delivered Pittsburgh $27.85. Other valley prices are: Bessemer, $27.95; basic, $25.75; malleable, $26.25; forge, $25.75. If there were inquiry for any sizable tonnage these prices would probably be cut.

Steel

There is hardly any new inquiry in the market for either billets or sheet bars. There are rumors that sheet bars have sold at $2 to $3 under the recognized quotations, but these rumors cannot be confirmed. Most mills will allow a brokerage to middlemen, but the amount is not large enough to justify the middleman splitting the commission with the consumer. Specifications on long term billet contracts are very light, and on sheet bar contracts they are quite moderate, representing 50 to 60 per cent. of normal. Regular quotations remain at $38.50 for billets, $42 for sheet bars and 2-inch billets, and $41 for slabs, f.o.b. mill, Pittsburgh or Youngstown.

Finished Steel

Regular prices are: bars, 2.35c; shapes, 2.45c; plates, 2.65c; blue annealed sheets, 10-gauge, 3.55c; black sheets, 28-gauge, 4.35c; galvanized sheets, 28-gauge, 5.70c; plain wire, 3c; wire nails, $3.25 per keg, base; merchant steel pipe, basing discount 57½ per cent. In general these prices seem to be well maintained, but there are rumors of considerable shading in wire, and of some shading in sheets.

Buyers' Attitude

There is little opportunity to determine the attitude of buyers as to prices. Nearly all the time there is a controlled market in steel, as there is at present, and buyers are trained to pay the price or do nothing. The buyer probably feels he has only two alternatives, to pay present prices or wait until lower prices develop. Jobbers and manufacturing consumers are buying sparingly, taking only the material they must have. As to steel for construction purposes, which is usually the heavy end of the steel demand, there is practically none in the market. A large amount of work has been figured on by the engineering and construction firms, but there is no disposition on the part of the investor to go ahead with the projects. Many jobs have had all the engineering work done and are in shape for quick action whenever favorable conditions arrive. One of these, of course, is an open market for steel, a market that would give the buyer confidence, but there are other influences holding back the investor, particularly the fact that the peace settlements have not been made.

Producers' Attitude

The view of steel producers is that they would lose by throwing the market open, that there would be a decline in prices more than sufficient to balance such increased business as would result. They hold that the time is not yet ripe for a general buying movement. No steel producer is willing to predict that the time will be ripe before summer, which means that next fall is the earliest time, and many predict that there will not be really good business until next year. That means, of course, that the producers are willing to peg along with such orders as have to be placed, plus such old orders as remain on books. There was an average of 77 cent. operation in March, and 65 per cent. in April, while the present rate seems to be about 55 per cent., and June may show an average of 45 per cent., with still lower operations in July and August. With such light operations production costs are, of course, exceptionally high, but if prices were lower and there were only a slightly greater demand the mills would be worse off, in point of total earnings, than at present.

For weeks past the steel producers have insisted that there is "an open market" for steel products. On April 1 the Attorney-General rendered an opinion that the Industrial Board plan of "price stabilization" was illegal, but the opinion was not given to the public until after the resignations of the members of the Industrial Board were accepted, on May 9. Undoubtedly the steel producers had prompt knowledge of the Attorney-General's opinion and, in the circumstances, would be prompt to disclaim any allegiance to the Industrial Board plan. This left it, however, that



A timely display for the present season is shown herewith. Electric lamps, toasters, grills, irons and kindred lines are now in active demand. An improvement in building will stimulate sales of mechanics' tools also.

while, technically, there is an open market, since there is no authority for anyone to dictate prices, there is practically a controlled market through the steel producers individually adhering to the recognized quotations, just as they have done in past years in more or less similar circumstances. The producers claim this is not illegal, the substance of the argument being that the producers do not agree to maintain prices, they merely do maintain prices.

World-Wide Interest in Winnipeg Strike

LATEST advices received from Winnipeg, which has been in the throes of a general strike for more than a week now, seem to indicate that the settlement of existing differences is somewhat nearer completion. The situation is still serious, and in view of the present labor unrest which is general throughout Canada, the outcome has more than local interest.

From 30,000 to 35,000 employees are out on strike and are submitting to the dictatorship of half a dozen men whose avowed intention seems to be the establishment of a Soviet Government. That such a government will be permitted in any part of Canada is impossible—opposition in the form of a Citizens' Committee is already gaining marked strength, and it is doubtful if the mass of the better type of union men will desire to back such a radical move as their leaders propose.

Winnipeg labor carries a preponderance of the foreign element, probably more so than any other city in Canada, and that the radical element to be found in their ranks will maintain the ascendency for long is improbable. The democracy which they claim in their talk is contradicted by their avowed intention of class rule.

A representative of HARDWARE AND METAL who has just returned from Winnipeg speaks in the highest terms of the work of the Citizens' Committee. This consists not only of employers whose men are on strike, but professional men and citizens whose chief aim is maintenance of law and order and the operation of the public utilities. The business and professional men of Winnipeg have responded admirably and the fire halls are manned by lawyers, brokers, etc.; a large number of citizens have also gone into barracks so as to be available immediately in case of riot. This attitude on the part of thousands of business and professional men has been a big factor in maintaining law and order and thus protecting not only the lives and property of citizens, but also the good name of Winnipeg. Efforts are now being directed to a resumption of at least some lines of business along lines more nearly approaching normal. Business in all its branches with outside points has been at a standstill, and a continuation of this condition for a much longer period must result in actual want.

So far as HARDWARE AND METAL'S representative could learn, there was, up till a couple of days ago, no shortage of food threatened. Milk and bread deliveries were interfered with for the first two days of the strike, and this must of course entail hardship, but they are now greatly improved. To those people able to go to the stores, food has been available.

However, the time may not be so far distant when lack of money may result in some families suffering from want of food, and therein lies the danger. Even those union men on strike will want a settlement before they are compelled to go hungry, for the hungry man is going to create trouble.

Reports have been issued that the war veterans are in sympathy with the strikers. The latest news, however, is, that owing to the large foreign element to be found in the ranks of the strikers sentiment is changing, and any effort to actually establish a Soviet Government may easily be the move that will turn the returned soldiers to the ranks of the Citizens' Committee.

Trade unionism has done much to improve the conditions under which labor is employed, and manufacturers as a whole recognize the principle of the unions. It is by co-operation between capital and labor that most idealistic relations for all concerned can be secured. Are the teachings of the war which did so much to break down class traditions to be soon forgotten? The red flag element in labor exists no less than the Prussian element in capital. Both should be suppressed and the better elements get together and work out a solution which will bring harmony out of the present discordant notes.

SAYS BIG INCREASE IN MAIL ORDERS

John A. Frazer, sales manager of Lewis Bros., Ltd., Montreal, stated that the volume of mail order business coming to hand shows remarkable increase. "This is just what I expected at the beginning of the year, and the number of express shipments made these days is remarkably large. In some cases, out of 100 orders, as many as 60 of these have been requested by express," said Mr. Frazer.

Mr. Frazer stated that the present volume of business called for a great deal of detail work, and that staffs were busy on special orders sent in, particularly at the end of the week, after hours. It denoted that the dealers were needing supplies urgently for immediate orders, and that these they required with a minimum of delay. Express routing was specified, not only in orders received by mail, but as well in telegraphic orders, which were greatly increasing.

Asked as to whether he expected this business to be continued, Mr. Frazer said that he believed it would. In his opinion he believed that there would be a great deal of this hurry-up business for a long time to come. Retailers were required to give good service, and the nature of doing business was, in many ways, changing entirely. There was no evidence of the increased mail and telegraphic business becoming less, Mr. Frazer said.

"Will this increase of special order business apply to lines in general?" HARDWARE AND METAL asked.

"A great deal of it is for automobile accessories, but there are many items in the regular hardware stock that are ordered this way, and we look for it to continue," concluded Mr. Frazer.



The Tariff is only one of the many questions for the returned soldier to turn his attention to, the "world" thinks.

—By Sam Hunter in Toronto "Sunday World."



Where Free Sample Work May Help

Most Remunerative Advertising That Which Costs Public Something to Acquire—Uses and Abuses of the Free Sample—Getting the Customers' Interest—The Children's Place

NEVER had much faith in out-and-out free samples. So far as paints and varnishes are concerned, they either have to be too small to be of any use, or too large, and then they possibly spoil an otherwise legitimate sale.

Besides, something for nothing accomplishes little. The receiver seldom appreciates nor shows any great interest in something which costs nothing.

As an old missionary once stated, if you give a Bible away to a heathen, he either loses or forgets it. Charge him only a fraction of its cost, and he takes it home, reads it, and develops an interest in its message.

The Best Paying Advertisement

The most remunerative advertising is that which costs the public something to acquire because it involves a pecuniary interest, and the recipient is going to look into and become interested in what has cost him real money.

If all the souvenir baubles that came from Niagara Falls had been given away, Niagara Falls would be less advertised than it has in the past. Because the souvenir cost about ten prices above its actual value it was carted home, given the place of honor beside the family Bible, and Niagara and its wonders exploited in thousands of homes throughout the country.

How Free Sample May Work

The best lesson of how and why a dealer should not victimize himself too freely with the free sample habit was witnessed by the writer in a grocery store not long ago. A young and not overly experienced clerk conceived the bright idea of placing a small safe in the store window. A placard in front of it announced that in the safe was something for everybody who came into the store after 6 o'clock on Saturday night. And there was—samples collected from every source he could gather them. But there wasn't any room for business that night. The place was so full of youngsters from six o'clock to ten that the usual run of Saturday night customers went on to the next grocer for their week-end supplies.

Uses and Abuses

Samples have their uses and abuses. How to tame this method of advertising to serve profitable ends might be suggested from the following incident:

Ben Lennox was a retail salesman of the type which likes to demonstrate his goods in the most practicable method possible. He knew the evils of the sample habit from bitter experience. But he appreciates the sales benefit of getting the trade interested through methods that were unusual or out of the ordinary. His store was big enough to allow him some swing, both in the matter of window displays and inside demonstrations.

Paint and varnish demonstrations were not new to his store either. How to promote one on novel and profitable lines, was, however, another question. Ben scratched his head some days over the question till he devised a solution.

Previous demonstrations had been cut and dried affairs, on small sample boards or on the store furniture. These interested customers, and increased sales. But Ben sought to develop deeper personal interest through some tangible sample that the customers could carry home with him or her. Yet he avoided giving away sample cans that might or might not be used to good purpose.

Getting a New Angle

He prepared his demonstration booth in the usual manner and coached a demonstrator for the occasion. His announcements differed little from previous ones except in the fact that he offered to varnish, stain or enamel any small domestic article that a customer cared to bring to the store. Only one article to a customer, and its size to be limited by the judgment of the demonstrator or Ben himself. He suggested picture frames, wicker baskets, small flower stands, piano stools, children's chairs, jardiniere stands, etc. The customer was obliged to bring such articles to the store personally, and to take them away again; no deliveries, either coming or going.

By limiting the colors he used to the best sellers in his line, he avoided giving away a lot of materials uselessly. What he did give away was applied to an article that had value and interest to the customer, and stood out as a lasting "ad" of what his goods could do and would look like.

When an article was brought in, the demonstrator showed the lines and colors he was using, and allowed the customer to make his own choice. This gave an opportunity to discuss the merits and uses of different lines, permitted throwing out many suggestions which a customer is bound to lead up to when interested in this way. If time permitted, the demonstrator would apply the line selected before the customer's eyes, which had an educational effect as to how such household lines should be used. After the article was finished, the customer was told to call again the next day, when it would be dry and ready to take home.

(Continued on page 84)

Tile-Like Finish

The persistent demand for an ideal Finish is satisfactorily met by *Tile-Like*. For use on hard or soft wood floors, old furniture, wicker furniture, porch chairs, linoleum or oil cloth, etc.

Tile-Like is the greatest renovator of old furniture, you can sell in your store. Makes everything look like new. Spring time is the logical time to sell it.

For beautiful effects and great durable wearing qualities recommend *Tile-Like*. It's sold at a reasonable price and there are splendid profits in it for the dealer.

Write to-day for our agency proposition. It will put you in touch with a line of Paint and Varnish products that are being recognized by the public as the **"best money value"** on the Canadian market to-day.

Benjamin Moore & Co., Ltd.
West Toronto
Ontario

The Brush Department

Sells Householder Expensive Brushes

Montreal Retailer Says Many Customers Prefer the Better Brush —Kalsomine Brushes Sold at Four and Five Dollars— Food for Reflection in This Idea

LATOUR, LIMITED, Mount Royal Avenue, Montreal, sell many householders the better grade of brushes. "Sometimes the man who owns his own house will buy a kalsomine brush at $4 or even $5. He realizes that he will get better satisfaction while using the brush and that this brush will last much longer —in fact, that he can use it again next year," said Mr. Latour to a representative of HARDWARE AND METAL.

The question arises: What is an expensive brush? It would seem to suggest its own answer, for, while there are many uses to which a brush is put which are obviously of such a nature as to suggest a low-cost brush, a job of any size should be undertaken with the better grade. The point which the writer was interested in, was that of the average householder learning to place value on a brush where value belongs.

Wall Brushes Sellers

The Latour brush stock is large and well-assorted. It is kept in drawers which are close at hand and within easy reach of the salesman, right back of the serving counter. The explanation given for this method of stocking the brushes is that this keeps them free from dust and sunlight. As Mr. Latour pointed out: "Few men like to buy a brush that is filled with dust when they come to look at it and examine it. When a cloud of dust comes from it it is difficult to complete the sale so readily."

Wall brushes, particularly the wider varieties of kalsomining kinds, are carried in profusion. These are sold to the painters and decorators, the plasterers and paper-hangers, but a goodly number go to the "man of the house," who enjoys doing some of his own work.

There is a big opportunity ahead of the dealer who goes after the brush business. It is one of his most profitable lines, or may be made profitable.

Here's a Suggestion

Take a sheet of wall board, scribe a circle the whole width of the sheet with the use of a pencil and two feet of string. Employing a heavy pair of shears or a compass saw, cut out this circle and then brace it as the back with some light wood strips; this provides rigidity and still overcomes possibility of too much weight. Now secure some crepe paper of grass green, purple, yellow or lemon shade, all are suitable. This can be tacked to the face of the wall board with glue, dotted here and there, although this will show somewhat; to overcome this the paper can be turned over the edges and secured at the back of the wall board by small tacks, one ounce cut tacks will do.

This makes an excellent background and the brushes may now be placed in suitable semi-circular arrangement at the extreme edge of the large "plaque." This could be made 2 or 3 feet in diameter if preferred to the 4 feet width.

To secure the brushes where you have placed them, lay the wall board down on a table or the floor; use snare wire, and by first making holes with a brad-awl the brushes are easily secured. Many attractive designs and arrangements may be carried out to suit merchant's ideas. Once this is completed, all lines of brushes being used, it will make an excellent showing either in the brush department or in the show window. Used in the latter, the scheme will form the central background, and the merchant will be gratified to note what a help it is in "bringing out" one of the best windows he has yet dressed. Try it.

LETTERS TO THE EDITOR

These columns are open to contributions upon any topic of interest to the trade, it being understood that the views expressed are those of the contributors, and do not necessarily imply editorial indorsement. Names of contributors will be withheld, if desired, but name of writer must accompany correspondence as an evidence of good faith.

The Editor,
Hardware and Metal,
Toronto, Ont.
Dear Sir:—

Have read two letters in HARDWARE AND METAL recently taking up matter of manufacturers selling to mail order houses and farmers' organizations direct. I believe the retailers have cause for taking up this grievance which will be felt more and more. My experience shows that we felt the M.O.H. competition far less the last three years than before on account of the farmers generally being very prosperous and the goods often hard to buy at any price. But with the return of normal profits and supplies I believe this competition will again be a bad factor.

Would like to see you take this matter up in your valuable paper. Would like to hear your personal views and have you invite the manufacturers with whom we find fault to give their side of the case. (Can supply you with a list of some of them if you desire.) I find that if I ask the manufacturer or his broker for prices he will generally reply that he only sells through the jobbers or else quote me jobber to retailer prices. But on the other hand, the same manufacturer solicits the M.O.H. business at the same or even lower prices than he sells jobbers. I can go through the M.O.H. catalogues and in about 75 per cent. of the hardware items find the M.O.H. are selling to the public at jobber's prices or not over 10 per cent. above to us. If our customer talks mail order prices of course we immediately talk quality, and when we complain to the jobbers about their prices they hand out the same line of talk, but we know that the M.O.H. goods generally compare very favorably with our own stock, in a good many cases being the same brand as we sell. For instance, when we sell a tub or a box of hay rack clamps or some other article at station bearing the same brand as those in our own stock and made by some well known manufacturer in Canada, there is no use talking quality. It is immaterial whether the manufacturer sells direct or through a broker, the fact remains he wants the M.O.H. business and caters to it. May I venture the prophecy that the same manufacturer who refuses to sell the retailer at same price he sells the M.O.H. will be bidding very strong for the organized buying of the farmers' co-operative stores which are springing up so rapidly over the West.

Do not get the impression that I am against the jobbing houses, for I believe they are an economic necessity to the retailer. But with their ironclad association I think they hold the prices too high and they have too heavy an overhead with so many travellers. I do believe they could make better use of their price-fixing association if they would pull together and refuse to buy from any manufacturer who sells the M.O.H. either directly or indirectly under his own brand or the M.O.H. brand.

If we get fair competition, Mr. Editor, we retailers can meet it, but we cannot but play a losing game with the unfair competition we now have. We can offer our customers a service which the M.O.H. cannot, but the handicap of prices is so great that they partly annul this service.

Mr. Editor, I would again ask you to take this matter up in your valuable paper for the good of the trade and make a live issue of it. Publicity will often cure.

Yours truly,

Another Alberta Retailer.

TO HER WHEN I'M AWAY

To the dearest, the fairest and the truest,
My Wife.

My work is pleasure, my thoughts are only good,
How can I go wrong?
I must attain success, for my wife says so,
My Wife.

Oh, the morning is bright and clear
And the Sun is shining brightly,
I wonder what she is doing,
My Wife.

The days are so short I can hardly get thro'
to get home to-morrow night,
But I know who knows too, if I don't get thro',
My Wife,

So travellers, if things go wrong
and you can't get thro'
Remember
Your Wife.

—A Traveller.

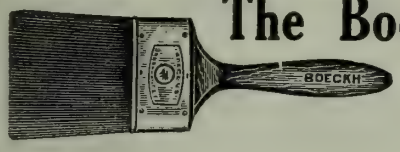
Boeckh's Brushes Create Goodwill



It makes no difference what style of Boeckh's Brush you sell, the result is always the same—thoroughly satisfied customers, who appreciate value received in quality of material and workmanship.

Boeckh's Rubber-Set Brushes

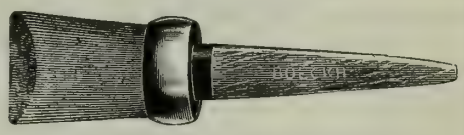
are the brushes particularly adapted for any special requirements, and are the outcome of sixty years' experience in the manufacture of quality brushes. It is practically impossible for the bristles in a Boeckh Rubber Set Brush to work loose and come out—they are there to stay.



The Boeckh Company, Ltd.

TORONTO - CANADA

(Established Since 1856)



Save the Surface and You Save All

Paint and Varnish

We are ready to ship promptly all painting supplies.

STEWART & WOOD, LIMITED

York Street, TORONTO

Distributors for Pratt & Lambert Varnishes
Crown Diamond Paints

WHERE FREE SAMPLE WORK MAY HELP

Continued from page 80

This interval permitted opportunity to think over what had been seen and discussed, and when the second visit was made, the customer was usually in a still more receptive mood for other suggestions. At the same time, the painting and brightening-up idea had developed towards sales of larger proportions than if he or she had been left to their own incentives.

What Merchant Learned

Governing his sampling methods under his own control taught Ben that far more profitable results could be obtained than by allowing the individual to follow his or her own sweet will with any sample can they might be permitted to carry home.

Preparations of the surface, and the application of the varnish or enamel were carried out on his own possession in such a way that interest was not only obtained but developed, and was led along other lines than merely pertained to the object in hand.

Another secret of the success of this demonstration was the fact that Ben linked up his own line of goods with articles that the customer possessed, in such a way that they were afterwards inseparable. Once his stain or enamel was on the article, it went back home as a constant advertisement that the possessor faced every day. The woman of the house never approached it, moved or dusted it without it being a reminder of what Ben's store and his goods had done for her.

Ben's lines of paints and varnishes and the service they could render were constantly reminding her of the sampling he had done in this manner.

She hadn't exactly received something for nothing. She had to take the article to the store, and bring it back again, though perhaps it wasn't realized that this was the price she had to pay. Ben wasn't demonstrating something for nothing either. He put the customer under the obligation of taking an interest in what he had to sell. With this interest, held by the fact that she had a possession of her own at stake, led to a buying incentive that was to Ben's own benefit. She was having a small service rendered for what appeared to be free of charge, but, like the heathen charged at less than cost for his Bible, she had to put at stake something that was valuable, and it tied her interest to the gratuity that sooner or later loosened up the purse strings.

Common Meeting Ground

A gratuitous commercial offer that is proclaimed with absolutely no strings to it, incites largely curiosity or a desire to look for the nigger in the fence. Neither motive is conducive to much business getting. Get the customer to stake something that is of value to himself against something that is of value to you, and you learn to meet on a common ground that will be of mutual business value to both.

There are, however, good uses as well as abuses in the out and out free sampling methods of many manufacturers and retail merchants. True, it invites the solely curious prospect, who may or may not be induced to buy. The "May-not" individual is the one to eliminate. A suggestion such as the above will assist in lowering his percentage. Only the other day the writer listened to a man relating his experience in a store where he had bought a couple of dollars' worth of small articles that he had no intention of buying when he went in, because the merchant had displayed them prominently on the counter.

Samples undoubtedly will interest a large number of people in whose mind there perhaps lurked not the slightest notion of buying until the article was brought to their attention.

The suggestion offered is for the purpose of clinching business from the greatest possible number of people who either through curiosity or downright interest, take advantage of the offer made through such a demonstration.

The Children's Place

Such a method also offers a means of getting rid of the idle solicitation of children; but it is not always wise to overlook the children, their buying power and their future buying power. Many little girls give "Dad" no peace or rest till he enamels their miniature household toys, very much as mother does on the domestic articles of everyday use. The writer was recently much amused at a small boy friend asking advice on the finishing of his toy model aeroplane and an enamel for his express cart. The little chap was as much in earnest about materials and methods as many of his elders. In fact, he was a greater sticker for detail than most of them. Realizing the educational value of such an opportunity, he spent a good hour in discussing the matter, a great deal longer than the average adult would have spent, and with an earnestness in the interview that would have done credit to his father.

So, when you invite the grown-ups to such a demonstration, contrive, in some way, to get a goodly number of the children. Already there is evidence that manufacturers have not overlooked the future advantage of children being interested in their products, for they have arranged part of their advertising material, especially for distribution amongst them.

While sampling has oftentimes been used by both manufacturers and merchants, and the privileges abused by the public, it has its advertising values and virtues. Distributing samples, so that the abuses are minimized, and the maximum results obtained, is not only probable, but possible. Further, it is sensible advertising, and permits one to see that a return is obtained for less expenditure and trouble. The suggestion in this article may not be used by everyone, but the point is that some method may be devised that will bring larger returns than by merely throwing samples away promiscuously.

Jobber Sees Prosperity for the Retailer

GEORGE Caverhill, of Caverhill, Learmont and Company, Ltd., wholesale hardware jobbers, Montreal, is very confident of the future, as it relates to the retailing of hardware in Canada.

Asked by HARDWARE AND METAL as to the change in the retailers' buying plans and methods, and which some have reported to be changed permanently, Mr. Caverhill said: "As far as we are concerned, we do not find that a permanent change has been made. The retailer will come back again and buy goods as he formerly did, even though there is a certain amount of caution in buying now. So soon as the sun begins to shine, the farmer will feel better, and there will be a general return to the usual policy of buying."

Mr. Caverhill placed much confidence in the spirit of representatives who are out on the road. "Our men are enthusiastic," he said, and this is one of the qualities that Mr. Caverhill aims to develop in his men. It is very important that the traveller carry with him, and convey to the dealer, a good, sensible and progressive spirit.

All Tradesmen Careful

Mr. Caverhill stated that, in common with all others, there was a general spirit of sensible caution being exercised in the matter of stocking up at this time. He believes that it is better to operate under a policy of wise buying, than to buy beyond one's reasonable needs. Confidence was not lacking, and it would be a comparatively short time, Mr. Caverhill indicated, before business would be active and very satisfactory. The need of the hour was optimism and enthusiasm.

There are points in the country where conditions have remained quite normal, and where world events have not disturbed the equilibrium of the trade to any extent. This has been borne out more than once, and with a solid, prosperous, and progressive rural community, Canada should face a future that will discount anything history has given her in the past.

SAYS THAT AMERICA IS FACING A TIN SHORTAGE

Richards & Co., of Boston, have issued a summary of the tin situation, in which they point out the scarcity which they claim will confront the American consumers with the exhaustion of the Government-owned stocks, and urging buyers to make provision for at least one-half of their requirements for the next 90 days from Government spot docks and the balance from import.



The Average Varnish Buyer

With the exception of the painter, comparatively few people know enough in a practical way about varnish to qualify them to choose it intelligently. Such buyers depend upon the word of the dealer and the label of the manufacturer.

This is why Berry Brothers' Varnishes, Enamels and Stains are so safe to recommend and easy to sell. Even occasional buyers among the smallest consumers have learned the necessity for discrimination, and the "Berry" label is recognized as a positive guarantee of quality.

For sixty-one years Berry Brothers' label has protected the buyer against inferior finishing products.

Partial list of distributors of Berry Brothers' products

Wood, Vallance Hardware Co., Ltd., - - Nelson, B.C.
Marks, Clavett, Dobie Co., Ltd., - - - - Port Arthur, Ont.
Whites, Ltd. - - Collingwood, Ont.
Sanderson Pearcy Co., Ltd. - Toronto, Ont.
Frank A. Gillis Co. - - Halifax, N.S.
A. M. Bell & Co., Ltd. - Halifax, N.S.
Lariviere, Inc. - - - - Montreal, Que.
L. H. Gaudry & Co. - - Quebec, Que.
Wood, Vallance, Ltd. - Winnipeg, Man.
Wood, Vallance & Adams, Ltd., Calgary, Alta.
Revillon Wholesale, Ltd. - Edmonton, Alta.
Hunter, Henderson Paint Co., Ltd. - - Vancouver, B.C.

BERRY BROTHERS INC
World's Largest Makers
Varnishes and Paint Specialties

Walkerville, Ont. (778)

WEEKLY PAINT MARKETS

MONTREAL

MONTREAL, May 22.—Features of the week include a further advance for linseed oil and advances for turpentine. The oil market is steadily firmer, and with uncertain delivery promising, there is some question as to whether delivery of oil can be maintained. Two dollar oil is probable, even before the week-end, for seed at Winnipeg has reached $4.11 per bushel. Turpentine is somewhat more available, but the price basis has advanced. Shellacs, both white and orange, are up 75c per gallon.

Oil is Higher; May Pass $2.00

Montreal

LINSEED OIL.—An advance is again made in the linseed oil price basis, three to seven and a half cents being asked above the quotations of a week ago. The situation is not encouraging. This has been made the more serious owing to the Western strike in Winnipeg, and crushers cannot get quotations on seed, nor any satisfaction as to new supplies. With the rapid approach of the active season, the prospect is not encouraging for large supplies of oil, but orders are being filled still in a satisfactory manner. At this writing the latest available seed price is $4.11, Winnipeg. This means higher prices, and if it holds oil prices will probably pass the $2 mark here.

Raw—		Imp. Gal.
1 to 4 barrels	$1 87	$1 92 $1 95
5 to 9 barrels	1 86	1 92 1 94
10 to 25 barrels	1 85	1 92 1 93
Boiled—		**Imp. Gal.**
1 to 4 barrels	$1 89½	$1 94½ $1 98
5 to 9 barrels	1 88½	1 94½ 1 97
10 to 25 barrels	1 87½	1 94½ 1 96

More Turpentine But Price Is Up

Montreal

TURPENTINE.—Prices have firmed on turpentine, although supplies expected have already arrived. None seem to have heavy supplies, however, and this means that while some have stocks, others are short. Prices have advanced during the week, and some are asking even more than the quotations given herewith.

Turpentine—	Imp.	Gal.
1 to 4 barrels	$1 15	$1 18
Small lots	1 17	1 28
(Packages extra.)		

Putty is Firm With Active Sales

Toronto.

PUTTY.—Sales of putty are excellent and there is naturally firmness to the market with linseed oil ruling high. Prices are likely to be fully maintained, or if oil keeps soaring there might be revision upward in the basis.

Standard Putty -	5 ton	1 ton	Less
Bulk, in barrels	$5 00	$5 25	$5 60
Do., ½ barrels	5 15	5 40	5 75
Do., 100 lbs.	5 85	6 10	6 45
Do., 25 lbs.	6 10	6 35	6 70
Do., 12½ lbs.	6 35	6 60	6 95
3 and 5 lb. tins	8 10	8 35	8 70
1 and 3 lb. tins	8 60	8 85	9 20
Do., in 100 lb. cases	7 15	7 40	7 75

Pure linseed oil putty, $2 per 100 lbs. advance on above prices.

Glaziers' putty—$1.60 per 100 lbs. advance on above prices.

Terms—2%, 15 days, net 60.

More Firmness To White Lead in Oil

Montreal

WHITE LEAD IN OIL—With lead and oil on higher levels, there is a stronger tendency to white lead in oil than has obtained for some time and no declines are suggested. There is a seasonably large movement. Prices are as follows: Five ton lots, per 100 lbs., $15.50; ton lots, $16; and smaller quantities, $16.35.

Mixed Paints Firm; Shellac Advanced

Montreal.

MIXED PAINT, SHELLAC.—An active market obtains in mixed paints and there is every indication of this continuing. Prices are very steady on a firm basis.

Shellacs have advanced 75c per gallon, and there is a change in the differentials on the less than gallon quantities. Prices are as follows: Orange shellac in gallon jugs, $4.65; half gallons, $4.85; and quarts, $5.05 per gallon. White shellac prices, respectively, are $5.15, $5.35 and $5.55. Bottled shellacs are up in proportion.

TORONTO

TORONTO, May 22.—Advances all along the line with shortage of supplies reported at many points and prospects of still further advances are features of the linseed oil and turpentine markets this week. During the week flaxseed prices advanced eleven cents. An increase of five cents in linseed oil has been made with prospects of higher quotations at any time. Turpentine prices are up three cents and all reports indicate a strong and very firm market for the next three weeks. An advance of 75 cents a gallon has been made in both white and orange shellac with supplies reported scarce. Prices of bluestone have been revised downward.

Linseed Oil Prices Advance Five Cents

Toronto.

LINSEED OIL.—A 5c advance which has been made in linseed oil is regarded by many dealers as merely the start in upward quotations. Further advances, they declare, are almost certain to be made very shortly. Business in all parts of the country in oil is reported as excellent. Up to the present the strike in Winnipeg has not affected orders, but some difficulty has been experienced in keeping track of the market conditions, and as Winnipeg is an important centre for flaxseed supplies the situation has caused many dealers not a little annoyance and trouble. Supplies of seed from the Argentine are coming in too slowly to meet requirements and the general conditions in the trade are such that dealers predict a very strong market with rising prices. Quotations are as follows:

Linseed Oil—		Raw
1 to 2 barrels, gal.	$1 95	$2 05
3 to 5 barrels, gal.	1 94	2 04
10 barrels and over	1 92	2 02
		Boiled
1 to 2 barrels, gal.	$1 97½	$2 08
3 to 5 barrels, gal.	1 96½	2 07
10 bbls. and over	1 94½	2 05

Prices shown are those ruling on Thursday of current week and subject to daily fluctuations of the market.

Higher Quotations Made On Turpentine

Toronto.

TURPENTINE.—Three to five cent advance in turpentine with indications that another increase may be made features the turpentine situation as its stands today. With a large volume of business offering, shipments have been very slow and importers have been advised that it is impossible for them to obtain further supplies at the quotations obtained on former purchases. Reports from the South indicate that stocks are being drawn on rapidly. It is indicated that supplies are unequal to the demands in the Southern markets, and in addition to a heavy movement to meet the home requirements many thousands of barrels have been sent out to fill overseas or-

ANOTHER OF THE SERIES OF CONSUMERS ADS. THAT ARE TO-DAY BRINGING CUSTOMERS TO MARTIN-SENOUR DEALER-AGENTS' STORES AND HELPING THEM SELL MORE PAINTS AND VARNISHES



MARTIN-SENOUR
100% PURE PAINT & VARNISHES

Takes Less for the Job—and wears Longest on the Job

A Paint, to be 100% efficient, must be 100% pure. Only an absolutely pure paint can cover completely, spread easily and protect the surface of wood and metal against the destructive action of wear and weather for years.

MARTIN-SENOUR "100% PURE" PAINT

costs less than any other on your house, because it covers most, spreads easiest and lasts longest.

It is true economy to keep your house well painted; it saves repairs and deterioration.

It is the truest economy to use "100% Pure" Paint.

"Save the surface and you save all" *Paint & Varnish*

Our books—"Town and Country Homes" and "Harmony in Neu-Tone" mailed free on request.

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Guarantee

WE GUARANTEE THE MARTIN-SENOUR 100% PURE PAINT (except inside White and a few dark shades that cannot be prepared from lead and zinc), to be made from pure white lead, pure oxide of zinc, with coloring matter in proportionate quantities necessary to make their respective shades and tints, with pure linseed oil and turpentine dryer, and to be entirely FREE from water, benzine, whiting and other adulterations, and SOLD SUBJECT TO CHEMICAL ANALYSIS.

The **Martin-Senour** *Co.*
LIMITED

Dealer-Agent's Name Here

ders. The New York market, it is stated, is practically bare, and inquiries have been received by wire by Toronto firms in an effort to pick up any carlots that might be on the way. In many parts of the country dealers' stocks are practically depleted. The movement in turpentine has resulted in some weakening in rosin prices as holders are apparently satisfied to turn over turpentine at the higher figures and take a little less for their rosin. Quotations for the week are:

Turpentine—	Imp. Gal.
1 barrel (barrel included)	$1 19 $1 20
2 to 4 barrels (barrel included)	1 18 1 19
5 gallon lots	1 29 1 30

Big Jump Made in Prices of Shellac

Toronto.

SHELLAC.—Prices of shellac are soaring and latest quotations are from 75 to 90 cents above former figures. The advance is caused, it is stated, by the scarcity of gum, which comes from the East Indies. Higher prices for containers and for labor have also been a factor. Supplies are very scarce and many dealers fear that there will not be enough to go around.

Paint Manufacturers Are Working Overtime

Toronto.

MIXED PAINTS.—An excellent volume of business is reported in mixed paints, and many firms have had their staffs working nights to keep up with the orders that are coming in. "We are looking for the business to remain good," said one manufacturer. "There is every indication that it is going to last." Higher prices now in effect for linseed oil, turpentine and other commodities required in paint making mean the manufacturers state, that there can be no reductions made in paint prices. No changes have been made in prices.

Prices Unchanged For White Lead in Oil

Toronto.

WHITE LEAD IN OIL.—Business is reported as very good and there is every indication, manufacturers say, that it will remain so. Quotations are as follows: 5-ton lots, $15.80 per hundred pounds; 1-ton lots, $16.30; in smaller quantities, $16.65.

No Changes Made in Glass or Putty

Toronto.

GLASS, PUTTY.—As building activity increases the demands for glass show a corresponding growth. With the exception of the province of Manitoba, building is going forward nicely throughout the Dominion. In Manitoba and in the vicinity of Winnipeg especially, building is, on account of conditions, held up indefinitely. No changes have been made in glass prices. Putty sales have been good and a brisk demand is expected as many inquiries are coming in steadily. Quotations are unchanged.

Standard Putty—	5 ton	1 ton	Less
Bulk, in barrels	$5 30	$5 55	$5 90
Do., 100 lb. irons	6 15	6 40	6 75
Do., 25 lb. irons	6 40	6 65	7 00
Do., 12½ lb. irons	6 65	6 90	7 25
Bladder, in barrels	7 05	7 30	7 65

Pure putty advance $2 per 100 lbs. over above

The Value of Price Tickets

They Will Save Time For Your Sales Force and Increase Business by Answering the Question Every Prospective Customer Wants to Know, "How Much"?

HOW many articles that are on display in your store or in your windows answer the universal question: "How much?" If you have any doubt about this being a universal question, take a few minutes off and stand outside a window in which there are no price tickets. If you have the time and want to convince yourself further, make a little tour through any district you can find where the windows contain nothing to indicate how much the goods shown in them cost. Keep your ears open and you will hear the question: "I wonder how much that is," in some form or other a good many hundred times a day. Unless you are using price tickets it will surprise you how many times that question is asked in your own store.

Found Out Its Value

One never hears that question asked in a first class five and ten cent store. Millions of pieces of merchandise are turned over in these stores annually, and it is very seldom indeed that a prospective buyer has to inquire, "How much is this?" These stores, as well as many of the largest and most progressive establishments in the country learned long ago the value of making it unnecessary for people to ask by giving them full information. Price ticketing is one of those little things which mean so much in merchandising. They are one of the greatest helps in producing sales that have yet been discovered, and it is surprising the number of firms who have not yet learned their value.

Every display you have, whether it is in your window, on top of your counters, in a show case, should bear a ticket showing the price.

On the Job Always

Long after you have locked up our store and gone home, these little price tickets in your window will be working for you and answering the question prospective customers always want to know. Before you get down to the store in the morning they are doing the same thing. They are among the best salesmen you have, and they work for practically nothing.

Always use nice clean price tickets on your goods. They will not prove expensive and will pay for themselves many times over. Don't try the plan of pasting figures from old cards onto other cards, or of trying to draft out something with a red or blue pencil, or both on a piece of cardboard that may have been white once. Keep your little cards just as attractive as possible. This is not hard to do.

By using price tickets you will find that it will help many customers to almost wait on themselves and save you a lot of time answering questions that you can turn to good purpose.

Keep Same Color

Many dealers believe that it is a good plan to keep all the price cards of one color. Black figures and lettering on a white card seems one of the most popular arrangements. Sometimes in the case of a big special sale red cards are used. Red is one of the strongest colors there is and can be seen at a longer distance than others.

"We do not waste it though," said one dealer to HARDWARE AND METAL. "We keep red for the big things, special sales and so on. The neat little black and white cards always look very attractive, and we find they bring results. We do not believe that it is a good plan to put two prices on a card. Some firms do this, but our experience is that the prospective buyer becomes confused and has to ask questions, and that is one of the big objects in having the price ticket, as it makes asking questions unnecessary and saves a lot of time. Why make a high priced salesman do the work that a small card can do as well?"

Dislike to Ask

Aside from this there are always a large percentage of people who dislike to ask for information about prices evidently because they fear they may be forced into taking something they do not think is worth the price asked. Many people who might gladly buy from window displays if they knew the price of the articles shown will pass along to some other store rather than go in and inquire and risk being "brow beaten," as some of them term it. It is a peculiar fact, but most people will have the idea when no price is marked on an article that it is likely to cost them more.



Your Advertising

"Save the surface and you save all" Paint & Varnish

We place at the disposal of every Ramsay Agency an unusually attractive display of Color Cards. That in part explains the tremendous success of Ramsay Dealers everywhere. You, too, can benefit by the same service.

Sell "the Right Paint to Paint Right."

A. Ramsay & Son Company

Makers of Property Preserving Paints & Varnishes for 77 years

Toronto **MONTREAL** **Vancouver**

DISTRIBUTORS:

Edmonton District:
Revillon Wholesale Limited, Edmonton

Calgary District
The McDonald-Baker Co., 818 8th Ave. W., Calgary

CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION

Dominion Metallics — B.B. Caps 25% B.B. Caps, 20%; 22 short, black, 22 long, black, 22 long smokeless, 20%; 22 short lesmok or 22 long lesmok, 20%; 22 short, smokeless, 30%; 22 long rifle, black, 22 long rifle, smokeless, 7½%; other rim fire, 10%; center fire pistol, add 35% list; center fire sporting, add 60%; shot cartridges same as ball; brass shot shell, 20%; primers, add 35% list; empty shot shells, 5%; blanks, add 25%; bullets, add 40%.

Terms: Net 90 days, or 2% discount for cash in 30 days.

"Dominion" Loaded Paper Shells "Crown" Black Powder, 10% on list; "Sovereign" Bulk Smokeless Powder, net list; "Regal" Dense Smokeless Powder, net list; "Canuck" Shells, Smokeless, $41 per M. net; Empty Shells, 5%; 90 days net

F.O.B. Montreal, Toronto, London, Hamilton.

AMERICAN AMMUNITION

List of Prices.

Subject to 15% advance on list.

B.B. caps, $3.50 per M.; B.B. caps, concave ball, $4.40; 22 short $5; 22 long, $6; 22 long rifle, $7; 22 short smokeless, $5.35; 22 long smokeless, $7.50; 22 long rifle, smokeless, $8.75 per M.

Sporting Cartridges—Centre Fire Smokeless 303 Winchester, $72.25 per M.; 303 Savage, $72.25; 303 British, $95; 32 Winchester special, $72.25; 38-55 Winchester, $76; 401 Winchester self-loading, $76 per M.

Primers—Nos. 1, 1½ and 2½, $3.60; Nos. 1 and 2 (100 in box), $3.80; Nos. 1-W, 1½-W, 2½-W and 3-W and 5, and 5½, 100 in box, $3.80; Berdan Nos. 1, 1½, 2 (250 in box), $3.60; Berdan Nos. 1, 1½, 2 (100 in box), $3.80; new No. 4, $5.50; U.M.C., $3, $5.50.

Shot, standard, 100 lbs., Toronto, $16.45-$17.35; Montreal, $18; net extras, as follows, subject to cash discount only: Chilled, $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

AUGER BITS

Standard List Prices per dozen.			
3/16.....	$ 6.00	13/16.....	$12.00
4/16.....	5.00	19/16.....	14.00
5/16.....	5.00	20/16.....	14.00
6/16.....	5.00	21/16.....	16.00
7/16.....	5.00	22/16.....	16.00
8/16.....	5.00	23/16.....	18.00
9/16.....	6.00	24/16.....	18.00
10/16.....	6.00	25/16.....	21.00
11/16.....	7.00	26/16.....	21.00
12/16.....	7.00	27/16.....	24.00
13/16.....	8.25	28/16.....	24.00
14/16.....	8.25	29/16.....	27.00
15/16.....	9.50	30/16.....	27.00
16/16.....	9.50	31/16.....	30.00
17/16.....	12.00	32/16.....	30.00

Discounts from Standard List prices:

Beaver, 57½%.
Ford's Auger Bits, 35 to 27½%
Gilmour Auger Bits, 47½%.
Gilmour Car Bits, 37½%.
Gilmour Eye Augers, 35%.
Gilmour Ship Augurs, add 10%
Rockford Auger Bits, 50 and 10%.

Irwin Auger Bits, 10% off list in Catalogue o. 10, 1905.

F.O.B. Toronto, Montreal, London and Hamilton.

AXES

Single Bits, doz....	$13 25	$16 00
Double Bit	16 50	19 50
Boys' Axes	12 00	14 00
Hunters' Axes	11 00	12 00
Bench—No 2, doz...	12 50	13 20
No. 3, doz...	13 50	14 20
No. 4, doz...	14 50	15 25

BABBITT

Prices on babbitt fluctuate with the metal markets and prices are quoted on application. Prices range from 8c to 75c a lb.

BARS, CLOTHES

No. 1, dozen	$ 8 00
No. 2, dozen	10 80
No. 3, dozen	8 40
No. 4, dozen	$10 00
No. 5, dozen	12 00
No. 6, dozen	14°00

BELTING (Leather)

Discounts apply to Revised List of Feb. 14, 1907.

Extra Quality, 30%.
Standard Quality, 30, 10%.
Side Lace Leather, lb..$1.70-$1.90
Cut Lace Leather, lb... 1.90- 2.20
F.O.B. Montreal, Toronto.

BELLS (Farm)

No. 1 x 40, lb.....	$4 00
No. 2 x 50, lb.....	5 00
No. 3 x 60, lb.....	7 50
No. 4 x 100 lb.....	10 00

F.O.B. Montreal, Toronto.

BOARDS, BAKE

No. 1, 18 x 24 in., dozen	$ 8 50
No. 2, 18 x 28 in., dozen	10 50
No. 3, 20 x 30 in., dozen	12 00

BOARDS, IRONING

No. 1, dozen $19 20

BOARDS, SLEEVE—

No. 3, dozen .....$ 5 50

BOARDS, SKIRT—

No. 11, dozen	$11 00
No. 32, 5 x 12 in., doz...	$11 00
No. 35, dozen	25 00
No. 36, dozen	29 00

BOLTS AND NUTS

Discounts apply to list of Feb. 1, 1913.

Carriage Bolts ($1 list), ⅜ in. dia. and smaller, 6 in. and shorter, 35%.
Carriage Bolts ($1 list), ⅜ in. dia. and smaller, longer lengths, 20%.
Carriage Bolts ($1 list), 7-16 dia. and larger, 15%.
Machine Bolts, ⅜ in. dia. and smaller, 4 in. and shorter, 40%.
Machine Bolts, ⅜ in. dia. and smaller, longer lengths, 25%.
Machine Bolts, 7-16 in. dia. and arger, 25%.
Sleigh Shoe Bolts, all sizes, net list.
Coach and Lag Screws, 50%.
Square Head Blank Bolts, 25%.
Bolt Ends,, 25%.
Plow Bolts, 25%.
Elevator Bolts 25%.
Fancy Heal Bolts, 25%.
Shaft Bolts ($3 list), 25%.
Step Bolts, large head ($3 list), 25%.
Whiffltree Bolts, 25%.
Nuts, square, blank, add to list, .75.
Nuts, square, tapped, add to list $1.00.
Nuts, hexagon, blank, add to list $1.00.
Nuts, hexagon, tapped, add to list, $1.25.
Stove Bolts, 65%. Tire bolts, 50%.
Terms: 2% off 30 days from date of shipment.
F.O.B. Montreal, Toronto, Hamilton, London, Ont.

BORAX

Lump Crystal Borax, lb. ...11c-12c
F.O.B. Montreal, London, Toronto.

BRASS

Sheets, 24 gauge and heavier, base	$0 33
Rods, base ½ to 1 in., round	0 32
Tubing, seamless, base	0 38

F.O.B. Montreal and Toronto.

BOILERS (Range)

30-gal., extra heavy $14 50	
30-gal., Standard	12 25

BOARDS (Wash), Zinc

	Doz.
Pony	$2 35
Improved Globe	5 15
Neptune	5 15
Standard Globe	5 15
Original Globe	5 65
Jubilee	5 80
Newmarket King	5 80
Western King (enamel)	8 00
Beaver (brass)	7 35
Diamond King (glass)	6 30

F.O.B. Newmarket.

BUTTS Wrought Steel:—

No. 840	5%
No. 800	2½%
No. 838	5%
No. 808	5%
No. 80 4.....	15%
Nos. 802, 842, 844	5%
Nos. 810 and 814	net list
No. 830	2½%

F.O.B. Toronto, Montreal, London, Hamilton.

Spring Butts

Chicago Spring Hinges, list + 5%.
Triplex Spring Hinges, 20-10%.
Chicago Mortise Floor (5,000). 20, 7½ and 5%.
Chicago Relax Floor (6,000), 25-10-10-2½%.
Chicago Premier (4000), 12½%.
Chicago Ajax (3,000), 12½%.
Chicago Fire Station, add 10% to list.
Lavatory Door Hinges, 20%.
Chicago Screen Door (2000), 40 2½%.
Chicago Screen Door (3000), 16 2-3 %.
Non-Hold Back Screen Door, on application. F.O.B. Chicago.

CANS

For discount on milk and cream cans, etc., see list under head of wares, etc.

CHAIN

	Proof Coil		Welded	
	Mont'l	Tor'to	Mont'l	Tor'to
3-16 in.	$22.75	$21.40	$.....	$27.40
¼ in. ..	16.75	17.75	20.60	23.60
5-16 in..	14.75	14.60	16.40	18.40
⅜ in....	13.00	13.40	15.00	17.25
7-16 in. .	12.75	13.15	14.40	16.65
½ in. ..	12.50	12.80	14.15	16.50
⅝ in. ..	12.35	12.75	13.85	16.15
¾ in. ..	12.25	12.70	13.50	16.00
⅞ in. ..	12.05	12.40	13.40	15.80
1 in. ...	11.90	12.30	13.30	15.65

Electric Welded

	B.B.	B.B.B.
⅛ in. ..	.....	18.05
3-16 in. .	.....	16.35
¼ in. ..	14.95	16.00
5-16 in. .	12.55	13.50
⅜ in. ..	11.35	12.25
7-16 in. .	11.10	12.00
½ in. ..	10.95	11.80
⅝ in. ..	10.70	11.55
¾ in. ..	10.40	11.25

Montreal and Toronto

American Proof Coil Chain

	B.B.	B.B.B.
3-16 in.	$17.25	$.....
5-16 in.	14.25	17.25
⅜ in.	13.00	16.00
7-16 in.	12.75	15.45
½ in.	12.55	15.25
⅝ in.	12.25	.....

Electric Welded B.B.B.—Chain, ¼ in., $13.75; 5-16 in., $12; f.o.b. Toronto.

Cow ties, 20%; trace chains net list; dog chains, 12½%; halter chains, 12½%; tie-out chains, 37½%; stall fixtures, No. 1 or heavy, $2 dozen; stamped, No. 3 or Dominion, $1.40 dozen; breast chains, No. 220, $16 dozen pairs. F.O.B. Montreal, Toronto, Hamilton, London.

CEMENT

Cement, per bbl., $3.25 in car lots; 80c. pe rbbl., or 20c each is allowed for sacks returned in good condition, freight paid.

Paris plaster, five-barrel lots $4.00; single barrel, $4.50. F.O.B. Toronto.

CHAIRS

Step ladder, dozen $27 00

CHURNS

List price hand churns—No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.

List prices power churns—No. 0 $11; No. 1, $11; No. 2, $12; No. 3, $13; No. 4, $17; No. 5, $20.

Discount of 20% f.o.b. Toronto Hamilton, Fergus, London, St. John, N.B.

Discount of 17½% f.o.b. Montreal, Ottawa, Kingston.

CHOPPERS, FOOD

Universal—Dozen—No. 0, $19.25; No. 1, $28.30; No. 2, $28.35; No. 3, $36.45.

Russwin—Dozen—No. 0, $19.20; No. 1, $23.40; No. 2, $28.20; No. 3, $36.60.

F. o. b. Montreal, Toronto.

CLOTHES LINE (Galvanized)

No.	Per 1000 ft
17—7-strand, 100 ft. lengths..	$6.85
17—7-strand, 50 ft. lengths..	7 00
18—6-strand, 100 ft. lengths..	5 60
18—6-strand, 50 ft. lengths..	5 33
19—6-strand, 100 ft. lengths..	4 50
19—6-strand, 50 ft. lengths..	5 00

F.O.B. Montreal, Toronto, London.

COPPER .. ... Montreal Toronto

Casting ingot, see weekly report.

Rods, ½ to 2 in.	0 30	0 31
Plain sheets, base, 16 oz. and heavier ..	0 30	0 31
Copper sheet, planished, base 16 oz. and heavier	0 40	0 50

Above prices are full sheets and bars. Cut sheets and bars are 5c per lb. higher.

COMBS

Curry combs: No. 111, $1.55; No 121, $1.70; No. 122, $2.25; No. 127, $2.25; No. 100, $2.80 per dozen.

F.O.B. Montreal, Toronto, Hamilton, London

CORD (SASH)

No. 6, lb.	71
No. 7, lb.	70
Nos. 8, 9, 10, 12	69

F.O.B. Montreal, Toronto, Hamilton, London

CANADA PLATES

Prices nominal. Montreal Toronto

Ordinary, 52 sheets.	$7 00	$ 8 00
Do., 60 sheets	7 10	8 10

COKE, TIN PLATES

	Peb-box
IC, 20x2 8base	$19 00
IX, 20x28 base	22 00
IXX, 20x28 base.....	26 00
IXXX, 20x28 base	30 00

F.O.B. Toronto

TERNE PLATES

I. C. 20x28, 112 sheets.....$20 50

F.O.B. Toronto.

"DOMINION CROWN BEST"—DOUBLE COATED TISSUE

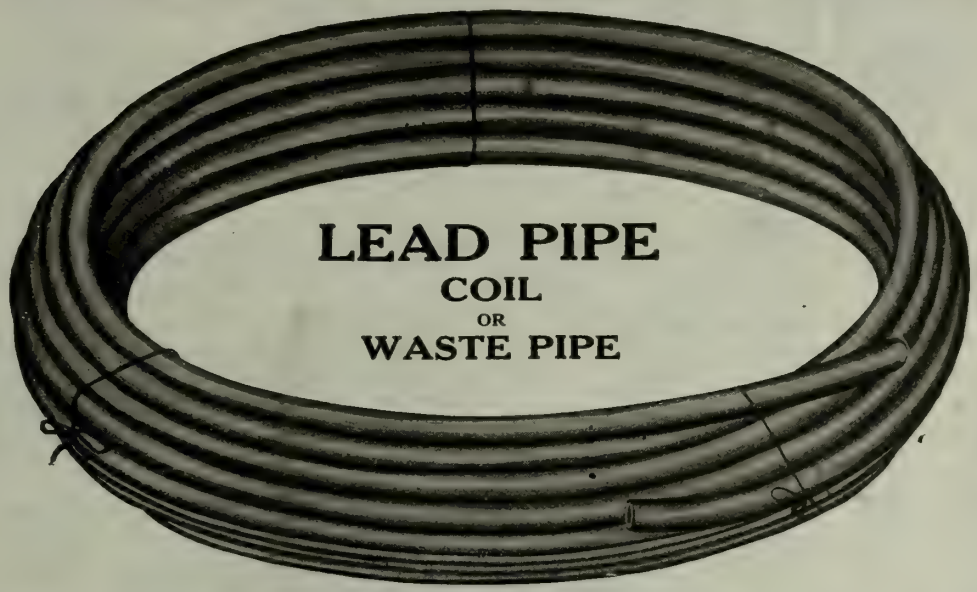
	Nomina.
IC. 14x20 base	$15 00
IX, 14x20 base	17 00
IXX, 14x20 base	19 00

F.O.B. Montreal.

WE MANUFACTURE LEAD PIPE

ALL SIZES UP TO TWELVE INCHES IN DIAMETER

Made by Our Hydraulic Process Guarantees Absolute Uniformity



We Use Nothing But the Purest Quality of Pig Lead

OUR SPECIALTIES ARE

LEAD PIPE, SHEET LEAD, BABBITT, SOLDER AND ALL INGOT METALS

THE CANADA METAL CO., LIMITED

Hamilton Montreal TORONTO Winnipeg Vancouver

Bicycles that Bring Goodwill

ALMOST any make of bicycle may be sold at a profit, if you try hard enough. But does it bring goodwill and prestige to your store? Is it worth while handling any machine which will not do that?

C·C·M· Bicycles

have been building up goodwill for the most successful Canadian dealers these many years. They will do it for you, and bring a good profit as well.

Why spend your efforts pushing an ordinary bicycle when you might secure a C.C.M. agency?

Drop a line to Head Office or nearest Branch for full particulars.

The Principal C.C.M. nameplates are:

Massey
Gendron
Columbia
Ivanhoe
Perfect
Cleveland
Brantford
Red Bird

Canada Cycle & Motor Company

Limited

WESTON

Montreal Toronto Winnipeg Vancouver

CLOCKS

Big Ben	$2 92
Good Morning, each	1 15
Lookout	1 45-1 50
Sleepmeter	1 65

F.O.B. Montreal, Toronto, London, Hamilton

CROWBARS, $10.50 per 100 lbs

DRILLS—

Standard Lists.

Blacksmiths', ½ in. x 2½ in. shank. List each.

1/8	$0.45	19/32	$1.20
5/32	.45	5/8	1.30
3/16	.50	21/32	1.40
7/32	.55	11/16	1.50
1/4	.60	23/32	1.60
9/32	.65	3/4	1.70
5/16	.70	25/32	1.80
11/32	.75	13/16	1.90
3/8	.80	27/32	2.00
13/32	.85	7/8	2.10
7/16	.90	29/32	2.20
15/32	.95	15/16	2.30
1/2	1.00	31/32	2.40
17/32	1.05	1	2.50
9/16	1.10		

Intermediate sizes take list of next larger.

Bit Stock, list per dozen—

3/32	$2 70	3/8	$ 8 50
1/8	3 00	7/16	10 50
5/32	3 50	1/2	13 00
3/16	4 00	9/16	15 50
7/32	4 50	5/8	18 00
1/4	5 00	11/16	21 00
9/32	6 00	3/4	24 00
5/16	7 00	7/8	30 00

Bit Stock Drills	45%
Blacksmiths', ½-in. shank	40%
Straight Shank	40%
Straight Shank, wire	40%
Taper Shank	40%

DOORS

See Screen Doors.
F.o.b. Toronto.

EMERY CLOTH

See under Sandpaper.

ENAMELWARE

See prices under heading Wares.

FILES AND RASPS

Discounts below apply to list of Nov. 1, 1899.

	%
Great Western, Amer.	50
Kearney & Foot, Arcade	50
J. Barton Smith, Eagle	50
P. H. and Imperial	50
Disston Brand	40
Globe	50
Nicholson	35
Black Diamond	35
Delta Files	20
Firth Files	50

F.o.b. Toronto, Montreal, London and Hamilton.

FITTINGS

Cast iron fittings, 20%; Malleable bushings, 35%; cast bushings, 35%; unions, 50%; plugs, 35% off list. Net prices Class B, black, 21c lb.; Class C, 14c lb.; galvanized, Class B, 30c lb.; Class C, 21c lb.

Toronto and Montreal.

GRILLS, ELECTRIC

Single heat, round	$7 50
Three heat, round	8 25

F.o.b. Toronto.

GRINDSTONES Per 100 lbs.

Over 40 lbs. and 2 in. thick	$3 00
Under 40 lbs.	3 25
Bi-Treadle, each	7 00

F.o.b. Toronto.

HALTERS (SNAP AND RING)

	Doz.
Russet rope shank, 1"	$11.25-$12.75
Perfect, No. 1½	13 20-13 80
Russet rope shank, 1¼ in.	13 85
Black rope shank, 1 in.	13 75
Black rope shank, 1¼"	12.50-13 85
Hand sewn, no shank, 1 in.	17 40
Hand sewn, no shank, 1¼".	18 75

Halters (Sisal)

7-16 in. gross, $24; 9-16 in., $36 F.o.b. Toronto. London—7-16 in., $2.10 doz.; ½ in., $2.65 doz.

HAMMERS, SLEDGE

Can, 5 lbs. and over, cwt.	$17 50
Masons, 5 lbs. and over, per cwt.	20 00
Masons, 5 lbs. and under	22 50
Napping, up to 2 lbs.	25 00

F.o.b. Montreal, Toronto, Hamilton, London.

HANDLES (WOOD)

All hickory handles, list, plus 10%. All fork, hoe, rake, shovel and mall. D handles, 10%. All other handles, net list. All neck-yokes, whiffletrees and double-trees, 10%. Wood hay rakes, horse pokes, 10%. Pike poles, ash or maple, net list.

F.o.b. St. Thomas, London, Strathroy, Toronto, St. Mary's.

HANGERS, BARN AND PARLOR

	List
Atlas, No. 0	$13 30
Atlas, No. 1	13 80
Atlas, No. 2	15 80
Stearns, 4 in.	9 75
Stearns, 5 in.	13 20
Perfect, No. 1	10 45
Storm King and safety hangers, doz.	10 60
Steel track, 1¼ in.	9 00-12 00

F.o.b. Montreal, Toronto.

HEATERS, ELECTRIC

Majestic, 1 Burner	7 50
Majestic, 2 Burner	11 25

F.o.b. Toronto.

HINGES, TEE AND STRAP

Heavy, Net Prices.

	Strap Doz.	Tee pairs.
4-inch	$ 2 70	$ 2 30
5-inch	3 33	2 88
6-inch	3 60	3 24
8-inch	4 86	3 69
10-inch	8 64	6 57
12-inch	10 71	10 44
14-inch	12 24	10 62

Light, Net Prices, figured at discount 10%.

3-inch, doz. pairs	$0 90	$0 90
4-inch	1 08	0 99
5-inch	1 26	1 17
6-inch	1 53	1 35
8-inch	2 25	1 60
10-inch		

Screw Hook and Strap Hinges—List prices, per dozen pairs—6 in., $4.30; 8-in., $4.80; 10-in., $6.40; 12-in., $7; 15-in., $7.50; 18-in., $11; 21-in., $12.40; 24-in., $16; 27-in., $17.20; 30-in., $18.50; 33-in., $21.50; 36-in., $24.50.

Discount, 25%.

F.o.b. Toronto, London, Hamilton and Montreal.

HAY KNIVES

Spear Point	$14 00
Lighting	12 50
Heath's	12 50
HOES, Grub	$10.50 11 00

HOOKS, GRASS

	Canadian	English Fox
No. 2, per doz.	$4 15	$5 00-$5 50
No. 3, per doz.	4 25	5 50- 6 40
No. 4, per doz.	4 35	6 00- 7 40
Little Giant	6 00	
Barden Patent	6 00	

F.o.b. Montreal. Toronto.

HORSESHOES Price per keg

Patterns	Sizes made	No. 2 and larger Less 20c.	No. 1 and smaller
Light iron	0-7	$7 75	$8 00
Long heel light iron	3-7	7 75	
Medium iron	1-8	7 75	8 00
Heavy iron	6-8	7 75	
Snow	1-6	8 00	8 25
New-light "XL" steel	1-6	8 20	8 45
Featherweight "XL" steel	0-4	9 60	
Special-countersunk	0-4	10 10	
Toe-weight (front only)	1-4	10 60	

Packing—Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra.

F.o.b. Montreal and Belleville.

Terms—Cash in thirty days, less 2% discount.

TOE CAULKS

Nos. 0, 1, 2 and larger, sharp and blunt, $2.25 to $2.90 box.

HOSE, LAWN Toronto

Corrugated, ½ in., 100 ft.	$17 50
Corrugated, ⅝ in., 100 ft.	20 50
Corrugated, ¾ in.	23 50
Corrugated, 1 in., 100 ft.	35 00

Less 5% for full reels, 500 ft.

F.o.b. Toronto and London.

HAT AND COAT HOOKS

Coppered wire, 3 in., $1.10 gross.

F.o.b. Montreal, Toronto, Hamilton, London.

IRON AND STEEL

See weekly report.

IRON, TINNED

Prices nominal. Subject to premium where stocks are obtainable.

72x30 up to 24 gauge, case lots	
72x30, 26 gauge, case lots	

Less than case, 50c per 100 lbs. extra. F.o.b. Montreal.

IRONS, (SAD)

Mrs. Potts, No. 55, polished, per set	$1 95
Mrs. Potts, No. 50, nickel-plated, set	2 10
Mrs. Potts, handles, japanned, doz.	1 65
Sad irons, common, plain, 3, 4 and 5 lbs.	9 20
Sad irons, plain, 6 lbs. up	7 00
Sad irons, common, plated	5 50
Princess Electric, each	$4 00 4 10
Canadian Beauty Electric Irons—	
Style A	4 50
Style B	4 88
Hotpoint Domestic Electric Irons, each	5 25
Gasoline Sad Irons, each	4 25

F.o.b. Montreal, Toronto, London, Hamilton.

LADDERS, Etc.

Step Ladders	Per ft.
Perfect, 6 to 16 ft. only	$0 32
Hercules, 4 to 10 ft.	0 34
Hercules, 12 to 14 ft.	0 39
Faultless, 4 to 10 ft. only	0 30
Ontario, 4 to 10 ft. only	0 27
Shelf Lock, 4 to 8 ft. only	0 22
Gardner, No. 1	0 19
Do., No. 2, bolted	0 22
Dominion, No. 3	0 23
Do., No. 4, bolted	0 26

Single and Fruit Picking

10 ft. to 16 ft.	20c ft.
18 ft. to 20 ft.	23c ft.
Chair ladders, each	2 00

F.o.b. Toronto, Hamilton, London.

Roped and Straight Extension Ladders Per ft.

20 to 32 ft.	$0 24
36 to 40 ft.	0 27
44 ft.	0 30
Over 44 ft.	0 40

F.o.b. Toronto, London, Montreal, Stratford.

Fire ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

LANTERNS Per doz.

Short Globe, plain	$12 50
Do., Japd.	13 25
Long Globe, plain	12 50
Do., Japd.	13 25
Dash, plain	15 50
Do., Japd.	16 25
Do., Search (r'nd reflec.)	17 00
Little Bobs	2 10-4 20

F.o.b. Toronto, Hamilton, London, Montreal.

LANTERN GLOBES Dozen

Cold blast, short	$0 95-$1 10
Cold blast	1 00- 1 10

3 doz. cases, 95c doz.; 6 doz. cases, 90c doz.

Cold blast, genuine ruby	$4 75

F.o.b. Toronto, London, Hamilton and Montreal.

LATCHES Per doz.

Steel Thumb, No. 2	$1 90-$2 00
Steel Thumb, No. 3	2 50- 2 70
Steel Thumb, No. 4	4 75
Barn Door, No. 5	2 75
Barn Door, No. 9	5 10

F.o.b. Montreal, Toronto, London.

LEAD

For pig lead and lead and zinc products see weekly report.

MACHINES (WASHING)

	List each
Canadian	$11 00
Dowswell	11 25
Noiseless	15 50
Hamilton	12 50
Ottawa	11 50
Peerless	11 50
Snowball	17 00
Momentum	18 50
New Century, style A	16 50
New Century, style B	18 00
Playtime, engine drive	22 00
Ideal Power	28 00
Seafoam, electric	110 00
Seafoam, engine drive	50.00
New Idea, electric	118 50
Sunshine	10 25
Popular, No. 1	11 50
Popular, No. 2	11 00
Economic	13 50
Champion	18 50
New Excell-All	18 00
Blue Bell, without stand	16 50
Puritan Water Motor Washer, complete	28 00
Hydro, 1 Tub, engine drive	51 50
Do., do., electric	111 50
Low pressure water motor washer, each	30 00
Connor, ball-bearing, with rack	18 50
I X L	18 50
Perfection, engine drive	59 50
Perfection, electric	119 50
Gem	18 50
Winner	17 00
Connor Improved	10 75
Jubilee	10 25
Canada First	21 00

Discount, 30% and 10%. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

MALLETS Per doz.

Tinsmiths, 2½ x 5½ in.	$1.00-$1.75
Carpenters', No. 3	5.80

F.o.b. Montreal, Toronto, Hamilton.

MATTOCKS

Cutter, doz.	$12 50	$13 25
Pick, doz.	12 50	13 25

F.o.b. Montreal, Toronto, London, Hamilton.

MIXERS, BREAD

Canuck—	
No. 4, dozen	$29 40
No. 8, dozen	33 60
Universal—	
No. 4, dozen	$38 10 39 60
No. 8, dozen	46 40 48 60

MOPS

O-Cedar, doz. net	$12 00
Sprustex, No. 2, doz.	$8 00 8 40
S.W. Mops, complete, doz.	5 25 5 40
Mop Sticks, doz., No. 8	2 00
Cast Head Mop, doz.	2 00
Crescent, doz., No. 10	2 50 3 35
Crank wringing, doz.	8 25

F.o.b. Montreal, Toronto, Hamilton, London.

MOWERS, LAWN

Adanac	40-10%
Woodyatt	35%
Empress	35%
Mayflower	35%
Star, Ontario, Daisy	35%

F.o.b. Toronto, Guelph, London, Hamilton.

NAILS

List adopted July 10, 1912.

Advance over base on common wire nails in kegs.

		2¾ inch	15c
1 inch	$1	3 inch	10c
1½ inch	1	3½ inch	10c
1¼ inch	65c	3½ inch	10c
1½ inch	40c	4 inch	5c
1¾ inch	40c	4½ inch	5c
2 inch	30c	5-inch base.	
2¼ inch	30c	5½-inch base.	
2½ inch	15c	6-inch base.	

6½ to 12-inch-2 Ga. and heavier, 25c over base.

Standard Steel Wire Nails, f.o.b. Toronto, London, Hamilton, Milton, $4.70 base.

Freight equalized on above points.

F.o.b. Montreal, Gananoque, Collingwood and Owen Sound, $4.75 base.

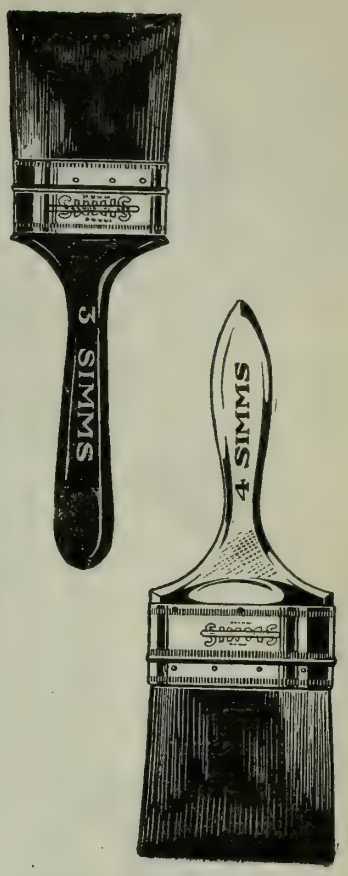
Freight equalized on above points.

Windsor, Walkerville, Sandwich f.o.b. factory prices, carload freight allowed, $4.80.

Sault Ste. Marie, Port Arthur, Fort William, $5.05 base, f.o.b. factory; no freight allowance.

SIMMS TRADE SET IN RUBBER MARK

Profits From Your Painter Customers



The Simms Set-in-Rubber Paint and Varnish Brushes have a setting that is absolutely proof against the action of acid, boiling water, alcohol, paint-remover, turpentine, etc.

The bristles are set to stay in FOREVER, by our exclusive patented process, whereby the bristles are set in vulcanized rubber and guaranteed to hold securely in the socket for all time.

Demanded of dealers all over the world. You will have **your** share of calls. See that you can fill them all.

Order a good supply to-day.

T. S. SIMMS & CO., LIMITED

ST. JOHN, N. B.

Branches: Montreal, Toronto, London

Make the Autoist Your Friend

WITH

BOWSER Gasoline and Oil Pumps

ESTABLISHED 1885



Bowser Pumps in front of your store will bring the autoist to you for gasoline and lubricating oils.

This gives you your opportunity to cultivate the autoists desires for accessories, hardware, paint, oils and other lines you handle.

Our literature tells how other merchants have increased their business and profits by use of Bowser Storage Systems.

Ask us to send it to you. No obligations.

S. F. BOWSER & CO., Inc., 66-68 Frazer Avenue TORONTO, ONT.

Sales Offices in all Centers Representatives Everywhere

Alex. McArthur & Co., Ltd.

TRADE AM MARK

82 McGill Street Montreal, Canada

BLACK DIAMOND

TARRED FELTS

and SHEATHINGS

Made at our own Paper Mills.

SAVE COAL

BY USING

BUILDING PAPER

Moulding, Flooring, Slating, Box, Fence, Barrel Nails, 25c per 100 lbs. over common nail prices. Finishing Nails, 50c per 100 lbs. advance over common nail price. Clinch Nails and Sash Pins, 75c per 100 lbs. over common nail price.

Miscellaneous wire nails, 60% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton, London.

Cut Nails—Montreal, $4.75 base; Toronto, $4.75 base; London, $4.75; Hamilton, $4.75; no equalization of freights.

Roofing Nails—American, large head, keg, $8.50; 25-lb. boxes, per 100 lbs., $9.00.

F.o.b. Montreal, Toronto, Hamilton.

NAILS (HORSE)

C Brand

Size	Per 100 lbs.
Capewell—	
No. 5	$23 00
No. 6	22 00
No. 7	21 00
No. 8	20 00
Nos. 9 to 12	19 00

Discount, 10%

"M.R.M." BRAND

No.	Net Price List Lengths	Per box of 25 lbs.
3	1⅝"	$20 00
4	1¾"	10 00
5	1 15-16"	5 00
6	2⅛"	4 75
7	2 5-16"	4 50
8	2½"	4 50
9	2 11-16"	4 25
10	2⅞"	4 25
11	3 1-16"	4 25
12	3¼"	4 25

F.o.b. London, Hamilton, Montreal, Toronto

NETTING, POULTRY

List prices per roll of 50 lineal yards. Adopted March, 1909.

2-inch mesh and 19 ga. wire.

12 inch	$1 80	48 inch	$ 6 20
18 inch	2 65	60 inch	7 70
24 inch	3 40	72 inch	9 20
30 inch	4 00	84 inch	10 50
36 inch	4 75	96 inch	12 00
42 inch	5 50		

1½ inch mesh and 19 ga. wire.

12 inch	$3 50	42 inch	$10 50
18 inch	5 00	48 inch	12 00
24 inch	6 30	60 inch	15 00
30 inch	7 75	72 inch	18 00
36 inch	9 90		

1 inch mesh and 20 ga. wire.

12 inch	$4 00	42 inch	$12 00
18 inch	5 50	48 inch	14 00
24 inch	7 00	60 inch	17 00
30 inch	8 50	72 inch	20 00

¾ inch mesh and 20 ga. wire.

24 inch	$10 50	36 inch	$15 00
30 inch	12 75		

½ inch mess and 22 ga. wire.

24 inch	$16 50	36 inch	$24 00
30 inch	20 10		

Discounts at present quoted apply only to 1 and 2 inch mesh netting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Montreal, Canadian netting 15% off list.

American netting, 10% off list.

	Per rod
Invincible—1640	$ 0 75
1848	0 85
2060	0 95

Put up in 10, 20 and 30-rod rolls. F.o.b. Montreal.

Blue Ribbon—	
24-inch, per roll	$4 95
36-inch, per roll	6 50
48-inch, per roll	7 60
60-inch, per roll	9 00
72-inch, per roll	10 85

Put up in 10 rod rolls.

OAKUM

Best (American)	$21 00-$22 00
U.S. Navy (unspun)	
Clipper (spun)	21 00
Clipper (unspun)	19 50
U.S. Navy (unspun)	
U.S. Navy (spun)	21 50
Plumbers (spun)	9 00

F.o.b. Montreal, Toronto.

OILS

	Montreal	Toronto
Royalite, gal.	0 20½	0 19½
Palacine, gal.	0 23½	0 22½
Gasoline, net, gal.	0 34	0 33
	List	Gallon
Black oil (Summer)	0 19½	0 16
Black oil (Winter)	0 20½	0 17
Imperial Kerosene Tractor	0 60	
Capital cylinder	0 62	0 61
Machine oil, regular grades	0 36	0 38½
Standard gas engine oil	0 40½	0 39½
Paraffine	0 25	0 23½

List, less 15% on above.

Polarine Oil, list	0 90
Polarine Oil, heavy, list	0 90
Polarine A, list	1 00
Gargoyle Mobiloil, list	1 33

List, less 25% on above.

Fuel oil, bbls. net	0 08½
Fuel oil, tank cars, net	0 07 7-10

Prices shown are barrel basis unless otherwise specified. Barrels charged extra.

OLD MATERIALS

See weekly report.

PACKING

	Per lb.
Fine jute	$0 20
Coarse jute	0 15
Hemp	0 34
Square braided hemp	0 38
No. 1 Italian	0 44
No. 2 Italian	0 36

F.o.b. Montreal and Toronto.

PAPER

	Per 400-ft. roll
Dry Fibre, No. 1 roll	$1 10-$1 20
Dry Fibre, No. 2 roll	0 60
Anchor Brand	1 20
Rosin Sized Sheeting, red	1 05
Do., blue	0 70
Tarred Fibre, No. 1 roll	1 25- 1 30
Tarred Fibre, No. 2 roll	0 78
Surprise Fibre	0 66
Tarred felt, per cwt.	3 75
Cyclone (dry)	1 20
Cyclone (tarred)	1 30
Joliet (dry fibre)	0 60
Monarch Sheathing (per 100 lbs.)	4 00
Asbestos sheeeting (per 100 lbs.)	13½ 0 15
Carpet Felt, 16 oz. per 10 100 lbs.)	4 75
Straw, sheathing, dry, per cwt.	3 05
Do., Do., tarred, per cwt.	3 20

F.o.b. Toronto and Montreal.

PASTE

Stick-Fast	
1-lb. pkgs., gross	$22 00
2-lb. pkgs., gross	42 00
In barrels 250 lbs., lb.	0 12½
Barrels of 5 lbs., cotton bags, lb.	0 13½
In kegs 125 lbs., lb.	0 14
In 50-lb. boxes, lb.	0 16
In 25-lb. boxes, lb.	0 17

PICKS

Clay—	
5 to 6 lbs., doz.	$12 00
6 to 7 lbs., doz.	12 75
7 to 8 lbs., doz.	13 50
Rock—	
7 to 8 lbs., doz.	12 50

F.o.b. Montreal and Toronto.

PINS, CLOTHES

	Per case
5 gross, 4-in. (loose)	1 45
4 gross (cartons), 4½ in.	1 45

F.o.b. Montreal and Toronto.

WROUGHT PIPE

Price List No. 39, April 3, 1919

Standard Buttweld

Per 100 feet.

	Steel Blk.	Steel Gal.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Gal.
⅛ in.	$ 6 00	$ 8 00	$.....	$.....
¼ in.	4 53	6 60	5 13	7 26
⅜ in.	4 53	6 66	5 13	7 26
½ in.	5 99	7 57	6 84	8 42
¾ in.	7 53	9 66	8 68	10 81
1 in.	11 14	14 28	12 84	15 98
1¼ in.	15 07	19 32	17 37	21 62
1½ in.	18 01	23 10	20 76	25 86
2 in.	22 24	31 08	27 94	34 78
2 in.	22 24	31 08	27 94	34 78
2½ in.	38 90	49 73	....	....
3 in.	50 87	65 03	....	....
3½ in.	64 86	81 88	....	....
4 in.	76 85	97 01	....	....

Standard Lapweld

	Steel Blk.	Steel Gal.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Gal.
2 in.	$27 94	$34 78	$31 64	$38 11
2½ in.	40 66	51 48	46 51	57 35
3 in.	53 17	67 32	60 82	74 97
3½ in.	66 70	83 72	75 90	92 92
4 in.	79 03	99 19	89 93	110 09
4½ in.	88 00	113 00	107 00	132 00
5 in.	103 00	132 00	125 00	154 00
6 in.	133 00	171 00	162 00	200 00
R. S. Special, 3 ply				2 25
7 in.	175 00	224 00	211 00	259 00
8 L in.	184 00	235 00	221 00	273 00
8 in.	212 00	271 00	255 00	314 00
9 in.	254 00	324 00	305 00	376 00
10 L in.	235 00	301 00	283 00	349 00
10 in.	303 00	387 00	365 00	449 00

Terms 2% 30 days, approved credit.

Freight equalized on Chatham, Guelph, Hamilton, London, Montreal, Toronto, Welland.

WROUGHT NIPPLES

4" and under, 60%.

4½" and larger, 50%.

4" and under, running thread, 30%.

Standard couplings, 4" and under, 40%.

4½" and larger, 20%.

Terms, 2% 30 days. Approved credit, Ontario, Quebec and Maritime Provinces.

PIPE (Conductor)

	Plain	List
2 in., in 10-ft. lengths, list.	$ 8 00	
3 in., in 10-ft. lengths, list.	9 70	
4 in., in 10-ft. lengths, list.	12 80	
5 in., in 10-ft. lengths, list.	17 50	
6 in., in 10-ft. lengths, list.	21 30	

List less 10%.

F.o.b. Toronto, Ottawa, Oshawa.

PIPE, LEAD

See weekly report.

PIPE (SOIL)

Medium and extra heavy pipe, to to 6 inch	20%
Medium and extra heavy fittings, 2 to 6 inch	35%
8 inch pipe and fittings	15%

F.o.b. Toronto, Montreal.

PIPE (STOVE)

See prices under Wares, etc.

PITCH

Pine, black, per bbl.	8 50
Navy pitch, per bbl.	6 50

F.o.b. Montreal, Toronto.

PLANTERS, CORN

King of Field, dozen	$11 25
Triumph, doz.	9 40

POLISH (O-Cedar)

4-oz. bottles, doz., list	3 00
12-oz. bottles, doz., list	6 00
1-qt. can, doz., list	15 00
½-gal. cans, doz., list	24 00
1-gal. cans, doz., list	36 00

Discount, 33 1-3 per cent.

Liquid Veneer—	
4 oz., doz.	$2 00
12 oz., doz.	4 00
32 oz., doz.	8 40
64 oz., each	1 20
128 oz., each	2 10

F.o.b. Toronto, London.

POLISH, METAL

Bon-Ton

Size	Case	Doz.	Case
¼ pts., 3 doz.		$1 15	$3 40
½ pts., 3 doz.		2 10	6 00
Pints, 2 doz.		3 15	6 00
Quarts, 2 doz.		4 65	9 00
½ gal., 1 doz.		8 40	8 40
Gal., ½ doz.		....	6 90

PUMPS

	Pitcher Spout	Closed Spout
No. 1	$2 75	$2 95
No. 2	3 05	3 30
No. 3	3 40	3 65

F.o.b. Montreal, Toronto, Hamilton, London.

RIVETS AND BURRS

Iron rivets, 7-16 inch and smaller, blacked and tinned, 40 and 5%; Iron Burrs, 40 and 5%.

Copper rivets, usual proportion of burrs, discount 15%; burrs, add 20 to 25%.

Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¾-lb. pkgs., 2c lbs. Coppered Rivets, net extras, 3c per lb.

F.o.b. Montreal, Toronto, London.

ROOFING

	Per square
Samson, 1-ply, roll	$2 30
Samson, 2-ply, roll	2 75
Samson, 3-ply, roll	3 30
R. S. Special, 1 ply	1 75
R. S. Special, 2 ply	2 00
Everlastic, 1-ply	1 80
Everlastic, 2-ply	2 10
Everlastic, 3-ply	2 40
Good Luck, 1-ply	1 70
Good Luck, 2-ply	2 00
Good Luck, 3-ply	2 35
McCombe Sp., 1-ply	1 60
McCombe Sp., 2-ply	1 85
McCombe Sp., 3-ply	2 20
Black Cat, 1-ply	1 95
Black Cat, 2-ply	2 25
Black Cat, 3-ply	2 60
Black Diamond Ready Roofing, 2-ply	1 35
Black Diamond Ready Roofing, 3-ply	1 65
Liquid roofing cement, per gal., in barrels	0 31
5 and 10 gal. lots, per gal.	0 44
Coal Tar (refined), bbl.	8 25
Roofing Pitch, per cwt.	1 20

F.o.b. Toronto and Montreal.

ROPE

	Lb.
Pure Manila basis	34
British Manila basis	30
New Zealand hemp basis	30
Sisal basis	27½

Above quotations are basis prices, ¾ in. and larger diameter. The following advances over basis are made for smaller sizes:—⅝ in., ½c; 9-16 to 7-16 in. inclusive, 1c; ⅜ in., 1½c; ¼ and 5-16 in., 2c; 3-16 in., 2½c extra.

Single lath yarn basis	27½
Double lath yarn	28
Yacht marline, tarred	54
Halyards	47
Hemp, deep sea line basis	47
Hemp, tarred ratline basis	40
Hemp, tarred bolt rope basis	42
Marline and Houseline	42

Italian rope basis. On application

Cotton, ⅛ in.	0 81¾
5-32 in.	0 80¾
3-16 in.	0 64
¼-in. and up	0 63

F.o.b. Toronto, Montreal, Brantford, London, Hamilton.

RULES, BOXWOOD (LUFKIN)—

651B (68), $2.10 dozen; 761 (61), $2.70; 851 (51), $3.25; 771 (84), $6.35; 781 (62), $7.80; 861A (53½), $7.85; 852 (73), $5.10; 752B (7), $6; 386 (32), $6.90; 3851 (66½), $5.85; 465 (69), $1.80; 771 (36), $4.60.

F.o.b. Montreal, Toronto, London.

TAPES, MEASURING (LUFKIN)—

	Each
263, 50 ft. Challenge Steel	$3 95
103, 50 ft. Reliable Jr. Steel	4 05
243, 50 ft. Rival Steel	3 50
1243, 50 ft. Rival Jr. Steel	3 50
608, 50 ft. Metallic	3 00
604, 66 ft.	3 30
403, 50 ft. Linen	2 15
	Dozen
713, 50 ft. Ass Skin	5 40
714, 66 ft. Ass Skin	6 50
143, 3 ft. Steel Pocket	7 10
145, 5 ft. Steel Pocket	9 65
175, 5 ft. Linnine Pocket	5 55
165, 5 ft. Cotton Pocket	1 60

F.o.b. Montreal, Toronto, London.

SANDPAPER

B. & A. sandpaper, 12½% off list.

Star sandpaper, 12½% off list.

B. & A. emery cloth, 30% on list.

F.o.b. Toronto, Montreal.

SCALES

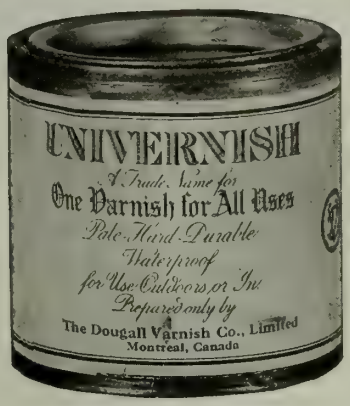
	Scale List	Stamping extra
Champion—		
4 lb.	$5 50	$0 80
10 lb.	7 50	0 30
240 lb.	12 50	0 50
600 lb.	28 00	1 00
1200 lb.	35 00	1 00
2000 lb.	50 00	1 00
2000 lb. Drop lever	57 00	1 00
10-lb. Household	5 00	0 10
25-lb. Household	6 00	0 30

Champion list prices subject to discount of 5%; Standard scales, 10% discount; Weigh Beams, 5% discount. No discount allowed on stamping charge. F.o.b. Toronto, Montreal, Hamilton.

SCYTHES

	Doz.
Cast Steel	$15 00
Golden Clipper	18 00
Little Giant	17 00

UNIVERNISH



The ONE VARNISH for all kinds of jobs

You can't hope to build up your business on "sell at sight" lines only. It's the repeaters that really count.

Efficient salesmanship will sell most anything the first time, but, it's another thing altogether to get the customer to come back and ask for that line HIMSELF

UNIVERNISH does repeat. It's so easy to use and so satisfactory in results that all it needs is an introduction.

As its name implies UNIVERNISH is useful for all purposes. Inside, outside, for floors, for furniture, even for boats UNIVERNISH is the tried and proved varnish.

UNIVERNISH is not affected by salt or fresh water. Nothing turns it white.

Most good Paint Departments carry UNIVERNISH, because UNIVERNISH is a good line to carry.

Window trim, store display cards, etc., furnished on request.

"Save the surface and you save all" *Paint & Varnish*

The Dougall Varnish Company, Ltd.

MONTREAL

ASSOCIATED WITH MURPHY VARNISH COMPANY, U.S.A.

Rush 15 50
F.o.b. Toronto, London.

SCREEN DOORS
Kasement No. 1—2 ft. 8in. $28.80; 2 ft. 10 in., $30; 3 ft., $31.20; Nos. 2, 3 and 4, 2 ft. 8 in., $31.20; 2 ft. 10 in., $32.40; 3 ft., $34.20 dozen.

SNATHS

	Doz.
00 Patent	$13 75
1	13 20
2	12 65
3	11 55

SCREWS
Discounts off Standard List adopted Aug. 1, 1908.

Wood, F. H., bright	77½%
Wood, R. H., bright	75%
Wood, O. H., bright	75%
Wood, F. H., brass	55%
Wood, R. H., brass	52½%
Wood, O. H., brass	52½%
Wood, F. H., bronze	50%
Wood, R. H., bronze	47½%
Wood, O. H., bronze	47½%
Square cap	20
Hexagon cap	20

Wooden Bench Screws
Dozen $7 00

SHEETS, BLACK
See Montreal and Toronto report.

SHEETS, CORRUGATED
See weekly report.

SHEETS, GALVANIZED
Premier Galvanized

10¾ oz.	$8 10
U.S. 28	7 70
U.S. 26	7 40
22 and 24	7 25
18 and 20	7 10
16	6 95
14	6 80

F.o.b. Hamilton and Toronto.

SHINGLES METAL
Standard galvanized $10 00
Standard painted 8 00
Discount 7½%.

SIDING METAL
Standard galvanized $8 50
Standard painted 6 50
Discount 7½%.

On shipments of 300 lbs. and over, freight is allowed south and east of and including North Bay; also several western counties in Quebec Province. Places north and west of North Bay, the freight is equalized on North Bay. For Quebec and Maritime Provinces, freight is equalized on Montreal.

SOLDERING COPPERS
Base, 3 to 8 lbs., 42c, F.o.b. Toronto and Hamilton.

SOLDER, BAR
See weekly report.

SPOUTS, SAP
Eureka, per M.....$13 50 $16 50

STAPLES
See Wire Products.

STOVES

Oil Burning Cooking	List each
Perfection No. 32, 2-burner	18 75
Perfection, No. 33, 3-burner	24 25
Perfection, No. 34, 4-burner	30 75
No. 22G oven for above stoves	7 25

Discount, 25% off list.
Freight allowed on shipments of 12 stoves.

McClary Glass Front Oven No. 70, each, net	4 25
Detroit Glass Front Oven, No. 85, each, net	4 50

F.o.b. Sarnia, London, Toronto, Ottawa.

Oil Burning Heaters.	List
No. 525, each	7 00
No. 530, each	8 25
No. 630, each	10 25

Discount 25% off list.
Freight allowed on shipments of 24 heaters.

STRETCHERS, CURTAIN—

No. 33, per doz.	$34 50
No. 98, per doz.	18 50
No. 99, per doz.	23 00
Star, No. 1, doz.	$21 00
Star, No. 2, doz.	24 00
Adjustable Pin, No. 44, doz.	30 00

STRETCHERS, WIRE

Hercules, doz.	$2 60
Sampson, doz.	7 50

SPADES, SHOVELS AND SCOOPS

	1st Grade %	2nd Grade %	4th Grade %
Plain Back Shovels and Spades	25 and 25	25 and 25	25 and 25
Draining Tools	25 and 25	25 and 25	.....
Hollow Back Scoops	25 and 25	.....	25 and 25
Sand Shovels	25 and 25	.....	25 and 25
Hollow Back Shovels	25 and 25	.....	25 and 25
Hollow Back Coal Shovels	25 and 25	.....	25 and 25
Riveted Back Scoops	25 and 25	25 and 25	25 and 25
Miners' Spring Point Shovels	25 and 25	.....	.....

Above discounts apply whether goods are sold in carload or less than carloads.
The above discounts apply only to Black List; Black List prices being as follows:

BLACK LIST PRICES

Plain Back Shovels and Spades	$29.00	$28.00	$25.00
Draining Tools, No. 2, black	29.00	27.50	.....
Hollow Back Scoops, No. 2, black	34.50	.....	32.00
Coal Shovels, Hollow Back, No. 2, black	32.00	.....	30.00
Sand Shovels, No. 2, black	27.50	.....	24.00
Hollow Back Shovels, No. 2, black	27.50	.....	24.00
Riveted Back Scoops, No. 2, black	37.50	35.50	34.00
Miners' Spring Point Shovel, No. 2, black	36.50	.....	.....

NET EXTRAS—
For each size larger than No. 2, add 25c dozen net.
F.o.b. London, Hamilton, Toronto, Gananoque, Ottawa, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon.

SWEEPERS, CARPET

	Bissell's Doz.
American Queen, Nickeled Fittings, Cyco Ball Bearing	$48 00
Club, Jap. Cyco Bearing	102 00
Champion, Nickeled Fittings	40 00
Champion, Japan'd Fittings	34 00
Grand, Nic., Cyco B.B.	61 00
Grand, Jap., Cyco B.B.	55 00
Grand Rapids, Nic., Cyco B.B.	45 00
Grand Rapids, Jp., Cyco B.B.	39 00
Parlor Queen, Nic., Cyco, B.B.	51 00
Princess, Nic., Cyco B.B.	46 00
Standard, Nickeled Fittings	42 00
Standard, Jap'd Fittings	36 00
Universal, Nic., Cyco Bearing	43 00
Universal, Jap., Cyco Bearing	37 00

SWEEPERS, VACUUM

	Bissell's Doz.
Grand Rapids, Nic.	$98 00
Household, Jap.	88 00
Superba, Nic.	114 00

F.o.b. factory Niagara Falls, Ont.
Prices guaranteed by manufacturers against their own decline to Dec. 31, 1919. Also stocked by jobbers.

SWEEPERS (ELECTRIC)

Steel frame	$36 40
Aluminum frame	43 90
Attachments, set	8 25

F.o.b. Toronto, Hamilton, London.

TACKS

	Discount
Wire Tacks	60 and 10%
Revised Hardware Tack List adopted Jan. 1, 1916	60 and 15%
Double pointed tacks	60 10%
Shoe findings list adopted July 5, 1917	Net List
List of Capped Goods adopted Jan. 1, 1916	60 and 15%

F.o.b. Toronto, Hamilton, Montreal, London.

TINNERS' TRIMMINGS
See prices under head of Wares.

TOASTERS, ELECTRIC
Canadian Beauty $4 50
Upright, with rack 6 40

TOOLS, HARVEST
Waverly, Wellandvale, Rixford, Maple Leaf, Bedford, 17½% discount. Samson, 12½% discount.
F.o.b. Montreal, Toronto, Hamilton, London.

TROUGH (EAVE)
O. G. Square bead and half round:

Size in girth	Per 100 ft.		
8 in.	$ 6 90	15 in.	$12 50
10 in.	7 70	18 in.	16 00
12 in.	9 10	List less 10%.	

F.o.b. Toronto, Oshawa, Ottawa.

TRAPS (GAME)

	Doz. with chain
Victor, No. 1	$2 20
Jump, No. 1	2 95
Hawley & Norton, No. 1	3 45
Newhouse, No. 1	5 00

F.o.b. Toronto, London, Hamilton, Montreal.

TWINE (BINDER)

	Per lb.
600 ft.	$0 22
550 ft.	0 23¾
600 ft.	0 25
650 ft.	0 26½

In 5-ton lots, ¼c discount from above; 10 tons and upwards, ¼c discount. Freight paid on 300 lbs. and over to nearest station.
F.o.b. Montreal, Toronto, Brantford, Hamilton, London.

TWINE (COTTON)

3-ply wrapping, lb.	0.65½
4-ply wrapping, lb.	0.69

F.o.b. Toronto, Hamilton, London.

WOOD TUBS

No. 0, per dozen	$19 80
No. 1, per dozen	17 60
No. 2, per dozen	15 40
No. 3, per dozen	13 20

F.o.b. Newmarket.

VALVES

	%
Compression work, standard	50
High grade	49
Fuller work, standard	45
High grade	38
Basin cocks, No. 0, Standard	40
High grade	40
Bath cocks, compression	50
Flatway stop and waste cocks, standard	50
High grade	47
Roundway stop and waste cocks, standard	50
High grade	47
Brass steam cocks, standard	10% advance on list
Radiator valves, standard	31
Do., removable seat	Net list
Patent quick opening valves	30
Globe, angle and check valves, standard	23
Do., Jenkins Disc,	22
Jenkins Valves	17¼
Standard Gate	35

F.o.b. Toronto.

Penberthy Brass Valves

Compodisk Valves	15
Gate Valves	25
Regrinding Valves	10
Swing Check Valves	10

WARES, ETC.
Scotch Grey Ware, 50 and 10%.
Colonial, 33 1-3%.
Imperial Ware, 33 1-3%.
Pearl, 33 1-3%.
Premier, 10%.
Canada Ware, 10%.
Diamond, 10%, White Ware, 50%.
Japanned Ware, list plus 20%.
Japanned Ware. White, list, plus 30%.
Plain and Jap. Sprinklers, list plus 20%.
Stamped Ware, plain, 50%.
Stamped Ware, retinned, 45%.
Copper Bottoms, net list.
Tinners' Trimmings, 50%.
Tinners' Trimmings, retinned, 45%.
Tinners' Trimmings, general, list plus 10%.
Factory Milk Cans, list plus 50%.
Milk Can Trimmings, list, plus 60%.
Cream Cans, list, plus 25%.
Railroad Cans, list, plus 20%.
Sheet Iron Ware, list, plus 10%.
Pieced Ware, ordinary, list, plus 30%. Fry pans, 40 and 10%.
Pieced Tinware, C.B., list, plus 50%.
Spiders, steel, 10% off; cast iron, 10%.
Fire Shovels, Japanned, list, plus 10%.
Steel Sinks, painted, list plus 25%.
Steel Sinks, painted, list plus 15%.
Light Galv. Pails and Tubs, list plus 20%.
Heavy Galv. Pails and Tubs, list, plus 10%.
Garbage Pails, list, plus 10%.
Jap. Coal Hods, list, plus 25%.
Galv. Coal Hods, list, plus 40%.
Paper Lined Boards, 40 and 5%.
Wood Lined Board, 30% and 5%.
Stove Pipe, Standard, list plus 33 1-3%
Stove Pipe Thimbles, 50%.
Copper Boilers, net list.
Copper Tea Kettles, net list.
Copper Tea Kettles, 3 doz. lots, list less 10%.
Copper Tea and Coffee Pots, net list.
Copper Tea and Coffee Pots in 3 doz lots, less 10%.
Nickel-plated Ware, 50%.
F.o.b. Montreal, Toronto, London, Hamilton.

WROUGHT WASHERS
Round plain. Sizes given are size of hole. In boxes of 50 lbs., list prices, per 100 lbs.—¼ in., $28.00; 5-16 in., $24.40; ⅜ in., $22.80; 7-16 in., $21.00; ½ in., $19.60; 9-16 in., $18.80; ⅝ in., $18.60; 11-16 in., $18.40; ¾ in., $18.20; 13-16 in., $18.00; 1 1-16 in., 1⅛ in., 1¼ in., $18.00; 1 1-1½ in., 1⅜ in., 1¼ in., 1 5-16 in., $18.00; 1⅜ in., 1½ in., 1⅝ in., $18.40; 1¾ in., 1⅞ in., 2 in., 2¼ in., $19.00. Discount 45 per cent. Net extras, 26 to 49 lbs. of a size, $1.00; 25 lbs. of a size or less, $2.00 per 100 lbs. Package allowances—if taken in kegs about 175 lbs. each, allowance 10c per 100 lbs.; if taken in bags about 100 lbs., allowance 15c per 100 lbs.

WEIGHTS, SASH

	Tor'to	Lond'n	Mont'l
Sectional, 1 lb., per 10 0lbs.	$4.75	$4.00	$4.75
Section, ½ lb., per 100 lbs.	4.75	4.50	4.50
Solid, 3 to 30 lbs., per cwt.	3.25	3.25	3.25

WHEELBARROWS
Navvy, steel wheel, doz. $60 00
Garden, steel, doz. 64 25
Light garden, doz. 46 80
F.o.b. Montreal, Toronto, London.

WIRE PRODUCTS
F.o.b. Toronto, London, Hamilton Montreal, St. John, freight equalized.

Cut Hay Wire	Per 100 lbs.
No. 9	$5 40
No. 10	5 50
No. 11	5 55
No. 12	5 65
No. 13	5 75
No. 13½	6 75
No. 14	5 95
No. 15	6 15
No. 16	6 35

Stovepipe Wire

No. 18	8 25
No. 19	8 75

Fine wire, list plus 20%.
Smooth Steel Wire
Nos. 0-9 gauge, base 5 00
Extras over base sizes on smaller gauges are as follows:
No. 10, 6c extra; No. 11, 12c; No. 12, 30c; No. 13, 30c; No. 14, 40c; No. 15, 55c; No. 16, 70c extra.
Extra net per 100 lbs.—Oiled wire 10c; spring wire, $2.50; bright, soft drawn, 15c; charcoal (extra quality), $1.25; packed in casks or cases, 15c; bagging and paperings.

Lowe Brothers Paints

The "Big Four" of the High Quality Line

High Standard Liquid Paint

For outside and inside work

THE brand of paint that has created more genuine goodwill for the dealer than any other. In the end it pays the merhant to sell the high quality line and a steadily increasing paint trade is his reward.

Mellotone Flat Wall Paint

"Soft as the rainbow tints"

The finest of all flat wall paints whose beautiful colors are copied from the wildflowers. This is the paint that has proved a revelation to the home decorator and has done more to turn the casual paint buyer into a steady and enthusiastic customer than any other brand of paint on the market.



Vernicol Stains

For old floors, woodwork, Furniture

Rich, lustrous, non-fading varnish stains, unequalled for refinishing chairs, tables, refrigerators and all household furniture; also for floors and woodwork, new or old. Sunfast and light-fast. A great favorite with women who like to do the work themselves.

Hard Drying Floor Paint

The paint that will bring you the floor paint trade of your neighborhood. Of heavy body and great hiding power. Dries quickly with a fine, hard gloss. Will stand more than ordinary wear and tear.

Lowe Brothers, Ltd.

TORONTO

Dayton | New York Boston Chicago | Kansas City Minneapolis Atlanta

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE
Colors and white—2½-lb. packages, $8.90 for 100 lbs.; 5-lb. packages, $8.40 for 100 lbs. F.o.b. Montreal, Toronto, London.

BRONZING LIQUID
Bronzing liquid, No. 1..$1.50-$2.00
Banana oil, gal. 3.50- 7.00
F.o.b. Montreal, Toronto.

BLUE STONE	Montreal	Toronto
Per lb.	11-12c	12

COLORS (DRY)	Per lb.
Raw Umber, No. 1, 100-lb. kegs	0 07
Do., pure, 100-lb. kegs...	0 15
Burnt Umber, No. 1, 100-lb. kegs	0 07
Do., pure, 100 lb. kegs..	0 15
Raw Sienna, No. 1, 100-lb. kegs	0 07
Do., pure, 100-lb. kegs..	0 15
Burnt Sienna, No. 1, 100-lb. kegs	0 07
Do., pure, 100-lb. kegs..	0 15
Imp. green, 100-lb. kegs...	0 17
Chrome green, pure.....	0 35
Chrome yellow	17-31
Brunswick green, 100-lb. kg	0 12
Indian red, 100-lb. kegs....	0 15
Indian red, No. 1, 100-lb. k.	0 06
Venetian red, best bright..	0 04
Venetian red, No. 1.....	0 02½
Drop black, pure dry	0 15
Golden ochre, 100-lb. kegs..	0 06½
White ochre, 100-lb. kegs..	0 04
White ochre, barrels	0 03
Yellow ochre, barrels ...	0 03½-5
French ochre, barrels	0 06
Spruce ochre, 100-lb. kegs..	0 07-8
Canadian red oxide, bbls...0	02-2¼
Super magnetic red 0	02¼-2½
Vermilion	0 40
English vermilion	2 50

F.o.b. Montreal, Toronto

COLORS IN OIL, PURE 1 lb. tins—	
Venetian red	0 21
Indian red	0 35
Chrome yellow, pure	0 53
Golden ochre, pure	30-32
French spruce ochre, pure.	25-28
Greens, pure	28-35
Siennas	0 32
Umbers	0 32
Ultramarine blue	0 52
Prussian blue	1 50
Chinese blue	1 60
Drop black	0 30
Ivory black	0 31
Signwriters' black, pure ...	0 40
Lampblack	0 40
Marine black, 5-lb. irons...	0 20

F.o.b. Montreal, Toronto

ENAMELS (white)	Gal.
Duralite	$6 50
Albagloss	3 50
GLUE	**Per lb.**
Brantford All Round Glue—	
Case No. 7—60 1-lb. pkgs....$25	00
Case No. 8—100 ½-lb. pkgs..	28 00
Case No. 9—200 ¼-lb. pkgs...	35 00
Discount—	
French medal (prices withdrawn).	
English common sheet	32-34
English prima	35-38
White pigsfoot	0 50
Cake bone, 112-lb. bags	0 35
Hide, 112-lb. bags.....	0 45
Gelatine, 112-lb. bags	45-60
Ground glues, 112-lb. bags, No. 1	28-30
Ground glue, No. 2, 112-lb. bags	22-24
Do., No. 2, less than bags.	0 24

GLASS	Single Thick	Double Thick
Per 100 ft.		
Under 25 .....$16	80	$22 90
26 to 34	17 80	24 85
35 to 40	18 35	26 40
41 to 50	23 50	30 00
51 to 60	24 60	30 80
61 to 70	26 50	32 70
71 to 80	29 70	35 40
81 to 85	....	45 45
86 to 90	....	48 85
91 to 94	....	49 80
95 to 100	....	58 55
101 to 105	....	65 35
106 to 110	....	73 10

Discount box glass, 20 to 25%.
Sheet glass, 5 to 10%. Cash 2%.
F.o.b. Montreal, Toronto, London, Hamilton.

GLASS, PLATE

Plates up to 1 foot, each			$0 80
Plates from	1 to 2	feet, each	0 90
"	2 to 3	"	0 95
"	3 to 4	"	1 15
"	4 to 5	"	1 35
"	5 to 7	"	1 50
"	7 to 10	"	1 70
"	10 to 12	"	1 75
"	12 to 15	"	1 85
"	15 to 25	"	1 95
"	25 to 50	"	2 15
"	50 to 75	"	2 20
"	75 to 90	"	2 25
"	90 to 100	"	2 30
"	100 to 120	"	2 60
"	120 to 140	"	2 90

Plates 101 to 110 wide containing not over 100 ft. each... 3 00
Plates 111 to 120 wide containing not over 100 ft., each... 3 40
Plates 101 to 110 wide containing over 100 ft., each 3 40
Plates 111 to 120 wide containing over 100 ft., each 3 75
Trade Discount, 25%.
City deliveries, 33 1-3%.
Montreal, London, Hamilton, Toronto, Kitchener.

GLAZIERS' POINTS
Zinc coated, $1.45 per doz. packpackages 6 lbs. gross.
Zinc, pure, prices withdrawn.
F.o.b. Montreal, Toronto.

LEAD, WHITE (Ground in oil).
Prices are per 100 lbs. in ton lots. Less than ton lots are 35c per 100 lbs. higher than quoted below. F.o.b. Ottawa, 20c advance per 100 lbs. F.o.b. London and Windsor, 40c per 100 lbs. F.o.b. Toronto and Hamilton, 30c per 100 lbs. F.o.b. Fort William and Port Arthur, ... per 100 lbs.
Maritime differential 35c per 100 lbs. over Montreal

	Montreal	Toronto
Anchor, Pure $16	00	$16 30
Crown Diamond 16	00	16 30
Crown, Pure 16	00	16 30
Green Seal 16	00	16 30
Ramsay's Pure 16	00	16 30
Moore's Pure 16	00	16 30
Tiger, Pure 16	00	16 30
O.P.W. Dec. Pure .. 16	00	16 30
Red Seal 16	00	16 30
Decorators' Pure 16	00	16 30
O.P.W. English 16	20	16 50
Elephant Genuine .. 16	50	16 80

B.B. Genuine Lead, less than tons, $18.45, Toronto; $18.15, Montreal. Ton lots 5% off; five-ton lots, 10% off.

LEAD (RED DRY)

Genuine, 560-pound casks, per cwt.....$12	50	$14 50
Genuine, 100-pound kegs, per cwt. .. 13	75	15 50
Less quantity 15	50	17 00

F.o.b. Montreal, Toronto.

LEAD, ARSENATE

	Per pound Dry	Paste
Barrels, 600 lbs. ..	$....	$0 21
200s	0 32½	....
100s	0 33	0 22
50s	0 33	0 23
25s	0 34½	0 23
10s	0 35	....
5s	0 36	0 25
2s	....	0 26½
1s	0 39½	0 29
½s	0 43½	....

F.o.b. Toronto, Montreal, Hamilton and London.

MURESCO
Tints, 5-lb. packages, per 100 lbs., $9.60; white, 5-lb. packages, $9.00.
F.o.b. Toronto.

LINSEED OIL
For prices see weekly report.

PAINTS, PREPARED

Price per gallon, 1 gallon can basis	
Elephant, white $4	20
Elephant, colors 3	80
B.H. English, white 4	30
B.H. English, colors 4	05
B.H. Floor 3	50
B.H. Porch Floor 4	05
Minerva, white 4	15
Minerva, colors 3	90
Crown Diamond, white 4	05
Crown Diamond, colors 3	80
Crown Diamond, floor 3	50
B.H. Fresconette, white 3	35
B.H. Fresconette, colors 3	25
Moore's House Colors, white.. 4	05
Moore's House Colors, colors. 3	90
Moore's Egyptian Paint, all colors 3	25
Moore's Floor Paint 3	50
Moore's Sani-Flat 3	00
Moore's Moora'mel 6	50
Jamieson's Crown Anchor ... 3	55
C.P.C. Pure, white 4	30
C.P.C. Pure, colors 4	05
O.P.W. Canada Brand, white. 4	05
O.P.W. Canada Brand, colors 3	75
O.P.W. Canada Brand, floor.. 3	50
O.P.W. Flat Wall, white.... 3	35
O P.W. Flat Wall, colors 3	25
Ramsay's Pure, white 4	15
Ramsay's Pure, colors 3	85
Martin-Senour, 100%, white.. 4	30
Martin-Senour, 100%, colors.. 4	05
Martin-Senour, Porch Paint .. 4	05
Martin-Senour, Neutone, white 3	35
Martin-Senour, Neutone, colors 3	25
Senour's Floor Paint 3	50
Sherwin-Williams, white 4	30
Sherwin-Williams, colors 4	05
Sherwin-Williams, floor 3	50
Flat Tone, white 3	35
Flat Tone, colors 3	25
Lowe Bros., H.S., white 4	30
Lowe Bros., H.S., colors 4	05
Lowe Bros.,hard drying floor.. 3	50
Mellotone, white 3	50
Mellotone, colors 3	35
Sanitone, white 3	35
Maple Leaf, white 4	30
Maple Leaf, colors 4	05
Maple Leaf, floor 3	50
Pearcy's Prepared, colors 3	50
Pearcy's Prepared, white 3	75

F.o.b. Montreal, Toronto.

PARIS GREEN	Per lb.
In barrels, about 600 lbs....	$0 48
In kegs, about 250 lbs. ...	0 48½
In 50 lb. and 100 lb. drums	0 49
In 25 lb. drums	0 50
In 1 lb. packets, 100 lbs. in case	0 52
In ½ lb. packets, 100 lbs. in case	0 54

F.o.b. Montreal, Quebec, Moncton, St. John and Halifax, Toronto, Hamilton, London and Ottawa. Terms one month net or 1% in 15 days.

PUTTY	Montreal Standard	Toronto Less than tons
Bulk, in casks	$5 60	$5 90
Bulk, 100-lb. drums..	6 45	6 75
Bulk, 25-lb. drums ..	6 70	7 00
Bulk, 12½-lb. irons..	6 95	7 25
Bladder, in bbls.	7 35	7 65

Ton lots standard are $5 per hundred pounds less; five-ton lots 60c less than above prices.
Pure Putty, $2 cwt. advance.
Ottawa prices are 20c; Hamilton 30c; London and Windsor 40c per 100 lbs. over Montreal quotations.

ROSIN
Barrels, 100 lbs. $8 00
Less, per lb. 0 10

SHELLAC
Pure White, gal. (1 gal. tins) $5 15
Pure Orange, gal. (1 gal. tins) 4 65
Gum Shellac, TN, 74-76c lb.; finest orange, 79-95c; bone dry white, 85c. F.o.b. Toronto, London.

PAINT AND VARNISH REMOVER

Taxite, 1 gal. cans	$3 30
B.H. Vanisher	3 00
Cumoff	3 30
Takof	2 75
O.P.W. Presto	2 75
Lingerwett 2	80-3 25
Solvo	3 00

F.o.b. Montreal, Toronto.

VARNISHES	Per gal. cans
No. 1 Furniture, extra, barrels, $1.10-$1.21 gal.; gal. tins ....$1.32-$1.43	
B.H. Stovepipe Varnish, Anchor, ½ pints, per doz....	1 40
Depend-on, list	3 50
B.H. Maritime Spar, list	7 20
Everlastic, Depend-on and Maritime Spar subject to discount of 40%.	
Elastilite	3 50
Granitine Floor Finish	3 50
Hydrox Spar	3 50
Sun Varnish	2 60
Sun Spar	4 63
Sun Waterproof Floor	3 40
Jasperite Interior and Exterior	3 00
Jasperite Pale Hard Oil	2 25
Jasperite Indestructo Floor Varnish	3 00
Jamieson's Copaline	3 02
M-S Marble-Ite Floor	3 29
M-S Wood-Var	3 29
M-S Double Spar	4 57
M-S Finest Interior	3 84
Elastic Interior	2 64
Mar-not	3 40
Quick Action House	2 40
Rexspar	4 62
Smear-Not	3 34
Kyanize Spar	4 94
Kyanize Cabinet Rubbing ..	3 84
Kyanize Interior	3 84
Luxeberry light	3 80
Luxeberry granite	3 52
Luxeberry spar	4 93
Ramsay's Universal	2 92
Crown Diamond Floor	2 60

F.o.b. Montreal, Toronto.

WATER PAINTS	
Opalite, 300 lb. bbls.	0 13½
Opalite, 100 lb. kegs	0 14
1 gal. packages, per pkg...	0 75
½ gal. package, per pkg....	0 40
Coralite, 5-lb. pkgs., white.	0 07
Coralite, 5-lb. pkgs., colors.	0 07½
B.H. Frescota, 5-lb. pkge., white	7 80
B.H. Frescota, 5-lb. pkge., colors	8 40

F.o.b. Montreal, Toronto.

WASTE	
Cream, Polishing	$0 21½
WHITE	
XXX	0 19
XX	0 18
X	0 16½
XC	0 15
Japanese	0 14
XXX Extra	0 19½
XX, grand.	0 18¼
XLCR	0 17
X Empire	0 15½
X Press	0 14
COLORED	
No. 5	0 15
No. 1	0 13½
No. 7	0 12
No. 1A	0 10¾
No. 1B	0 09½
Fancy	0 15½
Lion	0 14
Standard	0 12½
Popular	0 11
Keen	0 09½

Above lines subject to trade discount for quantity.

WAX	Per lb.
C. & B. Floor Wax $0	40
B.H. Wax	0 40
Ronuk Floor Wax, lb.	0 38
Berry Bros.	0 34
Imperial Floor Wax	0 40
Anchor	0 33
O.P.W. Lion Brand	0 45
Old English 0	53 0 62
Johnson's	0 62
Jamieson's liquid wax, gal. ...	2 75
Gold Medal	0 42
Edwards, lb.	0 40
Ramsay's	0 45
S. & W.	0 54
Crown Diamond	0 45

F.o.b. Montreal and Toronto.

WHITING	
Plain, in bbls. $2	50
F.o.b. Montreal, Toronto, London.	
Gilders, bolted, in bbls. $3	00
WOOD ALCOHOL	**Per gal.**
In five gallons	....
In barrels	....

$4 extra for barrels.
F.o.b. Montreal, Toronto, London.

CANADIAN ASBESTOS COMPANY

MONTREAL **TORONTO**

We carry the most complete stock of Asbestos Goods and Mill Supplies in Canada

Asbestos Paper and Millboard **Asbestos Pipe Covering**
Asbestos Cements **Blackote Rubber Roofing**

Cotton Waste and Oakum

Sole Canadian Agents:

PEERLESS RUBBER MFG. CO.—Rainbow Packing, Etc.
JOSEPH DIXON CRUCIBLE CO.—Crucibles, Graphite-Paint and Plumbago, Etc.
EHRET MAGNESIA MFG. CO—85% Magnesia Products.
ASBESTOS PROTECTED METAL CO.—Corrugated Siding and Roofing.



Talk Number Two Hundred and Nine

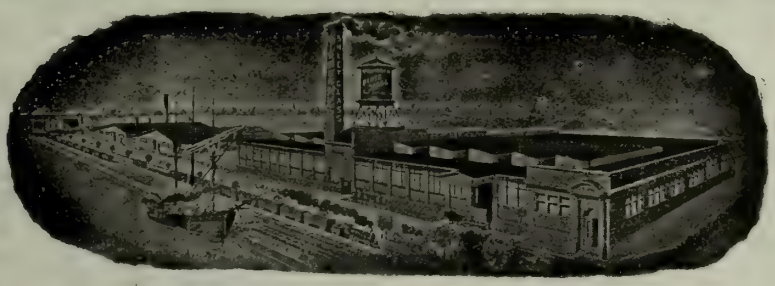
We told you two months back that when the sun got in it's good work there would be plenty of call for the tinsmith and sheet-metal man—Judging from the rush orders now they are busy bees.

TINKER TOM.

Look for Talk No. 210 next Week.

DOMINION SHEET METAL CORPORATION, Limited
HAMILTON, CANADA

RED **S** BRAND WINDOW GLASS



GLASS BENDERS TO THE TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

DON ROADWAY TORONTO

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863
Twelve Medals of Award at INTERNATIONAL Expositions.



INCORPORATED 1895
Special Grand Prize
GOLD MEDAL
Atlanta, 1895.

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY - - - - PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, $11.00.

Shot, soft, per cwt., $17.20; chilled, $18.70; buckshot, $18.00; ball, $18.40.

Dominion Metallics—B.B. Caps, $2.80; C.B. Caps, $3.50; 22 Short Black or Lesmok, $4; 22 Long Black or Lesmok, $4.80; 22 Short Smokeless, $4.30; 22 Long Smokeless, $6; 22 Long Rifle Black, $5.60; 22 Long Rifle Smokeless, $7 per M. net. Center Fire Pistol, 22%; Center Fire Sporting, 25% off American list.

American Metallics—B.B. Caps, $3.06; C.B. Caps, $3.85; 22 Short Black, $4.35; 22 Long Black, $5.25; 22 Long Rifle Black, $7.70; 22 Short Smokeless, $4.69; 22 Long Smokeless, $6.55; 22 Long Rifle Smoke, $7.65 per M. net. Center Fire Pistol, 10% on list; Center Fire Sporting, 10% on list.

Loaded Shells—Crown Black Powder, 12 ga., $31; Sovereign Smokeless, 12 ga., $38; Regale Smokeless, 12 ga., $38; Nitro Club Smokeless, 12 ga., $45; Canuck Smokeless, 12 ga., $41 per M. net. Empty Paper Shot Shells, $14 per M.; Empty Brass Shot Shells, $6.65 per 100.

ANVILS

Peter Wright, 80 lbs. and up, 25c per lb.; clip horn, 26c lb.

Norris, 80 lbs. and over, 16c.

AXES

Single Bit	$14 50	$20 00
Rouble Bit	16 50	21 50
Broad Axes	32 00	35 00

AUGER BITS

Standard List Prices per Dozen

3/16	$6 00	18/16	$12 00
4	5 00	19	14 00
5	5 00	20	14 00
6	5 00	21	16 00
7	5 00	22	16 00
8	5 00	23	18 00
9	6 00	24	18 00
10	6 00	25	21 00
11	7 00	26	21 00
12	7 00	27	24 00
13	8 25	28	24 00
14	8 25	29	27 00
15	9 50	30	27 00
16	9 50	31	30 00
17	12 00	32	30 00

Discounts from standard list prices

Irwin	10%
Gilmour	45%

BARS, CROW. $11.25 per 100 lbs.

BAR IRON

Bar Iron—$5.25 base; Swedish iron, $5.25; sleigh shoe steel, $5.50; spring steel, $6.50; machinery steel, $8.00.

BELTING

Rubber, 6 in. and under, 20-5%; over 6 in., 15-2½%.

Agricultural or No. 1 leather belting, 30-10-7½% off list.

Standard, 27-10% off list. Extra 27%.

"The "double" list is just twice the price of "single."

BELT LACING

In sides, tanned, $1.60 per lb.; cut, $1.80 per lb.; rawhide, sides, $1.55; cut, $1.75.

Blue Stone (Vitriol), 11¾c.

BOLTS

Carriage, ⅜ and smaller, up to 6 inch, 30%; over 6 inch, 15%; 7-16 inch and larger, 10%, machine, ⅜ and under, up to 4 inch, 35%; over 4 inch, 20%; 7-16 and over, 20%; machine set screws, 20%; plough bolts, 25%; stove bolts, 50%; shaft bolts, 5% on list; tire bolts, 45%; sleigh shoe bolts to ⅜ and smaller, 5% on list; 7-16 and up, 5% on list

BORAX. Borax, per lb., 14c.

BUILDING PAPER

Tarred, $1.10 to $1.60 per roll, according to quality; plain, 80c to $1.45.

BUTTS

Plated—No. 241 Antique Copper and Dull Brass Finish

	Per pr.
2½ x 2½ in.	37
3 x 3 in.	39
3½ x 3½ in.	40
4 x 4 in.	52
4½ x 4½ in.	75
5 x 5 in.	94

Wrought Steel—

No. 840	Net list
No. 800	5% on list
No. 838	Net list
No. 804	5% off list

CHAIN

Coil, 3-16 in., $19.20; ¼, $16.25; 5-16 in., $13.75; ⅜, $12.75; 7-16, $12.35; ½, $12.25; 9-16, $12.25; ⅝, $12.00; ¾, $11.65; 1 in., $11.40; Logging, 5-16 in., $15.55; ⅜, $14.55; ½, $14.05; tie-out, 47½%.

CHURNS

Barrel, No. 0, $6.75; No. 1, $6.75; No. 2, $7.50; No. 3, $8.25; No. 4, $9.75 each.

CLEVISES, MALL. 15c per lb.

CLOCKS—Alarm

	Each
Big Ben	$2 90
Baby Ben	2 90
America	1 35
Lookout	1 75
Sleepmeter	1 85

COPPER

Sheet and planished copper, 60c per lb. Tinned, 55c.

CORD SASH

Coils or Hanks

8, 9, 10 ..... 70 lb.

DRILLS

Bit stock, 45%; Blacksmith, ½ in. round shank, 40%.

EAVETROUGH

Eavetrough, per 100 ft., 8 in., $6.10; 10 in., $6.80; 12 in., $8.00.

Conductor pipe, 2 in., per 100 ft., $7.15; 3 in., $8.65; 4 in., $11.40.

ENAMELWARE

See Wares.

FILES

Globe	Discount 40-5%
Nicholson Gen.	Discount 30%

FITTINGS—Malleable.

Class A	60-10%
Class B and C, off new list	20%
Bushings	20%
Unions	40%
Nipples 4" and under	55%

FORMALDEHYDE

400-lb. bbls., 32c lb.; 200-lb. bbls., 33c lb.; 100-lb. bbls., 34c lb.; 10-lb. jugs, $3.75 each; 5-lb. jugs, $2.00 each; 2-lb. jugs, 85c each.

GALVANIZED WARE

See Wares.

GLASS, WINDOW

	Single	Double
Up to 25 in.	$15 50	19 50
26 to 40	16 50	22 00
41 to 50	19 50	25 00
51 to 60	20 50	25 50
61 to 70	21 50	27 00

GLASS (Plate)

Net list.

GLOBES—LANTERN

	Doz.
Short Pattern	$1 05
Cold Blast, regular	1 05

GRINDSTONES

Per 100 lbs., $3.50.

Mounted on steel frames, $6 to $7.50.

HARVEST TOOLS. 17½%.

HINGES

Light T and strap, 15% off.

Corrugated Strap Hinges — 4, $1.60; 5, $2.20; 6, $3.00; 8, $4.75; 10, $7.00; 12, $10.80.

Corrugated Tee Hinges—4, $2.00; 5, $2.50; 6, $3.40; 8, $5.70; 10, $8.50; 12, $12.00.

HORSESHOES

Iron, No. 0 to 1, $8.35; No. 2 and larger, $8.10; snowshoes, No. 0 to No. 1, $8.60; No. 2 and larger, $8.35; steel, No. 0 to 1, $8.80; No. 2 and larger, $8.55; featherweight, $9.95.

IRON, GALVANIZED

	Apollo and "Fleur Premier de Lis"
10¾ oz. or 2 8Eng.	$9 40
28 Am. or 26 Eng.	9 00
26 Am. or 26 Eng	8 70
24	8 55
22	8 55
18 and 20	8 40
16	8 25

IRONS, SAD

Common Sad Irons, 8 lbs., 11c uer lb.; 4 lbs., 14c per lb.

Mrs. Pott's No. 55, set	$2 00
Mrs. Pott's No. 50, set	2 15

Mrs. Pott's common and iron handles, $1.60 dozen. Mrs. Pott's improved, $2.10 a dozen.

JACKSCREWS

20% off list.

KNIVES—HAY

	Doz.
Heath's	$12 50
Lightning	12 50

LAMP CHIMNEYS

A, per case, 8 doz., $9.10 per doz., $1.25; B, per case 6 doz., $7.80; per doz., $1.40.

LANTERNS

No. 2, plain	$13 00
No. 25, Dash-board	17 50
Short Globe, doz.	13 00

LEAD PIPE, $12.40.

LEAD WASTE, $13.40.

LATCHES—THUMB, STEEL

	Doz.
2	$1 90
3	2 50
4	4 50

Barn Door

5	2 95
8	3 20
9	5 50

LINSEED OIL

See weekly report

MACHINES—WASHING

	Each
Dowswell	....
New Century B	....
New Idea	....
Snowball	....

Prices on application.

MATTOCKS

Pick, $13.85; cutter, $13.85.

MOPS

	Doz.
O'Cedar Polish, No. 1	$12 00
O'Cedar Polish, No. 3	12 00
Self-Wringing	5 75

MOWERS—LAWN

	14 in.	16 in
Woodyatt	$ 8 50	$ 9 00
Empress	11 00	11 50
Daisy	6 60	.....
Star	7 50	8 00

NAILS

Wire, f.o.b. Fort William, $5.35 base; Winnipeg, $5.85 base. Cut f.o.b. Winnipeg, $6.55.

NETTING—POULTRY

Net Prices per Roll.

1 in. mesh x 24 in.	$6 30
30 in.	7 65
36 in.	9 00
2 in. mesh x 24 in.	3 05
30 in.	3 60
36 in.	4 20
48 in.	5 60
60 in.	6 95
72 in.	8 30

NETTING. Poultry, Hexagon, 10%.

Banner Netting, 24 in., $4.75; 36 in., $6.10; 48 in., $7.25; 60 in., $8.50; 72 in., $9.75.

NUTS

Square, small lots, blank, 4½c tapped, 4¾c advance on list; Hexagon, small lots, blank, 4¾c; Tapped, 5c advance on list; case lots all styles, 1c less than above.

OILS

"Buffolite," 25c; Ideal Thresher, 50c; "B" Caster machine oil, 41c; Buffalo engine gasoline, 37c; Buffalo "A" gas engine oil, 55c; Royal gasoline, 37c; Family safety coal oil, 24½c; Summer black oil, 24½c; Kelso engine oil, 60c; Electro oil, 45c; Royalite oil, 21c; Standard gas engine oil, 45½c; Prairie Harvester oil, 53c.

PAINTS

Stephens' Out White, $4.45; Stephens' House, $4.20; Stephens' Floor, $3.65; Silkstone colors, $3.40; Silkstone white, $3.50; Stephens' Barn Paint, $1.45.

POLISH

O'Cedar —

	Doz
4 oz.	$2 00
12 oz.	4 00
1 quart	10 00
½ gal.	16 00
1 gal.	24 00

Liquid Veneer—

4 oz.	$2 00
12 oz.	4 00
1 quart	8 40
½ gal.	14 40

(Continued on second page

Bon Ton—	Doz.
¼ pints	1 35
½ pints	2 10
Pints	3 15
Quarts	5 10
½ gal.	9 00
Gal.	15 00



Mr. Potato Bug hasn't a chance

Not if you will cooperate to the fullest with the potato growers of your district by supplying them with the greatest bug destroyer on the market

Munro's Pure Paris Green

(Government Standard)

Munro's is the sure-fire killer that every farmer and gardener knows. It is a regular profit-bringer, easy to sell, and perfectly satisfactory ***always.*** A light, fluffy powder that sprays out evenly, covers thoroughly, and does not burn nor scorch the foliage Order from your nearest jobber or direct.

McARTHUR, IRWIN, LIMITED

MONTREAL

Established 1842

Winnipeg Hardware Quotations—Continued

PIPE, WROUGHT IRON

Per 100 ft.	Black	Galv.
¼ inch	$ 4 91	$ 7 20
⅜ inch	5 00	7 34
½ inch	6 66	8 37
¾ inch	8 33	10 71
1 inch	12 33	15 75
1¼ inch	16 65	21 29
1½ inch	19 94	25 43
2 inch	26 82	34 25
2½ inch	43 07	54 77
3 inch	56 40	71 70
3½ inch	73 86	.....
4 inch	87 25	.....
4½ inch	100 26	.....
5 inch	116 82	.....
6 inch	151 52	.....

PLASTER. Paris, per bbl., $4.50.

PLATES, CANADA

18 x 21 per box, half polish, $9.25; full polished, ...; 18 x 24, half polished, $9.25; full polished, ... 20 x 28, half polished, $9.50; full polished, ...

PUTTY

100-lb. irons	$7 20
25-lb. irons, per cwt.	7 80
1½-lb. tins	14½

RIVETS AND BURRS

Iron rivets, 30-10%; copper, No. 7, 45c lb.; No. 8, 46c; No. 10, 50c; No. 12, 54c.

Five-lb. assorted boxes, No. 8, 52c; No. 10, 55c lb.

Copper Burrs, No. 7, 45c; No. 8, 46c; No. 10, 50c; No. 12, 54c.

ROPE

Sisal, 28¼c base; pure Manila, 35¼c base; British Manila, 31¼c base; lath yarn, 28¼c base; African hemp, 31¼c base; cotton rope, ¼ and over, 66c lb.

Tarred Marline Hanks, per lb., 50c.

SANDPAPER—

Star—	Quire	Ream
00, 0	$0 33	$6 05
½	0 36	6 50
1	0 40	7 30
1½	0 45	8 25
2	0 52	9 30
2½	0 58	10 50
3	0 66	11 90

B. & A.—		
00, 0	$0 37	$6 75
½	0 40	7 15
1	0 45	8 10
1½	0 52	9 45
2	0 60	10 90
2½	0 70	12 50
3	0 80	14 30

SASH BALANCES (Caldwell). 10% on list.

SAWS, BUCK

Happy Medium, $12.00; Watch Spring, $12.50; Lance Tooth or Lightning Blades, $13.20.

SCREWS

Bright iron round head, 65%; flat head, 70%; round head, brass, 30%; flat head, brass, 35%; coach, 45%. Set Screws, 20-10%.

SCYTHES—	Doz.
Bramble	$15 50
Bush	15 50
Excelsior	17 00
Cast	15 00

SNATHS—

No. 2 loop	13 25
Bush	15 00

SWEEPERS, CARPET—

See list in regular "Current Market Quotations" Column, f.o.b. factory, Niagara Falls, Ont.

SWEEPERS, VACUUM—	Doz.
Grand Rapids, Nic.	$101 00
Household, Jap.	91 00
Superba, Nic.	117 00

F.o.b. Jobbers' Warehouse, Winnipeg. Prices guaranteed by manufacturers against their own decline to December 31, 1919.

STEEL SHEETS, BLACK

10 gauge	$7 05
12 gauge	7 10
14 gauge	7 15
16 gauge	7 25
18-20 gauge	7 30
22-24 gauge	7 35
26 gauge	7 90
28 gauge	8 00

SHOVELS AND SPADES—

Shovels—Fox and Olds, D.H., Sqr. Pt., $15.05 per doz.; D.H. Rd. Pt., $15.05 per doz.; L.H. Sqr. Pt., $15.05; L.H. Rd. Pt., $15.05; Bulldog & Jones, D.H., Rd. Pt., $16.30; D.H. Sqr. Pt., $16.30; L.H. Rd. Pt., $16.30; L.H., Sqr. Pt., $16.30; L.H., Rd. Pt., $16.30; Black Cat and Crescent Scoops—No. 4, $19.00 doz.; No. 6, $19.50; No. 8, $20.00; No. 10, $20.50; Moose & Jones Scoops, No. 4, $19.90; No. 6, $20.90; No. 8, $21.40.

SOLDER. Per pound, 34 to 35.

SPIKES

Pressed, ¼ in., $8.30; 5-16, $7.95; ⅜, $7.75; ½, $7.55.

STAPLES

Bright wire, per cwt., $5.15 at Fort William, $5.65 Winnipeg; galvanized staples, $5.95 Fort William, $6.45 Winnipeg.

STEEL

Sleighshoe, $5.50 base per cwt.; plow, common, $6.50; crucible plow, $7.50; angle, $5.35; harrow, $5.75 base; cast, octagon tool steel, 20c base; square tool, 20c base; spring, $7.50; machine, $8.00 base; tire, $5.90. Mild, 3-16, ¼, 5-16, $7.75 base; other sizes $5.50 base. Band steel, $5.50 base.

STEEL HOOPS

½ in., $8.35; ⅝ in., $8.00; ¾ in., $7.40; ⅞ in., $7.10; 1 in., $7.00; 1¼ in., $6.90; 1½ in., $6.80.

STEEL SQUARES

15% on list.

TACKS. Carpet, 65% list.

TIES. Cow, 10%.

TIN AND TERNE PLATE—

20 x 28 I.C. box	$23 50
20 x 28 I.X. box	27 00
20 x 33 I.C. box	28 50
20 x 33 I.X. box	32 50
Terne plates	24 00

TRAPS, GAME—	Doz.		
	Victor	H.& N.	Jump
No. 0	$1 95	$....	$....
No. 1	2 30	3 60	3 10
No. 1½	3 45	5 40	4 55
No. 2	4 80	7 50	6 70
No. 3	6 75	10 00	....

TUBS—	Wood	Fibre
No. 0	$21 35	$26 40
No. 1	18 80	22 65
No. 2	16 40	18 80
No. 3	14 00	15 95

TURPENTINE

See weekly report.

TWINE (WRAPPING)	Lb.
Cotton, 3-ply, cones	$0 66
Cotton, 3-ply, balls	0 69
Cotton, 4-ply, cones	0 70
Cotton, 4-ply, balls	0 73

VARNISHES—

Stephens Luminette, gal.	$2 20
Stephens Exalite, gal.	3 00

WARES, ETC.—

Scotch Grey, 40% discount.

Colonial, Imperial, Pearl, 20-7½% discount.

Premier, Canada, Diamond, discount 2½%.

Whiteware, 40-10% discount.

Japanned Ware, list, plus 30%.

Japanned Ware, white, list, plus 40%.

Japanned Sprinklers, list, plus 30%.

Stamped Ware, plain, 40-10% discount.

Stamped Ware, ret'd, 40% discount.

Pieced Tinware, ordinary, list, plus 40%.

Pieced Tinware, copper bottoms, list, plus 60%.

Sheet Iron Ware, list, plus 20%.

Light Galv'd Pails and Tubs, list, plus 20%.

Heavy Galv'd Pails and Tubs, plus 30%.

Jap. Coal Hods, list, plus 35%.

Galv'd Coal Hods, list, plus 50%.

WASHERS—

Iron, small lots, 45% off list plus $1.50; full boxes, iron, 38 1/3% off list plus $1.00.

WHITE LEAD—

Decorators' pure, ton lots, $16.90; less than ton lots, $17.25.

WIRE, BARB—

Lyman, 4-point, $4.85 Winnipeg; Glidden Cattle, 2-pt., $4.65 Winnipeg; Baker, 2-pt., $4.55 Winnipeg; plain twist, cwt., Winnipeg, $7.00 100 lbs.; plain galvanized; Winnipeg, No. 9, $5.50; No. 12, $5.65; coil spring, Winnipeg, No. 9, $5.55; No. 12, $5.70.

Patented screen in 100-ft. rolls, $3.50 per hundred sq. ft.; in 50-ft rolls, $3.60 per 100 sq. ft.

WIRE, PLAIN—

Bale ties, 14 gauge, single loop $7.25 Winnipeg; $6.75 Ft. William. Brass snare wire, per lb., 80c.

WIRE, ANNEALED—

No. 9, $6.00; 10, $6.06; 12, $6.20; 14, $6.40; 15, $6.55; 16, $6.70 per 100 lbs.

WRENCHES (NUT)—

Agricultural—	Doz.
6 in.	$6 70
8 in.	8 00
10 in.	9 40
12 in.	12 00
15 in.	16 80

Perfect Handle—	
6 in.	12 00
8 in.	14 40
10 in.	16 80
12 in.	21 60
15 in.	28 80
18 in.	38 40

WRENCHES (PIPE)—

Stillson—	Each
6 in.	$1 00
8 in.	1 15
10 in.	1 25
14 in.	1 75
18 in.	2 50
24 in.	3 65
36 in.	6 75

Trimo—	
10 in.	$1 50
14 in.	2 10
18 in.	3 00
24 in.	4 35

Always Ready—	Black	N.P. (Dozen)
No. 1	$4 20	$4 50
No. 2	5 75	6 00

WRINGERS—

Eze, $62.55 per doz. Reliance.

PENBERTHY

XL-96 EJECTOR

(SOMETIMES CALLED A SIPHON OR BILGE PUMP)

Will raise Water or other Liquids 25 feet by suction and when not lifting will elevate 25 to 100 feet on steam pressure 30 to 100 lbs.

Operated on 80 lbs. steam the XL-96 Ejector will lift 25 feet and elevate an additional 50 feet delivering 15 lbs. of water per lb. steam used.

Capacities 120 gallons to 18000 gallons per hour.



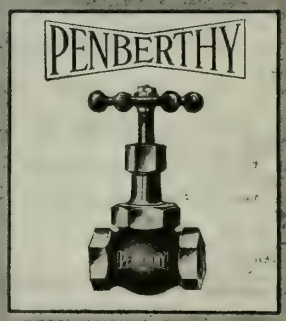
AUTOMATIC INJECTOR



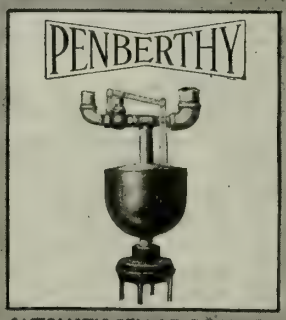
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PENBERTHY ALSO MANUFACTURE STEAM HYDRAULIC AND PNEUMATIC EJECTORS FOR PRIMING, PUMPING AND SPRAYING.



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AUTOMATIC CELLAR DRAINER

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Plewes, Ltd., Winnipeg, Man.

Air Cocks
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Agricultural Implements
The Bateman-Wilkinson Co., Ltd., Toronto. Ont.

Agricultural Products
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British Aluminium Co., Toronto.
Canada Metal Co., Toronto.
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Louis McLain Co., Ltd., Winnipeg, Man.

Aluminum Ware
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Louis McLain Co., Ltd., Winnipeg, Man.
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Dominion Cartridge Co., Montreal.
Lewis Bros., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.

Art Glass
Leeks and Potts, Limited, Hamilton, Ont.

Asbestos
Canadian Asbestos Co., Montreal, Que.
The Engineers' Supply Co., Winnipeg, Man.

Asbestos Pipe Specialties
Canadian Asbestos Co., Montreal, Que.

Asbestos Pipe Coverings
Canadian Asbestos Co., Montreal, Que.

Ash Sifters
Furnival & Co., Toronto.
J. Samuels & Co., Toronto.

Ankle Supports
Owen Sound Steel Press Works, Owen Sound, Ont.

Auto Accessories, Equipment and Supplies (Jobbers)
Auto Accessories, Ltd., Winnipeg, Man.
J. E. Beauchamp & Co., Montreal, Que.
Canada Sales Co., Toronto.
Crown Cycle & Motor Co., Montreal.
Great West Electric Co., Ltd., Winnipeg, Man.
Homer & Wilson, Hamilton, Ont.
Hyslop Bros., Toronto.
North American Hardware Co., Ltd., Montreal.
Prairie Motor Sales Co., Moose Jaw, Sask.
The Royal Canadian Specialties, Hamilton, Ont.
Samuel Trees & Co., Ltd., Toronto.
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Air-Tite Mfg. Co., St. Thomas, Ont.
W. H. Banfield & Sons, Ltd., Toronto.
Benjamin Electric Co., Toronto.
Boston Varnish Co., Everett Station, Boston, Mass.
Barcalo Mfg. Co., Buffalo, N.Y.
Canada Cycle & Motor Co., Ltd., Weston, Ont.
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Canadian Winckley Co., Ltd., Windsor, Ont.
Cannon Oiler Co., Keithsburg, Ill.
The Carborundum Co., Niagara Falls, N.Y.
Canada Dry Cells, Ltd., Winnipeg.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
The Durke-Atwood Co., Toronto, Ont.
Gutta Percha & Rubber, Ltd., Toronto.
Kinzinger, Bruce & Co., Niagara Falls, Ont.
Line, Kimball Co., Moose Jaw, Sask.
The Lockwood-Ash Motor Co., Jackson, Mich.
The Marquette Manufacturing Co., Inc., St. Paul, Minn.
M. H. Merchant Corporation, Syracuse, N.Y.
Metal Specialties Mfg. Co., Chicago, Ill.
The Locktite Mfg. Co., Windsor, Ont.
Frank Mossberg Co., Attleboro, Mass.
McKinnon Industries, Ltd., St. Catharines, Ont.
Northern Electric Co., Ltd., Montreal.
The Prismolite Sales Co., Westfield, N.Y.
Will B. Lane, Chicago, Ill.
Perfection Sanitary Brush Co., Toronto.
Rock Island Mfg. Co., Chicago, Ill.
C. A. Shaler Co., Waupun, Wis.
The Steel Trough & Machine Co., Ltd., Tweed, Ont.
The Sterns Tire & Tube Co. of Canada, Ltd., Toronto.
Thermoid Rubber Co., Trenton, N.J.
Trimont Mfg. Co., Roxbury, Mass.
Van Cleef Bros., Chicago, Ill.
The Van der Linde Rubber Co., Toronto.
Wilkinson & Kompass, Hamilton.
Williams & Co., J. H., Brooklyn, N.Y.
Wilson Auto Specialties, Ltd., Hamilton, Ont.

Automobiles
Canadian Pneumatic Tool Co., Ltd., Montreal.

Automobile Parts
Kinzinger, Bruce & Co., Ltd., Niagara Falls, N.Y.
McKinnon Industries, Ltd., St. Catharines, Ont.

Awnings
Finnie & Murray, Ltd., Winnipeg.
J. J. Turner & Co., Peterboro, Ont.

Axes
Canada Foundries & Forgings, Brockville, Ont.
Can. Warren Axe & Tool Co., St. Catharines.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.
Shurly-Dietrich Co., Ltd., Galt, Ont.

Axles
Guelph Spring & Axle Co., Ltd., Guelph, Ont.

Babbitt Metal
Thos. Birkett & Son Co., Ltd., Ottawa.
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal.
Hoyt Metal Co., Toronto.
Owl Metal Co., Winnipeg.
Lewis Bros., Ltd., Montreal.
Plewes, Ltd., Winnipeg, Man.
Tallman Brass & Metal Co., Hamilton.

Barb Wire
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Bars and Racks, Clothes
Stratford Mfg. Co., Ltd., Stratford, Ont.
Otterville Mfg. Co., Ltd., Otterville, Ont.

Barrel Covers
E. B. Eddy Co., Ltd., Hull, Que.

Barrel Liners
J. N. Warminton & Co., Montreal, Que.

Batteries, Dry
Canadian National Carbon Co., Ltd., Toronto.
Canada Dry Cells, Ltd., Winnipeg.
Great West Electric Co., Ltd., Winnipeg, Man.
Canadian General Electric Co., Toronto.
Dominion Battery Co., Ltd., Toronto, Ont.
North American Hardware Co., Ltd., Montreal.
Northern Electric Mfg. Co., Montreal.
Usona Mfg. Co., Windsor, Ont.

Batteries, Flashlight
Canadian National Carbon Co., Ltd., Toronto.
Dominion Battery Co., Ltd., Toronto, Ont.
Usona Mfg. Co., Windsor, Ont.

Baths, Enamelled and Copper
Canada Metal Co., Toronto.

Bath Room Fixtures
Kinzinger, Bruce & Co., Ltd., Niagara Falls.

Bends, Brass, Iron and Lead
Jas. Morrison Brass Mfg. Co., Toronto.

Bibbs, Basin and Bath Cocks, Compression
Jas. Morrison Brass Mfg. Co., Toronto.
The United Brassfounders, Ltd., Manchester, Eng.
Wentworth Mfg. Co., Hamilton, Ont.

Bibbs, Basin and Bath Cocks, Fuller
Jas. Morrison Brass Mfg. Co., Toronto.
The United Brassfounders, Ltd., Manchester, Eng.

Brake Lining
Thermoid Rubber Co., Trenton, N.J.
Haddow Brokerage Co., Montreal, Que.

Brass Goods
Haddow Brokerage Co., Montreal, Que.
The Penberthy Injector Co., Ltd., Windsor, Ont.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Stratford Brass Co., Ltd., Stratford, Ont.

Brass Castings and Goods
Canada Metal Co., Toronto.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Jas. Morrison Brass Mfg. Co., Toronto.
Tallman Brass & Metal Co., Hamilton.
The Penberthy Injector Co., Ltd., Windsor, Ont.
The United Brassfounders, Ltd., Manchester, Eng.
Williams Bros. & Piggott, Ltd., Birmingham.

Brass, Sheets and Rods
Canada Metal Co., Toronto.
A. C. Leslie & Co., Montreal.
Tallman Brass & Metal Co., Hamilton.

Beekeepers' Supplies
Canadian Bee Supply & Honey Co.

Bevels
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.
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Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
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Belting, Rubber
Can. Consolidated Rubber Co., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.
Plewes, Ltd., Winnipeg, Man.

Belting, Cotton
Dominion Belting Co., Hamilton, Can.
Plewes, Ltd., Winnipeg, Man.

Blacksmiths' Supplies
D. Ackland & Son, Winnipeg.

Blankets, Saddle
Burlington Windsor Blanket Co., Ltd., Toronto.
Galt Robe Co., Galt, Ont.
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Blankets, Horse
J. J. Turner & Co., Peterboro, Ont.

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Bolts and Nuts
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
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Northern Bolt, Screw & Wire Co., Owen Sound.
London Bolt & Hinge Works, London, Ont.
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Wilkinson & Kompass, Hamilton.

Bolts, Eye
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Williams & Co., J. H., Brooklyn, N.Y.

Bolts, Panic
Wm. Newman & Sons, Birmingham, Eng.

Boring Bars
Williams & Co., J. H., Brooklyn, N.Y.

Boxes, Tin
A. R. Whittal Can. Co., Ltd., Montreal, Que.

Boots, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Boot Calks and Tools
Steel Co. of Canada, Ltd., Hamilton.

Boring Bars
Pratt & Whitney Co. of Canada, Ltd., Dundas.

Box Opening Tools
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Bale Ties
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.
Laidlaw Bale Tie Co., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

Bale Tie Buckles
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Barbed Wire
Banwell, Hoxie Wire Fence Co., Ltd., Hamilton.

Baskets
Walter Woods & Co., Hamilton.

Barn Door Hangers
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Steel Goods Co., Hamilton.
National Mfg. Co., Sterling, Ill.
Safety Door Hanger Co., Hamilton, Ont.
Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Guelph, Ont.

Barrel Stands
Wakyte Mfg. Co., Winnipeg.

Barrels, Steel
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

Balers, Steel
Climax Baler Co., Hamilton.
Spielmann Agencies, Montreal.

Bit, Braces
Caverhill, Learmont & Co., Montreal.
Russell Jennings Mfg. Co., Chester, Conn.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Black Sheets
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Brackets, Shelf
Canada Steel Goods Co., Hamilton.
The Stanley Works, New Britain, Conn.

Box Strapping
J. E. Beauchamp & Co., Montreal.
The Stanley Works, New Britain, Conn.
J. N. Warminton & Co., Montreal, Que.

Blasting Supplies
Dupont Powder Co., Wilmington, Del.

Building Papers
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Dominion Oil Cloth Co., Ltd., Montreal, Que.

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"Save the surface and you save all" *Paint & Varnish*



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The Jamieson line has stood the test — has proved its selling power—in every pinch since 1858.

Uniform quality and dependability have kept it a leader in the field. Mr. Dealer, this is Paint time. This is the season when busy householders have time and inclination to do a little painting both in and outside the house. Are you ready?

Jamieson's Pure Paints and Varnishes will keep sales moving faster because of their wide reputation for giving permanent satisfaction.

Write now for the Jamieson plan to keep you "on top" in your locality.

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Walter Woods & Co., Hamilton, Can.

Butter Workers
Beatty Bros., Ltd., Fergus, Ont.

Butts and Hinges
Canada Foundries & Forgings, Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Caverhill, Learmont & Co., Montreal.
Chicago Spring Butt Co., Chicago, Ill.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Burrs
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton.
Parmenter & Bulloch, Gananoque.

Bread and Cake Makers
Thos. Davidson Mfg. Co., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.

Breast Drills
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.

Brushes and Brooms
The Boeckh Co., Limited, Toronto.
Meakins & Sons, Ltd., Hamilton.
Perfection Sanitary Brush Co., Toronto.
The Rubberset Co., Limited, Toronto.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Walter Woods & Co., Hamilton.
Yates & Co., Halifax, Eng.

Bits, Auger
Caverhill, Learmont & Co., Montreal.
Russell Jennings Mfg. Co., Chester, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.
Wilkinson & Kompass, Hamilton.
Scythes, Ltd., Toronto.

Bits, Forstner
Progressive Mfg. Co., Torrington, Conn.

Bicycles
Canada Cycle & Motor Co., Toronto,
Crown Cycle & Motor Co., Montreal, Que.
Hyslop Bros., Ltd., Toronto.
Iver Johnson Arms & Cycle Works, Ltd., Fitchburg, Mass.

Birch Seats
Canadian Veneering Co., Montreal, Que.

Brake Lining
Crown Cycle & Motor Co., Montreal, Que.

Brooms
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.
Walter Woods & Co., Ltd., Hamilton, Ont.

Brushes, Shaving
The Boeckh Co., Limited, Toronto.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Meakins & Sons, Ltd., Hamilton, Ont.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Brushes, Scrub, Shoe and Stove
The Boeckh Co., Limited, Toronto.
Meakins & Sons, Ltd., Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.
Yates & Co., Halifax, Eng.

Brushes, Floor
Boeckh Co., Limited, Toronto.
Perfection Sanitary Brush Co., Toronto.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Brushes, General
The Boeckh Co., Limited, Toronto.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.
Yates & Co., Halifax, Eng.

Buckles, Harness and Trunks
McKinnon Industries, Ltd., St. Catharines, Ont.

Builders' Hardware
Allith Mfg. Co., Ltd., Hamilton, Ont.
Caverhill, Learmont & Co., Montreal.
Canada Steel Goods Co., Hamilton.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
R. Johnson, Clapham & Morris, Ltd., Manchester, Eng.
National Hardware Co., Orillia, Ont.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.
Stratford Brass Co., Ltd., Stratford, Ont.

Bumpers, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Cabinet Hardware
Stratford Brass Co., Ltd., Stratford, Ont.

Canoes and Boats
Canadian Canoe Co., Peterborough, Ont.
Peterborough Canoe Co., Peterborough, Ont.

Calks, Boot
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Calipers and Dividers
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
L. S Starrett Co., Athol, Mass.

Caliper Gauges
Williams & Co., J. H., Brooklyn, N.Y.

Camp Furniture and Goods
Finnie & Murray, Ltd., Winnipeg.
J. J. Turner & Sons, Ltd., Peterboro, Ont.
Otterville Mfg. Co., Ltd., Otterville, Ont.

Cans, Milk
The A. R. Whittal Can. Co., Ltd., Montreal.

Cans, Paint
The A. R. Whittal Can. Co., Ltd., Montreal.

Cans
The A. R. Whittal Can. Co., Ltd., Montreal.

Cans, Oil
Cannon Oiler Co., Keithsburg, Ill.

Caps for Hubs
McKinnon Industries, Ltd., St. Catharines, Ont.

Carriage Hardware
Stratford Brass Co., Ltd., Stratford, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Cartridges
Dominion Cartridge Co., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.

Castings, Brass, Bronze and Aluminum
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Cash Carriers
Gipe-Hazard Store Service Co., Toronto.

Cash Registers
The National Cash Register Co. of Canada, Ltd., Toronto.

Casters
Canada Foundries & Forgings, Ltd., Brockville.
The Faultless Caster Co., Evansville, Ind.

Castor Oil
B. & S. H. Thompson & Co., Ltd., Montreal, Que.

Carpenters' Tools
Haddow Brokerage Co., Montreal, Que.

Carpet Sweepers
Bissell Carpet Sweeper Co, of Canada. Ltd., Niagara Falls, Ont.
Caverhill, Learmont & Co., Montreal.
Walter Woods & Co., Hamilton.

Carriage Castings
McKinnon Industries, Ltd., St. Catharines, Ont.

Casseroles
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Chains, Coil, Boom, Hammock, Tether, Dog, Halter, Cow, Breast, Trace, Tire
McKinnon Chain Co., St. Catharines, Ont.

Cable Carriers
Gipe-Hazard Store Service Co., Toronto.

Cellar Drainers
The Penberthy Injector Co., Ltd., Windsor, Ont.

Cement, Asbestos
Canadian Asbestos Co., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Cement, Rubber
Van Cleef Bros., Chicago, Ill.

Cement, Roofing
Geo. W. Reed & Co., Ltd., Montreal, Que.

Chains, Cut-Link
The Niagara Falls Metal Stamp'g Works, Niagara Falls, N.Y.

Chains, Folding
J. E. Beauchamp & Co., Montreal, Que.

Chain Pipe Wrenches
J. H. Williams & Co., Brooklyn, N.Y.

Chair Seats
J. E. Beauchamp & Co., Montreal, Que.
Canadian Veneering Co., Acton Vale, Que.

Chairs for Automobile, Camp and Boat
McKinnon Industries, Ltd., St. Catharines, Ont.

Choppers, Ice
The Haddow Brokerage Co., Montreal, Que.
L. & I. J. White Co., Buffalo, N.Y.

Chisels, Cape, Cold, etc.
Brown-Boggs Co., Ltd., Hamilton.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Check Protectors
W. G. Patrick & Co., Ltd., Toronto.

Checking Floor Hinges
Chicago Spring Butt Co., Chicago, Ill.

Chemical Closets
Wakyte Mfg. Co., Winnipeg, Man.

Chemical Specialties
B. & S. H. Thompson & Co., Ltd., Montreal, Que.
Van Cleef Bros., Chicago, Ill.
Vol-Peek Mfg. Co., Montreal.

Choppers, Food
Landers, Frary & Clark, New Britain, Conn.

Chucks, Tap
Wells Bros. of Canada, Galt.

Churns, Hand and Power
Beatty Bros., Ltd., Fergus.
Caverhill, Learmont & Co., Montreal.
Dowswell, Lees Co., Hamilton.
Landers, Frary & Clark, New Britain, Conn.
Medalta Stoneware Co., Ltd., Medalta, Ont.
Merchants Hardware Specialties, Ltd., Calgary.
Walter Woods & Co., Hamilton.

Clamps "C"
J. H. Williams & Co., Brooklyn, N.Y.

Clothes Bars and Racks
Otterville Mfg. Co., Ltd., Otterville, Ont.

Clothes Racks
Walter Woods & Co., Hamilton.

Clamps
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Williams & Co., J. H., Brooklyn, N.Y.

Clippers
Chicago Flexible Shaft Co., Chicago, Ill.

Closets
Wakyte Mfg. Co., Ltd., Winnipeg, Man.

Closet Seats
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Clothes Dryers
The Coleman Fare Box Co., Ltd., Toronto.
Dowswell, Lees Co., Ltd., Hamilton, Can.

Clothes Lines
The Coleman Fare Box Co., Ltd., Toronto.

Clothes Line (Wire)
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Clothes Horses
Stratford Mfg. Co., Stratford, Ont.

Coal Chutes
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Coffee Percolators and Urns
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Landers, Frary & Clark, New Britain, Conn.

Corrugated Fasteners
J. E. Beauchamp & Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

Collar Balls
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Collar Pads
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto, Ont.

Cotton Duck
Scythes & Co., Ltd., Toronto, Ont.

Cotton Gloves
American Pad & Textile Co., Chatham.

Coal Chutes
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Coal Hods
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

Cobblers' Sets
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Cookers, Steam
Louis McLain Co., Ltd., Winnipeg, Man.

Cookers, Fireless
Royal Fireless Cooker Co., Ottawa, Ont.

Conductor Pipe, Hooks, Heads, etc.
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Winnipeg Ceiling & Roofing Co., Winnipeg.
Wheeler & Bain, Toronto.

Connecting Rods
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Williams & Co., J. H., Brooklyn, N.Y.

Coopers' Tools
Haddow Brokerage Co., Montreal, Que.

Coping Saws
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Cordage
Brantford Cordage Co., Ltd., Brantford, Ont.
Consumers Cordage Co., Montreal,
Plymouth Cordage Co., North Plymouth, Mass.
Scythes & Co., Ltd., Toronto, Ont.

Corners, Chest
The Brainerd Mfg. Co., East Rochester, N.Y.

Crank Pulls (Wire)
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Crank Shafts
Williams & Co., J. H., Brooklyn, N.Y.

Crowbars
B. J. Coghlin & Co., Montreal.

Crocks, Butter
Medalta Stoneware Co., Ltd., Medicine Hat, Alta.

Crucibles
Canadian Asbestos Co., Montreal, Que.

Cultivators
The Bateman-Wilkinson Co., Ltd., Toronto. Ont.
J. E. Gilson Co., Port Washington, Wis.
C. S. Norcross & Sons, Bushnell, Ill.

Cutlery
The Acme Shear Co., Bridgeport, Conn.
Bridgeport Hdwe. Mfg. Co., Bridgeport, Conn.
The Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.
Geo. Butler & Co., Ltd., Sheffield, Eng.
The Canadian Wm. A. Rogers Co., Ltd., Toronto.
Caverhill, Learmont & Co., Montreal.
Geneva Cutlery Co., Geneva, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
James Hutton & Co., Montreal.
Jonathan Crookes & Son, Ltd., Sheffield, Eng
Lewis Bros., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Oneida Community, Ltd., Oneida, N.Y.
Henry Rogers' Son & Co., Ltd., Sheffield, Eng.
Wm. Rogers Mfg. Co., Niagara Falls, Ont.

Cutters
Butterfield & Co., Inc., Rock Island, Que.
The Rapid Tool & Machine Co., Ltd., Montre
Trimont Mfg. Co., Roxbury (Boston, Mass.).

Curry Combs
The Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.

Cuspidors
Thos. Davidson Mfg. Co., Ltd., Montreal.
E. B. Eddy Co., Ltd., Hull, Que.

Dairy Pails
Thos. Davidson Mfg. Co., Ltd., Montreal.
Soren Bros., Toronto, Ont.

Dampers, Stove Pipe
Canada Foundries & Forgings, Brockville, Ont

Dashes, Buggy and Carriage
McKinnon Industries, Ltd., St. Catharines, Ont.

Desks, School
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Diaphragms, Rubber

Dies, Stocks, etc.
Butterfield & Co., Rock Island, Que.
Canadian Fairbanks-Morse Co., Montreal.
Pratt & Whitney Co. of Canada, Ltd., Dundas.
The Rapid Tool & Machine Co., Ltd., Montreal.
Wells Bros. Co. of Canada, Galt.

Disinfectants
J. E. Beauchamp & Co., Montreal, Que.

Display Racks and Stands
Cameron & Campbell, Toronto.
National Mfg. Co., Sterling, Ill.

Doors
Sanderson-Harold Co., Ltd., Paris, Ont.

Door Bolts
Canada Steel Goods Co., Hamilton, Can.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.

Door Knobs
Cartland & Son, Ltd., James, Birmingham, Eng.



You Need Ample Stock of

CANADA PAINT

There is going to be more painting done this year than last year, and the Canada Paint line is going to get a big share of the business.

So prepare! See that you have an ample stock of Canada Paint on hand.

Canada Paint goods are moving off the shelves briskly. Old customers are calling for Canada Paint, and they expect you to have it on hand. New customers are hard to secure if you haven't a full range in colors and sizes, and plenty in stock for immediate delivery.

NOW IS THE TIME! Grasp the Opportunity!

Get in front of the enormous impulse given to painting and varnishing this year, by the advertising bearing the slogan

"Save the surface and you save all" *Paint & Varnish*

Take a look at your shelves—and send a sorting order to-day if best selling colors are short. It will receive immediate attention.

THE CANADA PAINT CO., LIMITED

Makers of the Famous Elephant Brand White Lead

572 William Street, Montreal **112 Sutherland Avenue, Winnipeg**

THE BUYERS' GUIDE

Door Checks
Canadian Yale & Towne, St. Catharines.
Wm. Newman & Sons, Birmingham, Eng.

Door Hangers
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Steel Goods Co., Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.
National Mfg. Co., Sterling, Ill.

Door Springs
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Wm. Newman & Sons, Birmingham, Eng.

Door Pulls
Stratford Brass Co., Ltd., Stratford, Ont.

Doubletrees
McKinnon Industries, Ltd., St. Catharines, Ont.
West-Woods, Ltd., Winnipeg, Man.

Draining Tools
Canadian Shovel & Tool Co., Hamilton, Can.

Drills, Breast
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.

Drill Chucks
Goodell-Pratt Co., Greenfield, Mass.

Drills, Blacksmiths'
Canada Foundries & Forgings, Brockville.

Drills
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Butterfield & Co., Inc., Rock Island, Que.
Goodell-Pratt Co., Greenfield, Mass.
Jones & Shipman, Ltd., Leicester, Eng.
North Bros. Mfg. Co., Philadelphia, Pa.
Plewes, Ltd., Winnipeg, Man.
Stanley Rule & Level Co., New Britain, Conn.
Wilkinson & Kompass, Hamilton, Ont.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.
Pratt & Whitney Co. of Canada, Ltd., Dundas, Ont.
Wilt Twist Drill Co. of Canada, Ltd., Walkerville, Ont.

Drills, Twist
Wilt Twist Drill Co. of Canada, Ltd., Walkerville, Ont.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Drop Forgings
McKinnon Industries, Ltd., St. Catharines, Ont.
Williams & Co., J. H., Brooklyn, N.Y.
Spielmann Agencies, Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Dry Colors
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
Ottawa Paint Works, Ottawa.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.
Martin-Senour Co., Ltd., Montreal.
McArthur Irwin, Montreal.
Stewart & Wood, Toronto.

Dusters
Channell Chemical Co., Toronto.

Dynamite
Du Pont American Industries, Wilmington, Del.

Dry Cells
Canada Dry Cells, Ltd., Winnipeg.
Canadian National Carbon Co., Toronto.
Canadian H. W. Johns-Manville Co., Toronto.
Canadian General Electric Co., Ltd., Toronto.
Dominion Battery Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man
Spielmann Agencies, Ltd., Montreal, Que.

Eavetrough
Pedlar People, Limited, Oshawa.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Metal Shingle & Siding Co., Ltd., Preston, Ont.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Egg Beaters
Louis McLain Co., Ltd., Winnipeg, Man.
Collette Mfg. Co., Collingwood.

Egg Cases
Miller Bros. Co., Ltd., Montreal, Que.
Walter Woods & Co., Hamilton.

Egg Case Fillers
Miller Bros. Co., Ltd., Montreal, Que.
Walter Woods & Co., Hamilton, Can.

Ejectors and Syphons
The Penberthy Injector Co., Ltd., Windsor, Ont.
Jas. Morrison Brass Mfg. Co., Toronto.

Elbows
Thos. Davidson Mfg. Co., Ltd., Montreal.
Pedlar People, Ltd., Oshawa, Ont.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Electric Bells
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man

Electric Fans
Canadian General Electric Co., Ltd., Toronto
Great West Electric Co., Ltd., Winnipeg, Man
The A. C. Gilbert-Menzies Co., Toronto.
Northern Electric Co., Ltd., Montreal.

Electric Fixtures
W. H. Banfield & Sons, Ltd., Toronto.
Canadian General Electric Co., Ltd., Toronto
Great West Electric Co., Ltd., Winnipeg, Man
Northern Electric Co., Ltd., Montreal.
Tallman Brass & Metal Co., Hamilton.

Electric Grates
Barton-Netting Co., Ltd., Windsor, Ont.
Great West Electric Co., Ltd., Winnipeg, Man

Electric Plates
Louis McLain Co., Ltd., Winnipeg, Man

Electric Specialties
Benjamin Electric Co., Toronto.
Canadian General Electric Co., Ltd., Toronto
Canadian National Carbon Co., Toronto.
The Clemens Electrical Corporation, Hamilton.
Dominion Battery Co., Ltd., Toronto, Ont.
Great West Electric Co., Ltd., Winnipeg, Man
The Hessco Electric Mfg. Co., Toronto, Ont.
Landers, Frary & Clark, New Britain, Conn.
National Electric Heating Co., Toronto.
North American Hardware Co., Ltd., Montreal, Que.
Northern Electric Co., Ltd., Montreal.
Spielmann Agencies, Ltd., Montreal, Que.
Usona Mfg. Co., Windsor, Ont.

Electric Supplies
W. H. Banfield & Sons, Ltd., Toronto.
The Can. General Electric Co., Ltd., Toronto.
The Hessco Electric Mfg. Co., Toronto, Ont.

Emery
Dominion Glue & Emery Co., Montreal, Que.

Enamels
Boston Varnish Co., Everett Station, Boston, Mass.
British America Paint Co., Ltd., Victoria, B.C.
Wm. Harland & Sons, Toronto.
Sturgeons, Ltd., Toronto.

Enamelled Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.
E. T. Wright & Co., Hamilton, Ont.
Sheet Metal Products Co. of Canada, Ltd., Toronto

Emery Glass and Papers
John Oakey & Sons, London, Eng.

Emery (Grain and Sheets)
DesRochers, Ltd., Montreal, P.Q.

Eveners for 2, 3, 4, 6 and 8 Horses
Gregg Mfg. Co., Ltd., Winnipeg, Man
D. Ackland & Son, Ltd., Winnipeg, Man.
McKinnon Industries, Ltd., St. Catharines, Ont.
West-Woods, Ltd., Winnipeg, Man.

Evaporators
Steel Trough & Machine Co., Ltd., Tweed, Ont.

Excelsior
Rankin & Co., Ltd., Toronto.

Explosives
Du Pont Powder Co., Wilmington, Del.
Hercules Powder Co., Wilmington, Del.

Escutcheon Pins
Parmenter & Bulloch Co., Ltd., Garanoque, Ont
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Exterminator, Rat and Roach
The Common Sense Mfg. Co., Toronto.

Extinguishers, Fire
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
H. W. Johns-Manville Co., New York.
Northern Electric Co., Montreal.
Pyrene Mfg. Co., Ltd., Montreal, Que.

Fanlight Openers
Jas. Cartland & Son, Ltd., Birmingham, Eng.

Fasteners, Storm, Sash and Screen
National Mfg. Co., Sterling, Ill.
Stratford Brass Co., Ltd., Stratford, Ont.
The Stanley Works, New Britain, Conn.

Farm Lighting Outfits
Canadian General Electric Co., Ltd., Toronto.
Northern Electric Co., Montreal.

Faucets, Petroleum
Can. Foundries & Forgings, Ltd., Brockville, Ont

Feed Boxes
Canada Foundries & Forgings, Brockville

Feed Cookers
Wheeler & Bain, Toronto.

Felts (Tarred and Carpet)
Alex. McArthur & Co., Montreal, Que.
J. H. McComb, Ltd., Montreal, Que.

Fencing and Gates
Banwell-Hoxie Wire Fence Co., Hamilton.
McGregor-Banwell Fence Co., Ltd., Walkerville.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
B. Greening Wire Co., Hamilton, Ont.
Standard Tube & Fence Co., Woodstock.
Steel Co. of Canada, Ltd., Hamilton

Fences, Woven Wire, Farm and Ornamental
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

Fenders for Buggy and Carriage
McKinnon Industries, Ltd., St. Catharines, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Fire Appliances and Liquids
Pyrene Mfg. Co., Ltd., Montreal, Que.

Fire Arms
Colts Patent Fire Arms Mfg. Co., Hartford Conn.
Harrington & Richardson Arms Co., Worcester, Mass.
Johnson Iver Arms & Cycle Works, Fitchburg Mass.

Files
E. C. Atkins Co., Hamilton, Can.
G. & H. Barnett Co., Philadelphia.
Delta File Works, Philadelphia.
Henry Disston & Sons, Ltd., Philadelphia, Pa
The Ingersoll File Co., Ingersoll, Ont.
Nicholson File Co., Port Hope, Ont.
Plewes, Ltd., Winnipeg.
Simonds Canada Saw Co., Montreal
Wilkinson & Kompass, Hamilton.
DesRochers, Ltd., Montreal, P.Q.

Fillers
Boston Varnish Co., Everett Station, Boston, Mass

Fire Door Fittings
Allith Mfg. Co., Ltd., Hamilton, Ont
Taylor-Forbes Co., Guelph, Ont.

Fire Extinguishers
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Pyrene Mfg. Co., Ltd., Montreal, Que.

Fire Department Supplies
Canadian Consolidated Rubber Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber, Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
Northern Electric Co., Montreal.

Fire Escapes
The Dennis Wire & Iron Works Co., Ltd., London

Fire Pails
E. B. Eddy Co., Ltd., Hull, Que.

Fireplace Fixtures
Barton-Netting Co., Ltd., Windsor, Ont.
Stover Mfg. & Engine Co., Freeport, Ill.

Fireplace Screens
Canada Wire & Iron Goods Co., Hamilton, Ont

Fishing Tackle and Accessories
Marble Arms & Mfg. Co., Gladstone, Mich.

Flags
J. J. Turner & Sons, Ltd., Peterboro, Ont.
Scythes & Co., Ltd., Toronto, Ont.
Finnie & Murray, Ltd., Winnipeg, Man.

Flashlights, Electric
Canadian General Electric Co., Ltd., Toronto
Canadian National Carbon Co., Toronto.
Canada Dry Cells, Ltd., Winnipeg.
Crown Cycle & Motor Co., Montreal.
Dominion Battery Co., Ltd., Toronto, Ont.
Great West Electric Co., Ltd., Winnipeg, Man
Merchants Hardware Specialties, Ltd., Calgary Alta.
Metal Specialties Mfg. Co., Chicago
Northern Electric Co., Montreal.
Usona Mfg. Co., Windsor, Ont.
Ward & Gladstone, Manchester, Eng.

Flatware
Canadian Wm. A. Rogers, Toronto.
Oneida Community, Ltd., Oneida, N.Y.

Flower Pots
E. B. Eddy Co., Ltd., Hull, Que.

Fly Swatters
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Food Choppers
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn
Merchants Hardware Specialties, Ltd., Calgary

Force Cups
Canadian Consolidated Rubber Co., Toronto.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber, Ltd., Toronto.

Ford Car Parts
Crown Cycle & Motor Co., Montreal.

Ford Car Specialties
Benjamin Electric Co., Toronto.
Royal Canadian Specialties, Hamilton, Ont.

Forgings
McKinnon Industries, Ltd., St. Catharines, Ont.
Whitman & Barnes Mfg. Co., St. Catharines, Ont

Forgings, Drop
McKinnon Industries, Ltd., St. Catharines, Ont.

Funnels
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Furnaces
The Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.
Canada Foundries & Forgings, Brockville
Enterprise Mfg. Co., Sackville, N.B.
The Empire Stove and Furnace Co., Ltd., Owen Sound.
The Gurney Foundry Co., Ltd., Toronto.
The Hall-Zyrd Foundry Co., Ltd., Hespeler, Ont.
Jas. Stewart Mfg. Co., Ltd., Woodstock
Merchants Hardware Specialties, Ltd., Calgary
Record Fdry. & Machine Co., Ltd., Moncton, N.B

Fruit Jars
Walter Woods & Co., Hamilton.

Furniture Polish
Buffalo Specialty Co., Buffalo, N.Y
Canada Paint Co., Montreal.
Channell Chemical Co., Toronto
Imperial Oil Co., Ltd., Toronto.
Saunders & Co., Montreal, Que.
Sherwin-Williams Co., Montreal
The Vlit Mfg. Co., Montreal, Que.

Fuses, Electric
The Hessco Electric Mfg. Co., Toronto.

Fuses, Electric, Refillable
The Clemens Electrical Corporation, Hamilton

Fuse Wire
Canada Metal Co., Ltd., Toronto
Great West Electric Co., Ltd., Winnipeg, Man

Floor Stands
Jenkins Bros., Ltd., Montreal

Floor Checks, Single or Double
Chicago Spring Butt Co., Chicago, Ill

Flanges for Wheels
McKinnon Industries, Ltd., St. Catharines, Ont

Flag Holders
J. E. Beauchamp & Co., Montreal.

Flint Cloths
John Oakey & Sons, London, Eng

Floor Dressing
Imperial Oil Co., Ltd., Toronto, Ont

Galvanizers
McKinnon Industries, Ltd., St. Catharines, Ont

Galvanized Steel Sheets
Dominion Sheet Metal Co., Ltd., Hamilton.
A. C. Leslie & Co., Montreal
Pedlar People Ltd., Oshawa, Ont.
R. & S. H. Thompson & Co., Ltd., Montreal, Que
Winnipeg Ceiling & Roofing Co., Winnipeg



Barrett Everlastic Roofings

When you sell a roll of roofing—

You want to be able to *forget* that roll of roofing. You want to know that the person who buys it will be more than satisfied with the service it gives him, not only tomorrow, but *years from now.*

For it is satisfaction that keeps your customers thinking favorably of your establishment and causes them to come back year after year for more of the kind of merchandise you sell.

Therefore, you know it is to your own interest, as well as to the interest of your customers to, recommend high-grade roofings like Everlastic "Rubber" Roofing and Everlastic Slate-Surfaced Roofing.

Both of these roofings are made by The Barrett Company, with more than 60 years successful experience in roofing. You can depend upon them because they are made with the same care, and go through the same rigid inspection, as do the materials going into the famous Barrett Specification Roofs, which cover more permanent flat-roofed buildings than any other type of roof.

Everlastic "Rubber" Roofing



This is one of our most popular roofings. Thousands upon thousands of buildings are protected from wind and weather by Everlastic "Rubber" Roofing. It is tough, pliable, elastic and very durable, and can be sold at a moderate price. It is made of high-grade waterproof materials, and is a roofing you can sell with perfect confidence that it will give satisfaction to your customers.

Made in 1, 2, and 3-ply weights, each roll containing enough to cover 100 square feet of roofing surface. Complete with nails and cement for laps will weigh about as follows: Light (1-ply) 35 lbs.; Medium (2-ply) 45 lbs.; Heavy (3-ply) 55 lbs. per roll.

Everlastic Slate-Surface Roofing



The most beautiful and durable roll roofing made. Surfaced with real crushed slate in soft shades of red or green. The slate not only makes a very handsome roof, but one that is fire—and weather—resisting and very durable.

Remind your customers that this roofing requires no painting as the colors are fast. Comes in rolls 32 inches wide, weighing about 80 lbs. Nails and cement are included in each roll.

Write nearest office for prices and further details.

MONTREAL TORONTO ST. JOHN, N.B. HALIFAX, N.S.

The Barrett Company LIMITED

WINNIPEG VANCOUVER SYDNEY, N.S.

THE BUYERS' GUIDE

Garden Cultivators and Weeders
C. S. Noreross & Sons, Bushnell, Ill.
Eureka Planter Co., Woodstock.

Garden Seeders and Hoes
The Bateman-Wilkinson Co., Ltd., Toronto.

Garden Seats
J. E. Beauchamp & Co., Montreal.

Garden Tools
The Bateman-Wilkinson Co., Ltd., Toronto.

Garage Hardware
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Steel Goods Co., Hamilton, Can.
The Louden Machinery Co. of Can., Ltd., Guelph.
National Mfg. Co., Sterling, Ill.
Richards-Wilcox Canadian Co., London, Ont.
The Stanley Works, New Britain, Conn.

Garages
Metal Shingle & Siding Co., Ltd., Preston, Ont.
Pedlar People, Ltd., Oshawa, Ont.

Garbage Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.
J. Samuels, Toronto.
Soren Bros., Toronto.

Galvanized Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.

Galvanizing
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Galvanized Iron Cornices
Pedlar People, Ltd., Oshawa, Ont.

Galvanized Pipe
Canada Metal Co., Ltd., Toronto.

Galvanized Steel Sheets
Metal Shingle & Siding Co., Ltd., Preston, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

General Rubber Specialties
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Generators
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Gas Water Heaters
Jas. Morrison Brass Mfg. Co., Toronto.

Gaskets, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Gasoline
Imperial Oil Co., Toronto.
Prairie City Oil Co., Winnipeg.

Gauges
Canadian Fairbanks-Morse Co., Ltd., Montreal.
L. S. Starrett Co., Athol, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Wells Bros. Co. of Canada, Galt.
J. H. Williams & Co., Brooklyn, N.Y.

Gates, Galvanized
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

Gauge Cocks, Standard and Extra Heavy
The Penberthy Injector Co., Ltd., Windsor, Ont.

Gauge Glasses, High Pressure
The Strong Machinery & Supply Co., New York, N.Y.

Gauges, Water (Standard Extra Heavy Automatic)
The Penberthy Injector Co., Ltd., Windsor, Ont.

Glass, Window, Plate, Ornamental
A. M. Bell & Co., Ltd., Halifax, N.S.
Hobbs Mfg. Co., Montreal, Que.
The Johnston Brokerage Co., Pittsburgh, Pa.
Leeks & Potts, Ltd., Hamilton, Ont.
A. Ramsay, Son & Co., Montreal.
Sanderson-Pearcy Co., Toronto.
Stewart & Wood, Toronto.
B. & S. H. Thompson & Co., Ltd., Montreal, Que
Toronto Plate Glass Importing Co., Toronto.
G. F. Stephens Co. Winnipeg.

Glue, Flake
Canada Glue Co., Ltd., Brantford, Ont.
W. Harris & Co., Toronto.

Glue, White
W. Harris & Co., Toronto.

Glue Pots, Electric
Canada Glue Co., Ltd., Brantford, Ont.
Superior Electrics, Ltd., Pembroke, Ont.

Glue, Sheet and Ground
Canada Glue Co., Brantford, Ont.
DesRochers Ltd., Montreal, Que.
Dominion Glue & Emery Co., Montreal, Que.
W. Harris & Co., Toronto.
R. C. Jamieson & Co., Montreal.
A. Ramsay & Son Co., Montreal.

Glass Cutters
Goodell-Pratt Co., Greenfield, Mass.

Glass Cutting Boards
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Glass, Buyers of Scrap Window
The Cloisonne and Art Glass, Ltd., Kitchener.

Glass Benders
Toronto Plate Glass Importing Co., Toronto.

Glaziers' Diamonds
Cushman Motor Works, Ltd., Winnipeg.
A. Ramsay, Son & Co., Montreal, Que.
Sharratt & Newth, London, Eng.
A. Shaw & Son, London, Eng.

Gloves and Mitts
American Pad & Textile Co., Ltd., Chatham, Ont.
A. R. Clarke & Co., Ltd., Toronto.

Golf Balls
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Gopher Poison
Kill-em-Quick Co., Regina, Sask.
Prairie Chemical Co. of Canada, Ltd., Winnipeg.

Granaries, Portable, Metallic
Winnipeg Ceiling & Roofing Co., Winnipeg.

Graphites
Canada Asbestos Co., Montreal, Que.

Grease and Oil Cups
The Penberthy Injector Co., Ltd., Windsor, Ont.

Greases
Prairie City Oil Co., Ltd., Winnipeg, Man.

Grinders, Hand and Power
The Carborundum Co., Niagara Falls, N.Y.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
Plewes Ltd., Winnipeg, Man.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Grindstones
The Carborundum Co., Niagara Falls, N.Y.
Cleveland Stone Co., Cleveland, Ohio.

Grindstone Fixtures
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Grinding Wheels
The Carborundum Co., Niagara Falls, N.Y.

Ground Wood
E. B. Eddy Co., Hull, Que.

Guns
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.
Harrington & Richardson Arms Co., Worcester, Mass.
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.

Gunsights
Marble Arms & Mfg. Co., Gladstone, Mich.

Hack Saws
Diamond Saw & Stamping Works, Buffalo, N.Y.
Fry's (London), Limited, London, Eng.
Goodell-Pratt Co., Greenfield, Mass.
Miller Falls Co., Miller Falls, Mass.
Plewes Ltd., Winnipeg, Man.
L. S. Starrett Co., Athol, Mass.
Victor Saw Works, Ltd., Hamilton, Ont.

Hack Saw Blades
Diamond Saw & Stamping Works, Buffalo, N.Y.
Fry's (London), Limited, London, Eng.
Goodell-Pratt Co., Greenfield, Mass.
Henry Disston & Sons, Ltd., Toronto.
Victor Saw Works, Ltd., Hamilton, Ont.

Hack Saw Frames
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Henry Disston & Sons, Ltd., Toronto.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Hack Saw Machines
Diamond Saw & Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Victor Saw Works, Ltd., Hamilton, Ont.

Halters
The Johnson Halter Co., Sarnia, Ont.
R. R. Kinread, Winnipeg, Man.

Hames, Steel and Iron
McKinnon Industries, Ltd., St. Catharines, Ont.

Hame Chains
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Hammocks
Galt Robe Co., Galt, Ont.

Hammers
Canada Foundries & Forgings, Brockville.
Stanley Rule & Level Co., New Britain, Conn.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Hand Drills
Goodell-Pratt Co., Greenfield, Mass.

Handles, Canthooks and Peevies
West-Woods, Ltd., Winnipeg, Man.

Handles, Chest and Drawer
The Brainerd Mfg. Co., East Rochester, N.Y.

Handles
J. H. Still Mfg. Co., St. Thomas, Ont.

Hand Pulls
North Bros. Mfg. Co., Philadelphia, Pa.

Hangers, Door
Allith Mfg. Co., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton, Can.
Cushman Motor Works, Ltd., Winnipeg.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
National Mfg. Co., Sterling, Ill.
F. E. Myers & Bro., Ashland, Ohio.
Safety Door Hanger Co., Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.
The Stanley Works, New Britain, Conn.

Hangers, Barn Door
Allith Mfg. Co., Hamilton, Ont.
The Louden Machinery Co. of Can., Ltd., Guelph.

Hangers, Door and Track
Allith Mfg. Co., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
Canada Steel Goods Co., Hamilton, Can.
Cushman Motor Works, Ltd., Winnipeg.
The Louden Machinery Co. of Can., Ltd., Guelph.
National Mfg. Co., Sterling, Ill.

Hooks, Hat and Coat
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Hangers, Storm, Sash and Screen
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.

Hand Taps
Wells Bros. Co. of Canada, Galt.

Harness
Samuel Trees & Co., Toronto.

Hardware, Door
The Hamilton Stove & Heater Co., Hamilton, Ont.

Hardware Specialties
Allith Mfg. Co., Ltd., Hamilton, Ont.
Belleville Hardware Mfg. Co., Belleville, Ont.
The Brainerd Mfg. Co., East Rochester, N.Y.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Coleman Fare Box Co., Toronto.
Lyons & Marks, Toronto.
Louis McLain Co., Ltd., Winnipeg, Man.
Metal Specialties Mfg. Co., Chicago, Ill.
National Mfg. Co., Sterling, Ill.
North American Hardware Co., Ltd., Montreal.
Stratford Brass Co., Ltd., Stratford, Ont.
Taylor-Forbes Co., Guelph, Ont.

Hardware Store Fittings
Stratford Brass Co., Ltd., Stratford, Ont.

Harness Hardware
McKinnon Industries, Ltd., St. Catharines, Ont.
Trees Spriggs Co., Ltd., Winnipeg, Man.

Hatchets
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Haddow Brokerage Co., Montreal, Que.
Marble Arms & Mfg. Co., Gladstone, Mich.
Stover Mfg. & Engine Co., Freeport, Ill.

Hasps
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Brainerd Mfg. Co., East Rochester, N.Y.
Canada Steel Goods Co., Hamilton.
National Mfg. Co., Sterling, Ill.

Headlights, Auto
Canadian Lamp & Stamping Co., Ford, Ont.
North American Hardware Co., Ltd., Montreal.

Heaters
Anthes Foundry, Ltd., Winnipeg, Man.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Jas. Morrison Brass Mfg. Co., Ltd., Toronto.
Jas. Stewart Mfg Co., Ltd., Woodstock, Ont.

Heaters, Electric
Chicago Flexible Shaft Co., Chicago, Ill.

Heels and Soles, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Hinges, Box and Refrigerator
The Brainerd Mfg. Co., East Rochester, N.Y.

Hinges, Ornamental
The Stanley Works, New Britain, Conn.

Hinges, Spring
Stover Mfg. & Engine Co., Freeport, Ill.
Wm. Newman & Sons, Ltd., Birmingham, Eng.
Taylor-Forbes Co., Guelph, Ont.

Hinges, Strap and Tee
Canada Steel Goods Co., Hamilton, Can.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
National Mfg. Co., Sterling, Ill.

Hockey Sticks
J. H. Still Mfg. Co., St. Thomas
St. Mary's Wood Specialty Co., Ltd., St. Mary's Ont

Hoes
Ward & Payne, Sheffield, Eng.

Hoists
Manitoba Bridge & Iron Works, Ltd., Winnipeg.
Plewes Ltd., Winnipeg, Man.

Horse Slingers
Collins Mfg. Co., Toronto.

Hones, Razor
The Carborundum Co., Niagara Falls, N.Y.

Hooks, Coat and Hat
The Brainerd Mfg. Co., East Rochester, N.Y.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Hooks for Logging Chains
McKinnon Industries, Ltd., St. Catharines, Ont.

Horse Covers, Rubber
Canadian Consolidated Rubber Co., Montreal.
J. J. Turner & Sons, Ltd., Peterboro, Ont.

Horse Shoes
D. Ackland & Son, Winnipeg.
Steel Co. of Canada., Ltd., Hamilton.
Wilkinson & Kompass, Hamilton.

Horse Shoe Pads
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Hose, Fittings and Supplies
Canadian Consolidated Rubber Co., Montreal.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
K. & S. Tire & Rubber Co., Ltd., Toronto, Ont.
Lewis Bros., Ltd., Montreal.
Jas. Morrison Brass Mfg. Co., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Hollow Ware
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Hoist Hooks
Williams & Co., J. H., Brooklyn, N.Y.

Household Pails
E. B. Eddy Co., Hull, Que.

Hubs for Ford Cars
McKinnon Industries, Ltd., St. Catharines, Ont.

Hub Caps
McKinnon Industries, Ltd., St. Catharines, Ont.

Ice Cream Freezers
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.

Friend Wheatley is RIGHT!

Progressive dealers will be interested in the following letter from a North American dealer, H. D. Wheatley, of the H. D. Wheatley Company, at Dayton, Ohio. It shows in a straightforward, convincing way, why the Sharples contract is so highly valued and so eagerly sought after by live dealers. Read it carefully.

"We read each issue of the Sharples News with both interest and profit. We were especially impressed with the cartoon on the front page of the last issue, showing why some dealers don't sell Sharples Cream Separators. Of all the things you have in your place of business, the cream separator must have a prominent place, kept clean and free of litter to make it appeal to the farmer's wife. Her impression of its merits will be just in proportion to the estimate of the value the dealer puts on it as evidenced by the place given it in his store and the condition of his sample machine.

"With this letter we are sending an inside picture of our dairy supply house, showing the place we have given our sample Sharples Suction-feed machines. We find that Sharples Separators are best sold by offering the wife of your prospective buyer a chair in front of the Suction-feed Separator and then 'get them to see' what a wonderful machine it is as compared to anything else on earth. At the present time, there is absolutely nothing made that compares with the Sharples Suction-feed Cream Separator.

"To the prospective purchaser of a cream separator, you can say of the Sharples Suction-feed that it is the 'world's wonder in cream separators.' It prevents the waste of cream in the first skimmed milk that comes from the machine and all waste of cream from irregular turning. On present prices of cream and butter, this means a saving of $5 or $10 per cow each year over all other makes of cream separators. Then, think of the many improvements over the old Tubular: Still lower supply can, no feed tube, no feed tube rubber, no drip pan, no nozzle to screw together or screw into bottom of machine and impossible to have a milk slop from choking down. With these new improvements over the old Tubular, we still have the advantage of almost nothing to wash—no discs. Self-oiling, with no bearings down in grit at bottom of gear case. Hanging self-centering bowl, doing away with all too heavy wabbling. No outside gears to catch clothing or children's fingers. And, with all, wonderful durability and easy turning.

"We are just local dairy supply people here at Dayton, but we have sold over 2,000 Sharples Separators. Allow us to suggest that the dealer always allow a little for his customer's old cream separator and haul it to the junk pile. This puts the old machine out of existence, prevents some other party using it as a cream separator, makes a place to sell another Suction-feed. We have traded in over fifteen ton of old cream separators on the Suction-feed.

"Give sample machines a prominent place in the store, free of litter and desirable looking. Right now is the time to boost the sale of the Sharples Suction-feed. There is nothing else on the market that customers will care to consider if you 'get them to see' the wonderful advantage of the Sharples Suction-feed Cream Separators. And don't forget to tell your customer that the price on the Sharples is reasonable—only 50 per cent. advance over before-war prices, while all other implements have more than doubled in price. We boost the Sharples line because it is worthy of our effort and the consideration of our customers."

There is only a limited territory still open for Sharples representation — and dealers who hesitate are handicapping themselves. However, only progressive, responsible dealers need apply. Write to nearest branch.

The Sharples Separator Co.

Toronto, Ont.
Regina, Sask.

The Lounsbury Co.
Newcastle, N.B.

Distributors through all their Branches

Over 2,425,000 Sharples Separators in daily use

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THE BUYERS' GUIDE

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D. Ackland & Son, Ltd., Winnipeg.

Incubators
Collins Mfg. Co., Toronto.

Indicators, Speed
H. Disston & Son, Ltd., Toronto.
L. S. Starrett Co., Athol, Mass.

Indurated Ware
E. B. Eddy Co., Ltd., Hull, Que.

Ingersoll Watches
R. H. Ingersoll & Bro., Montreal, Que.

Injectors, Automatic
Jas. Morrison Brass Mfg. Co., Toronto.
Th Penberthy Injector Co., Ltd., Windsor, Ont.

Injectors, Auto-Positive
The Penberthy Injector Co., Ltd., Windsor, Ont.

Insecticides
The McDougall Bros., Ltd., Manchester, Eng.

Instruments of Precision
L. S. Starrett Co., Athol, Mass.

Ironing Boards and Tables
J. E. Beauchamp & Co., Montreal.
Otterville Mfg. Co., Ltd., Otterville, Ont.

Iron, Corrugated
Canada Metal Co., Toronto.

Iron Handles
Can. Foundries & Forgings, Ltd., Brockville, Ont

Iron and Steel Bars
Caverhill, Learmont & Co., Montreal.
Dominion Iron & Steel Co., Sydney, N.S.
A. C. Leslie & Co., Ltd., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
Lewis Bros., Ltd., Montreal.
London Rolling Mills, London, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Nova Scotia Steel Co., New Glasgow, N.S.

Irons
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Irons, Gas and Gasoline
Merchants Hardware Specialties, Ltd., Calgary.
National Stamping & Electric Works, Chicago.
The Royal Self-Heating Iron Co., Big Prairie, O.

Jack Planes
Stanley Rule & Level Co., New Britain, Conn.

Jack Screws
Canada Foundries & Forgings, Brockville, Ont.

Jardinieres
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Japans
Boston Varnish Co., Everett Station, Boston, Mass.

Jugs
Medalta Stoneware Co., Ltd., Medicine Hat, Alta.

Kalsomine
British America Paint Co., Ltd., Victoria, B.C.

Kettles
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Keyhole Saws
Bridgeport Hardware Co., Bridgeport, Conn.

Kitchen Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.

Knife Sharpeners
J. E. Beauchamp & Co., Montreal.

Knives, Pocket and Table
Geo. Butler & Co., Ltd., Sheffield, Eng.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
James Hutton & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Merchants Hardware Specialties, Ltd., Calgary.

Knives, Sportsmen's
Marble Arms & Mfg. Co., Gladstone, Mich.

Knives, Putty
Bridgeport Hardware Co., Bridgeport, Conn.

Knobs, Drawer
The Brainerd Mfg. Co., East Rochester, N.Y.

Ladders, Step, Extension, Store, etc.
Allith Mfg. Co., Ltd., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
John Calender Mfg. Co., St. Paul, Minn.
Otterville Mfg. Co., Ltd., Otterville, Ont.
Stratford Mfg. Co., Stratford, Ont.

Lamps, Nitrogen and Tungsten
The Canadian Laco-Philips Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
North American Hardware Co., Ltd., Montreal.

Lamp Black
L. Martin Co., New York, N.Y.
A. Ramsay & Son Co., Montreal.
Wilkes-Martin-Wilckes Co., New York.

Lamp Burners
Schultz Mfg. Co., Ltd., Hamilton, Ont.

Lamp Chimneys
Walter Woods & Co., Hamilton.

Lamp Coloring and Frosting
Great West Electric Co., Ltd., Winnipeg, Man.
Spielmann Agencies, Ltd., Montreal.

Lamps, Acetylene
The Brilliant Searchlight Mfg. Co., Duluth, Minn.

Lamps, Bicycle and Automobile
Dominion Battery Co., Ltd., Toronto, Ont.
North American Hardware Co., Ltd., Montreal.

Lamps and Lanterns, Gasoline
National Stamping & Electric Works, Chicago, Ill.

Lamps, Lanterns, Electric, Hand
Canadian General Electric Co., Toronto.
Canadian National Carbon Co., Toronto.
Dominion Battery Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
National Stamping & Electric Works, Chicago, Ill.
Spielmann Agencies, Montreal.
Van Cleef Bros., Chicago, Ill.

Lamps, Tungsten
Canadian Laco-Philips Co., Toronto.
Canadian Tungsten Lamp Co., Hamilton, Ont.
North American Hardware Co., Ltd., Montreal

Lamps, Nitrogen
Canadian Laco-Philips Co., Toronto.
Canadian Tungsten Lamp Co., Ltd., Hamilton, Toronto, Montreal, Winnipeg.
North American Hardware Co., Ltd., Montreal, Q.

Lamps and Lanterns, Gasoline and Kerosene
National Stamping & Electric Works, Chicago.
North American Hardware Co., Ltd., Montreal.
Powerlight Co., Winnipeg, Man.

Lanterns, Electric Hand
Usona Mfg. Co., Windsor, Ont.

Lanterns, Oil
Thos. Davidson Mfg. Co., Montreal.
Ontario Lantern & Lamp Co., Hamilton, Ont.
Schultz Mfg. Co., Hamilton, Can.
E. T. Wright Co., Hamilton, Ont.

Latches
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Gendron Mfg. Co., Ltd., Toronto.
Stover Mfg. & Engine Co., Freeport, Ill.

Lathe Dogs, Drop-forged
Williams & Co., J. H., Brooklyn, N.Y.

Lathe Dogs
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Lawn Swings
J. E. Beauchamp & Co., Montreal.

Lawn Mowers
Canada Foundries & Forgings, Ltd., Brockville.
Clipper Lawn Mower Co., Dixon, Ill.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Lawn Sprinklers
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Lead, Black
John Oakey & Sons, London, Eng.

Lead, Sheets and Pipe
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

Lead Traps and Bends
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
Plewes Ltd., Winnipeg, Man.

Leather Belting and Soles
Plewes Ltd., Winnipeg, Man.

Lead Irons
The A. R. Whittal Can. Co., Ltd., Montreal.

Lead Washers
Canada Metal Co., Ltd., Toronto.

Leather Dashes and Fenders
McKinnon Industries, Ltd., St. Catharines, Ont.

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Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

Level Glasses
Stanley Rule & Level Co., New Britain, Conn.

Lighting Systems, Store
Benjamin Electric Co., Toronto.

Lighting Fixtures, Store
Benjamin Electric Co., Toronto.

Lines, Wire, Clothes
Walter Woods & Co., Hamilton.
Western Wire & Nail Co., London.

Linoleum Finishes
Boston Varnish Co., Everett Station, Boston, Mass.

Linseed Oil
Brandram-Henderson, Montreal.
Canada Linseed Oil Co., Ltd., Montreal and Toronto.
Dominion Linseed Oil Co., Baden and Toronto.
R. C. Jamieson & Co., Ltd., Montreal.
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont.
Prairie City Oil Co., Winnipeg, Man.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
Stewart & Wood, Toronto.

Locks
Can. Yale & Towne, Ltd., St. Catharines, Ont.
The Hamilton Stove & Heater Co., Hamilton, Ont.
National Hardware Co., Ltd., Orillia, Ont.

Lockers
Dennis Wire and Iron Works Co., Ltd., London

Logging Chain Hooks
McKinnon Industries, Ltd., St. Catharines, Ont.

Loose Leaf Systems
Lowe Martin Co., Ltd., Ottawa, Ont.

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McKinnon Industries, Ltd., St. Catharines, Ont.

Lubricants
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Lubricators (Sight-feed and Plain Engine)
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Locomotive Tools
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Lumber Tools
Canadian Warren Axe & Tool Co., St. Catharines, Ont.
Thos. Pink & Co., Pembroke, Ont.
T. F. Shurly Co. Ltd., St. Catharines, Ont.

Machinists' Tools
J. H. Williams & Co., Brooklyn, N.Y.

Manufacturers' Agents
Cadman & Co., Winnipeg, Man.
A. H. Fraser, Vancouver, B.C.
Marricott & Tynan, Ltd., Winnipeg, Man.
G. T. Mumford, Winnipeg, Man.

Mantles, Gas
R. M. Moore & Co., Ltd., Vancouver, B.C.
Hamilton Gas Mantle Co., Hamilton, Can.

Malleable Iron Castings
The Gurney Foundry Co., Ltd., Toronto.
McKinnon Industries, Ltd., St. Catharines, Ont.

Malleable for Carriages
McKinnon Industries, Ltd., St. Catharines, Ont.

Marine Hardware
Scythes & Co., Ltd., Toronto, Ont.

Marine Supplies
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont.

Matches
E. B. Eddy Co., Hull, Que.

Mats, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Mauls
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Measures, Copper Plated
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Meat Choppers
Landers, Frary & Clark, New Britain, Conn.

Mechanical Rubber Products
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Metal Boxes and Drawers
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Metals, Heavy and Shelf
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Metal Stamping
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Metals, Expanded, Ingot, Sheet, Tubes, etc.
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Metallic, Ceilings, Walls, Roofing, Skylights, Siding, Cornices, Ventilators, Valley Windows, Doors, etc.
Pedlar People, Oshawa, Ont.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Metal Specialties
Hamilton Stamp & Stencil Works, Hamilton, Ont.

Mica
Mica Co. of Canada, Ltd., Hull, Que.

Menders, Utensils

Meters
Canadian General Electric Co., Toronto.

Menders, Graniteware, Pot and Pan
Collette Mfg. Co., Collingwood.
H. Nagle Co., Montreal.
North American Hardware Co., Ltd., Montreal.
Vol-Peek Mfg. Co., Montreal.

Micrometers
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.
Canadian Fairbanks-Morse Co., Ltd., Montreal.

Milling Cutters
Pratt & Whitney Co. of Canada, Ltd., Dundas.

Millboard
E. B. Eddy Co., Ltd., Hull, Que.

Milk Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.

Milk Pails
E. B. Eddy Co., Ltd., Hull, Que.

Mirrors
Toronto Plate Glass Importing Co., Toronto.
Leeks and Potts, Limited, Hamilton, Ont.

Mitre Boxes
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Mitre Box Saws
H. Disston & Sons, Ltd., Toronto.

Moisteners
The Dominion Radiator Co., Ltd., Toronto.

Molasses Gates
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Mops
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Towe & Towe, London, Ont.

Mop Sticks
Stover Mfg. & Engine Co., Freeport, Ill.

Motors
Canadian General Electric Co., Ltd., Toronto.

Motor Cycles
The Enfield Cycle Co., Ltd., Redditch, Eng.
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.
North American Hardware Co., Ltd., Montreal, Q

Motor Generators
Canadian General Electric Co., Ltd., Toronto
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal.

Mullboard, Asbestos
Canadian Asbestos Co., Montreal, Que.

Nails, Wire
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
The Canada Metal Co., Ltd., Toronto.
Dominion Iron & Steel Co. Ltd., Sydney, N.S.
The Graham Nail Works, Toronto.
H. S. Howland, Sons & Co., Toronto.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
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Western Wire & Nail Co., London.

Nail Pullers
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Nails, Horse Shoe
Steel Co. of Canada, Ltd., Hamilton, Ont.

Neatsfoot Oil
W. Harris & Co., Toronto.

Neckyokes
McKinnon Industries, Ltd., St. Catharines, Ont.
Gregg Mfg. Co., Ltd., Winnipeg, Man.

Nipples
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Nipples for Radiators
McKinnon Industries, Ltd., St. Catharines, Ont.

Newsprint Paper
E. B. Eddy Co., Ltd., Hull, Que.

Oakum
Canadian Asbestos Co., Toronto, Ont.
Scythes & Co., Ltd., Toronto, Ont.

Oil Burners, Kerosene
The Canada Oil Burner Co., Toronto, Ont.

Oil Cans
Cannon Oiler Co., Keithsburg, Ill.

Oil Cake and Meal
Canada Linseed Oil Co.
Dominion Linseed Oil Co., Toronto.

Oarlocks
McKinnon Industries, Ltd., St. Catharines, Ont.

Oil, Coal
Imperial Oil Co., Toronto.

Oils, Cylinder
Imperial Oil Co., Ltd., Toronto.
Prairie City Oil Co., Winnipeg, Man.

Oil Hole Covers
Canadian Winkley Co., Windsor.

Oil, Motor, Road, Harness, Neatsfoot, Separator and gas Engine
The Continental Oil Co., Ltd., Winnipeg, Man.
Imperial Oil Co., Ltd., Toronto.
Prairie City Oil Co., Ltd., Winnipeg, Man.

Oil, Neatsfoot
W. Harris & Co., Toronto.

Oil Stoves
Thos. Davidson Mfg. Co., Ltd., Montreal.

Oil Tanks and Pumps
S. F. Bowser & Co., Inc., Toronto, Can.
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Gilbert & Barker Mfg. Co., Springfield, Mass.

Oiled Clothing
Scythes & Co., Ltd., Toronto, Ont.

Oil Stains
British America Paint Co., Ltd., Victoria, B.C.

Oil Storage and Distributing Systems
The S. F. Bowser Co. of Canada, Ltd., Inc., Toronto, Ont.

Oilers
The All-Way Mfg. Co., Toronto.
Cannon Oiler Co., Keithsburg, Ill.
Thos. Davidson Mfg. Co., Ltd., Montreal
Sheet Metal Products Co. of Canada, Ltd., Toronto

Orange Derinders
J. E. Beauchamp & Co., Montreal.

Ornamental Fence
Banwell Hoxie Wire Fence Co., Ltd., Hamilton
McGregor, Banwell Fence Co., Ltd., Walkerville

Ornamental Gates
McGregor, Banwell Fence Co., Ltd., Walkerville

Ornamental Iron and Wire Work
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works, London, Ont.

Packings
Consumers Cordage Co., Montreal.
Canadian Asbestos Co., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Jenkins Bros., Ltd., Montreal.
Scythes, Ltd., Toronto.

Paint, Ready Mixed, House, Barn, Roof, Flat Wall, Concrete, Floor, Cement, Aluminum, Marine and Deck
Brandram-Henderson, Ltd., Montreal.
Canada Paint Co., Montreal.
R. C. Jamieson & Co., Montreal.
Imperial Varnish & Color Co., Toronto.
Lowe Bros, Ltd., Toronto.
Martin-Senour Co., Montreal.
McArthur-Irwin, Ltd.
The Ottawa Paint Works, Ottawa.
A. Ramsay & Son Co., Montreal.
Sanderson, Pearcy Co., Ltd., Toronto.
Standard Paint & Varnish Co., Ltd., Windsor Ont.
Stewart & Wood, Toronto.
Sherwin-Williams Co., Montreal.
G. F. Stephens Co., Winnipeg.
Benjamin Moore & Co., Toronto.
British America Paint Co., Ltd., Victoria, B.C.

Paint Brushes
Beeckh Bros., Toronto.
Meakins & Sons, Hamilton.
The Rubberset Co., Limited, Toronto.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.

Paint, Copper
British America Paint Co., Ltd., Victoria, B.C.

Paint and Varnish Remover
Brandram-Henderson, Ltd., Montreal, Que.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Martin-Senour Co., Ltd., Montreal.
Sherwin-Williams Co., Montreal.
A. Ramsay & Son Co., Montreal.

Paper Balers
Climax Baler Co., Hamilton.
Spielmann Agencies, Montreal.

Paint Oil Storage and Handling Systems
The S. F. Bowser Co. of Canada, Ltd., Inc. Toronto, Ont.

Parcel Carriers
Gipe-Hazard Store Service Co., Montreal.

Paris Green
Canada Paint Co., Montreal.
McArthur Irwin, Montreal.
Sherwin-Williams Co., Montreal.

Paper Bags
E. B. Eddy Co., Ltd., Hull, Que.
Walter Woods & Co., Hamilton.

Paper Napkins
E. B. Eddy Co., Ltd., Hull, Que.

Paper, Wrapping
Walter Woods & Co., Hamilton.

Packing Rubber
Canadian Consolidated Rubber Co., Montreal.
Dunlop Tire & Rubber Co., Toronto.
Gutta Percha & Rubber Co., Ltd., Toronto.

Pads
D. Ackland & Sons, Winnipeg.
E. B. Eddy Co., Ltd., Hull, Que.

Pads for Horses
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto.

Patches
W. C. Wood Co., Minneapolis, Minn.

Pails
Thos. Davidson Mfg. Co., Ltd., Montreal.
Soren Bros., Toronto.

Pails, Wooden
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Pastes
Stuart & Foster, Toronto.

Paste, Dry
Stuart & Foster, Toronto.

Perforated Sheet Metals
B. Greening Wire Co., Ltd., Hamilton.
Canada Wire & Iron Goods Co., Hamilton, Ont.

Percolators, Coffee
Canadian General Eletric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man
Landers, Frary & Clark, New Britain, Conn.
Northern Electric Co., Ltd., Montreal.

Pickling Machines
Cushman Motor Works, Ltd., Winnipeg.

Pick Handles
J. H. Still Mfg. Co., St. Thomas, Ont.

Pidgeon Nests
E. B. Eddy Co., Ltd., Hull, Que.

Piston Rings
The Brown Engineering Co., Toronto, Ont.
The Ever Tight Piston Ring Co., St. Louis, Mo.

Piston Rod Packing
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Piston and Valve Packings
Canadian Asbestos Co., Montreal, Que.

Pitch
Scythes & Co., Ltd., Toronto, Ont.

Pistols
Ivel Johnson's Arms & Cycle Works, Fitchburg, Mass.

Phosphor Tin and Copper
Canada Metal Co., Ltd., Toronto.

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Canadian Phonograph & Sapphire Disc Co., Winnipeg, Man.
Dominion Sewing Machine-Phonograph Co., Winnipeg

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Nova Scotia Steel Co., New Glasgow, N.S.
Steel Co. of Canada, Ltd., Hamilton

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Parmenter & Bulloch, Gananoque

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Trimont Mfg. Co., Roxbury (Boston), Mass.

Pipe Stocks and Dies
The Raford Tool & Machine Co., Ltd., Lachine, Que.
Wells Bros. Co., of Canada, Ltd., Galt

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American Rolling Mills, Middletown, Ohio.
Canada Metal Co., Toronto
Canadian Tube & Iron Co., Ltd., Montreal
Cayerhill, Learmont & Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton
Thos. Davidson Mfg. Co., Ltd., Montreal.
Lewis Bros., Ltd., Montreal

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Pedlar People, Ltd., Oshawa
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg

Pipe, Lead
Canada Metal Co., Toronto
Hoyt Metal Co., Toronto
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Pipe, Stove
Collins Mfg. Co., Toronto
Soren Bros., Toronto

Pipe, Rain Water Conductor
Canada Metal Co., Toronto

Planters, Corn
Otterville Mfg. Co., Otterville, Ont.

Planters and Diggers, Potato
The Bateman-Wilkinson Co., Ltd., Toronto, Ont.

Pliers, Cutting
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn

Pliers, Combination
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn
Barcalo Mfg. Co., Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.

Plowshares
D. Ackland & Son, Winnipeg

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Canadian Consolidated Rubber Co., Montreal

Plumbers' Supplies
John Stevens Co., Ltd., Winnipeg, Man.

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Saunders & Co., Montreal, Que.
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Stuart & Foster, Toronto.

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Butterfield & Co., Rock Island, Que.
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Enterprise Mfg. Co., Sackville, N.B.
Jas. Stewart Mfg. Co., Woodstock, Ont.

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Parmenter Bulloch Co., Gananoque, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Rivet Burrs
The Union Iron & Metal Co., Ltd., Toronto.

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Barrett Co., Ltd., Toronto, Ont.
Bishopric Wall Board Co., Ltd., Ottawa, Ont.
Brantford Roofing Co., Ltd., Brantford, Ont.
Canadian Roofing Co., Ltd., Windsor, Ont.
Standard Paint Co., of Canada, Ltd., Montreal
Alex. McArthur & Co., Montreal, Que.

Roofing, Rubber
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Coleman Fare Box Co., Toronto.

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Plymouth Cordage Co., North Plymouth, Mass.
Consumers Cordage Co., Montreal, Que.
Independent Cordage Co., Toronto, Ont.
Brantford Cordage Co., Brantford, Ont.

Rosin
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont.
Fred Smith, Toronto, Ont.

Rubber Products
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Rules
Jas. Chesterman & Co., Sheffield, Eng.
L. S. Starrett Co., Athol, Mass.

Rules, Steel, Straight and Folding Rules, Folding Boxwood
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Rules, Spring Joint
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Rules, Board and Log
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Sanitary Tissue Towels
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Stable Pails
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Canada Paint Co., Ltd., Montreal
Dougall Varnish Co., Ltd., Montreal
The Lowe Bros. Co., Toronto
R. C. Jamieson & Co., Ltd., Montreal
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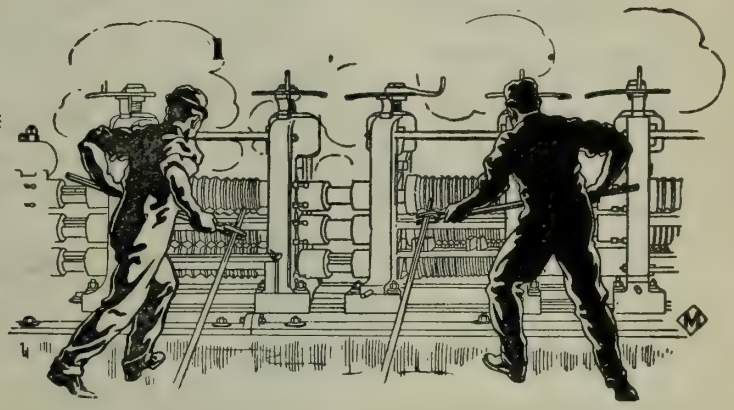
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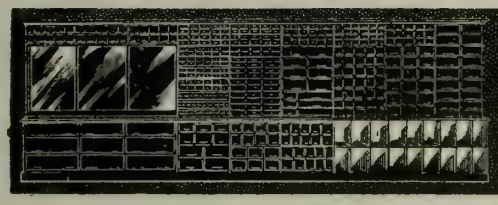
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Sturgeons, Ltd., Toronto.

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Coleman Fare Box Co., Toronto.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Staples
Canada Steel Goods Co., Hamilton
Laidlaw Bale-Tie Co., Ltd., Hamilton
National Mfg. Co., Sterling, Ill.
Steel Co. of Canada, Ltd., Hamilton
Western Wire & Nail Co., London

Steel Wool
The American Steel Wool Mfg. Co., New York.

Stoneware
Medalta Stoneware, Ltd., Medicine Hat, Alta.

Store Fixtures
Cameron & Campbell, Toronto.

Stoves
Beach Foundry Co., Ltd., Ottawa, Ont.
Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.
Canada Foundries & Forgings, Brockville
Canada Stove & Foundry Co., Ltd., St. Laurent, Montreal, Que.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Enterprise Foundry Co., Sackville, N.B.
The Empire Stove and Furnace Co., Ltd., Owen Sound.
Findlay Bros. & Co., Ltd., Carleton Place, Ont.
The Galt Stove & Furnace Co., Ltd., Galt, Ont.
The Gurney Foundry Co., Ltd., Toronto.
Hall, Zyrd Foundry Co., Ltd., Hespeler, Ont.
The Hamilton Stove & Heater Co., Hamilton, Ont.
Merchants Hardware Specialties, Ltd., Calgary.
Record Foundry & Machine Co., Moncton, N.B.
Jas. Stewart Mfg. Co., Ltd., Woodstock

Stove Renovators
The Flexible Conduit Co., Ltd., Guelph, Ont.

Stoves, Vapor Oil
The Detroit Vapor Stove Co., Detroit, Mich.

Stoves, Fireless Cook
Louis McLain Co., Ltd., Winnipeg, Man.
Royal Fireless Cooker Co., Ottawa, Ont.

Stoves, Gas and Coal
The Gurney Foundry Co., Ltd., Toronto.
The Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.

Stoves, Gasoline
National Stamping & Electric Works, Chicago

Stove Lining
Geo. W. Reed, Montreal.

Stove Pipe
Collins Mfg. Co., Toronto
Thos. Davidson Mfg. Co., Ltd., Montreal.

Steel Bands
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Steel, Cold Rolled Band
J. E. Beauchamp & Co., Montreal, Que.
J. N. Warminton & Co., Montreal, Que.

Strapping, Box
The Acme Steel Goods Co., Ltd., Montreal.

Stretchers, Curtain
Otterville Mfg. Co., Otterville, Ont.

Stretchers, Wire
Banwell Hoxie Wire Fence Co., Ltd., Hamilton
Merchants Hardware Specialties, Ltd., Calgary.
Otterville Mfg. Co., Otterville, Ont.

Steel, Reinforcing
Canadian Rolling Mills Co., Ltd., Montreal
Canadian Tube & Iron Co., Ltd., Montreal
London Rolling Mill Co., London, Ont
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Steel, Strip
Dominion Sheet Metal Co., Ltd., Hamilton

Steel Lockers and Shelving
Dennis Wire & Iron Works, London, Ont.

Stencils and Ink
Hamilton Stamp & Stencil Co., Hamilton

Steamers and Boilers
Thos. Davidson Mfg. Co., Ltd., Montreal

Steel, Mild, Sleigh Shoe, Tire
Canadian Rolling Mills Co., Ltd., Montreal
Canadian Tube & Iron Co., Ltd., Montreal
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man
Steel Co. of Canada, Hamilton

Steel Wagon Hardware
McKinnon Industries, Ltd., St. Ca[illegible]s, Ont

Strops, Razor
The Fram Mfg. Co., Ltd., Birmingham, Eng.

STUCCO BOARD
Bishopric Wall Board Co., Ltd., Ottawa, Ont.

Sulphite Fibre
E. B. Eddy Co., Ltd., Hull, Que.

Sweat Pads
American Pad & Textile Co., Chatham

Burlington Windsor Blanket Co., Toronto.

Switches, Switchboards
Canadian General Electric Co., Ltd., Toronto
Great West Electric Co., Ltd., Winnipeg, Man
Northern Electric Co., Montreal.

Tacks
Steel Co. of Canada, Ltd., Hamilton, Ont.

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Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont
R. McDougall Co., Ltd., Galt, Ont.

Tanks, Galvanized Steel
Steel Trough & Machine Co., Ltd., Tweed, Ont.
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Taps
Butterfield & Co., Rock Island, Que.
Pratt & Whitney Co. of Canada, Ltd., Dundas.
Wells Bros. Co. of Canada, Galt, Ont.

Tap Holders
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.

Tapping Attachments
Pratt & Whitney Co. of Canada, Ltd., Dundas.
Wells Bros. of Canada, Galt

Tape, Rubber Friction
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Tapes, Measuring, Steel and Woven
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Tapes, Measuring
Caverhill, Learmont & Co., Montreal
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
L. S. Starrett Co., Athol, Mass.

Tapes, Pocket
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Tarpaulin
Scythes & Co., Ltd., Toronto, Ont.

Tea Pots and Urns, Tea Ball
Landers, Frary & Clark, New Britain, Conn.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Tents
Finnie & Murray, Ltd., Winnipeg.
Scythes & Co., Ltd., Toronto, Ont.
J. J. Turner & Sons, Ltd., Peterboro, Ont.

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A. C. Leslie & Co., Ltd., Montreal

Thimbles, Smoke Pipe
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Tiling, Walls and Floor
Barton Netting Co., Windsor

Tiling, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber Co., Ltd., Toronto.

Tinsmiths' Machinery
Brown, Boggs Co., Hamilton, Ont.

Tinware
Soren Bros., Toronto, Ont.

Tin Plate
Joseph R. Martin & Co., Montreal, Que.
B. & S. H. Thompson & Co., Ltd., Montreal, Que

Tire Carriers, Automobile
Kinzinger Bruce & Co., Niagara Falls, Ont.
North American Hardware Co., Ltd., Montreal, Q.

Tires and Tubes, Automobile and Motor Truck
Canadian Consolidated Rubber Co., Montreal.
Crown Cycle & Motor Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber, Ltd., Toronto.
Hyslop Bros., Toronto, Ont.
K. & S. Canadian Tire & Rubber Co., Ltd., Toronto, Ont.
North American Hardware Co., Ltd., Montreal.
The F. E. Partridge Rubber Co., Ltd., Guelph.
The Sterns Tire & Tube Co. of Canada, Ltd. Toronto, Ont.
The United Tire and Rubber Co., Toronto.
The Van Der Linde Rubber Co., Toronto.

Ties, Wall and Veneer
The Niagara Falls Metal Stamp'g Works, Niagara Falls, N.Y.

Tire Patch
Dunlop Tire and Rubber Goods Co., Ltd., Toronto
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W. C. Wood Co., Minneapolis, Minn.

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Peterborough Canoe Co., Peterborough, Ont.
The Northland Ski Co., Ltd., St. Paul, Minn.

Toboggan Cushions and Accessories
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J. J. Turner & Sons, Ltd., Peterboro, Ont.
Jardine & Co., Ltd., A. B., Hespeler, Ont.
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Northern Electric Co., Montreal.
North Bros. Mfg. Co., Phuadelphia, Pa.
Pratt & Whitney, Dundas, Ont.
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Smith & Heminway, Inc., Irvington, N.Y.
Ward & Payne, Sheffield, Eng.

Tools, Blacksmiths'
D. Ackland & Son, Winnipeg.
Jardine & Co., Ltd., A. B., Hespeler, Ont.

Tool Cabinets
Eagle Mfg. Co., Hamilton, Ont.

Tools, Garden
The Bateman-Wilkinson Co., Ltd., Toronto, Ont.
Coleman Fare Box Co., Toronto, Ont.
Eureka Planter Co., Woodstock
Ward & Payne, Sheffield, Eng.

Tools, Harvest
Beatty Bros., Ltd., Fergus, Ont.
F. E. Myers & Bro., Ashland, O.

Tools, Hay
Louden Machinery Co., of Canada, Ltd., Guelph.

Tools, Logging and Lumbering
Canadian Warren Axe & Tool Co., St. Catharines
Thos. Pink Co., Ltd., Pembroke, Ont.

Tool Holders
Williams & Co., J. H., Brooklyn, N.Y.

Toys
J. E. Beauchamp & Co., Montreal, Que.
The Belleville Hardware & Lock Mfg. Co., Belleville, Ont.
Coleman Fare Box Co., Toronto.
The Crown Mfg. Co., Hamilton, Ont.
Conron MacNeal Co., Kokomo, Ind.
Gendron Mfg. Co., Ltd., Toronto.
The A. C. Gilbert-Menzies Co., Toronto.

Tools, Machinists'
L. S. Starrett Co., Athol, Mass.
Goodell-Pratt Co., Greenfield, Mass.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.

Tools, Small
Pratt & Whitney Co. of Canada, Ltd., Dundas.

Towel Bars
Kinzinger Bruce & Co., Niagara Falls, Ont.

Traps, Brass, Iron, Lead
Canada Metal Co., Toronto.

Traps, Game
The Niagara Falls Metal Stamp'g Works, Niagara Falls, N.Y.
Oneida Community, Ltd., Niagara Falls, Ont.

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Beatty Bros., Fergus, Ont.

Trammel Points
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H. Disston & Sons, Toronto
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Ward & Payne, Sheffield, Eng.

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Canadian Pneumatic Tool Co., Ltd., Montreal.
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Wm. Kribs, Hespeler, Ont.
John Watson Mfg. Co., Ltd., Winnipeg, Man.

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Stanley Rule & Level Co., New Britain, Conn.

Truing Devices
Cleveland Stone Co., Cleveland, Ohio

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Tungsten Lamps
Canadian Tungsten Lamp Co., Hamilton, Ont.
Canadian Lace-Phillips Co., Toronto
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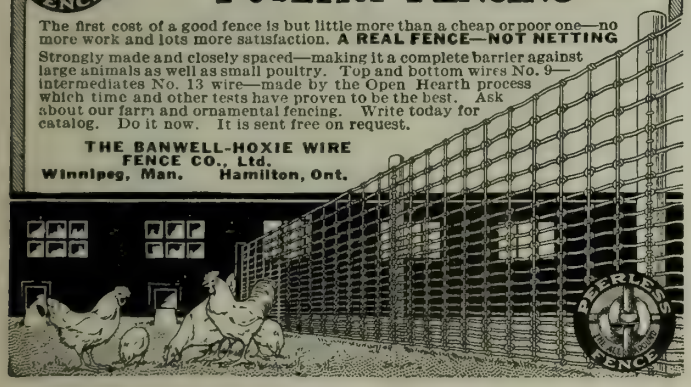
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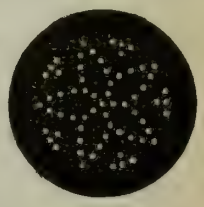
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Otterville Mfg. Co., Otterville, Ont.

Tube, Rubber
K. & S. Canadian Tire and Rubber Co., Ltd., Toronto, Ont.

Tumbler Holders
Kinsinger, Bruce & Co., Niagara Falls, Ont.

Tubing, Brass
B. & S. H. Thompson & Co., Ltd., Montreal, Que.

Tubing, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
K. & S. Canadian Tire and Rubber Co., Ltd., Toronto, Ont.

Tubing, Steel
Standard Tube & Fence Co., Woodstock.

Turpentine
Brown Corporation, Portland, Maine.
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont.
Fred Smith, Toronto.
Stewart & Wood, Toronto.

Twines
Consumers' Cordage Co., Montreal.
Doon Twines, Ltd., Kitchener, Ont.
Scythes & Co., Ltd., Toronto.
Walter Woods & Co., Hamilton.

Vacuum Cleaners and Sweepers
Bissell Carpet Sweeper Co. of Canada, Ltd., Niagara Falls, N.Y.
The Clements Mfg. Co., Ltd., Toronto.
The Daisy Vacuum Cleaner Co., London, Eng.
The Hurley Machine Co., Ltd., Toronto.
McDonald & Willson, Ltd., Toronto, Ont.
Northern Electric Co., Ltd., Montreal, Que.

Valves, Air
The Penberthy Injector Co., Ltd., Windsor, Ont.

Valves, Brass
National Brass Co., London, Ont.
The Penberthy Injector Co., Ltd., Windsor, Ont.
United Brassfounders Ltd., Manchester, Eng.

Valves, Standard, Globe, Angle and Check
Canadian Fairbanks-Morse Co., Montreal.
Jenkins Bros., Montreal, Que.
The Penberthy Injector Co., Ltd., Windsor, Ont.
Jas. Morrison Brass Mfg. Co., Toronto.

Valves, Radiator and Air, Iron Body, Composition, Globe, Angle, Check
Canadian Fairbanks-Morse Co., Montreal.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Jenkins Bros., Ltd., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
United Brassfounders Ltd., Manchester, Eng.

Varnishes—Auto, Coach, House, Marine
Berry Brothers, Walkerville.
Boston Varnish Co., Everett Station, Boston.
Brandram-Henderson, Ltd., Montreal.
British America Paint Co., Ltd., Victoria, B.C.
Canada Paint Co., Montreal.
Dougall Varnish Co., Ltd., Montreal.
Glidden Varnish Co., Ltd., Toronto, Ont.
Wm. Harland & Sons, Toronto, Ont.
Imperial Varnish & Color Co., Ltd., Toronto.
International Varnish Co., Ltd., Montreal, Que.
McArthur Irwin, Montreal.
Martin-Senour Co., Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son, Montreal.
R. C. Jamieson & Co., Montreal.
Pratt & Lambert, Bridgeburg, Ont.
Sanderson Pearcy & Co., Toronto.
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.
Stewart & Wood, Toronto.
Ottawa Paint Works, Ottawa.
Wilkinson & Kompass, Hamilton.

Vehicles, Business
Canadian Pneumatic Tool Co., Ltd., Montreal, Q.

Veneer Seats
J. E. Beauchamp & Co., Montreal, Que.
Canadian Veneering Co., Acton Vale, Que.

Ventilators, Metallic
Winnipeg Ceiling & Roofing Co., Winnipeg.

Vermin Exterminator
The Common Sense Mfg. Co., Toronto.

Vises
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
Lewis Bros., Ltd., Montreal.
National Machinery & Supply Co., Hamilton.
North Bros. Mfg. Co., Philadelphia, Pa.
Plewes Ltd., Winnipeg, Man.
The Rock Island Mfg. Co., Rock Island, Ill.
The Rapid Tool and Machine Co., Ltd., Montreal.
Stanley Rule & Level Co., New Britain, Conn.
Stover Mfg. & Engine Co., Freeport, Ill.

Vises, Chain Pipe
Williams & Co., J. H., Brooklyn, N.Y.

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Adamson Mfg. Co., Hamilton.
Northern Electric Co., Montreal.
The Presto Patch Co., Toronto, Ont.
C. A. Shaler Co., Waupun, Wis.

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Gregg Mfg. Co., Ltd., Winnipeg, Man.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Wagon Woodwork
West-Woods, Ltd., Winnipeg, Man.

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Bishopric Wall Board Co., Ltd., Ottawa, Ont.

Wall Finish
British America Paint Co., Ltd., Victoria, B.C.

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Canadian Veneering Co., Acton Vale, Que.
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Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Stanley Works, New Britain, Conn.

Warmers, Foot
Chicago Flexible Shaft Co., Chicago, Ill.

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Beauchamp & Co., J. E., Montreal, Que.
DesRochers, Ltd., Montreal, P.Q.
Steel Co. of Canada, Ltd., Hamilton.
Otterville Mfg. Co., Otterville, Ont.
The Union Iron & Metal Co., Ltd., Toronto.
Wilkinson & Kompass, Hamilton.

Washers, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

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Beatty Bros., Fergus, Ont.
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The Hurley Machine Co., Ltd., Toronto.
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Geo. C. Kaitting & Son, Galt, Ont.
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Maxwells Ltd., St. Mary's, Ont.
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McDonald & Willson, Ltd., Toronto.
Nineteen Hundred Washer Co., Toronto, Ont.
The One Minute Washer Co., Toronto, Ont.

Waste, Cotton
Acme Waste Mfg. Co., Toronto.
E. Pullan Waste & Wipers Co., Toronto.
Scythes & Co., Ltd., Toronto.
Wilkinson & Kompass, Hamilton.

Wash Boards
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
E. B. Eddy Co., Ltd., Hull, Que.

Wash Tubs
E. B. Eddy Co., Ltd., Hull, Que.
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

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R. H. Ingersoll & Bro., Montreal, Que.

Watch Specialties
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Waterproof Clothing
The Tower Canadian Ltd., Toronto, Ont.

Weather Stripping
Best Weatherstrip Co., Ltd., Hamilton, Ont.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
The Swan Mfg. Co., Winnipeg, Man.

Wedges
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canadian Warren Axe & Tool Co., St. Catharines, Ont.

Whitewash Outfits
Collins Mfg. Co., Toronto.
Spramotor Co., London, Ont.

Waterproof Goods
J. J. Turner & Sons, Ltd., Peterboro, Ont.

Weeders, Garden (hand)
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C. S. Norcross & Sons, Bushnell, Ill.

Weights
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Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Wheelbarrows, Garden and Contractors
Erie Iron Works, Ltd., St. Thomas, Ont.
Bateman, Wilkinson Co., Ltd., Toronto, Ont.

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J. E. Beauchamp & Co., Montreal, Que.
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Wheeled Goods
The Crown Mfg. Co., Hamilton, Ont.

Whips
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Frothingham & Workman, Montreal.
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Merrick Anderson Co., Winnipeg, Man.
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Rice Lewis & Sons, Ltd., Toronto.
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Carter White Lead Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
McArthur Irwin, Montreal.
Stewart & Wood, Toronto.

Window Guards, Wire
Canada Wire & Iron Goods Co., Hamilton, Ont.

Wipers
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E. Pullan Waste & Wipers Co., Toronto.

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Canadian Tube & Iron Co., Ltd., Montreal.
Canada Wire & Iron Goods Co., Hamilton, Ont.
Caverhill, Learmont & Co., Montreal.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
B. Greening Wire Cloth Co., Ltd., Hamilton.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Lewis Bros., Ltd., Montreal.
Northern Electric Co., Montreal.
Northern Bolt Screw & Wire Co., Owen Sound.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Western Wire & Nail Co., London.

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Wire, Bright
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The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
B. Greening Wire Cloth Co., Ltd., Hamilton.

Wire, Coppered
The Graham Nail Works, Toronto.

Wire Cutters
Bridgeport Hardware Co., Bridgeport, Conn.
Northern Electric Co., Ltd., Montreal, Que.

Wire, Hay
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.

Wire Hoops
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.

Wire, Oiled and Annealed
The Graham Nail Works, Toronto.

Wire Mats
B. Greening Wire Cloth Co., Ltd., Hamilton.

Wire, Tinned
The Graham Nail Works, Toronto.

Wireworks of all kinds
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Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Wood, Ground
E. B. Eddy Co., Ltd., Hull, Que.

Wrapping Paper
E. B. Eddy Co., Ltd., Hull, Que.
Alex McArthur & Co., Montreal, Que.

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Barcalo Mfg. Co., Buffalo, N.Y.
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Goodell-Pratt Co., Greenfield, Mass.
Keystone Mfg. Co., Buffalo, N.Y.
Trimont Mfg. Co., Roxbury, Mass.
Will B. Lane, Chicago, Ill.
Plewes Ltd., Winnipeg, Man.
J. H. Williams Co., Brooklyn, N.Y.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Wrench Sets
Williams & Co., J. H., Brooklyn, N.Y.

Wrenches, Alligator
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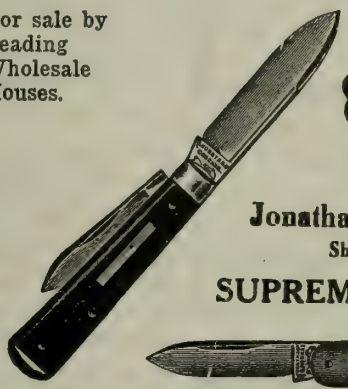
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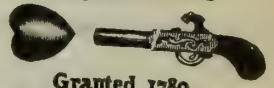
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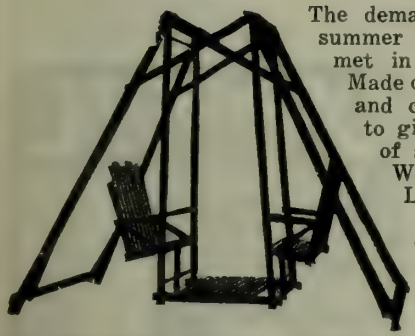


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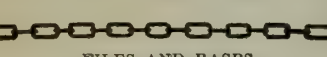


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FERRONA PIG IRON
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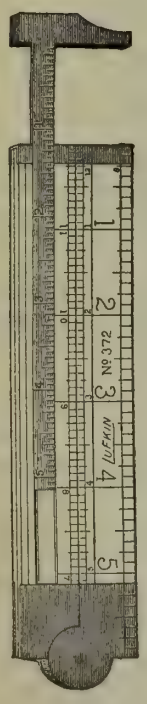
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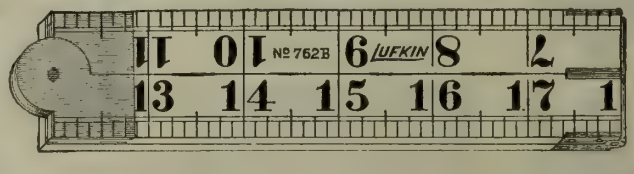


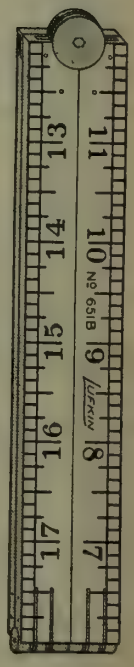
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This is the white lead which is used in B-H "English" Paint.

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MONTREAL HALIFAX ST. JOHN TORONTO WINNIPEG

MEDICINE HAT CALGARY EDMONTON VANCOUVER

HARDWARE AND METAL

Vol. XXXI
No. 22

PUBLISHED EVERY SATURDAY SINCE 1888

MAY 31
1919

THE MACLEAN PUBLISHING COMPANY, LIMITED
PUBLICATION OFFICE: TORONTO, CANADA







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But there is no denying the business-pulling power of bright, attractive labels. They help your store to look its best—they make it worth your while to keep your paint department right at the front of the store.

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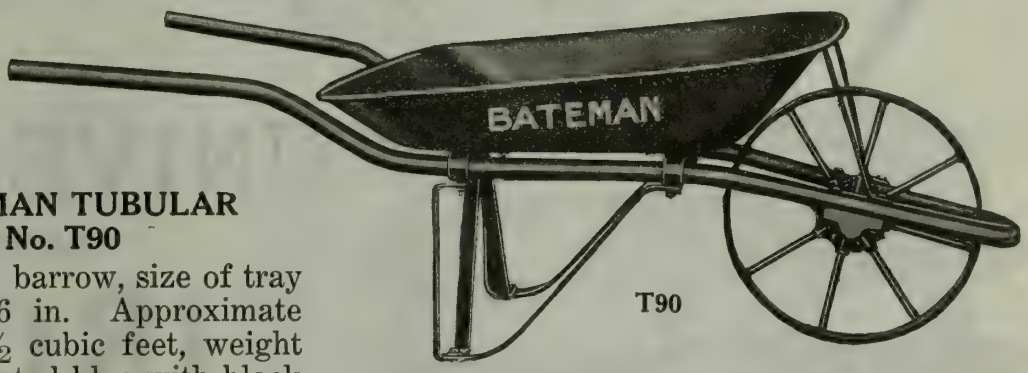
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MONTREAL HALIFAX ST. JOHN TORONTO WINNIPEG
MEDICINE HAT CALGARY EDMONTON VANCOUVER



HARDWARE AND METAL, May 31st, 1919. Volume XXXI., No. 22. Published every Saturday at Toronto. Yearly subscription price, $3.00. Entered as second-class matter July 1st, 1912, at the Post Office at Buffalo, under Act of March 3rd, 1879. Entered as second-class matter at the Post Office Department, Ottawa.

Steam Shovels will never replace the "old-standby" Wheelbarrow



T90

BATEMAN TUBULAR
No. T90

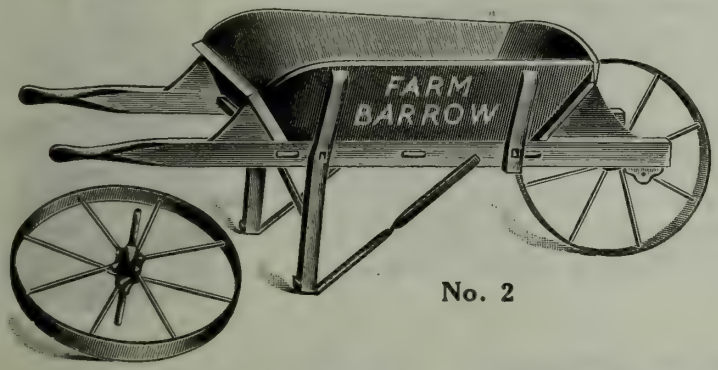
Contractors' barrow, size of tray 29 in. x 36 in. Approximate capacity 4½ cubic feet, weight 85 lbs. Painted blue with black wheels.



No. 1

NO. 1 FARM AND GARDEN

A strongly built Bateman barrow for farm and garden use, removable 10-inch sides, well braced, weight 66 lbs., capacity 3 cubic feet.



No. 2

NO. 2 FARM AND GARDEN

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THE CITY GARDEN BARROW

This is a barrow made narrow, especially for city use where narrow entrances are in evidence. It is a Bateman barrow similar in construction to No. 1, but with special wood wheels. This should be a big selling line this season. Order stock early.

KILBORN AND JACOBS BARROWS

We carry three sizes of K & J contractors' barrows—tubular frame, steel tray. No. 4, capacity 3 cubic ft., weight 70 lbs.; No. 5, 4 cubic ft., weight 78 lbs.; No. 10, 6 cubic ft., weight 109 lbs.

ORDER YOUR BARROW STOCK NOW

If the "Rice Lewis" traveller is not on hand, order direct.

RICE LEWIS & SON, LIMITED

VICTORIA ST. *Established in 1847* TORONTO



No. E905

The Trade Mark Known
UNIVERSAL
in Every Home

UNIVERSAL
Electric
IRON

Take the Work Out of Ironing Day

A sturdy, dependable Electric Iron built of the finest materials and designed to stand up under hardest service.

Terminal troubles are practically eliminated by our patented seven point connecting sleeves.

An unusual heat storage capacity is provided by our extra heavy sole plate and large heating unit, making it necessary for the user to "wait for the Iron to heat up."

Full nickel finish, reversible heat proof stand equipped with 6 foot heater cord and attachment plug. UNIVERSAL Irons give quick turnovers and good profits to the dealer.



No. 946

UNIVERSAL ELECTRIC HOME NEEDS

SAVE TIME : SAVE WORK : SAVE FUEL

UNIVERSAL Electric Home Needs comprise a wide variety of electrical cooking and heating appliances, each one of which has been designed to fill a distinct need in the home.

Each UNIVERSAL Coffee Urn, Percolator, Chafer or other liquid heater is equipped with our patented safety Fuse Plug (as simple in operation as the fuse which protects the lighting circuit in your home) preventing injury to the vessel should the contents boil dry with the current on.



No. 9169



No. 930



No. 984

Canadian Representatives:

A. MacFARLANE & CO., LIMITED
MONTREAL : QUEBEC

LANDERS · FRARY & CLARK
· NEW-BRITAIN CONNECTICUT ·

A Churn Without Competition

DAZEY CHURNS
The price is moderate



DAZEY CHURNS
Satisfaction Guaranteed

The Test That Tells



Directions For Making 2 lbs. of Merged Butter From 1 lb. of Butter and 1 Pint of Milk.

1st. Pour the milk into the glass jar of the merger, then add one teaspoonful of fine salt (more or less to suit the taste).

2nd. Cut the butter into thin slices and put in jar with milk.

3rd. Set the jar with its contents into a pan of as hot water as you can bear your hand in with comfort, and allow to remain until the butter softens, but not long enough to melt. This can best be determined by feeling the butter with a spoon.

4th. As soon as the butter is soft enough, remove jar from water, screw on top, and turn handle fast until all butter and milk is thoroughly mixed. Now remove the top and empty the butter into a bowl (do not work it), then set in a cool place to harden.

You will now have two pounds of merged butter; sweet, wholesome and nutritious, and preferred by many to creamery butter.

Should the yellow color of creamery butter be desired, add to the milk before churning, ten to fifteen drops of Dandelion Vegetable Butter Coloring Extract; for sale by most grocery and drug stores.



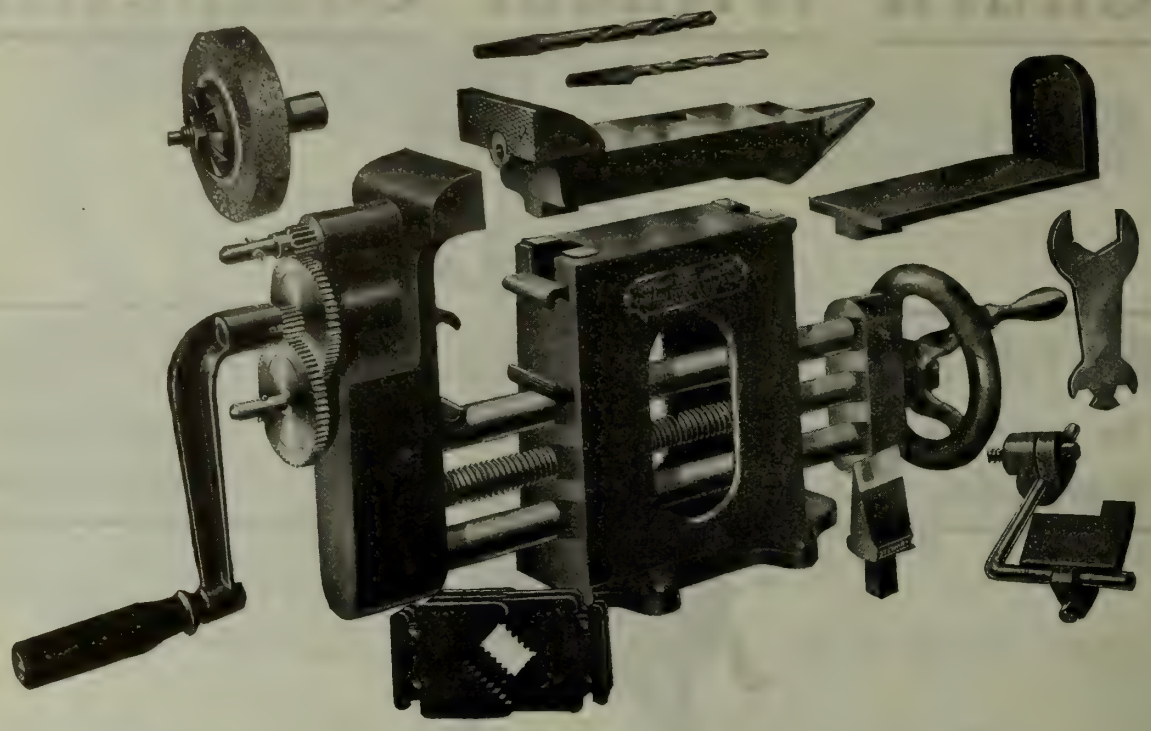
We now have a well assorted stock of all numbers and can make prompt shipments.

It takes mighty little effort to sell

Dazey Churns

LEWIS BROS., LIMITED, MONTREAL

WHOLESALE DISTRIBUTORS



Most Everybody Needs the STEWART HANDY-WORKER

The public garage, the small machine shop, the farm repair shop and the basement or garage, "tinkery" of the motor-owning citizen—all need, and will buy, this sturdy, wonder-working little helper.

It consists of—

1. A strong, powerful VISE, with 4½ inch jaw, opening 4½ inches.
2. A very practical two-speed DRILL PRESS.
3. An all round GRINDING OUTFIT covering the whole range, from scythes or axes to pocket knives.
4. A powerful PIPE VISE, useful in coupling, uncoupling, cutting, threading, etc., pipe up to 1½ inch diameter.
5. A CUTTING HARDIE, for cutting all sorts of metal.
6. A sturdy ANVIL useful in a thousand ways.

Every "Handy-Worker" you sell will sell more; for it has no real competitor, and not even a fairly-decent imitator; and its price is within everybody's reach.

Weight, 90 lbs. boxed.

List price, complete with all tools and attachments shown f.o.b. Chicago $20.00. Substantial discount to dealers. Ask your jobber or order direct from us.

Ask us for newspaper Electrotypes and mailing folders, to help you make a profitable "drive" on this popular seller.

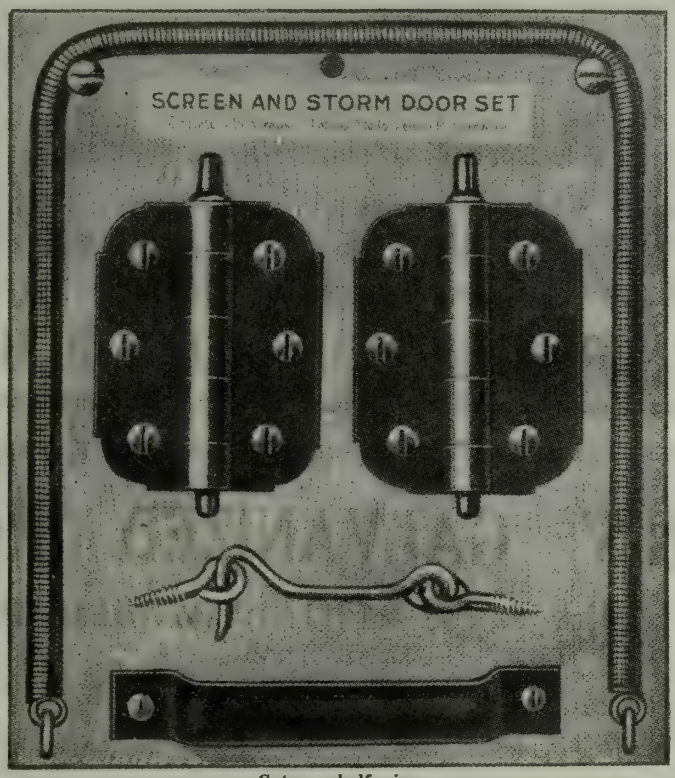
Chicago Flexible Shaft Company

12th Street and So. Central Ave., Chicago

NATIONAL

No. 90 Screen and Storm Door Set

We Help You to Make Sales



Cut one-half size.

This handsome model here illustrated is furnished free of charge with your first order. It will help you to make sales of our No. 90 screen and storm door set—the most durable and practical set on the market to-day.

Every item is carefully made and attractively furnished. The hinges are of steel 3 x 2½ inches and it is not necessary to remove screws when taking down the door.

Packed in sets, in the *"Unusual National Way."* Write for prices to-day.

National Manufacturing Company, Sterling, Ill.

ALL GARAGE DOORS SHOULD BE HUNG ON ROLLERS

No equipment ever produced offers the many attractive features or gives such universal satisfaction to the user as does the

HATCH GARAGE DOOR OUTFIT

Outfit includes:

- **3 Special Swivel Door Rollers**
- **22 Feet of Track**
- **3 Pairs Special Garage Door Hinges**
- **3 Stay Rollers**
- **2 Extra Heavy Door Handles**
- **1 Safety Hasp**
- **1 Hook and Eye**



Makes doors weather-tight, sag-proof; prevents slamming, and does not get out of order.

The hinged door allows entrance without opening the other two.

Complete directions packed with every set.

The roller bearing swivel hangers hold the doors in place, take the bind off the hinges and roll the doors around the corner, on the inside of building to the side wall.

SWING IN NOW---WRITE OUR HANGER DEPT. TO-DAY.

CANADA STEEL GOODS COMPANY, LIMITED, Hamilton, Canada

"DAVIDSON'S" GALVANIZED IRON WARE

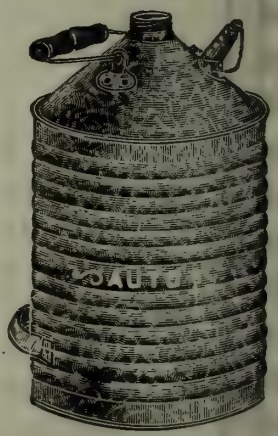
We manufacture a wide range of GALVANIZED IRON PRODUCTS

Send for our complete catalog ıe, fully illustrated and listing a splendid selection to choose from. The Davidson Quality Reputation is back of these lines. Your assurance of satisfactory sales.

Oil Tanks and Cans, Wash Tubs and Boilers, Ice Chests, Waste Cans, Ash Sifters, Pails, Range Boilers, Garbage Cans, etc., etc.



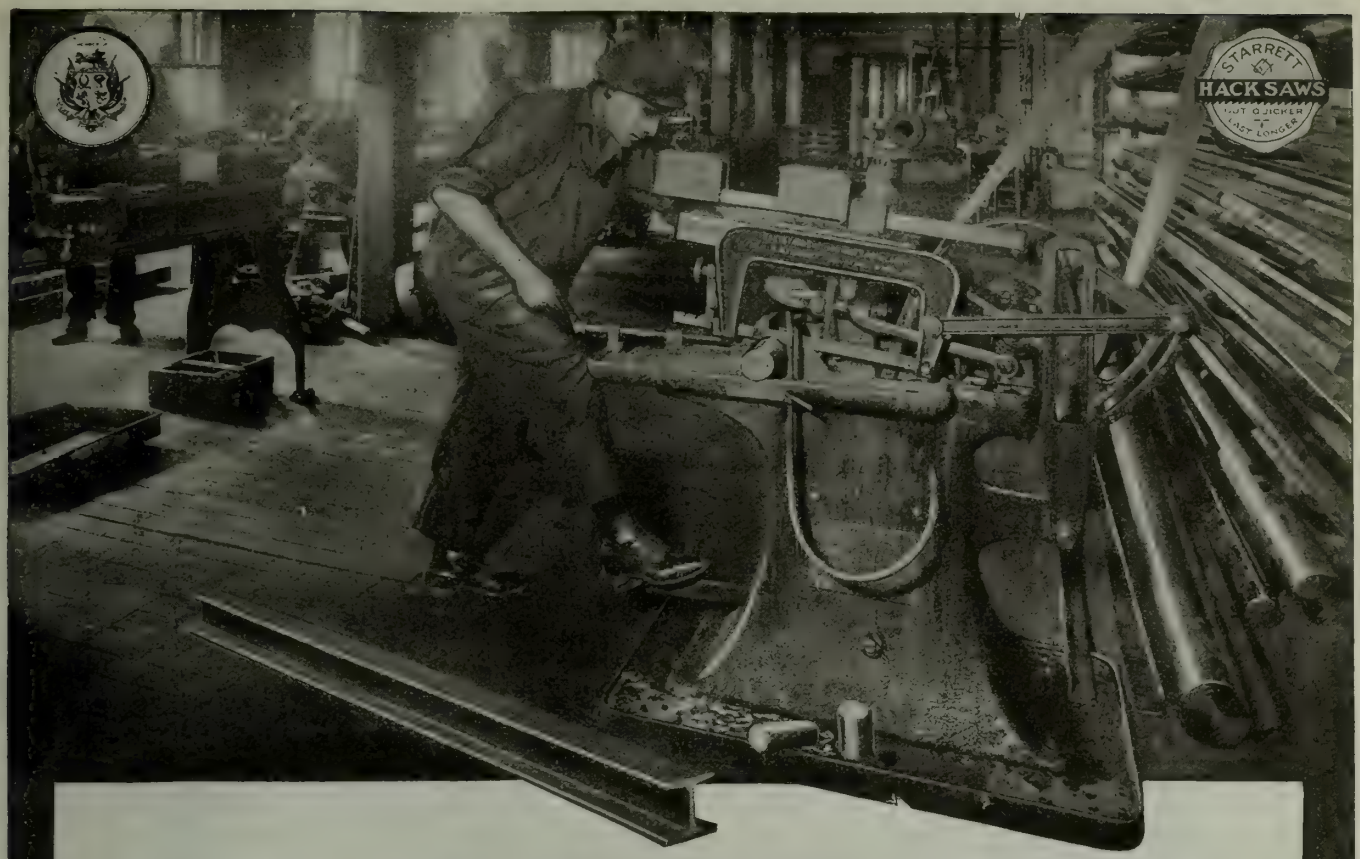
Watering Pot



"Auto" Gasoline Tank

THE THOS. DAVIDSON MFG. CO., Limited

TORONTO MONTREAL WINNIPEG



WHY THE BIG SHOP PREFERS

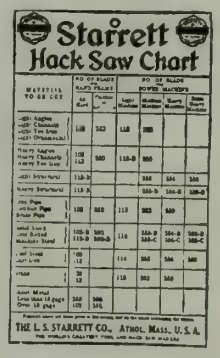
Starrett Hack Saws

Economy is the big factor in the selection of hack saw blades. Not the cost per blade, but the cost per cut. The Starrett principle of selecting the blade according to the class of material has repeatedly been proven correct in theory and economical in practice.

Structural iron and round machine steel **can** be cut by the same blade, but repeated tests have proven that where there is any quantity of each to be cut, it is cheaper to change the blade than to take the extra time and power required if the coarse blade used on the round stock is put to cutting I Beams.

Machinists know and foremen know that they reduce cutting costs by following the Starrett Hack Saw Chart MA.

If your supply of charts is low, write us—there's a new edition just out.


Starrett
Hack Saw Chart
THE L. S. STARRETT CO., ATHOL, MASS., U.S.A.

THE L. S. STARRETT COMPANY, Athol, Mass.

The World's Greatest Toolmakers
Manufacturers of Hack Saws Unexcelled

NEW YORK LONDON CHICAGO

Starrett Hack Saws

NUMBER TWO



JOHN P. HOLLAND

ON August 12, 1914, two weeks after the outbreak of the European War, John P. Holland, inventor of the submarine, died at his home in Newark, N. J. Holland was born in Ireland in 1842—and at the age of 20 he commenced to concentrate on the submarine idea. He came to America in 1864; and in 1898 completed his first successful submarine at Elizabeth, N. J.

Holland's entire life was dramatic and in a sense, tragic. As a result of his great genius, he will become immortal as the inventor of the most terrible war-machine the world has ever known.

The dominant trait in this wonderful man's character was

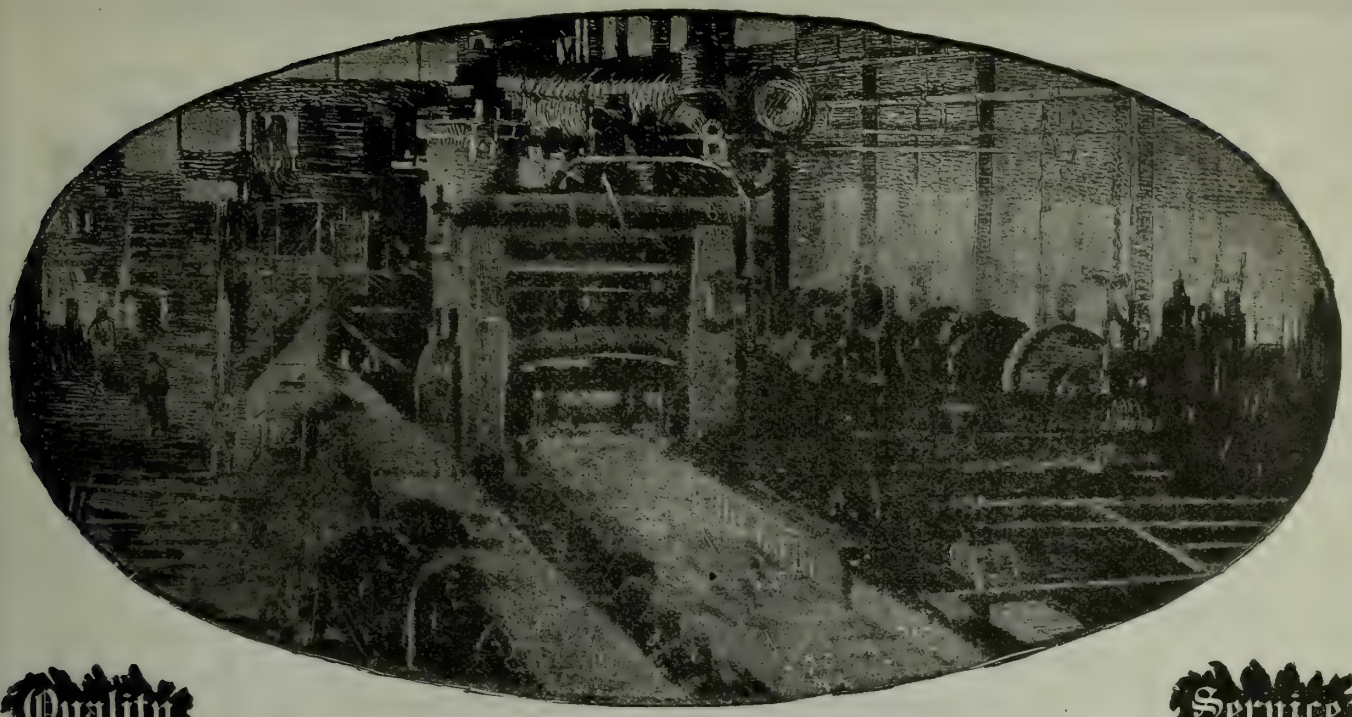
CONCENTRATION

As Holland's invention has gained the approval of practically every nation, so has the Victor Hack Saw Blade won the admiration and confidence of mechanics and technicians all over America—and all over the world.

Like Holland, we have concentrated on one thing. For over twelve years we have been experimenting, testing, improving. In practical tests, the Victor Hack Saw has seldom been equalled—and never excelled. It is the result of a large organization of technicians and skilled mechanics concentrating on one idea—which is—to make the most honest and efficient hack saw blade in the world. We do not scatter our energies. We make hack saws for every metal-cutting purpose.

VICTOR SAW WORKS, Ltd.
HAMILTON, CANADA.





Quality Service

REASON IT OUT

Demand full value for every dollar by spending it where you earn it

PURCHASE THE PRODUCTS OF CANADIAN MILLS

A Canadian Dollar is Worth One Hundred Cents in Canada

THE STEEL COMPANY OF CANADA LIMITED

HAMILTON MONTREAL

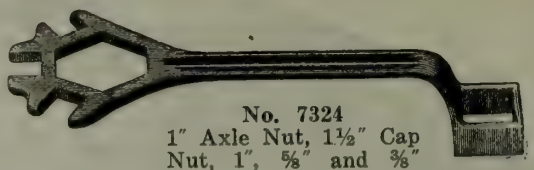


Plow Rings

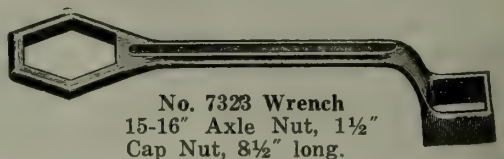
	Inches Wire	Inches Long	Inside In. Wide
No. 2800A.	½″	3″	1⅜″
No. 2800B.	7-16″	3¼″	1¼″

Malleable Iron Band Lugs for Round Rods

In sizes from ⅜″ to 1½″. Carefully made of the best malleable iron. Furnished in either bags or barrels.



No. 7324
1″ Axle Nut, 1½″ Cap Nut, 1″, ⅝″ and ⅜″ openings, 9″ long.



No. 7323 Wrench
15-16″ Axle Nut, 1½″ Cap Nut, 8½″ long.

BETTER MALLEABLE AND CAST IRON PRODUCTS

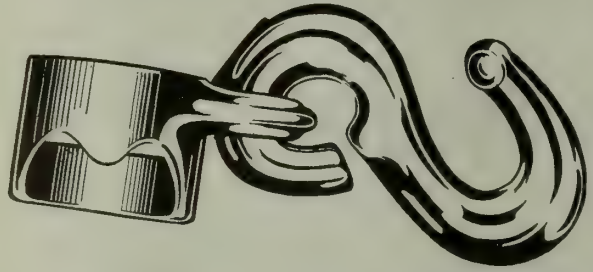
It has always been our aim to manufacture only the best Cast Iron and Malleable Products. The popular demand for our goods to-day is an indication of the high quality reputation we have attained.

To the progressive Hardware dealer seeking more business with greater profits we suggest the lines here illustrated. Prices and complete information will be gladly furnished on request. Write to-day.

International Malleable Iron Company, Limited

Guelph, Ontario, Canada

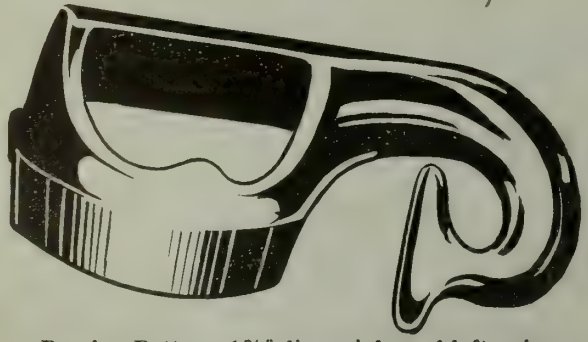
Whiffletree Hooks



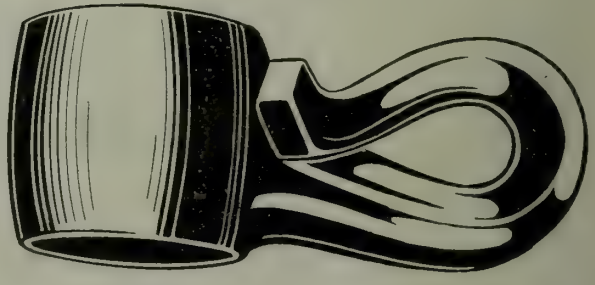
Side View— **McPhail**
Pattern ..... 1¼″ dia.—pairs



Face View— **McCormick**
Pattern ..... 1⅜″ dia.—pairs



Deering Pattern, 1⅜″ dia.—right and left pairs



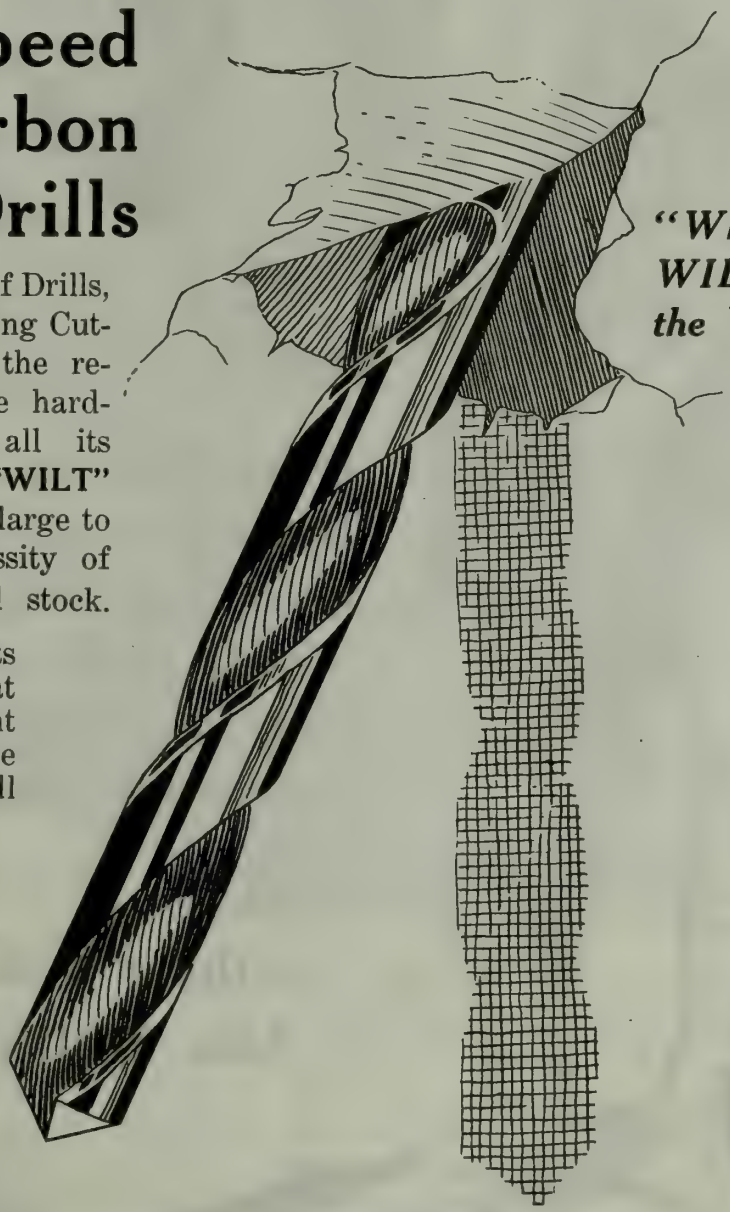
Massey-Harris Pattern, 1¼″ dia.—right and left pairs.

WILT

High Speed and Carbon Twist Drills

The **"WILT"** line of Drills, Reamers and Milling Cutters provide for the requirements of the hardware trade in all its branches. The **"WILT"** line is sufficiently large to obviate the necessity of carrying a mixed stock.

"WILT" products are put up in neat and convenient packages for the trade, and will reach you in good condition. Wholesalers and retailers can sell **"WILT"** Drills, Reamers and Milling Cutters with the assurance that the final purchaser will receive absolute satisfaction.



"Where There's a WILT—There's the Way."



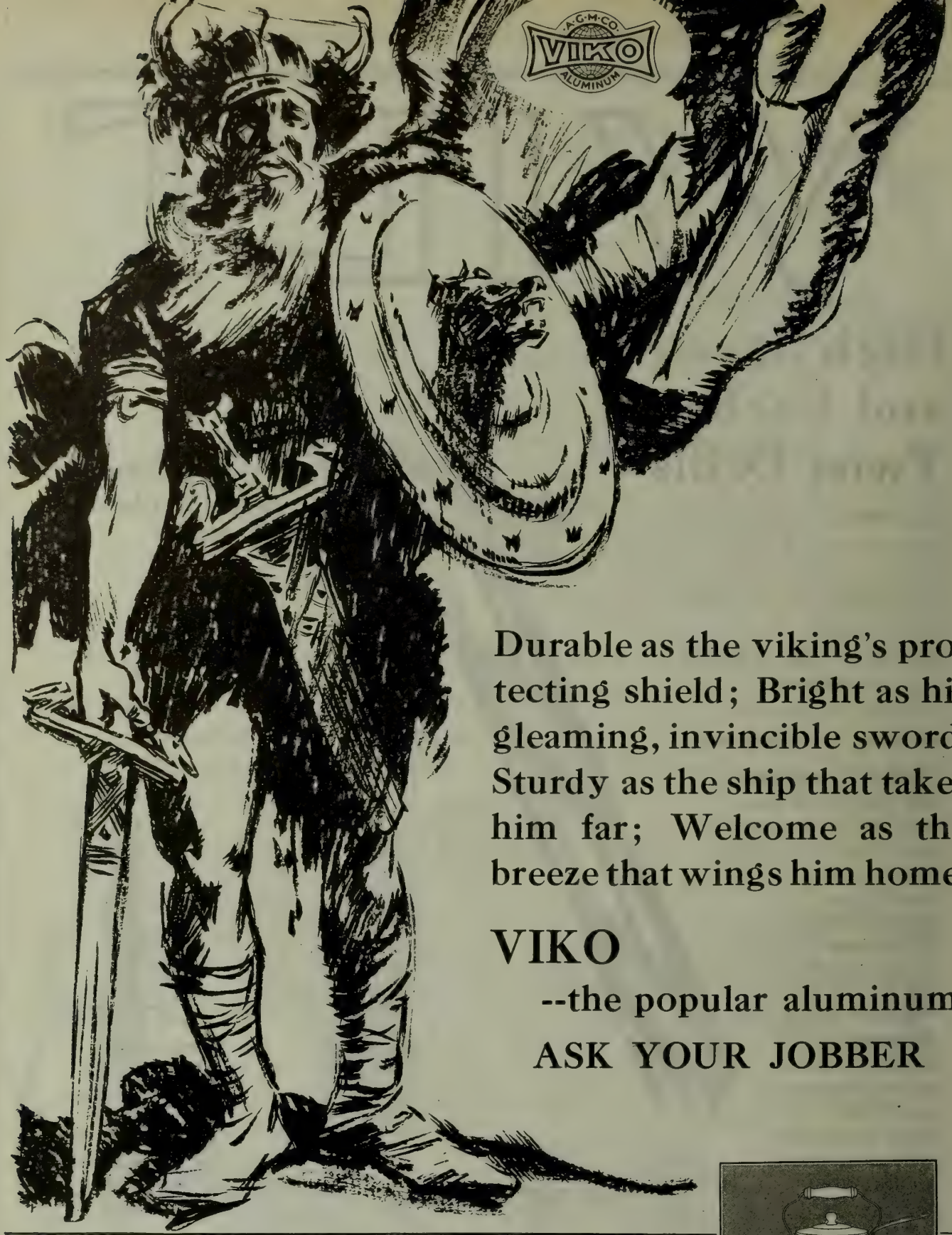
Sell WILT Products

WILT TWIST DRILL CO.

OF CANADA, LIMITED

WALKERVILLE :: :: :: ONTARIO

London Office: Wilt Twist Drill Agency, Moorgate Hall, Finsbury Pavement, London, E.C.2, Eng.



Durable as the viking's protecting shield; Bright as his gleaming, invincible sword; Sturdy as the ship that takes him far; Welcome as the breeze that wings him home.

VIKO

--the popular aluminum.

ASK YOUR JOBBER



Combination Tea Kettle. One of the many Viko products.

VIKO

The Popular ALUMINUM



Any size in any of these styles shipped from stock

Engineers Wrenches, single head
Engineers Wrenches, double head
Cap Screw Wrenches, Hexagon, single head
Cap Screw Wrenches, Hexagon, double head
"S" Wrenches, double head, all styles
Check Nut Wrenches, single head
Check Nut Wrenches, double head
General Purpose Wrenches
Textile Machine Wrenches
Angle Wrenches
Tool Post Wrenches
Set Screw Wrenches
Box Wrenches
Car Builders Wrenches
Construction Wrenches
Bull Dog Wrenches
Twin Wrenches
Spark Plug Wrenches
All kinds of wrenches in sets.

The "W & B" Wrench Family All Ready for Work

Wherever there's a nut or a bolt there's a "W & B" wrench made for a strong pull—on or off—with absolute dependability.

"W & B" drop forged steel wrenches have the maximum strength to do the work for which they are designed. They are not only fine in finish but superior in performance, and are representative products of many years of justifiable reputation in exacting tool manufacture.

Send us your drawings and specifications for special drop forgings

The Whitman & Barnes Manufacturing Co.

Office and Factory: St. Catharines, Ont.
London Office: 139 Queen Victoria St., E.C.

Established 65 Years

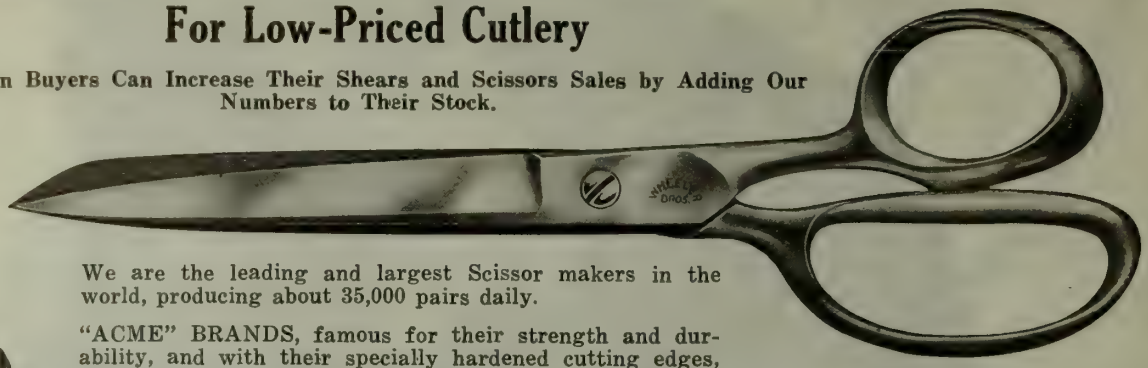
Whitman & Barnes

TWIST DRILLS — REAMERS — WRENCHES — HAMMERS

"ACME" SHEARS AND SCISSORS ARE STANDARD

For Low-Priced Cutlery

Canadian Buyers Can Increase Their Shears and Scissors Sales by Adding Our Numbers to Their Stock.



We are the leading and largest Scissor makers in the world, producing about 35,000 pairs daily.

"ACME" BRANDS, famous for their strength and durability, and with their specially hardened cutting edges, are being maintained to the high standards of quality and finish we have established.



Realizing the importance of prompt service to orders, we are now in a position, on account of improved manufacturing facilities, to give all Canadian orders special service.

Our Canadian representative at Toronto will be pleased to show our samples to you, or have his traveller call on you.

We would esteem it a favor to demonstrate through a trial order the excellent goods we furnish and their fast selling ability.

Have you seen our new No. 5 Catalogue? Let us mail one to you.



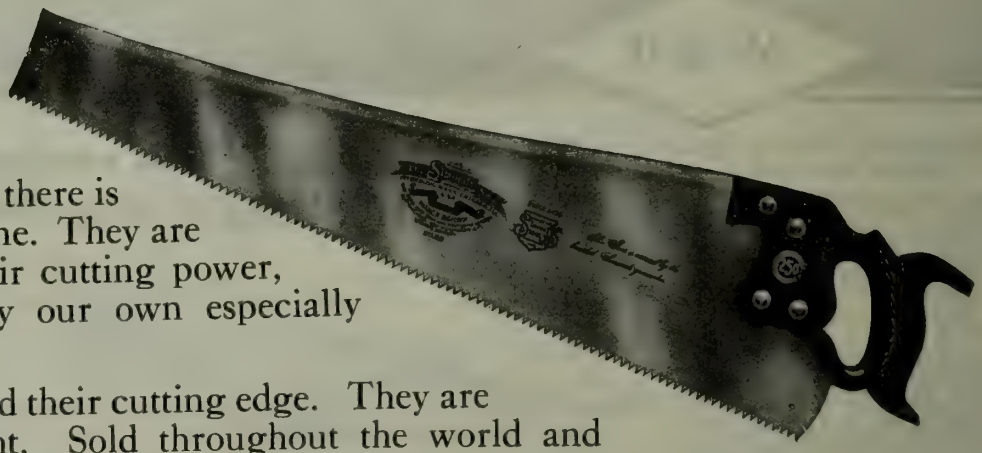
THE ACME SHEAR COMPANY

BRIDGEPORT, CONN., U.S.A.

Incorporated 1882
Cap. Stock, $500,000

Canadian Agent: Mr. A. J. McCrae
23 Scott St., Toronto

SIMONDS HAND SAWS



Represent the best there is made in the saw line. They are celebrated for their cutting power, and are backed by our own especially tough steel.

Simonds Saws hold their cutting edge. They are mechanically right. Sold throughout the world and known as the quality saw.

Honest value is assured to every customer who buys a Simonds Hand Saw. Reasonable profit is also the dealer's. Write for terms and discounts.

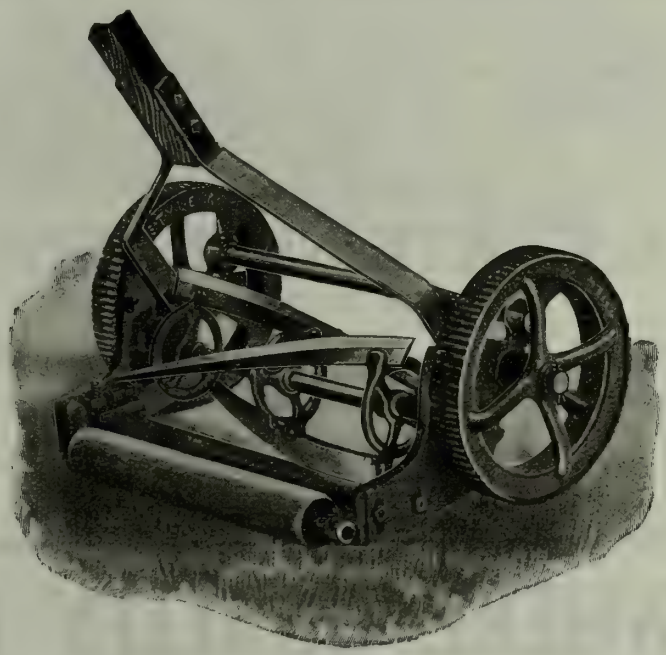
SIMONDS CANADA SAW COMPANY LTD.

"THE SAW MAKERS"

Vancouver, B.C. **St. Remi St. and Acorn Ave., Montreal, Que.** **St. John, N.B.**

CANADA
FOUNDRIES & FORGINGS
LIMITED

"Brockville" Lawn Mowers



Style "K"
8½ and 9 inch Driving Wheels.

The mere mention of "Smart's Brockville" mowers to the prospective

The mere mention of "Smart's Brockville" mowers to the prospecive lawn mower buyer, whether in Canada, England, Australia, or in fact any market in the world, is a complete sales argument in itself. Styles C. K. and B.B. Lawn Mowers are known wherever grass is grown.

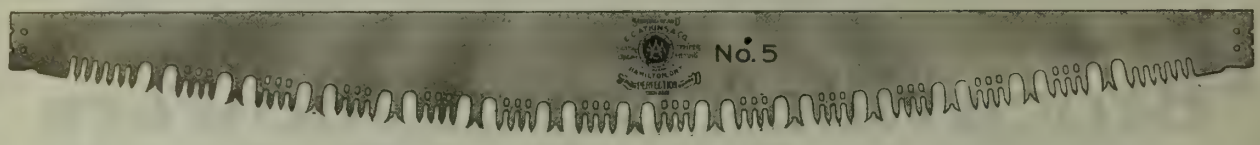
Write for particulars *to-day*. Immediate shipment of all orders received. Ask your jobber for "Brockville" Mowers.

JAMES SMART PLANT

BROCKVILLE - CANADA

ATKINS

Sterling Quality Cross-Cut Saws



The Saw that brings a *higher price*—a *bigger* profit. Their Service makes them worth it.

Sterling quality steel backed by sixty years' experience has produced these popular Saws. Get quotations and resale prices immediately. *Ask for catalog "H.M."*

Made in Canada.

E. C. ATKINS & CO.

Makers of Sterling Saws

Factory—Hamilton, Ont. **Vancouver Branch—109 Powell St.**

A.R.C. BRAND

WHERE QUALITY COUNTS

Your customers will pass judgment upon the mitts or gloves you sell them by the length of service they give.



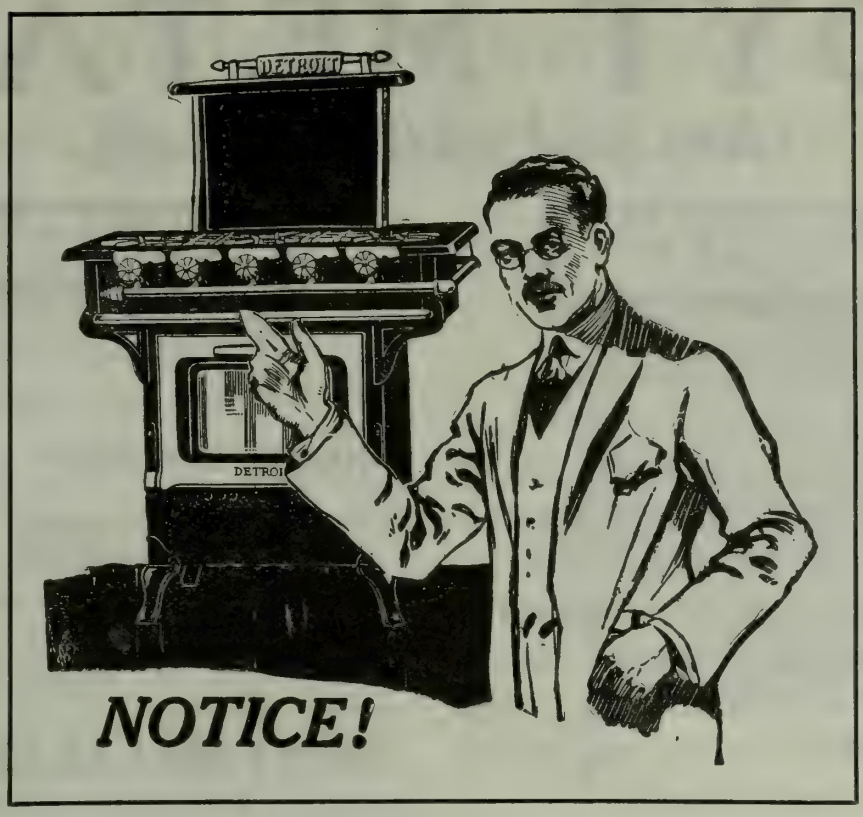
You can sell "A.R.C." Brand Workmen's Mitts and Gloves in full confidence that they will satisfy your customers. The quality of these products is unsurpassed. They are made from the best materials. "A.R.C." Brand products have been well known amongst the Canadian trade for 50 years.

They sell at a price which gives a splendid margin of profit.

Write us to-day for complete information

A. R. Clarke & Co., Limited Toronto

Manufacturers---Gloves, Mitts, Moccasins, Shirts, Sheep Lined and Mackinaw Clothing



Don't Delay Longer!

The spring selling season for oil stoves is at hand. If you are going to get your share of sales you should handle a good oil stove.

Detroit Vapor Oil Stoves are well and favorably known by housewives the country over. And remember that the Detroit Vapor Stove Company offers opportunity for an exclusive agency.

Oil Stove users everywhere are keenly appreciative of the sturdy gas stove construction of Detroit Vapor Stoves, for they are built on gas stove lines and operate similarly.

Detroit Vapor Oil Stoves

No Wicks--Light Instantly--Work Like Gas

Detroit Vapor Stoves have no wicks or wick substitutes. Durable 8½-pound iron burners vaporize the oil so that they burn a gas instead of a liquid. The kettles go on as soon as the match is struck. Detroit Vapor Stoves operate at a lower cost than either gas, coal or wood stoves. They are complete in themselves and can be placed anywhere.

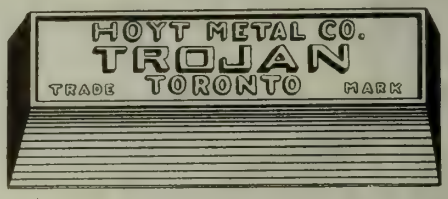
If you have not yet been visited by the Detroit Vapor Stove representative in your territory, you should write us for our exclusive agency proposition. We have been making stoves for 25 years—stoves that the best dealers are proud to handle. Write us regarding an exclusive agency in your territory.

The Detroit Vapor Stove Company

DETROIT, MICHIGAN

HOYT METALS

Are Sold on Their Merits





During the past forty years we have maintained a fixed ideal of **QUALITY FIRST.** Result: **THE HOYT PERFECT ALLOYS.**

That's why it's so easy to sell our Mixed metals. Not only will you find **QUALITY** and **SATISFACTION** in our products, but **PROMPT ATTENTION** and **COURTEOUS SERVICE** in our organization. A combination hard to beat.

The lines that have made Hoyt Metals famous:

"NICKEL GENUINE"
"TROJAN"
"FROST KING"
BABBITTS

Solders in Bar and Wire, free flowing and satisfactory in every way.

Information or suggestions cheerfully given. Write us.

HOYT METAL COMPANY

TORONTO, CANADA

London, Eng. St. Louis, Mo New York, N.Y.



FIG. 141

JENKINS BROS.

Standard Pattern Iron Body Globe Valve Screwed with Yoke.

For use under steam service there are no valves quite as satisfactory as

JENKINS BROS.

Globe and Angle Valves
Fitted with Jenkins' No. 119 Discs

The composition of the disc is very hard, but becomes tough and flexible in service when under steam pressure.

It shows remarkable freedom from cracking and flaking and unrivalled durability in working steam pressures up to 150 pounds.

Write for Catalogue No. 8



Factory and Head Office of JENKINS BROS., LIMITED, Montreal, Canada.

JENKINS BROS., Limited

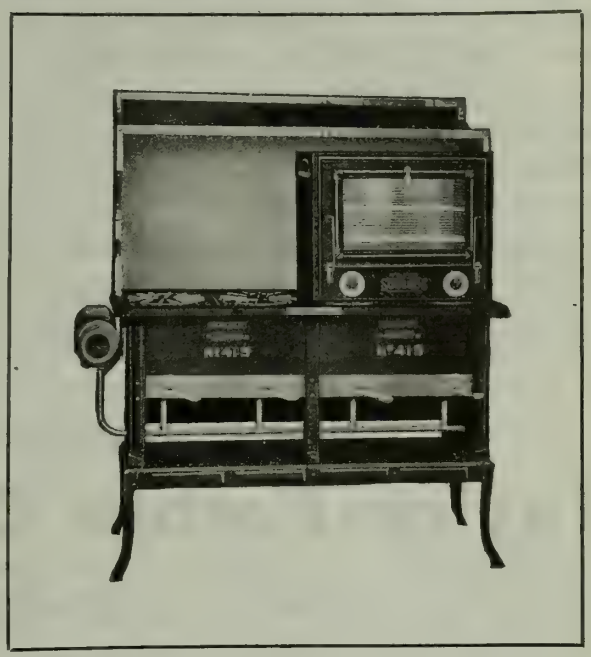
103 St. Remi St. MONTREAL

6 Great Queen Street, Kingsway, London, W.C. 2, England

A Cooking Combination for Successful Canning

THE live dealer is stocking up and displaying his summer lines.

Here is a line that will go good this season. There is going to be a good trade in cooking and canning appliances because the womenfolk have been encouraged to do more domestic cooking and canning. But they will want to work under better conditions than heretofore.



The Florence Automatic Oil Cook Stove will do more towards eliminating their troubles and solving their difficulties than any other cooking appliance, for these reasons:

If they can in comfort, the job loses all its terrors. The latest improvements attached to a Florence Automatic Oil Cook Stove provide the necessary heat for proper canning, yet so concentrates the heat on the boiler that the kitchen is kept cool.

A special jacket attached to the burner confines the heat to the bottom of the utensil, the result is the kitchen keeps cool and the cook will be happy and comfortable during the muggy heat of the canning days.

This is an important selling point because superheated kitchens are the bane of all housewives and cooks.

For drying fruits the McClary Success Oven is unsurpassed. Attached to a Florence Automatic Oil Cook Stove, it does its job to perfection, without overheating the kitchen.

This combination makes an unsurpassed cooking equipment for any kitchen the year around. Displayed in your store, they will attract trade.

Write our nearest branch for further details of all our attractive lines

McClary's

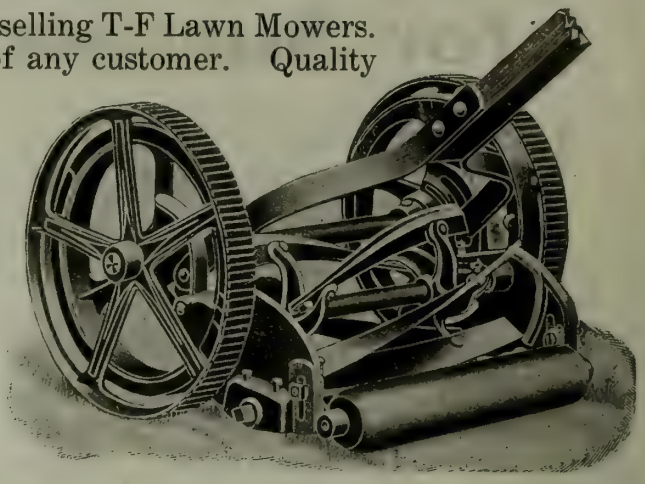
Manufacturers of Satisfactory Heating and Cooking Appliances

London Toronto Montreal Winnipeg Vancouver
St. John, N.B. Hamilton Calgary Saskatoon Edmonton

WHY T-F LAWN MOWERS?

There are good reasons why you should be selling T-F Lawn Mowers. Our lines are complete to meet the purse of any customer. Quality of materials, appearance and working qualities are all protected through the broad interpretation of our guarantee.

Place your Lawn Mower Sales on the sure foundation of "satisfied customers" by selling the T-F line.



"The Lawn Mowers that are Guaranteed"

The Taylor-Forbes Lawn Mowers are guaranteed for one year from date of purchase against defective material and if for any reason the purchaser is dissatisfied with the machine we will be pleased to replace it free of charge, if delivered at our works accompanied by the tag attached to each mower.

The Largest Manufacturers of Hardware in Canada

Taylor-Forbes Company, Limited

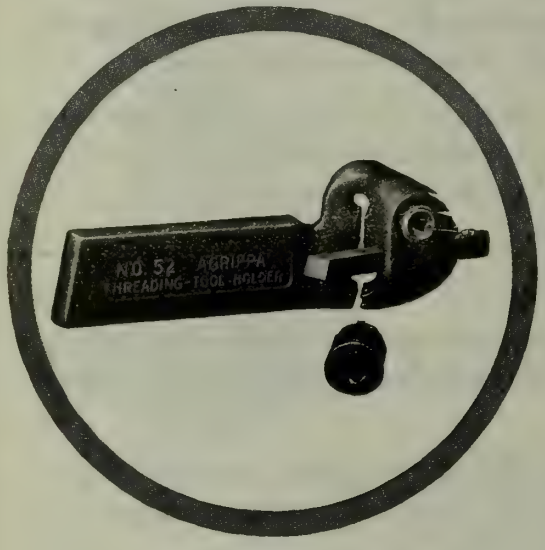
Taylor-Forbes Co., 246 Craig St. W., Montreal

H. G. Rogers, Ltd., 147 Prince William Street, St. John, N.B.

Head Office and Works:
Guelph, Ont.

Taylor-Forbes Co., Ltd., 1070 Homer Street Vancouver.

H. F. Moulden & Son, 314 Confederation Life Bldg., Winnipeg.



Williams' "Agrippa" Tool Holders

BECAUSE they are preferred by a host of operators, they are stocked by many dealers: Williams' "Agrippa" Tool Holders are profitable to both.

They have an established record of economy for both quality and quantity production because they are absolutely dependable. Williams' "Agrippa" Tool Holders insure speed of operation, uniformity of work and increased production. They are made in a wide range of sizes for all regular machining operations: Turning, Boring, Planing, Threading, Knurling, Cutting-off and Side Work.

Send for descriptive booklet.

J. H. Williams & Co.

"The Drop-Forging People"

30 Richards Street, Brooklyn, N.Y.

The A. G. Low Co., Ltd.
30 Pacific Ave., Saskatoon, Sask.
Agents for Manitoba, Saskatchewan, Alberta and British Columbia

"WITHOUT A PEER"

"ROYAL EDWARD"
CAST IRON RANGE



Possessing all features of usefulness, durability and economy.

Just the kind of honest talk you want to give your customer. It's so easy and so satisfactory to sell a stove that will stay sold.

"Royal Edward" Cast Iron Ranges are useful and dependable, because every feature of their construction has been developed to the highest point. They are honestly built by skilled workmen and only the best quality materials are used throughout. From the viewpoint of economy they are a source of wonder and satisfaction to the user—easy on fuel, yet giving the utmost heating value—particularly in the oven which is both roomy and a guaranteed even baker.

That's good, sound argument that should interest every dealer and make sales easy.

Details of Stove illustrated No. 169-21

Oven 20 x 20½ x 13".
Fire Box (Wood) 27 x 10 x 10".
Fire Box (Coal) 19 x 8 x 8".
No. of Lids, 6—9".
Fire Door, 8 x 8".
Weight, 600 lbs.

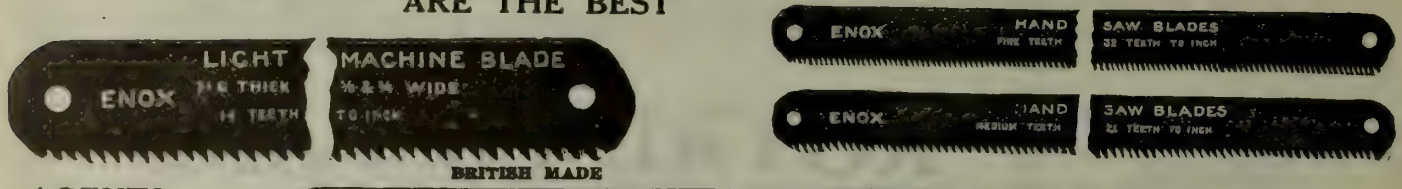
READ this if you want to know that we have a splendid proposition for live dealers who want a good line — on good terms — which means good business for both of us—a post card from you will get us acquainted and bring you catalogue and other details.

THE CANADA STOVE & FOUNDRY COMPANY, Limited

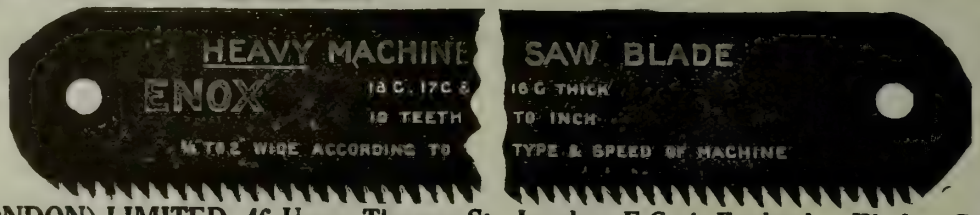
Head Office:
VILLE ST.-LAURENT - - - - MONTREAL
Succursale: 104 Ave. Delorimier

ENOX HACKSAW BLADES

ARE THE BEST



BRITISH MADE



AGENTS IN CANADIAN TOWNS WANTED

AN ENTIREL BRITISH COMPANY

Liberal terms offered to firms willing to carry stocks and act as sole agents for the district.

SOLE MAKERS **FRY'S (LONDON) LIMITED, 46 Upper Thames St., London, E.C. 4, England. Works: Greenwich, S.E. 10**

The Standard Machinery & Supplies, Limited, 261 Notre Dame St., West, Montreal.
Agents for British Columbia—The A. R. Williams Machinery Co., 495 Railway St., Vancouver, B.C.

KEYSTONE



Household Brushes

"Keystone" Household Brushes are the right brushes for you to stock and push—because they are the best brushes that can be made for the prices asked.

The housewife appreciates the fact that brushes which hold their bristles will save time and money. You can sell "Keystone" Household Brushes with this assurance, and your customers will depend on your statements when buying again.

For prices, etc., write

Stevens - Hepner Co.
Limited
PORT ELGIN, ONT.

Get prices and information about the "Nugget" Broom and the rest of the famous Keystone Brand Brooms and Brushes.

STEVENS-HEPNER CO., *Limited*
– PORT ELGIN, ONTARIO –

Alex. McArthur & Co., Ltd.

Established 1879

82 McGILL ST., MONTREAL, QUE.

TO THE TRADE

We co-operate with you in supplying your customers.
We work with you to give your customers satisfaction. Our interests are mutual.
You cannot make any mistake in specifying our *"Black Diamond"* Tarred Felt or any line of *Building Paper* made at our own mills.

Write us for any particulars desired.

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87

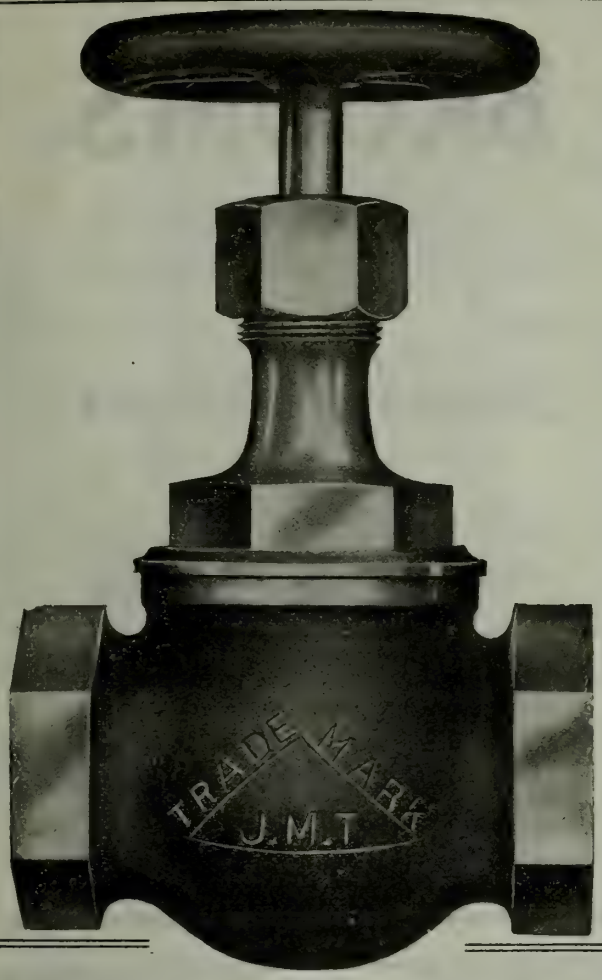
Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THE THOS. PINK COMPANY, LIMITED
Manufacturers of Lumber Tools
PEMBROKE - - - - - ONTARIO



It's a Pink anyway you take it.



A High Quality Hardware Line—

"Morrison" Brass Valves

They always satisfy the purchaser. The dealer experiences no come backs. Morrison Valves are made to last and when lasting work.

They are renewable disc valves, with heavy bodies, spindles and valves, and fitted with gland follower in packing nut.

You can sell Morrison Brass Valves in the full assurance of handling a quality product that will sustain the good reputation of your store.

The James Morrison Brass Mfg. Co. Limited

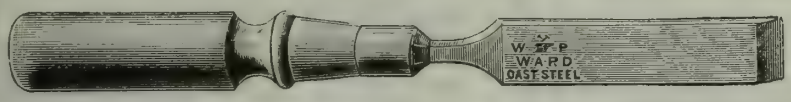
93-97 Adelaide St. West, Toronto, Ont.

WARD & PAYNE'S *Anvil* W P *Brand*



CHISELS &

Have stood the test 100 years



GOUGES

Largest Makers of Light Edge Tools in the World.



Ward & Payne's Celebrated Light Edge Tools are known the world over for the excellence of their serviceable qualities. No other tools possess the same keen cutting edges or the same reputation for efficiency.

War conditions affecting the manufacture of our tools are rapidly being replaced by a more steady production to meet all peace-time demands. You can thus be assured of your orders receiving our most careful and immediate attention.

If your jobber cannot supply you, write our nearest representative.

WARD & PAYNE, SHEFFIELD

CABLES: WARD, SHEFFIELD

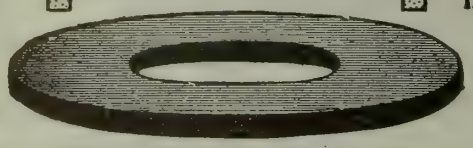
ALEXANDER GIBB, 3 St. Nicholas St., Montreal
SHERMAN F. AINSLIE, Spadina Avenue, Toronto
ANTHONY FERGUSON, LTD., 1150 Hamilton Street, Vancouver, B.C.

Wrought and Steel Plate WASHERS

OF ALL DESCRIPTIONS

ROUND AND SQUARE

PLAIN OR GALVANIZED



Annealed Rivet Burrs; Felloe Plates; Sheared and Punched Plates; Malleable Washers and Cast Iron Washers.

PROMPT SHIPMENTS

We Guarantee Quality and Service.

Wrought Washer Mfg. Co.
MILWAUKEE, WIS.

BROOMS

We are pleased to advise the trade that we can now supply our

Standard Brooms

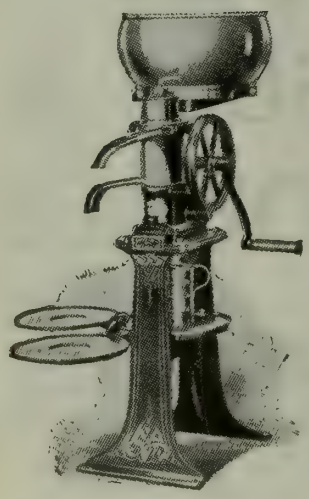
Prompt Shipment

and will be glad to book your order—*PRICES RIGHT.*

QUALITY as usual.

Walter Woods & Co.
Hamilton and Winnipeg

WHY GO FISHING?



for a week for a half-wit who will buy that inferior separator when you can sell the

Anker-Holth
(Self-Balancing Bowl)

Cream Separator

A machine that has an irresistible appeal and is found in the most discriminating homes.

SILVERWOODS, LIMITED
LONDON, ONT.

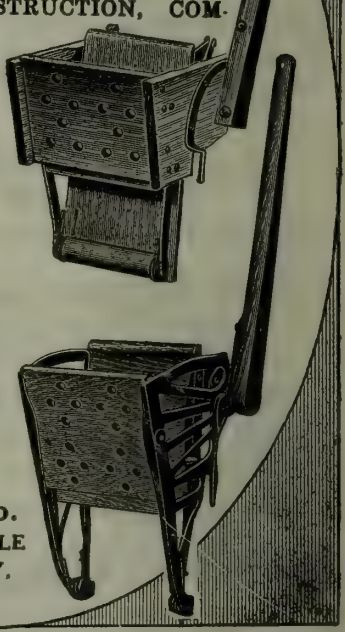
"White"

MOP WRINGERS

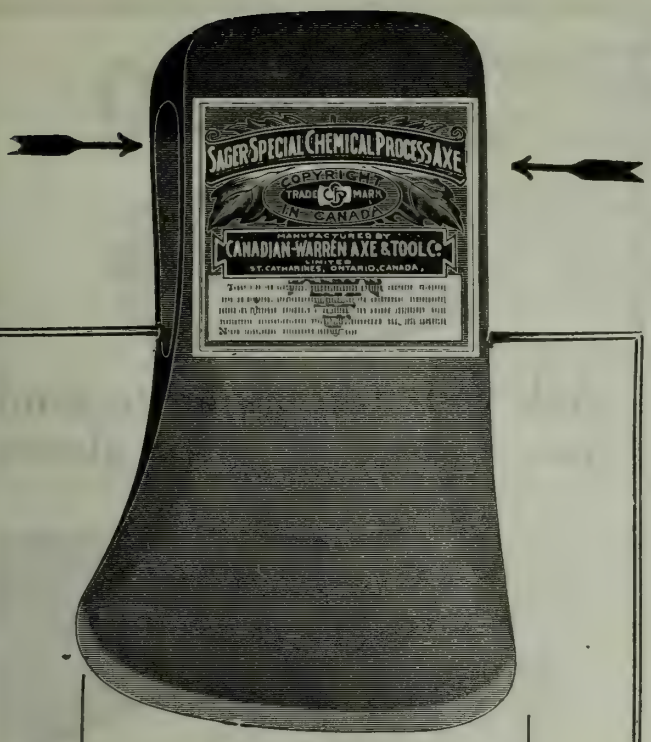
EASE OF OPERATION, THEIR GREAT UTILITY AND THEIR SUBSTANTIAL CONSTRUCTION, COMBINED WITH THEIR PRICE, MAKES THE WHITE MOP WRINGER A RAPID SELLER.

Made of malleable iron and the best of hard woods — Maple or Birch. Fits any kind of pail and wrings the mop thoroughly.

It has more than one use—often used for fruit and vegetable presses and works perfectly. The advent of the White Mop Wringer proved a boon to the housewife—it sells itself and is a good profit-maker.



White Mop Wringer Co.
FULTONVILLE N.Y.



WHY NOT BE GUIDED BY THE JUDGMENT OF HUNDREDS OF WELL KNOWN LUMBERMEN, WHO ACKNOWLEDGE THE SUPERIORITY OF

"SAGER AXES"
AND
"SOO LINE" LOGGING TOOLS?

GET THE HABIT.
(AND THE PROFIT)

Canadian-Warren Axe & Tool Co.,
LIMITED
ST. CATHARINES, ONT.



Soo Line Logging Tools

It Will Pay You to Carry

Famous Five Files

THERE is a shape and grade for work of any kind on metal or wood.

They are standard tools and customers know their merits before they come to buy.

All you need to do is to carry a reasonable stock to be sure of sales.

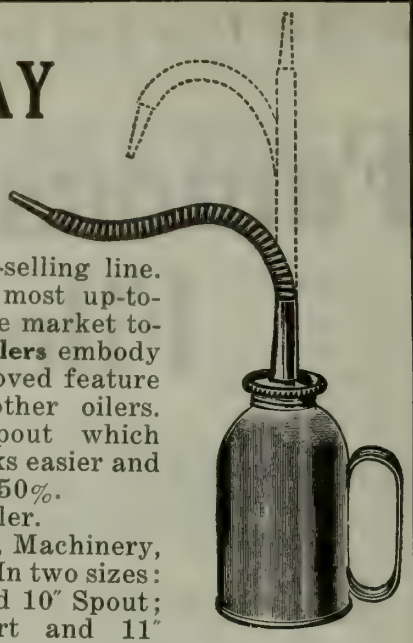
But specify **"Famous Five"** Files when ordering. They are:

KEARNEY & FOOT
GREAT WESTERN
AMERICAN
ARCADE
GLOBE

Made in Canada by



ALL-WAY OILERS



Here is a quick-selling line. The latest and most up-to-date oilers on the market today. **All-Way Oilers** embody a new and improved feature not found in other oilers. The flexible spout which makes oiling tasks easier and reduces oil bills 50%.

R.R. Oiler.

For Locomotives, Machinery, Threshers, etc. In two sizes: No. 4, 1 Pint and 10″ Spout; No. 5, 1 Quart and 11″ Spout.

Canadian Fairbanks-Morse Co., Ltd., Montreal; Wood, Alexander and James, Hamilton; Caverhill, Learmont Co., Montreal; Auto Supply Company, London; Great West Electric Co., Winnipeg; Wood, Vallance & Leggatt, Vancouver; Walker, Vallance, Ltd., Hamilton; Wm. Stairs, Son & Morrow, Ltd., Halifax; Summer Bros., Moncton, N.B.; Canadian Specialty Co., Moose Jaw; Rice Lewis & Co., Toronto; Whites, Limited, Collingwood; J. H. Ashdown & Co., Winnipeg; D. Ackland & Co., Winnipeg; Miller Morse Co., Winnipeg; Wilkinson-Kompass Co., Winnipeg; D. H. Howden & Co., London.

If your Jobber cannot supply you, write us

THE ALL-WAY MFG. COMPANY
77 YORK ST., TORONTO, ONT.

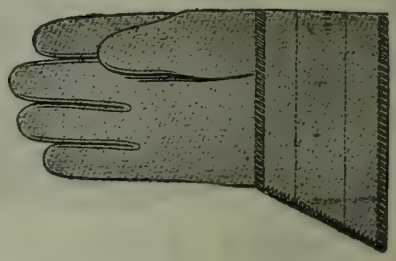
TAPATCO

REGISTERED TRADE MARK BRAND



Ask your wholesaler to send you a stock of these gloves

The men of your town need them. They are strong, serviceable and comfortable and always give the wearer 100 per cent. value and satisfaction. There's a TAPATCO style and weight for every purpose. Show an assortment in your windows.



The American Pad and Textile Company
Chatham, Ontario



"Belleville" Hardware

A "Made-in-Canada" Product Equal to the Best in the World

We are all apt to look up to imported goods as superior to home-made lines. Pause before you concede anything to foreign products over "BELLEVILLE" HARDWARE. Here is a Canadian-made product that is as good as the best.

"Belleville" hardware is meeting the demand of the most particular architects and builders, and is recording wonderful success throughout Canada. It is a worthy Canadian product, worthy of the best Canadian patronage. All hardware looks very much alike to builders and architects until they have had experience with "Belleville."

Best line for dealers to handle. Has greatest demand. Get our proposition.

Belleville Hardware & Lock Mfg. Company
BELLEVILLE ONTARIO

CANE'S Clothes Pins



NOT "Just Clothes Pins"

Cane's Star Brand Clothes Pins are better—they cost no more than "just clothes pins"—but there's a difference.

Star Brand are always right in shape, right in length and correct in count. They will not injure the clothes.

Your Jobber will be pleased to supply Star Brand Superior Clothes Pins at no extra cost.

The Wm. CANE & SONS Co., Limited
MANUFACTURERS
Newmarket Ontario

TRADE MARK

CHICAGO SPRING HINGES

TRADE CSB CO MARK

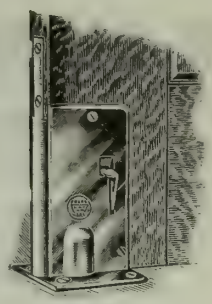
This Trade-Mark on Spring Hinges signifies the **highest quality.**

Look for it on every hinge — none are Genuine Hinges without it.

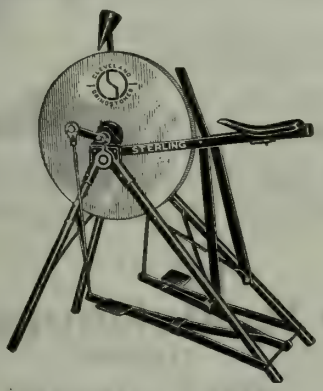
The Chicago "Relax" Spring Pivot Hinge is high class and has an exclusive feature.

It swings doors silently and easily with its smooth ball bearing action. The **spring action release feature** has created a demand. Sells on sheer merit.

Chicago Spring Butt Company
CHICAGO NEW YORK
Send for Catalogue M36



Type No. 6001



"HERE IT IS"

Cleveland Grindstones

We own and control 22 quarries, including the only quarry producing the GENUINE Berea stone, the rock by which all other grindstones for farm and general use are judged.

Through long experience we have the expert knowledge necessary to make intelligent and satisfactory selections of the proper grit best adapted to special requirements.

THE CLEVELAND STONE CO.
UNION BLDG. CLEVELAND, OHIO
Bissett & Webb, Limited, Winnipeg, Man.
Western Distributors

DOOR KNOBS
CHINA and GLASS

With Special Canadian Brass Mountings



Canadian Drawer Knobs

JAMES CARTLAND & SON
LIMITED
BIRMINGHAM
ENGLAND
Canadian Representative:
GEO. H. SMITH, 39 Adelaide St. W., TORONTO



EMBOSSED SHEET METAL FIGURES

Our attractive figures, 8 sizes, 7 finishes, are quick sellers. Our Compartment Box contains 120 figures, 1 dozen each, 0 to 9. Neat, attractive, draws trade. A popular and convenient sales-making method of display for your benefit.
Write for Folder 12 and Sales Suggestions.
We make the following hardware specialties:
DOBSON, ZENITH AND PREMAX HAME CHAINS
Premax, Jockey, Spreader and Stallion Chains, Wall Plugs, Wall and Veneer Ties, Sash Pulleys, Sash Chains, etc. Street and other Signs, Checks, Badges, Medals, Dog Tags, License Plates, Name Plates, Miscellaneous Goods.
SPECIAL BARGAINS IN TRAPS FOR 30 DAYS.
Catalog No. 25 on request.

Niagara Falls Metal Stamping Works
Niagara Falls, N.Y.

W. HARRIS & CO., Limited

MANUFACTURERS OF

GLUES

Flake, Ground or Sheet

Importers of

POTATO STARCH
CORN DEXTRINE

Your inquires solicited, giving name of your wholesale dealer

W. HARRIS & CO., Limited
994 Danforth Ave. TORONTO, Can.

More-Profit Pumps ---Real Profit

No use to sell a pump that makes trouble for a dealer with his customer.

The trouble is remembered. The cost of repairs is dead loss of time and temper. The dealer suffers.



"Aremacdee" hand and motor metal pumps for force or lift use, every kind, are shown in the big catalogue.

Dealers, ask for prices and terms. Get real profits on your metal pump sales.

WRITE

The R. McDougall Co.
LIMITED
GALT, CANADA

P X H

TRADE MARK

A SLOGAN

is a manufacturer's declaration of faith in his product.

Usually it is a simple statement of fact, pithily pointing out the superiority of his goods.

The slogan of P.H. and Imperial Files, is

"They Cut Faster And Wear Longer"

This is justified by the practice and experience of satisfied users.

Let us prove it to *YOU.*

Ingersoll File Company, Limited
Ingersoll, Ontario

John Morrow Screw & Nut Company, Limited
INGERSOLL ONTARIO
Sole Distributors

IMPERIAL

TRADE MARK

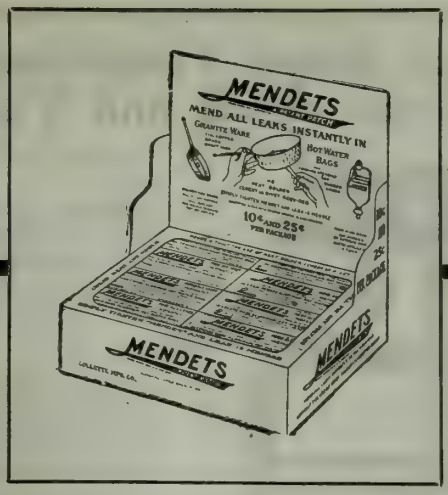
REED'S SPECIAL



Asphalt Roofings,
Tarred Felts,
Pitch,
Coal Tar,
Roof Coatings,
Slates,
Conductor Pipe,
Gutters,
Sheet Metal Work
Fire Doors,
Wire Guards,
Ventilators.

The products we make are the best that may be bought for the money. Every item is high grade and extremely durable. A postal will bring you complete prices and full information on all our Roofer's Supplies. *Write us.*

GEO. W. REED & CO., Limited
Manufacturers
MONTREAL



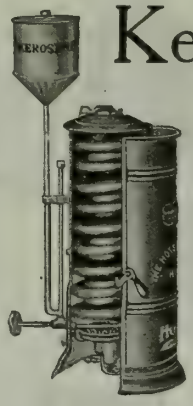
A Silent Salesman!

Suggestion creates **desire. A desire to purchase** means **another sale.** That's the service **our display case** renders you. **Mendets** is performing an unusual service in the home in the **mending of metal and rubber utensils.** Meet the popular demand. Send for a **display case** to-day.

At your jobber's.

Collett Mfg. Company

Collingwood, Ont., Canada



No. 20-K
(Also made with cast sections).

Kerosene Water Heater

Here is a REAL Kerosene Water Heater! Works like a gas heater—easy to operate.

Wickless burner generates its own gas and throws a clean, powerful, odorless flame.

This heater will give SATISFACTORY SERVICE. Once sold—stays sold—no come backs. The price is low, the season is here—send for descriptive folder **To-Day**

The Hotstream Heater Co.

"Makers of heaters that heat"

1380 East 17th Street, Cleveland, Ohio

Write to Canadian Representatives

W. H. CUNNINGHAM & CO., 181 Church Street, TORONTO

MADE IN CANADA

Blacksmiths'
Boiler Makers'
Machinists'
AND
Pipe Fitters'
Tools

Write for Catalogue

A. B. Jardine & Co.
LIMITED
HESPELER, ONT.

Manufacturers
OF
WIRE

HEADQUARTERS FOR
WIRE BALE TIES

Largest Capacity and Stock in Canada

PROMPT SHIPMENT

LAIDLAW BALE TIE COMPANY, Limited
HAMILTON, CANADA

Winnipeg Toronto Montreal
London, England



The O. K. of 850,000 Women

who now do their ironing every week with

THE Royal Self Heating Iron

Is a strong argument that its advantages are appreciated by the housewife. Every iron is backed by fifteen years' successful experience manufacturing irons of this type exclusively.

Write us now for details, also name and address of nearest Canadian Distributor.

CADMAN & COMPANY
322 McIntyre Block, Winnipeg,
Western Canadian Representatives.

Royal Self-Heating Iron Company
556 Wayne St. Big Prairie, Ohio, U.S.A.

Rock Island Combination Forge, Anvil and Vise



FRAME—is steel angles.

FORGE — Pan is oval, 12 x 15 inches.

FAN — is driven by an accurately cut gear and pinion.

VISE — jaws are 3½ inches wide and open 11 inches.

PIPE JAWS — take pipe and round rods up to 2 inches in diameter.

DRILL—takes ½-inch round shank drills; chuck is steel.

The machine weighs about 135 pounds. Order a sample. This tool will sell on sight.

Factory and Office:

Rock Island Manufacturing Company
ROCK ISLAND, ILL.
NEW YORK---113 Chambers St. CHICAGO---180 N. Market St.

VISES *A Type and Size for Every Service*

Stanley Tools



Stanley Nail Sets

¶ Made of a high grade of tool steel. Both ends hardened and oil tempered. Specially well knurled, giving the workman a feeling of security as to "grip." ¶ The point that comes into contact with the nail is "cupped" and the edges nicely rounded. Made in a variety of sizes four inches long.

¶ These are packed in attractive display boxes.

¶ You should have them in stock. They will prove themselves sellers.

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.

Canadian representatives: A. McFarlane & Co., Ltd., Montreal, Canada.

QUALITY FIRST IN

Still's Handles

We are specialists in the manufacture of wood handles.

Quality First has always been our policy in all our products.

STILL'S HANDLES enjoy a reputation throughout the Dominion that has put them in the front rank of rapid sellers for the retailer.

Wherever the best is in demand there **STILL'S** are sold.

More sold in Canada than any other make. **STILL'S HANDLES** are made with exacting care from high quality Canadian woods, durable and lasting to an unusual degree. Axe, Pick, Sledge and Hammer Handles, Cant, Hook and Peavie Handles. There are good profits for the dealer and an abundance of customers' satisfaction in all **STILL'S HANDLES.**

J. H. STILL MFG. COMPANY
ST. THOMAS . - ONTARIO

Build Up Your Business

by handling the BEST.

MADE IN CANADA BY CANADIANS

Sold All Over the World



ARROW HEAD SAWS

Write for Catalogue
T. F. SHURLY CO., LTD
St. Catharines, Ont.

METALS · CHEMICALS · GLASS

B&SH Established 1790

We are now prepared to quote on

English Castor Oil

In Barrels or Cases

in all grades for prompt import.
Send us your enquiries for Spring.

B.&S.H.THOMPSON & COMPANY LIMITED MONTREAL

Branches : Toronto, Winnipeg, Vancouver, New Glasgow, N.S.

Selling Agents for Eastern Canada for United States Steel Products Co.
Exporters of the Products of the American Sheet & Tinplate Co.

A Household Necessity

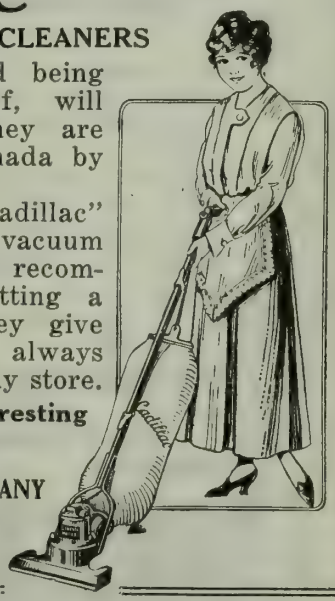
A Cadillac Electric Vacuum Cleaner is a necessity in every house. It enables the housewife to do the maximum of work with a minimum of labor. Housecleaning is done much more thoroughly than is possible with an ordinary broom and without the fuss and dirt attached to the old-fashioned method of sweeping.

CADILLAC

ELECTRIC VACUUM CLEANERS

are well made, and being practically fool-proof, will last a lifetime. They are manufactured in Canada by Canadians.

Dealers find the "Cadillac" an excellent electric vacuum cleaner to stock and recommend; besides netting a handsome profit, they give customer-satisfaction, always a valuable asset to any store.



Write for further interesting particulars to

CLEMENTS MFG. COMPANY
78 DUCHESS ST.
TORONTO

E. Roy, 65½ St. Andre St., Montreal, Que.
A. S. Butchart, 26 Adelaide St. W., Toronto
C. C. Cartwright, Union Trust Bldg., Winnipeg



4 Good Reasons ---READ 'EM!

Why you should sell Rolled Thread Bolts and Screws:

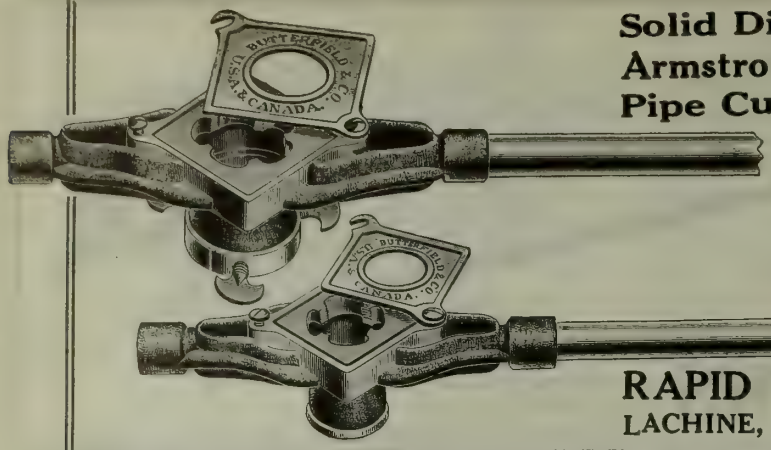
BETTER QUALITY—Rolled Thread Bolts can only be made from first quality Basic Open-Hearth Stock.

STRONGER—Actual tests show 13 per cent. greater strength than Cut Thread Bolts.

NO USELESS WEIGHT—Shanks are smaller than threads. No useless weight to pay freight on.

BIG FIRMS ADOPTING THEM—Some of the largest users on the continent will accept nothing else—and they always investigate before acting.

THE NORTHERN BOLT, SCREW AND WIRE COMPANY, LIMITED - OWEN SOUND, ONT.



Solid Die Plates
Armstrong's Adjustable Stock and Dies
Pipe Cutters and Vises

We are the sole manufacturers of the above lines previously made by Butterfield's.

These are profitable lines for you to handle on account of low prices and high quality.

Write for our complete catalogue and price list.

RAPID TOOL & MACHINE CO., LTD.
LACHINE, QUE. Branch: IBERVILLE, QUE.

UNIMECO WROUGHT WASHERS

We manufacture a wide range of **wrought washers** of every description. Round and square in plain and galvanized.

"Unimeco" washers possess superior quality and unusual finish.

We can also supply you with **Annealed Rivet Burrs** of the same high quality. The "Unimeco" line is a profitable one for you to handle. Write us for information and prices. We ship promptly.

THE UNION IRON & METAL CO.
LIMITED
1951 DUNDAS ST. W.
TORONTO ∴ CANADA

VOL-PEEK

A Fast Seller with Big Profits

15 cents

Vol-Peek is the most rapid seller you can place on your counter. It sells on sight. Our bright colored display stand will make many sales for you. Vol-Peek mends kitchen utensils at **½ cent per mend.** Pots, pans, tinware, graniteware, copper, aluminum, etc. Easily applied, sanitary and guaranteed satisfactory.
Sold and advertised all over Canada. Write to-day for a display stand of 24 packages, $2.25. 60% profit for you.

Order through your jobber or direct to—

N. NAGLE & CO.
(Owning and operating Vol-Peek Mfg. Co.)
BOX 2024, MONTREAL, CANADA



COSTS ONLY ½c FOR EACH MEND

WE aim to make our products the best on the market. The reputation for quality they have attained is evident in the general favor they have won with the trade.

You can handle these lines in full assurance of profitable returns.



THE lines we manufacture—

Emery Paper and Cloth
Garnet Paper and Cloth
Flint Paper and Cloth
Discs and Circles

Write to-day for catalogue and prices.

Canadian Sales Representatives:
Messrs. Moncrieff and Endress, Galt Bldg., Winnipeg, Man. 'Phone Garry 3389
Mr. Alexander Gibb, 3 St. Nicholas St., Montreal, Can. 'Phone Main 2343

UNITED STATES SAND PAPER CO., Williamsport, Penn.

Cleaner Oil, Economically Handled
No Waste, More Profits.

This sums up the advantages of the dust and dirt-proof, leak and waste-proof battery of

GILBERT & BARKER

T-230-L Lubricating Oil Outfit

It replaces the fire risk, mess and waste of barrel storage, with safety, convenience and economy. The oil is kept absolutely clean and cannot evaporate. The modern hardware dealer is making additional profits catering to the automobile trade.

This outfit can be put in the rear of the store, quickly available to serve the auto trade with oil. A barrel track and chain hoist enables any man to drain a barrel with ease and despatch. It's such a good investment, making for such positive economy and additional profits from the handling of oils, that it soon pays for itself. At least this has been the experience of thousands of users.

Why not send for Bulletin 52 to-day.
To-day is a better day than to-morrow. Write

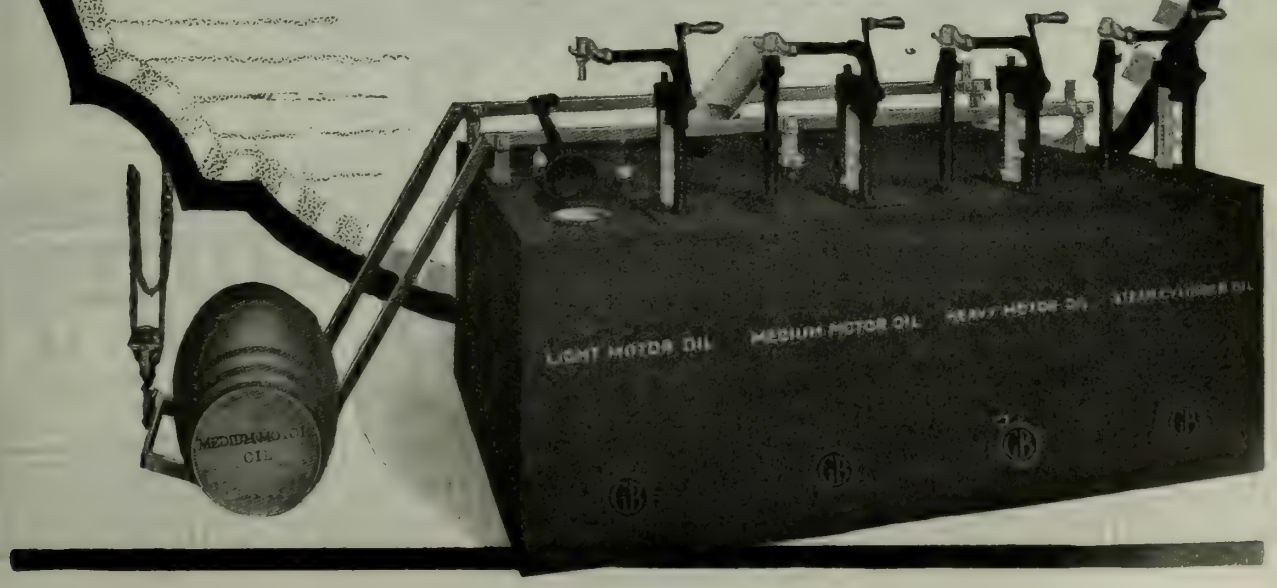
GILBERT & BARKER MFG. COMPANY

SPRINGFIELD, MASS., U.S.A.

Canadian Distributors:

Imperial Oil Limited

BRANCHES ALL CITIES




Start a Gun Club in Your Town
It's the biggest business-building asset there is in the ammunition line. Capitalize it—make it pay you profits through your sales of ammunition.
Trap shooting is popular. Gun clubs are being organized everywhere. Get yours started and boost your arms and ammunition business. It's an all-year-round sport that means all-year-round sales of ammunition. There is no closed season on clay pigeons.
Write us for booklets on how to organize a gun club in your town—for prices on traps, targets, trap loads, etc.
A Dominion Hand Trap
makes trap shooting possible anywhere at any time. Write to-day for prices on this popular sporting accessory.
Dominion Cartridge Co., Limited
120 St. James Street
Montreal
CANUCK
12 GUAGE
12 GUAGE
Loaded with Double Chilled Shot
IMPROVED
REGAL
GUAGE
24 1¼ 1½ RH
SOVEREIGN
12 GAUGE
12 GAUGE
3 1¼ 7½ SP

"Member Audit Bureau Circulation."

HARDWARE AND METAL

CANADA'S NATIONAL HARDWARE WEEKLY

Vol. XXX. TORONTO, MAY 31, 1919 No. 22

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THE STANLEY WORKS

The largest and oldest manufacturers of wrought steel hardware in the world

TRADE S.W. MARK



Clinching Easy Profits

THIS very minute the construction of many garages is being started in your locality. People who put off building, during the war, or who hoped against all logical reason that prices might be lowered after the armistice, are going ahead now with improvements so long postponed.

Your profit on each sale of Stanley Garage Hardware is a wide one and the volume of your sales this season will be larger than ever before.

With this profitable market in easy reach, be sure you clinch every possible sale by being able to furnish from stock whatever your customers require.

Stanley Gargage Hardware is a standarized line and the number of its items are few. See that your stock is kept complete. If you are out of any items now, order them today.

THE STANLEY WORKS

NEW BRITAIN, CONN., U.S.A.

New York, 100 Lafayette Street **Chicago: 73 East Lake Street**

Canadian Representatives: A. Macfarlane & Company, Coristine Building, Montreal

Canada's National Hardware Weekly

HARDWARE AND METAL

Published Every Saturday Since 1888

Vol. XXX. TORONTO, MAY 31, 1919 No. 22

Gives Accessories Best Store Space

Brantford Merchant Keeps One Window for Auto Accessory Display—Silent Salesmen Moved Up to Front of Store—Advertising Copy Carefully Prepared—Stove Department Shows Big Sales

"IT is one of the fastest growing and most promising departments in the whole store," said G. A. Elliott, of Elliott's Hardware, Brantford, Ont., to HARDWARE AND METAL in connection with his auto accessory business. Mr. Elliott has been selling accessories for one year now and says there has been a steady development in the business, and that he looks for it to be maintained.

"Auto accessories are a legitimate part of the hardware business," he said. "To go into this line, though, I think a man should study very carefully in autos and the supplies required. There is, perhaps, no department in the store which needs such careful attention in buying and sorting and keeping the stock in shape. I have a separate price book for all my accessories. That is the only way I can figure out to keep track of them."

Elliott's hardware has two display windows on the main floor and one on the second. Throughout the season one of the windows is devoted entirely to showing auto accessories. The displays are carefully arranged and are changed weekly. As a general rule price tickets are used, depending on the lines shown.

Mr. Elliott has two silent salesmen filled with auto accessories right up at the front of this store. They make an attractive showing and he says are a splendid selling force. As shown in the illustration of his auto accessory section he has arranged a most attractive wall display behind his silent salesmen. The combination of wall display and silent salesmen is responsible, he says, for many sales.

"Store display when it is neat, attractive, and well arranged," he said, "is a big factor in selling at any time. We get splendid results from our windows, from our silent salesmen, and from the wall display of accessories."



Herewith is the attractive store front of G. A. Elliott's hardware store in Brantford, Ont. It will be noted that window to right of entrance is devoted to auto accessories, that to the left to garden tools. Above a display of paints appears. At the extreme right is shown a self-measuring gasoline pump.

Regular Advertiser

Mr. Elliott is a thorough believer in newspaper advertising. Every Friday he uses three full columns of space and his copy is attractively and profusely illustrated.

"It takes work to prepare the copy," he said, "but it is worth it. We get direct results. I believe thoroughly in well-directed advertising and I am satisfied that newspaper advertisements are the cream of all mediums. Newspapers and billboards, to my mind, are the two best means of reaching the public. I have studied and compared results carefully, and I am convinced that my present method of using a big display once a week produces far more business than using a small advertisement every day. The small daily ad. will produce some results, but the big display every Friday with lots of illustrations and a good line of sales talk brings far more business."

Discussing the advertising matter sent out by many manufacturers to



Besides the two show cases displaying auto accessories, G. A. Elliott, Brantford, Ont., devotes a section of his wall space to a showing of this class of goods. A neat arrangement of merchanics' tools is also apparent and a fine finish to the store is given by the use of metallic ceilings. A display stand of lawn mowers appears at the end of the silent salesmen.

hardware men and the matter mailed by paint firms to special lists of people, Mr. Elliott gave it as his opinion that thousands of dollars are wasted yearly.

"I wish they would give us some of that money to use with our own advertising," he said. "Large sums are absolutely wasted by many firms by their present plans."

Instead of following the plan used by many hardware dealers of running a paint ad. supplied by the firm in a separate space with his name under it, Mr. Elliott uses a different method. He uses the paint firm's copy and illustrations and has an arrangement with them by which their advertisement is used in his own space. In this way the paint and the paint firm become identified with Elliott's store, instead of the paint firm getting all the advertising and Mr. Elliott only a line or two at the bottom. In a three column ad. the paint section makes a nice display, but Elliott's store is featured and is emphasized all the way through, and is not overshadowed by the paint copy.

Value of Display

The value of attractive store and window display is thoroughly appreciated by Mr. Elliott. His two windows on the street are kept looking their best, are changed regularly, and contain seasonable lines at all times. He has adopted a simple plan of making them look different and of always keeping the sides and back looking clean and bright. This is to paint them often, and each time change the color. For a couple of weeks the color may be an attractive shade of green; then suddenly overnight the window becomes white; a couple of weeks later it is some other shade. White makes a most attractive showing, but is harder to keep clean.

On the second storey Mr. Elliott formerly had his glass and paint store room in the front of the building. Realizing the value of this space for display purposes, however, he fitted up a large plate glass front, which extends clear across the store. This space is used for two lines only, paints and stoves. Throughout the spring and summer this large space is filled with a most attractive showing of paints. A great deal of care is shown in the arrangement, as it is not changed. In the fall and winter the paints are taken out and stoves and heaters are on display. Careful attention has been given to the lighting arrangements in all three display windows and at night for hours after the doors have been locked and the store closed they are "pulling" business. "They certainly produce results," says Mr. Elliott.

Not a Banker

Ninety per cent. of the business done over the counter is cash. Brantford is essentially a factory city, and as Mr. Elliott has his share of this trade and also does considerable furnace and heating business, there are cases where statements have to be sent out and time allowed for payment. Mr. Elliott, however, takes no chances on people he does not know all about.

"I have not had any trouble with collections," he said. "I am running a hardware business, not a banking business. There are no accounts so hard or so costly to collect as a lot of little small charge accounts. I don't take any chances and would say that of the entire volume of business done, sixty per cent. is cash and forty credit."

Mr. Elliott is strongly in favor of early closing. Hardware dealers and other retailers, he says, spend altogether too much time in their stores.

"More business can be done in less time," he said, "if we will only do it. The dealers are to blame, not the people. The buying public will quickly adapt itself to buying in certain hours if hardware dealers and other firms do not keep open after a specified time. People soon learn if a store is going to close at six to buy anything they need before that hour. They are glad to co-operate with merchants in closing early as a general rule and appreciate that it is not fair to

keep a merchant around the store all night.

Changes It Around

In Mr. Elliott's store the stock is changed around often and special care is always shown to keep all seasonable lines to the fore. Just as much care is taken to keep everything neat and clean and looking its best. People like to shop in a store where the stock is inviting and the premises in keeping with this. A battery of silent salesmen filled with an attractive showing of cutlery, silverware, auto accessories and other lines, display stands, wall displays, combined with showings of seasonable goods, contain enough to maintain the interest of most shoppers. Mr. Elliott has them all.

An arrangement of brushes in connection with the paint department is a feature worth mentioning. The brushes are arranged as shown in the accompanying photo. Each has its own section and at the head of each section is a card bearing the price and the firm's name. Every time a sale of paint is made care is taken to ascertain all about the work to be done. Not only are instructions given as to preparing the work, the best paint to use for whatever is planned, but the buyer is advised as to the best brush required.

Sells Good Goods

The firm's aim is to sell only paints, brushes or other goods that will give satisfaction. Satisfied customers, whether they are buyers of paints, brushes, stoves, or any other line, are one of the best advertisements a store can have. They not only come back themselves,



View of the housefurnishing department of G. A. Elliot's hardware store, Brantford, Ont. It will be seen that one range is connected up for demonstration purposes and showing of other lines good. To the left of the photograph will be seen a rack holding screen wire cloth in an accessible manner; in the immediate foreground is the brush display.



A neat paint arrangement always attracts and this is the case with the showing of G. A. Elliott, Brantford, Ont. In the immediate foreground is shown an attractive layout of paint and whitewash brushes which can be easily duplicated by other merchants. To the left of the cut is shown a small section of the housefurnishings display.



Here is shown a sample of the newspaper advertising being done by G. A. Elliott, Brantford, Ont. It is an attractive layout, brightened up with cuts and explicit in the matter of price. Results are secured, according to Mr. Elliott, from the space being used. This ad measured 11 x 16½ inches.

but they keep telling their friends and their friends tell others, and so the buying circle continually widens. This is always kept in mind in Mr. Elliott's store. As a result, he says, his paint sales are steadily increasing and each year sees more brushes sold than formerly.

While stoves are shown on the main floor, there is a special stove department on the second floor. Mr. Elliott believes in letting people see what the stoves will do, and one, a combination stove, which will burn either coal or natural gas, is in operation all the time, using natural gas as fuel.

Goes After Business

While many stove prospects come as a direct result of newspaper advertising and window displays, very often sales are made in other ways. For instance, Mr. Elliott's clerks hear of prospects and at once follow them up. It is often found that when a sale is made in this way that the prospect knows of one or two other persons who are thinking of buying stoves. These are at once called upon and are followed up. Very often one satisfied stove customer sends another.

A number of summer stoves are also sold. These are shown by being placed during the proper season at points of vantage in the store. Frequently they are placed in the windows and very often they are lighted and put in some conspicuous place. It has been found that sales often result from this.

Use Display Cards

Display cards bearing such inscriptions as "Quality First" and similar wordings are placed about the store at points where everyone can see them. Window cards are also very often used

PAPER AND ROOFINGS VERY ACTIVE

"It is just rather difficult to keep pace with orders these days. We are very busy, and May will be the biggest month yet."

In these words D. P. Hitch, sales manager of the Barrett Co., Montreal, referred to the present condition of business as obtaining for roofings and papers. It bears out the prediction made by Mr. Hatch a few weeks ago when he expressed his belief that May would be a big buying month.

The weather conditions have been somewhat backward, and this has unquestionably been a factor in deferring buying. In addition to this, there has been a great deal of care exercised with respect to buying. Apparently realizing more or less definitely that there will be no precipitate declines, dealers have been providing themselves of late with goods, and these are going into use. It should be the hardware dealer's time to cash in on big sales. Through his advertising, etc., he can secure his good share of the profitable business that may be developed in the summer season.

MONTREAL C.M.A. ELECT OFFICERS

Elections were held last week for the offices of the Montreal section of the Canadian Manufacturers' Association and resulted in the following members of the metal and paint trades being chosen: John Irwin, managing director McArthur, Irwin, Ltd.; George Henderson, president Brandram-Henderson, Ltd.; A. A. Bittues, managing director Gillette Safety Razor Co. of Canada, Ltd.; Julian C. Smith, Canada Carbide Co.; James L. Waldie, Canadian Tube and Iron Co., and Fred R. Whittall, managing director A. R. Whittall Can Co., Ltd.

At the meeting held, several interesting addresses were delivered, one on co-operation, one on production methods and cost control, and another on the labor situation. That on co-operation was delivered by the general manager of the C.M.A., J. E. Walsh, and the others by outside visitors.

FOUNDER OF TRADE POOLS IS DEAD

Edwin E. Jackson, Jr., who was well known some years ago as an organizer of business combinations and trade agreements and pools, died this week at his home in Brooklyn at the age of 52. Mr. Jackson, while a member of the law firm of Noble, Jackson & Hubbard, put through a pool agreement to control both the output and price of wire, but in 1911 all the members of the association were found guilty of violating the Sherman Anti-Trust Law and were forced to dissolve the pool and, in addition, had to pay heavy fines to the Government. In this case, Mr. Jackson was fined $5,000 on each of nine counts, or a total of $45,000.

Mr. Jackson also organized the so-called "Bath Tub Trust" and the "Electrical Trust," which were also forced to dissolve in 1911 as a result of the suits which were brought by Attorney-General Wickersham under the Sherman Act. It is said that at one time Mr. Jackson and his associates managed no less than 50 different trade pools which in the main were designed to create monopolies and do away with all outside competition, but owing to the firm stand taken by the Government, they were all abandoned.

The Waterbury copper average is one of the few trade innovations introduced by Mr. Jackson, which has survived, but this is still issued each month and continues to be used quite extensively as a settling basis on copper products.

Exactly what methods are employed in compiling the Waterbury average is not known to the public, but it presumes to represent the average value of Lake copper for each month.

Where and When Stores Are Closing

A List of Early Closings in Towns and Cities Throughout Canada Prepared From Information Supplied by Merchants——The Growing Prevalence of the Weekly Half Holiday Demonstrated

IN accordance with the usual custom, HARDWARE AND METAL *is preparing half-holiday list of towns and cities throughout Canada. Merchants are asked to send through information at once if their own town is not included in the list herewith. For the convenience of travellers and business houses, this list will be published in booklet form. A card addressed to the editor will insure those desirous of getting same being on the list to secure these as soon as completed.*—EDITOR'S NOTE.

BRITISH COLUMBIA

A British Columbia law compels the observance of a weekly half holiday.

ARMSTRONG store close Thursday at 12.30 the year round, and nightly, except Saturday, at 6 p.m.

CHILLIWACK. — All stores close Thursday at noon the entire year, except drug stores, which close from noon to 6 p.m. Stores close at 6 p.m. week days, Saturdays 10 p.m., except drug stores, which are open every evening until 10 p.m.

CRANBROOK.—Stores close Wednesday noon all year according to British Columbia Government regulation, and nightly, except Saturday, at 6 p.m.

FERNIE.—Stores close Wednesday 1 p.m. and every evening, except Saturday.

GRAND FORKS.—Stores close Wednesray noon the year round, and nightly except Saturday at 5 p.m.

KAMLOOPS.—Stores close Wednesday at 1 p.m. the year round, and daily except Saturday at 6 p.m.

KELOWNA.—Stores close Thursday noon and nightly except Saturday at 6 p.m.

NELSON.—Stores close Wednesday noon the year round and nightly except Saturday at 6 p.m.

NORTH VANCOUVER.—Stores close Wednesday at 1 p.m. the year round, and every evening except Saturday at 6 p.m.

PENTICTON stores close Thursday noon the year round, and nightly, except Saturday, at 6 p.m.

REVELSTOKE.—Stores close Wednesday at 1 p.m. the year round, and daily except Saturday at 6 p.m.

TRAIL.—Stores close Wednesday noon the year round, and nightly except Saturday at 6 p.m.

VANCOUVER.—Stores close Wednesday at 1 p.m. the year round, and nightly except Wednesday and Saturday at 6 p.m.

VERNON. — Stores close Thursday noon the year round, and nightly except Saturday at 6 p.m.

VICTORIA.—Stores close Wednesday at 1 p.m. the year round, and nightly except Saturday at 6 p.m.

ALBERTA

BLAIRMORE.—Stores close Wednesday at 1 p.m., nightly except Saturday at 5 p.m.

CALGARY.—Stores close Wednesday 1 p.m. the year round, and nightly except Saturday at 6 p.m.

CASTOR.—No half holiday. Stores close nightly except Saturday at 6 p.m.

EDMONTON.—All stores except grocers and butchers close Saturday at 1 p.m. General closing nightly except Saturday at 6 p.m.

LETHBRIDGE.—Stores close Wednesday at 1 p.m., May to September inclusive, and every evening except Saturday at 6 p.m.

MEDICINE HAT.—Stores close Wednesday noon, June, July and August, and nightly except Saturday at 6 p.m.

NANTON.—No half holiday. Stores close nightly except Saturday at 6 p.m.

PINCHER CREEK. — Stores close Wednesday at 1 p.m., May 1 to Nov. 1, and nightly except Saturday at 6 p.m.

VERMILION.—Stores close Thursday at 1 p.m., June, July and August, and nightly except Saturday at 6 p.m.

WAINWRIGHT. — No half holiday. Stores close nightly except Saturday at 6 p.m.

WETASKIWIN.—Stores close Wednecday noon, May, 28 to Sept. 18 inclusive, and nightly except Saturday at 6 p.m.

SASKATCHEWAN

BATTLEFORD.—Stores close Wednesday at 12.30, May to Sept. inclusive, and nightly except Saturday at 6 p.m.

CRAIK.—No half holiday. Stores close nightly except Saturday at 6 p.m.

DAVIDSON.—Stores close every night except Saturday at 6 p.m.

MAPLE CREEK.—Half holiday question undecided. Stores close 6 p.m. except Saturday.

MEDICINE HAT.—Stores close Wednesday noon, May 15 to Sept. 15, and nightly except Saturday at 6 p.m.

RADISSON.—No half holiday. Stores nightly except Saturday at 6 p.m.

REGINA.—Stores close Wednesday 1 p.m., May to Sept. inclusive, and every evening except Saturday at 6 p.m.

SASKATOON.—Stores close Wednesday noon. No regulation re evening closing, but stores are generally closed except on Saturday.

SWIFT CURRENT.—Stores close on Wednesday at noon, and nightly except Saturday at 6 p.m., June, July and August.

ASSINIBOIA.—No half holiday. Stores close nightly except Saturday at 6 p.m.

OXBOW.—No half holiday. Stores close nightly except Saturday at 6 p.m.

PRINCE ALBERT.—Stores close Wednesday noon, June 15 to Sept. 15, and nightly except Saturday at 6 p.m.

WILKIE.—Some stores closing Wednesday noon, May 17 to August 31, but not general. Close nightly except Saturday at 6.30 p.m.

MANITOBA

BOISSEVAIN.—Stores close Wednesday at 1 p.m. during July and August, and nightly except Saturday at 6 p.m.

CARMAN.—Stores close Thursday at 12.30, May 1 to August 14, and nightly except Saturday at 6 p.m.

DELORAINE.—Stores close Friday noon, May 16 to Aug. 15, and nightly except Saturday at 6 p.m.

ELKHORN.—Stores close Thursday 12.30, May 29 to August 24, and nightly except Saturday at 6 p.m.

PORTAGE LA PRAIRIE. — Stores close Wednesday noon, June, July and August, and every evening except Saturday at 6 p.m.

RUSSELL.—Stores close Wednesday noon, May 1 to Aug. 31, and nightly except Saturday at 7 p.m.

SOURIS.—Stores close Thursday noon, June, July and August, and nightly except Saturday at 6 p.m.

ONTARIO

ALEXANDRIA. — No half holiday. Stores close 6.30 Tuesday, Wednesday, Friday during July and August.

ARNPRIOR.—Stores close Wednesday at 12.30 during July and August, and evenings except Tuesday and Saturday at 6 p.m.

AURORA.—Stores close Wednesday noon year round except hardware stores.

AYLMER.—Stores close Wednesday noon, June, July and August, and on Wednesdays and Fridays at 6.30 p.m., other nights 9 p.m.

BALA.—No half holiday. Stores close Wednesday at 7.30 and Saturday 9 p.m. Other evenings 7 p.m.

BARRIE.—Stores close Wednesday noon, June, July and August, and every evening except Saturday at 6 p.m.

BELLEVILLE.—Stores close Wednesday noon, June, July and August, and every evening except Saturday at 6 p.m.

BOLTON.—Stores close Thursday noon June 1 to Sept. inclusive, and nightly at 6 p.m. except Wednesday and Saturday, when they close at 10 p.m.

BOTHWELL.—Stores close Wednesday noon May to September inclusive, and evenings except Friday and Saturday.

BOWMANVILLE.—Stores close Wednesday 12.30 and nightly except Saturday at 6.30.

BRANTFORD.—Stores close Wednesday 1 p.m. all year except three weeks preceding Christmas, and every evening except Saturday at 6.15 p.m.

BRACEBRIDGE.—Stores close Thursday 1 p.m., June, July and August, and nightly except Saturday at 6 p.m.

BROCKVILLE.—Stores close Wednesday 12.30 p.m., June, July, August, and every evening except Saturday at 6 p.m.

BLIND RIVER.—Stores close Thursday 12.30 and nightly except Wednesday and Saturday at 6 p.m.

BLENHEIM.—Stores close Wednesday noon, starting April 23, and nightly except Tuesday and Saturday.

BURLINGTON.—Stores close Wednesday noon, May to November.

BURKS FALLS.—Stores close Thursday noon (standard time), May 29 to Sept. 17, and every evening except Saturday at 6 p.m.

CAMPBELLFORD.—Stores close Friday at 12.30, June, July and August, and nightly except Wednesday and Saturday nights at 6 p.m.

CHAPLEAU.—Stores close Wednesday 1 p.m., May to September inclusive, and nightly except Saturday at 6 p.m.

CHATHAM.—Stores close Thursday, June 15 to Aug. 31, and nightly except Saturday at 6 p.m.

COPPER CLIFF.—Stores close Wednesday at 1 p.m., June, July and August, and every evening except Saturday at 6 p.m.

CORNWALL.—No half holiday. Stores close during June and July except Saturday at 6 p.m. During balance of year Monday, Wednesday and Friday at 6 p.m., Tuesday, Thursday 9 p.m., Saturday 10 p.m.

COCHRANE.—No half holiday. Stores close nightly except Saturday at 6 p.m.

CREEMORE. — No half holiday. Stores close every evening but Saturday at 6 p.m.

DRAYTON.—Stores close Thursday May 15 to Sept. 15, and every evening except Wednesday and Saturday at 6 p.m.

DRESDEN.—No half holiday. Stores close Monday, Wednesday and Friday evenings.

DUNNVILLE.—Stores close Wednesdays at 2.30, and nightly except Saturday at 6 p.m.

DUTTON.—Stores close Wednesday noon June, July and August and every evening except Saturday at 6 p.m.

ELMIRA.—No half holiday. Stores close every evening except Saturday at 6.15 p.m.

ELORA. — Stores close Wednesday noon, May to Oct 1, and every evening except Saturday at 6 p.m.

EMBRUM.—No closing either afternoon or evening.

EXETER.—Stores close Wednesday at 12.30, June, July and August, and every evening except Saturday at 6 p.m.

FENELON FALLS. — Stores close Wednesday noon (Government time) May 1 to Oct. 1, and nightly except Saturday at 7 p.m.

FINCH.—No half holiday. Stores close Monday, Wednesday and Friday at 7 p.m.

GALT.—Stores close Wednesday, 1 p.m., June to September inclusive, and evenings except Saturday at 7 p.m.

GANANOQUE.—Stores close Wednesday noon, June 11 to Sept. 15, and nightly except Saturday at 6 p.m.

GEORGETOWN.—Stores close Thursday 12.30, May to August inclusive, and every evening except Wednesday and Saturday at 6 p.m.

GRIMSBY.—Stores close Wednesday 12.30, June to Sept. inclusive, and nightly except Saturday at 6 p.m.

GUELPH.—Stores close Wednesday at 12.30 except in month of December, and nightly except Saturday at 6.30.

HAMILTON.—Stores close Wednesday May to August inclusive, and nightly except Saturday at 6.30.

HAWKESBURY. — No half holiday. Stores close at 7 p.m. except on Wednesday and Saturday.

HAILEYBURY.—Holiday question yet undecided. Stores close nightly except Saturday at 6 p.m.

HESPELER.—Stores close Wednesday 1 p.m., May to October, and every evening except Friday and Saturday at 7 p.m.

HIGHGATE.—Stores close Wednesday noon, May to September, and Monday, Wednesday and Friday at 6 p.m.

HUNTSVILLE.—Stores close Thursday 1 p.m., June, July and August, and every evening except Saturday at 6 p.m.

INGERSOLL.—Stores close Wednesday noon, June, July and August, and nightly except Saturday at 6 p.m.

KEENE.—No half holiday. Stores close at 6 p.m. except on Wednesdays and Saturdays.

KEEWATIN.—Stores close Wednesday 1 p.m., and nightly except Saturday at 6 p.m.

KENORA.—Stores close Wednesday 1 p.m., June, July and August, and nightly except Saturday at 6 p.m.

KINCARDINE.—Stores close Thursday 12.30 p.m., May to September inclusive, and evenings except Saturday at 7 p.m.

KINGSTON.—No half holiday. Stores close every evening except Saturday at 6 p.m.

KINMOUNT.—No half holiday. Stores close every day except Saturday at 6 p.m. (daylight saving).

KITCHENER.—Stores close Wednesday, 1 p.m., June to September, inclusive, and nightly except Saturday at 6 p.m.

LANSDOWNE.—Holiday not decided. Stores close Monday, Wednesday and Friday at 6 p.m.

LEAMINGTON.—Stores close Friday noon, and Monday and Wednesday evening at 6 p.m.

LISTOWEL.—Holiday question undecided. Stores close every evening except Saturday at 6.30 p.m.

LONDON.—Stores close Wednesday, 1 p.m. May.

LUCAN.—No half holiday. Stores close at 6 o'clock except Saturdays.

MARKHAM.—Stores close Wednesday, 12 30, May to September inclusive, and are open every evening except Wednesday.

MARMORA.—Stores close Wednesday 12.30, July and August, and Mondays, Wednesdays and Fridays at 6 p.m.

MEAFORD.—Stores close Thursdays, 12.30, May to September inclusive, and every evening except Saturday at 6 p.m.

MIDLAND.—Holiday still undecided; probably Wednesday, June, July, and August. Stores close nightly except Saturday, at 6 p.m.

MILDMAY.—No half holiday. General stores close nightly except Saturday at 6.30 p.m. Grocery stores have ice cream parlor in connection and consequently remain open.

MORRISBURG.—No half holidays Most stores close 6 o'clock Mondays, Wednesdays and Fridays.

NAPANEE.—Stores close Wednesday at 12.30 July and August and every evening except Saturday at 6 p.m.

NEW LISKEARD.—Holiday not decided. Stores close every evening except Saturday at 6 p.m.

NEWMARKET.—Stores close Wednesday noon May to September inclusive, and nightly except Saturday at 6 p.m.

NIAGARA FALLS.—Stores close Wednesday noon, May to August, and nightly except Saturday at 6 p.m.

NORTH BAY.—Stores close Wednesday noon, June, July and August, and nightly except Saturday at 7 p.m.

NORWICH.—Stores close Wednesday noon, June to September inclusive, and nightly except Saturday at 6 p.m.

OAKVILLE.—Stores close Wednesday 1 p.m. April to September inclusive, and nightly except Saturday at 7 p.m.

ORILLIA.—Stores close Wednesday noon May 14 to September 17, and every evening except Saturday at 6 p.m.

ORANGEVILLE.—Stores close Wednesday noon, June, July and August, and nightly except Saturday at 6 p.m.

OSHAWA.—Stores close Wednesday, 1 p.m., May to October inclusive, and every evening except Saturday at 7 p.m.

OWEN SOUND.—Stores close Wednesday noon, June, July and August, and nightly except Saturday at 6 p.m.

PARIS.—Stores close Wednesday 6.30, except in December, and nightly except Friday and Saturday at 5.30 p.m.

PALMERSTON.—Stores close Thursday, 1 p.m., May to September inclusive, and nightly except Saturday at 6 p.m.

PARRY SOUND.—No holiday. Stores close every evening except Saturday at 7 p.m.

PEMBROKE.—No half holiday. Stores close nightly except Saturday at 6 p.m.

PENETANGUISHENE. — No half holiday. Stores close nightly except Saturday at 6 p.m.

PETROLIA.—Stores close Wednesday noon June, July and August, and nightly except Saturday at 6 p.m.

PORT ARTHUR.—Stores close Wednesday noon, June, July and August, and nightly except Saturday at 6 p.m.

PORT COLBORNE. — Stores close Wednesday, 1 p.m., June, July and August.

PORT ELGIN.—Stores close Thursday, 12.30, and nightly except Wednesday and Saturday at 6 p.m.

PORT HOPE.—Stores close Wednesday noon May to September inclusive, and nightly except Saturday at 6 p.m.

Current Events in Photograph



NEW WELLAND CANAL

This shows the latest stage of the huge undertaking and also gives an idea of the magnitude of the work yet to be done. The view is taken looking from the head of the lock toward Lake Ontario. There is a stretch of the canal bed about 170 feet in width to be cut out of the solid rock.

QUEBEC

ABERCORN.—Stores close at 6 p.m. Tuesday and Thursday.

AYERS CLIFF.—Stores close at 6 p.m. Monday, Tuesday, Thursday and Friday.

ACTONVALE.—Stores close at 6 p.m. Tuesday and Thursday.

ASBESTOS.—

BEDFORD.—Stores close at 6 p.m. Tuesday and Thursday.

BROMPTONVILLE.—Stores close at 6 p.m. Tuesday and Thursday.

BUCKINGHAM.—Stores close at 6 p.m. Monday, Wednesday and Friday.

BURY.—Stores close at 6 p.m. Tuesday and Thursday.

BEAUHARNOIS.—Stores close at 6 p.m. Tuesday and Thursday.

COATICOOK.—Stores close at 6 p.m. Tuesday, Wednesday and Friday.

COMPTON.—Stores close at 6 p.m. Tuesday and Friday.

COOKSHIRE.—Stores close at 6 p.m. Tuesday, Thursday and Friday.

COWANSVILLE.—Stores close at 6 p.m. Tuesday, Wednesday and Thursday.

DANVILLE.—Stores close at 6 p.m. Monday, Wednesday and Friday.

DUNHAM.—Stores close at 6 p.m. Tuesday and Thursday.

DRUMMONDVILLE.—Stores close at 6 p.m. Tuesday and Thursday.

EASTMAN.—Stores close at 6 p.m. Tuesday and Thursday.

EAST ANGUS.—Stores close at 6 p.m. Tuesday and Wednesday.

FARNHAM.—Stores close at 6 p.m. Tuesday and Friday.

FRELIGHSBURG.—

GRANBY.—Stores close at 6 p.m. Tuesday, Wednesday and Thursday.

HATLEY EAST.—Stores close at 6 p.m. Tuesday, Wednesday and Thursday.

HATLEY NORTH.—Stores close at 6 p.m. Monday, Tuesday, Thursday and Friday.

HOWICK.—Stores close at 6 p.m. Tuesday and Thursday.

HUNTINGDON.—Stores close at 6 p.m. Tuesday and Thursday.

HEMMINGFORD.—Stores close at 6 p.m. Tuesday and Thursday.

KNOWLTON.—Stores close at 6 p.m. Tuesday and Thursday.

LENNOXVILLE.—Stores close at 6 p.m. Monday, Tuesday, Wednesday, Thursday and Friday.

MAGOG.—Stores close at 6 p.m. Tuesday, Wednesday and Thursday.

MEGANTIC.—Stores close at 6 p.m. Tuesday and Thursday.

MANSONVILLE.—

MARYVILLE.—Stores close at 6 p.m. Tuesday and Thursday.

ORMSTOWN.—Stores close at 6 p.m. Tuesday and Thursday.

PLESSISVILLE.—Stores close at 6 p.m. Tuesday and Thursday.

QUEBEC.—Stores close at 6 p.m. nightly except Saturday.

ROCK ISLAND.—Stores close at 6 p.m. Monday, Tuesday, Wednesday and Friday.

RICHMOND.—Stores close at 6 p.m. Monday, Wednesday, and Thursday.

SAWYERVILLE.—Stores close at 6 p.m. Tuesday and Thursday.

SHERBROOKE.—Stores close at 6 p.m. Monday, Tuesday, Wednesday and Thursday.

SOREL.—Stores close at 6 p.m. Tuesday and Thursday.

SUTTON.—Stores close at 6 p.m. Tuesday, Wednesday and Friday.

SCOTSTOWN.—Stores close at 6 p.m. Wednesday and Friday.

STANFOLD.—

SOUTH DURHAM.—Stores close at 6 p.m. Tuesday and Thursday.

ST. JOHNS.—Stores close at 6 p.m. Tuesday and Thursday.

ST. HYACINTHE.—Stores close at 6 p.m. Tuesday, Wednesday and Thursday.

ST. REMI.—Stores close Tuesday and Thursday.

ST. CHRYSOSTOME.—Stores close at 6 p.m. Tuesday and Thursday.

VICTORIAVILLE.—Stores close at 6 p.m. Monday, Tuesday, Thursday and Friday.

VALLEYFIELD.—Stores close at 6 p.m. Tuesday and Thursday.

WATERVILLE.—Stores close at 6 p.m. Wednesday and Thursday.

WATERLOO.—Stores close at 6 p.m. Tuesday, Thursday and Friday.

WARWICK.—Stores close at 6 p.m. Tuesday and Thursday.

WEST SHEFFORD.—Stores close at 6 p.m. Tuesday and Thursday.

WINDSOR MILLS.—Stores close at 6 p.m. Tuesday, Thursday and Friday.

NEW BRUNSWICK

CAMPBELLTON.—No half holiday. Stores close Monday, Wednesday and Friday at 6 p.m.

FREDERICTON.—Stores close Thursday, 1 p.m., July and August, and every evening except Saturday at 6 p.m.

NEWCASTLE.—Stores close Wednesday, 1 p.m., June, July and August.

ST. JOHN.—Some stores close noon on Saturday, and evenings except Saturday.

NOVA SCOTIA

CANSO.—No half holidays. Stores close Tuesday and Friday at 6 p.m.

SYDNEY.—Stores close Wednesday 1 p.m., June, July and August. Hardware stores close nightly except Saturday.

ANTIGONISH. — Holiday undecided, probably Thursday, June, July and August. Stores close Monday, Tuesday, Thursday and Friday at 6 o'clock.

BRIDGEWATER.—No half holiday. Stores close nightly except Saturday at 6 p.m.

OXFORD.—Stores close Wednesday noon, June, July, August and September, and at 6 p.m. Monday, Wednesday, Thursday and Friday.

ANNAPOLIS ROYAL.—All stores except grocers close Wednesday, 1 p.m., June, July and August, and nightly except Saturday at 6 p.m.

Additions will be made next week

Big Developments in Cutlery Trade

Quantity Production a New Feature—Revolutionizing the Trade—Abnormal Conditions Explained—Canadian Outlook and High Prices—Latest About Stainless Steel—Germans Have Stocks Ready

Written by CAPT. A. R. THACKRAH, Resident Representative Hardware and Metal, London, Eng.

THE report of H. M. Trade Commissioner in Canada to the Board of Trade in London, laying stress upon the great and increasing demand for Sheffield cutlery arrived at an opportune moment. Only this week one of the most important developments which have taken place in the trade since it commenced to shake off the shackles of war materialized at the Sheffield University when the Joint Research Association, only recently formed, set up the machinery for investigating the question of the reduction and standardization of patterns and decided to report the progress to a public meeting at an early date.

Science to Assist Production

Doctor W. Ripper, the famous industrial chemist, who is the director of the department of Applied Science at the Sheffierd University, gave to a representative of HARDWARE AND METAL an outline of reconstruction which has been definitely decided upon. The principal sections of the trade have each formed a technical society for that particular trade to determine the organization not only of the productive side, but to institute a thorough system of scientific research. A Joint Research Association will be formed from all the trades to be financed on the basis of pound for pound by the Government and the trades concerned. If the number of operations in cutlery manufacture and the multiplicity of patterns are to be practically dealt with there must be sound machinery methods plus the strict limitation of standardized patterns. Doctor Ripper addressing various branches of the cutlery industry on this subject quoted instances to prove that standardization on such lines was an absolutely profitable proposition, just as its neglect would mean the further impoverishment of the industry. The cutlery trade must be considered as a whole and not from the individual standpoint. The members of it would rise or fall together, therefore they must be out for the industry and sink personal interest. The Government, too, was ready to help, and whatever fears there might be regarding State interference it would be foolish to turn the Government down. The adoption of standardization was now the only effective means of securing a greatly increased output of cheap and good productions.

Quantity Production in U.S.A.

Walter Tyzack of the firm of Needham, Veall and Tyzack expressed his views at the same meeting. He said that there was no fear for those cutlery workers who were real artists in the business. Their services would always be required whatever was done in the way of quantity production, but the reduction of the number of patterns and standardization were imperative. By such a policy American cutlery manufacturers had been able to vastly expand their output in a very short time. In Sheffield the old system of orders for a gross of this pattern or a few dozen of that one was still tolerated.

Reduction From 15,000 to 30 Patterns

Other manufacturers cited instances of the lengths to which variations of patterns and bolsters had been carried. Twenty-five years ago one firm had 15,000 different patterns on their books. A few years later this firm reduced them to 2,000, and last year this number was reduced to only thirty. Whether it was coincidence or not the fact remains that last January's business done by this firm proved to be the best for forty years.

New Methods Will Revolutionize Trade

The foregoing may be taken as the keynote to the general opinion held among the manufacturers in Sheffield today who having passed successfully through the furnace of Armageddon have emerged with the scales melted from their eyes and purged of the poisonous old prejudices which were doing far more harm to their trade than the whole legion of bogeys invoked by foreign competition. They are going forward as a body confident that the newly adopted principles strengthened by the virtues of co-operation learnt in the rough school of war will revolutionize the trade and lay the firm and lasting foundations of a new era for British cutlery. So much for the theory, but what of the practice?

Gradual Return to Normal Conditions

The industry is at present in the transition period. Factories are still occupied to a large extent on the completion of Government contracts, and the decontrol of materials for ordinary commercial use is a slow process. The home market has been starved, and an increasing demand at prices varying between 200 and 500 per cent. above prewar is experienced from unsatisfied buyers in the United Kingdom whose stocks are down to zero. Labor, the unknown factor in the question, is a veritable quicksand of uncertainty, and until the human equation can be satisfied prices will remain high. The return, therefore, to conditions approaching the normal must be gradual.

The Canadian Trade

And what about the Canadian trade?" asked the representative of HARDWARE AND METAL of the managing director of a leading firm who did a fine trade in Canada.

"Canada is going to have our first consideration," he replied, "but she will have to be patient. I am almost frightened to ask them current prices, although they state that they will pay anything for whatever we can send them. Meanwhile, we know for a fact that Germany has accumulated large stocks with which to flood our markets as soon as she can get the stuff clear of her own frontiers. We have a hard task in front of us, but we are determined to set our house in order and overcome these difficulties as rapidly as possible."

Latest Die Stamping Machinery

As a set off to the enormous cost of increased wages in our trade we are introducing the latest machinery for eliminating many of the intermediate processes, and in this manner will produce a limited number of patterns of the highest quality of steer in large quantities. The outstanding feature of the new methods of manufacture will be the entire replacement of the old system of forging the blanks by that of accurate die stamping. This is the method that the Germans adopted with such singular success, and would no doubt have found favor in this country had we been able to obtain the right kind of dies to produce really accurate work and overcome the opposition raised by the men's trade unions to any form of labor-saving machinery. We cannot expect to get things going much before the fall, and then the first thing we shall do is to get back to the Canadian market. In the meantime all we can do is to ask our friends to be patient."

German Hollow-Ground Razor Myth

It is not many years since that any infant in the razor trade would have told you that the finest razor grinders in the world were located in Hamburg. That was undoubtedly the truth, but it is far from accurate to-day. German craftsmen were imported into Sheffield together with their machinery and the art of hollow grinding was rapidly acquired by the British trade. Sheffield now possesses the most perfect machinery for forging and grinding razors, superior to any in the world.

Stainless Steel

What is perhaps the most important discovery in the cutlery trade for more than a century past is the invention of stain-

less steel by Mr. Harry Brearley, of the firm of John Brown and Co., Ltd., which happened about five years ago. Like many other wonderful discoveries which have startled the world, it was accidentally revealed in the course of some experiments in the erosion of rifle barrels. Arising out of this a number of non-erodible alloys were prepared, one of which was the now redoubtable stainless steel. It was found to be impervious to the attacks of nitric acid, did not tarnish when exposed to the impurities of the atmosphere, and, when subjected to high temperature, did not scale. The commercial value which the singular properties of this alloy presented were not long in being recognized, and a syndicate known as the Firth-Brearly Stainless Steel Syndicate was formed which acquired the patent rights for America and a number of European countries. During the war the supplies of this steel have been under the control of the Ministry of Munitions and have been turned to many useful purposes in the manufacture of engines of war. Now that it has been decontrolled it will make its appearance in all branches of the steel industry.

The Edge Difficulty Overcome

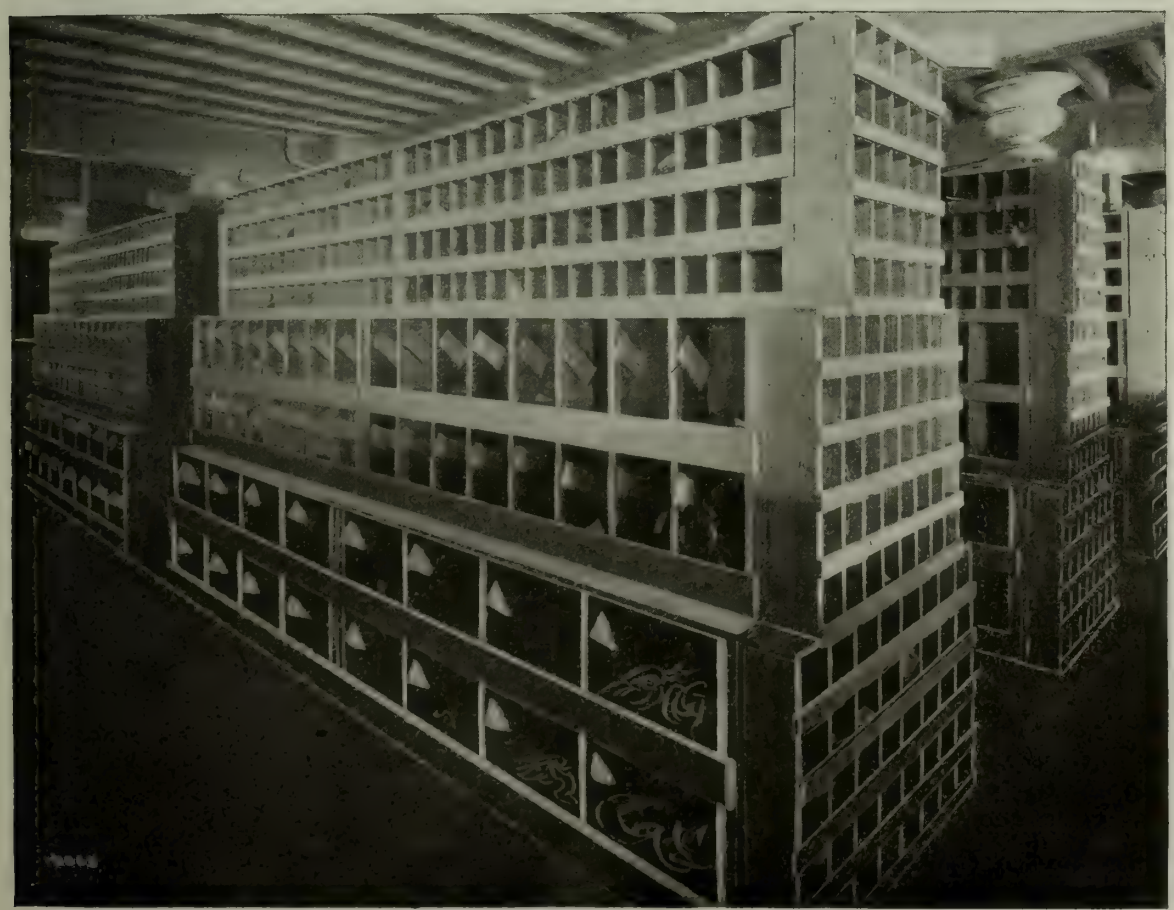
Everybody knows that stainless steel was quickly recognized by the cutlers as a new force in their trade, and but for one obstacle its application to the cutlery trade generally was an instantaneous success. The obstacle referred to was due to the fact that certain makers received complaints that the stainless steel knives which they supplied only retained their edge for a very limited period as compared with the ordinary kind. The matter was investigated, and it was discovered that by using special means of tempering particularly suited to the metal, the lasting qualities of the edge were in every way equally as good as plain steel, and in most instances superior owing to the blade possessing an additional protection against erosion. The blade of the stainless steel knife is best kept in perfect condition by sharpening it on a steel and not in a knife sharpener, the cutlers' bugbear.

Sheffield Company of Cutlers

Interwoven into the life history of the Sheffield cutlers is that singular institution, the Company of Cutlers. It is the link which binds the fighting spirit of antiquity to the scientific genius of modernity. No reference to the conditions of to-day could be quite complete without the inclusion of the body which has watched over the destinies of the craft for nearly three hundred years. According to records the Sheffield Company of Cutlers was born in the year 1624 towards the close of the reign of James I, and it was due to the early activities of this Guild that the centre of the trade was transferred from London to Sheffield. From that time onwards the town gave its name to all that was best and finest connected with the handicraft. It is therefore the accumulated experience of years which has given Sheffield the birthright of perfection and has carried her name to the utmost corners of the earth.

Silver and Electro-Plated Goods

The prospect of an early resumption of the normal export trade in this class of manufactures is looked upon as most uncertain. Firms who produced the best class of stuff for the Canadian market have, during the period of the war, been occupied with Government work to the detriment of even the home trade. The ruling factor in the trade at present would appear to be the great scarcity of skilled labor. Unlike its sister industry, the cutlery trade, the question of machinery has little bearing upon the situation. The plating industry is a handicraft demanding the highest class of skilled manual labor throughout its processes, and until this is forthcoming in more generous quantities production must be limited. True, in certain lines, such as spoons, female workers may be employed with advantage, but until the unemployment benefit comes to an end there seems little disposition amongst the women to resume work while a goodly number of shillings a week is forthcoming from the State.



The importance of the auto accessory department, not only in the retail merchant's mind, but in the mind of the wholesaler, gives rise to what may be considered a satisfactory method of carrying the many lines of fittings and repairs that comprise a complete stock. This photograph shows tiers of stock bins which house auto parts used for repairs and may offer a suggestion to some dealer on just what method could be employed successfully in the quarters he is now in. It will be noted that the bins are deep, and even the ends of each row are divided off, thus utilizing space which is often neglected and which may be just the amount necessary to prevent crowding. This method of carrying stock might be employed with other goods such as pipe fittings, valves, steam cocks and kindred lines.

EDITORIAL COMMENT

WHAT IS BELOW SURFACE?

ARE the demands being put forth by labor to-day engineered by those who realize that their interests are linked up with the industrial welfare of the country as a whole or is it just a concerted move on the part of extremists to fight constituted authority? The better elements of labor are expressing themselves as satisfied with conditions generally prevailing and capital is very largely endeavoring to inaugurate reforms which will eliminate the evils prevalent not so many years ago.

Where then is all the present unrest originating? Who is responsible for the general strikes in Western cities which threaten to extend to Eastern points as well? Is the move for forty-four hour week and increased pay just a blind to cover up some more insidious move? How is the employer to be assured that in granting these shorter hours and increased pay he can go ahead and make his plans accordingly?

In Winnipeg, union after union have utterly disregarded their agreements, have thrown them aside as mere "scraps of paper." The question is then, how to guarantee against a recurrence of such an attitude in respect to any new agreements. Surely the man employing labor, who has the pay roll to meet, should be given some consideration. It is not our contention that all employers of labor are ideal bosses, that they have the interest of their employees at heart, but then again the extremists in labor are no better in the radical views they hold.

It is generally admitted that trade unionism has done much to improve the conditions under which labor has been employed and manufacturers as a whole recognize the principles of the unions. It is by co-operation between capital and labor that most idealistic relations for all concerned can be secured. There is admittedly a red flag element in labor no less than a Prussian element in capital. The two should be suppressed and the better elements get together to work out a solution which will prove fair to all concerned.

WHY NOT GET TOGETHER?

DISCUSSING with HARDWARE AND METAL conditions in the trade a manufacturer declared that because retailers and manufacturers are not working together as closely as they might, they are not getting the results they should. "We do not take each other into confidence enough," he said. "We do not get together enough and talk the situation over and see what each can do to help the other. If every one of the retailers handling our paints could tell us his needs it would help us and help them. It would help the consumer too, and that is the ideal triangle of co-operation, manufacturer, retailer and consumer, all working together. That is one way in which prices could be brought down as we would have no contingencies to provide for. Too many manufacturers want to make all the profits they can and do not care about the retailers' interests. Too many retailers are working along with their own ends in view and not considering the manufacturer or the consumer. This is not the way to get the best results. More co-operation will make for better results all round. Business has been good and the outlook is that it is going to continue good, but to get what we all should out of it we must co-operate more closely."

CHEAPENING THE HOUSING SCHEME

WHILE it has been a long time developing, the plan of the Ontario Housing Commission to relieve the shortage of dwellings is beginning to materialize. Tenders are now being called in several places for dwellings in considerable numbers. Other tenders will be called very shortly and indications are that before the summer is very far advanced there will be a lot of building under way. As pointed out in former issues of HARDWARE AND METAL there is a splendid opportunity here for the hardware dealers not only to round up a lot of good business but to render real service to their community in making suggestions that will prevent the erection of homes that will not be satisfactory. In some places there has been a tendency to cut things rather too fine. For instance, in one municipality the type of bath tub that has been selected has caused criticism in some quarters for the reason that no matter how attractive the bathroom may be made by design and finishing the bath tub will always look cheap because it is cheap. For a very little more, it is stated, by those who object to the tub specified, a tub that would have been much more attractive is obtainable. There is perhaps a lot in this argument and its full force will become apparent after the house has been in use for some time and the house begins to need repairs or the owner begins to

compare the equipment in his dwelling with that in some other. Economy of this kind is often very dear in the long run. The same applies to cheap plumbing goods, hardware, cheap paints, in fact cheap anything. Eventually, they make for dissatisfaction because they not only look badly but do not give the service expected. Now is the time, while the plans are being talked over or prepared, to make suggestions that will save trouble and dissatisfaction later.

ONE OF THE BIGGEST BUYERS

THERE is every indication that from a purchasing standpoint the farmers of Canada this year will break all records. With the markets that have been open to them for some time and the prices that have prevailed and are still effective the agriculturists are now to be reckoned in the very best class of buyers in the Dominion. They were always one of the largest buyers, but now they are one of the best. They have the money and they want the goods. Dealer after dealer has commented to HARDWARE AND METAL upon the insistence shown by the farmers in demanding the best there is, regardless of price. There are some big opportunities open to the hardware men as a result of this situation and many of them are making the most of their chances to sell big bills of goods to the farmers. Anything that will make the home better or more comfortable, or that will make his work easier or more quickly performed is of special interest to the man on the farm. In no class of business are so many lines carried that meet these demands as readily as can be found in the hardware trade. No class of merchants come into such direct personal contact with the farmer as the hardware dealers. The question of getting the big business that is offering centres around the ability of the merchant to lay in a stock that is going to be needed by his trade and then of letting the trade know that he has it. Merchants should always bear in mind that the auto has in a great many sections of the country eliminated distance and that if a farmer finds he cannot get what he would like at the town store he will think nothing of motoring fifty or more miles to some other store where he can get such a selection of goods as he desires. On trips of this kind he usually takes his wife and family along also, and they have needs also that offer prospects for much good trade. Trips of this kind are unnecessary if the farmer and his family know that the home dealer has the goods and that he is prepared to give them service.

TO PROTECT ADVERTISING

THE Associated Advertising Clubs of the World are taking a new step in the campaign they have been waging to ban misleading publicity. A fund of approximately half a million dollars, to which some of the biggest advertisers in the country are contributors, is being raised to enforce the stand that public confidence in business claims must not be shaken by untrue statements. In connection with the work to be done there is to be established a special corps of investigators working out of the head office of the Association. Intensive work for the establishment of additional local vigilance committees is being undertaken. A third and most important step is the establishment of a bureau to do in foreign markets what has been done for the protection of the trade at home. A fourth step planned is co-operation with various trade associations, representing various important lines of business. The aim here will be to establish on a still broader basis the "Standards of Practise" referred to in a recent issue of HARDWARE AND METAL. It is a noteworthy fact that among the subscribers to the new fund, and pledged to large yearly subscriptions, are a dozen of the largest rubber and rubber tire firms in the country. Perhaps in no branch of industry, it is stated, have there been more doubtful claims made regarding goods than by some of the firms handling these lines. If the plans for the Associated Advertising Clubs of the World are carried out as planned those making doubtful claims will either have to make good or cease advertising. When it is realized what an enormous expenditure there is annually in goods of this kind some idea may be gained of the huge losses that may occur if the goods fail to do the work expected or claimed for them. It is not only in rubber goods, but in all lines that the clubs claim to protect both business and the public.

THE HOLIDAY LIST

ON another page of this issue appears a list of towns with the times and dates of holidays and early closings. This is information that is of considerable value to a large army of travellers and others, and for that reason it is our endeavor to make this record as complete and correct as it is possible to be. It may be that mistakes have crept in, and we are conscious that through the inability to get definite information, many important towns and cities are omitted. We ask your assistance in making this record complete and authoritative. Will you go over this list, and note any mistake in regard to your town, or, if your town has been omitted from the list, will you supply us promptly with the necessary information to correct the error, or to enlarge the scope of the list? By so doing you will help the business of your town, and consequently of yourself, and will be of great service to us.

THERE is a certain grim humor in the Toronto *Globe's* remark that "the cash-and-carry system is being given a thorough trial in Winnipeg."

EVENTS IN THE TRADE

Business Changes

Quebec, Que.—S. J. Shaw & Co., hardware, have dissolved.

Melbourne, Ont.—Pettit Bros. have purchased the hardware business of Frederick Brown.

Paisley, Ontario.—M. S. Dawson has purchased the hardware business of W. H. Davison.

Campbellford, Ont.—The hardware and plumbing business, formerly conducted under the style of Morton & Owen, is now conducted by E. T. Morton.

Ville Marie, Quebec.—L. P. Cloutier & Co., have purchased the hardware business formerly conducted by A. Joliceur and would be glad to receive catalogues and price lists from manufacturers and jobbers.

Obituaries

The death occurred in Toronto following a short illness of W. D. Matthews, aged 70. He was head of W. D. Matthews and Company, grain dealers, vice-president of the Canadian General Electric Company, president of the Consolidated Mining and Smelting Company of Canada, Ltd., president of the Canada Foundry Company, a director of the Steel Company of Canada, of the Hamilton Steel and Iron Company, and of the C. P. R.

Personals

W. Chapman, of Teeswater, has been appointed manager of the hardware section of the store of Bonthron & Drysdale at Hensall, Ont.

Sgt. Leon Sanderson, of St. Thomas, Ont., who went overseas in 1914 with the Dental section of the Army Medical Corps, has returned. Prior to enlisting he was in the store of the Ellis Hardware Co. at Port Stanley.

E. R. Fenwick, of St. John, N.B., who is leaving to take over the management of the Montreal branch of the Dunlop Tire and Rubber Goods Co., was the guest of honor at a dinner given by members of the Union Club, and was presented with a handsome travelling bag.

Trade Notes

The Crescent Tool Company has been registered at Montreal by Michel Thivierge.

The Automatic Gas Regulator Co., Ltd., of Vancouver, B.C., has obtained a Dominion charter.

In a real estate deal involving $35,000, the Chinic Hardware Co., of Quebec, has acquired the property at 59 to 65 St. Peter St., and plans when the lease expires to connect the entire building with their main building.

Rapid progress is being made at Sarnia, Ont., on the new plant being erected by the Holmes Foundry Co. for the manufacture of automobile castings.

Metal Studios, Ltd., of Hamilton, Ont., manufacturers of lighting fixtures, have secured new premises at 21 Walnut St. North.

Work on the large new distributing station which is being erected in Halifax for the Imperial Oil Co., is nearing completion. All pumping will be done electrically.

A. P. Reuber has removed the stock he recently purchased at Walkerton to his store at Cargill, Ont., and will conduct only one store.

O. B. Henry, of Drayton, Ont., has given up his garage business, and has converted the premises into a harness shop where repair work is also done.

Montreal News

L. Fischler, of the Chicago Spring Butt Co., Ltd., was in Montreal this week.

W. M. Rea, with the A. W. Chesterton Co., Boston, Mass., was in Montreal during the week.

Mr. Giroux, of Cote-Boivin Co., Chicoutimi, Quebec, spent some time in Montreal last week.

A. T. McIntyre, of McIntyre and Taylor, Ltd., Toronto, visited Montreal on Monday of this week.

M. J. McKendrick, formerly of Montreal, and now with Atlas Metal Co., spent a few days in Montreal.

H. M. Bolger, sales manager of the McClary Mfg. Co., Ltd., Montreal, has been out of the city for a few days.

F. G. Moon, representing the Detroit Torch Mfg. Co., Limited, was a welcome visitor at the Montreal office of HARDWARE AND METAL this week.

The Winchester Repeating Arms Co., New Haven, Conn., were represented in Montreal this week by their traveler, J. H. Cameron.

D. A. MacNab, hardware merchant of Brockville, Ont., was in Montreal this week. Mr. MacNab is seemingly pleased with this section of the country in which he has recently made his home.

F. I. Spielman, of Spielman Agencies Reg'd, Montreal, and who represents Griffiths Bros. and Co., London; British Ever Ready Co. and British Aluminum Co., is leaving shortly for England on a business trip.

Winnipeg News

The Wakyte Mfg. Co., Ltd., Winnipeg, have been appointed distributors in the Canadian Northwest for Viking spark plugs, made by the Viking Corporation of Canada, Ltd., Toronto.

E. Grobb, of the Dominion Chain Co., Niagara Falls, who has been calling on the jobbers as far West as Calgary, returned to the city on Friday and left the same evening for the East.

T. Mortimer, manufacturers' agent, was in the city during the week calling on the jobbing trade, leaving Saturday for Port Arthur and Fort William.

W. A. Brady, hardware merchant of Reston, Man., is spending a few days in the city on business and reports conditions in his district as very favorable for a good crop, and everyone is looking forward to a good year's business.

St. John, N.B., News

George McAvity, of T. McAvity & Sons, Ltd., has returned from Charleston, S. C.

William Robertson, head of the hardware firm of William Robertson & Son, Halifax, died recently in his eighty-first year. He established the business in 1871.

Major T. Escott Ryder, M.C., who was manager for the Fairbanks-Morse Co. in St. John before going overseas, has returned with the battery which he commanded. He plans to go into business in Montreal.

The Gosselin Air Motor Company, Ltd., has been incorporated with capital stock of $49.000 and head office in Edmundston, N.B., and with authority to carry on a general foundry and machine shop business, and also to manufacture and deal in motors and engines.

A special children's day was observed by the retail merchants of St. John on Thursday and Friday, when everything pertaining to children and calculated to interest either the kiddies or their parents was given special prominence.

The announcement that plans are being made for co-operation between the C.P.R. and Furness, Withy & Company, to establish a fortnightly steamer service between St. John and Antwerp, is of interest to those engaged in both import and export trades. Before the war nail rods and glass were among the chief items in the cargoes from Antwerp.

E. S. Stephenson & Co., Ltd., have been incorporated under provincial char-

ter to carry on business as electricians, machinists, founders, etc., with capital stock of $18,000 and head office in St. John. They have taken over the business formerly carried on by Edward S. Stephenson. The directors are E. S. Stephenson, Herbert A. Stephenson and Ralph S. Stephenson.

INCORPORATIONS

Panels, Limited, capital $20,000, head office Toronto, plans to manufacture and deal in veneer and similar products.

Peerless Divanettes, Limited, capital $40,000, head office Toronto, plans to manufacture and deal in furniture and fittings.

S A T Canadian, Limited, capital $2,000,000, head office Toronto, plans to manufacture automatic tractors and accessories.

Smith & Stone, Limited, capital $100,000, head office Toronto, plan to manufacture and deal in rubber, glass, metal, porcelain and electrical goods.

Standard Auto Service, Limited, capital $40,000, head office Toronto, plans to manufacture and deal in autos, accessories and garages.

The Toronto Sewer Pipe Company, Limited, capital $100,000, head office Toronto, plans to manufacture and deal in sewer pipe and similar products.

Ingram and Davey, Limited, St. Thomas, Ont., hardware, are given permission to increase their capital stock from $100,000 to $200,000.

Ericson Aircraft, Limited, capital $40,000, head office Toronto, plans to manufacture and deal in aeroplanes and hydroplanes.

Gidley Boat Company, capital $100,000, head office Toronto, plans to build sail boats, motor boats, row boats and canoes.

London Shipping Containers, Limited, capital $50.000, head office London, Ont., plans to manufacture and deal in metal, cardboard, wooden and paper containers.

The Messenger Wire Wheel Company, Limited, capital $40,000, head office Windsor, Ont., plans to manufacture and deal in steel and wire wheels for autos and other vehicles.

Motor Sundries, Limited, capital $40,000, head office Toronto, plans to manufacture and deal in autos, bicycles, motor cycles and accessories.

Hamilton Lamp Company, head office, Hamilton, Ont., capital, $300,000, plans to manufacture and deal in electric lamps and fixtures of all kinds.

Canadian Snyderfibra Container Co., Ltd., capital $100,000, head office Montreal, plans to manufacture and deal in paper and paper substitutes.

Crandall, Carpenter and Read, Ltd., head office Vancouver, capital $25,000, plan to carry on the general business of manufacturers and selling agents for hardware, machinery and implements.

Canadian Tank and Pump Company, Limited, capital $50,000, head office Toronto, Ont., plans to manufacture and deal in self-measuring oil pumps, tanks and storage systems.

Says Foreign Element is Behind Plan to Cause Dominion-Wide Strike

"IN my opinion there is a foreign element behind the Winnipeg strike and the Winnipeg disturbance is simply part of a concerted move that is being made from coast to coast. The parties behind all this are simply using the unions and the working men as tools and are keeping in the background themselves."

This is the view of J. O. Thorn, manager of the Metallic Roofing Company of Canada, Ltd., who recently returned after spending nearly three months in Winnipeg.

"The men behind the strike in Winnipeg," said Mr. Thorn, "are actuated by only one idea. They want to overthrow the Government, tear down our national institutions and disregard law and order. They have no consideration for the rights of others."

Won't Satisfy Them

"More money will not satisfy these men. An increase in wages is not what they are after. They want to take charge of everything and run the country along somewhat similar lines, it appears to me, to those in Russia. Their demands are one sided. They do not for one moment consider the manufacturers' viewpoint. Their demands must be met whether it leaves the manufacturers in a position where they cannot carry on or not. Thousands of the men who went out on strike in sympathy with the original strikers had no grievance whatever against their employers. They will admit that. They do not, however, consider the immense loss they cause by taking this action. They are out of work themselves and also prevent the firms employing them from going ahead. This is no time for actions of this kind. Everyone should be pulling together during the reconstruction period.

Should Be Adjusted

"I do not say that there are not workingmen who have real grievances," Mr. Thorn continued. "These are mainly traceable, I believe, to the high cost of food and the difficulties of obtaining reasonable housing conditions at fair prices. In my opinion the Government should take over every cold storage and packing plant in the Dominion and eliminate the United States Fish Trust.

"Suppose men are given an increase in wages. That simply means that the manufacturers have to charge more for their finished products. That hits the farmer as well as everyone else. If the farmer has to pay more for his goods he is going to keep his prices up, and as we depend upon the farmers for food production, food prices will not come down. High prices undoubtedly restrict the demand in general for products and that makes less business all round. That is an undesirable condition.

Must Save Time

"One of the things the Winnipeg strike has demonstrated is that we need some method of preventing such serious losses of time. Business has been at a complete standstill in Winnipeg. Thousands of men have lost their pay and their employers have lost heavily by not being able to proceed with their work. We should be able to devise some plan by which any troubles that come up could be decided without either the men or the firms being idle. I think this can be done if any effort to co-operate is made. What we need is for the employers to understand the men's viewpoint and difficulties, and for the men to see something of the employers' side of the case. But," stated Mr. Thorn "there should be no compromise with revolution, and no sympathetic strikes by policemen, postmen, firemen, and others in the public service."

Returned Soldiers Launch Cordage Company

VANCOUVER.—With a capitalization of $300,000, a group of returned soldiers in Vancouver has been formed under the name of the Canadian Western Cordage Company for the manufacture of rope and twine of all kinds. Until the permanent officers of the company are elected the following veterans have been named to act as trustees: E. A. Paige, president; G. H. Bray, sec.-treas.; Major J. C. Thorn, Lieut. R. P. Foster and Capt. F. C. Brown. A site has been selected on the Fraser River adjacent to New Westminster, upon which a plant and machinery will be installed at a value of $250,000 There will be no promotion fees, the whole work of promotion being undertaken by soldiers without commission. The scheme is a co-operative one.

Under the plan of organization 150 men will be secured as shareholders, each of whom will put $400 into the company, representing four shares. Of the total of $60,000, a sum of $20,000 has already been subscribed for. The remaining $240,000 will be sought from the Provincial Government through the Industrial Fund which was created at the last session of the House. The promoters will point out that the sum they are asking amounts to only $16,000 per man, as against $8,000 which is offered to veterans who wish to take up farming.

Sixty men and twenty girls will be employed at the outset, and for the purpose of their training twenty per cent. of the required expert labor will be brought in from outside the province, providing permission from the Government Labor Department can be obtained.

MAKE SOME STAFF CHANGES

George W. Scott has been appointed district manager for the Chicago territory of the Stark Rolling Mill Co., Canton, Ohio. Mr. Scott was formerly Chicago representative for the Pittsburgh Steel Co., and, it is indicated, has already had quite a wide experience in sheets and fabricated products. His headquarters will be at 1119 Marquette Building.

Another appointment announced by the Stark Rolling Mill Co. is that of Thomas F. Murphy to the position of district manager for Canton territory. The company state that Mr. Murphy has also had a wide range of experience, and for a number of years was connected with the American Sheet and Tin Plate Co.

LIEUT. CAVERHILL RETURNS

Lieut. G. R. Caverhill, son of George Caverhill, of Caverhill, Learmont & Co., Montreal, has returned from overseas to his home city, after an absence of nearly four years.

Lieut. Caverhill enlisted in June, 1915. as orderly room sergeant in the O.T.C. He was subsequently stationed at Barrie, Niagara, and Borden Camps, respectively, and later in that same year went with the Army Service Corps to France.

During his stay in France, Lieut. Caverhill was confined for several weeks to the Military hospital with knee trouble, but after careful treatment he recovered and returned to England. Here he served with his corps in various camps for two years and returned about two weeks ago in good health and spirits. Lieut. Caverhill is a third year McGill man.

REQUIRE LICENSES

The Safety and Health Committee of the council at Edmonton, Alta., has recommended the passing of a by-law compelling all persons who do electric work to take out a license. The matter was taken up with the committee by a delegation of electrical contractors. Some objection is being taken to the by-law on the ground that it is too arbitrary.

Camp Eeh-nis-kim Opens

Camp Eeh-nis-kim, the delightful playground conducted each year on the banks of the Niagara River by the Carborundum Co., will open for its season on June 28. The camp is now well known to hardware jobbers, dealers and their salesmen.

Every facility for healthful recreation, for out of doors sports, and for good, wholesome rest is offered to the visitor. He can play tennis, volley ball, baseball, hand ball or basket ball. He can enjoy himself at the camp swimming hole, where he will find a big swimming raft anchored out in the clean, green waters of Niagara. He can go boating or fishing, or he can get just plumb lazy and not do a blessed thing but loaf in the sun if he cares to.

On the camp grounds are two big frame buildings, one of which houses the camp office and recreation room where the boys gather to have a bit of music and to play cards during the evening. The other building contains the big kitchen and mess hall, presided over by the two camp cooks and staff of waiters. Every visitor is provided with sleeping accommodation in a clean, airy tent. Each tent has a platform and is covered with an extra fly to keep things cool and dry. In every tent will be found clean, comfortable cots, snow white sheets, snug blankets, all of which are furnished without expense to the visitor. In fact the only things that cost a cent at the camp are the three daily meals, but even these are served at cost, the Carborundum Co. paying for service and all other camp comforts. Meals will cost but one dollar and twenty cents per day.

The camp will be open all during the months of July and August. Hardware men are invited to come and spend their vacation there. They are even permitted to bring along a friend who is not in the hardware business. It must be remembered, however, that women are not permitted to stay at the camp. The women are invited only on the special "ladies' day," when they come up for the camp dances.

Hardware men who are desirous of spending their vacation time at the camp should write to the Great Sachem, Camp Eeh-nis-kim, care of the Carborundum Co., Niagara Falls, N.Y., and tent reservations will be made for them.

BRITISH HOUSING SCHEME

LONDON, Eng.—It is stated that to date more than a thousand housing schemes have been submitted to the Local Government Board, covering 14,000 acres of land, and representing 140,000 dwellings.

WELSH TIN PLATE TROUBLES

LONDON, ENG.—Owing to labor troubles at Swansea Docks, and the closing down of seventy-eight mills, all shipments are held up. The number of workers out now is between four and five thousand. This hold-up has considerably weakened the market and there is a consequent drop in export prices.

SPELTER TRADE

LONDON, ENG.—It is stated that to ing Company in Wales has had to close down owing to increased freight charges, great cost of coal and the advances in wages. There is also a large surplus of war spelter which complicates the situation. The market price of spelter is about £38, but the production cost in England is £52 10s. per ton.

BIRMINGHAM SMALL ARMS MAKERS' COMBINATION

LONDON, ENG.—At the annual meeting of the members of the Birmingham gun trade, it was announced that in the opinion of the committee the small arms industry could not thrive unless new methods were adopted in the near future. To satisfy the great demand for sporting guns and rifles all over the world, it has been decided to form a combination of firms under the title of "Birmingham Registered Gunmakers, Ltd." One of the speakers said that it would take the industry six months to resettle itself, and that it would be a great injustice if the prohibition on imports was removed.

BRITISH INDUSTRIES FAIR

Canadian manufacturers who wish to have exhibits at the British Industries Fair in 1920 are being advised that the arrangements so far completed make it probable that there will be sufficient space for them to be included. The fair will be held in the Crystal Palace, the largest exhibition building in the world, and will be open to firms whose principal works and head offices are situated within the British Empire and are not controlled by foreign interests. In order to assist manufacturers who have no British representatives to arrange for the erection of their stands, the Department of Overseas Trade will undertake the work on their behalf, but it will be necessary for firms who have no representatives to pay in advance not only two shillings, in the case of the fairs held in London and Glasgow, and 3/6 in Birmingham, per square foot of floor space applied for, but in addition 3/ per square foot for the erection of their stands. The department reserves to itself the right to allot space in any position and also the right to allot less space than applicants ask if necessary. Applications for space by Ontario manufacturers should be made through the British Trade Commissioner's office at Toronto. F. W. Field, the commissioner, advises that application should be made promptly as they must be sent to London in the near future.



BUFFALO FORGE COMPANY

Section No.400, listing fans, blowers and exhausters, has been issued by the Buffalo Forge Company of Buffalo, N.Y. It contains thirty-nine pages attractively printed and illustrated, showing steel pressure blowers, experimental blowers and exhausters, together with complete tables of capacities with speed and horsepower requirements. Countershafts are listed, also dust and refuse collectors, blast gates, conoidal fans, electric and pulley disc fans and propeller fans.

JOHNSTON BROKERAGE COMPANY

The Johnston Brokerage Company, First National Bank Building, Pittsburgh, Pa., is issuing to those in the trade who have been on active service or who have had sons or daughters or relatives in the service a most attractively printed service record entitled: "My Days in the Service." There are thirty-two pages, including special pages for records and reminiscences.

The Vickers Combination

LONDON, ENG.—At the 52nd annual meeting of Vickers Ltd., the chairman referred to an arrangement which was pending with the Metropolitan Carriage Co., and also to the acquisition by the company of the controlling interests in the British Westinghouse Electrical Manufacturing Company. It was also stated that Messrs. Vickers had made another arrangement with the firm of W. & T. Glover on terms which were equitable to both parties, and would bring about the combination of the Westinghouse which the shareholders would in future own together with their own business.

It has since transpired that Vickers, Ltd., are also interested in a match trade combine which has been formed by the amalgamation of the following firms; Maguire, Miller & Co., Liverpool, Ltd.; Macguire, Miller & Co., Leeds, Ltd.; Paterson & Co., Ltd., of Dublin, and J. Palmer & Son, of London. Vickers have opened a new department at their Erith works for the manufacture of match making machinery. A site of forty-five acres has been acquired for the erection of a new factory by the amalgamated company at Liverpool. It is intended to meet the post war demands for matches in the home markets and throughout the world.

According to the Financial News, of London, the reasons given for the amalgamation are because it has been deemed necessary on account of the new developments in all British industries which must follow the war. The inclusion of Vickers Ltd. in the company means the placing at its disposal the finest machinery in the world, and the entering into competition with Germany in a field which, up to the present, has been practically monopolized by German manufacturers.

BRITISH CONCRETE BRICK INVENTION

LONDON, ENG.—It is reported that a super-concrete brick has been invented which is thoroughly damp proof. The brick is described as being hard as blue bath stone, and very difficult to cut after it has been in the walls for a few weeks. Its cost is about a third of that of the ordinary brick, and it can be marketed at ten dollars per thousand. A machine has been designed for which it is claimed that it will turn out nine-inch concrete bricks at the rate of from eight thousand to ten thousand per day. They can be used in constructional work the day after they have been made.

LUXEMBURG AND LORRAINE STEEL

LONDON, ENG.—It is stated that the Luxemburg and Lorraine factories now under French administration have already entered the export market, and are soliciting orders for rolled material in Great Britain. No orders appear to have been recorded so far, but in view of enhanced British prices there may be interesting developments.

MANITOBA CONVENTION PROMISES WELL

Splendid Array of Speakers Who Will Deliver Addresses on Vital Merchandising Questions

The fifth annual convention of the Retail Merchants' Association of Manitoba, will probably compare favorably with the convention of the Saskatchewan branch, that was recently held at Regina.

The Manitoba executive has spared no effort to make this convention a success. —It is a "business building" program from start to finish, and when it convenes at Brandon, June 17, it is expected that a very large number of delegates will be in attendance.

The complete program is as follows:

Tuesday Morning, June 17th

10.00 a.m. to 12.00 noon.—Registration and reception of delegates and visitors. All persons attending the convention will please go to the city hall for the purpose of registering and receiving a button.

Tuesday Afternoon

2.00 p. m.—Convention opened by President Geo. W. Markle. Addresses of welcome by: His Worship the Mayor, Mr. McDiarmid; Mr. Rankin, president of the Board of Trade; President Kiwanis Club; E. Bolton, president, Brandon branch R.M.A.; Replies; Visit merchandise display.

3.00 p. m.—Reports of Manitoba provincial officers; president's address; treasurer's report; secretary's report; resolutions committee announced, and question box introduced.

4.00 p. m.—Reports of delegates to Dominion Convention, 15 minutes each, Messrs. Chevrier, Rannard, and Devlin. Address by J. A. Banfield, president of Dominion Board; Visit merchandise display.

Tuesday Evening

8.00 p. m.—Address by H. E. Hart, of Long Prairie, Minn. Subject, "Retail Store Co-operation." This address is especially adapted for a joint meeting of merchants and clerks.

9.00 p. m.—Address by F. P. Mann of Devils Lake, N. D. Subject, "Increasing Your Business Through Community Co-operation."

Wednesday Morning, June 18th

9.30 a. m.—Resolutions committee will make its first report; Consideration of resolutions.

10.30 a.m.—Retail Merchants' Mutual Fire Insurance Co.; C. F. Rannard.

11.00 a. m.—Taxation, by Wm. Iverach, of Isabella, Man.

Wednesday Afternoon

2.00 p. m.—Address by F. P. Mann, president. North Dakota R.M.A. Subject, "Looking Ahead in the Retail Business."

3.00 p. m.—Address by H. E. Hart, Long Prairie, Minn. Subject, "Ideas That Have Increased Our Business."

Wednesday Afternoon

4.00 p. m.—Address by A. W. Gibb, C.A., assistant inspector of taxation, Dominion Taxation Office. Subject, "How to Make out an Income Tax Return," illustrated by chart; Questions; discussion.

Wednesday Evening

8.00 p. m.—Special program at theatre; Feature films, music, songs. Address by F. C. Middleton, secretary of community organization department of the Social Service Council of Manitoba. Subject, "Farmers and Merchants—Community Team-mates"; View windows in window dressing contest.

8.00 p. m.—Note: If the committee considers that the occasion demands it, a special address could be put on at the City Hall for clerks, by H. E. Hart. Subject, "Our Store Club—How Clerks Can Help a Store."

Thursday Morning, June 19th

9.30 a. m.—Resolutions; Nomination of provincial officers.

10.30 a. m.—Questions, new business.

Thursday Afternoon

2.00 p. m.—Address by W. J. Keyes, of the Kelvin Technical High School and Extension Department, of University of Manitoba. Subject, "Practical Retail Advertising," fully illustrated.

3.00 p. m.—Address by Mr. Edwin Loftus, K. C., lecturer, Manitoba Law School, prominent Winnipeg barrister. Subject, "Commercial Law as Related to the Retailer." Election of provincial officers.

5.00 p.m.—Motor drive to places of interest in the city.

Thursday Evening

7.10 p. m.—Banquet tendered to visitors attending the convention by the Brandon branch of the Retail Merchants' Association of Canada, the Board of Trade, the Kiwanis Club, the Commercial Travelers' Association and the Retail Clerks. Special addresses by Dr. J. A. MacLean, president of the University of Manitoba, and the convention speakers' entertainment.

Special feature during the convention —The big merchandise display at the City Hall. The window dressing contest. Special entertainment for the ladies attending the convention.

SERIOUS FIRE IN COLLINGWOOD

The Imperial Steel & Wire Co., Collingwood, Ont., suffered severe loss on Sunday last, fire totally destroying building, plant and stock. The fire appeared to start in the centre of the main building, and spread with great rapidity, first to the warehouse across a railroad siding, then to the keg mill a short distance east. The plant was in steady operation throughout the war, and had but recently closed down for overhauling. Several cars of raw material were received this week, and it was expected that operations would have been resumed on Tuesday. The loss will probably be $200,000, on which there is some insurance. Col. J. A. Currie, M.P., of Toronto, is president, and Dr. D. McKay, of Collingwood, secretary-treasurer.

THE CLERKS DEPARTMENT

HOBSON'S HARD START

How the Hamilton Steel Master Made His Debut

By

WILLIAM BYRON

In MacLeans Magazine for June

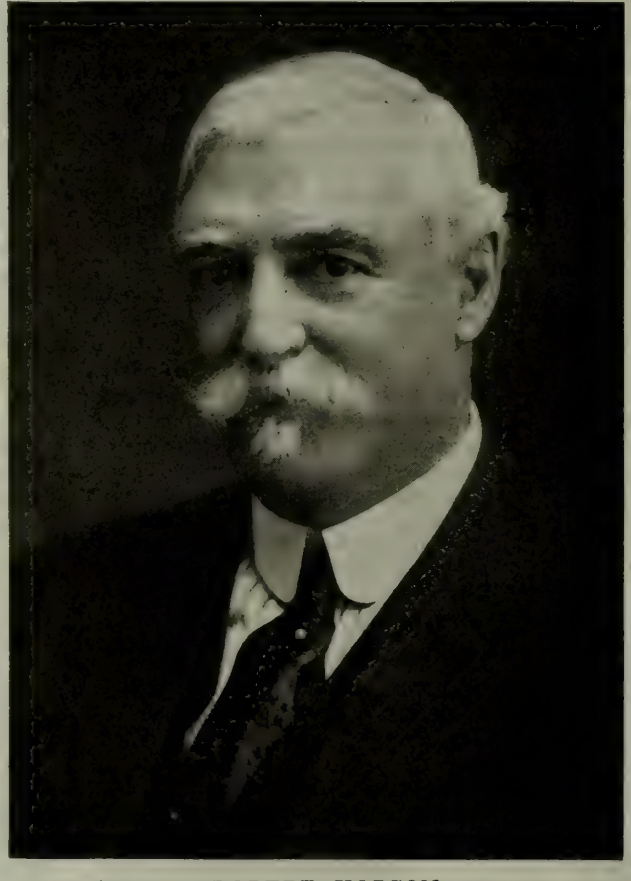
THE time has long passed when business was thought devoid of romance. It is seen now that the amazing kaleidoscope of modern business offers more intense drama and more picturesque phases than can be found in any other direction. Any man who has won his way to the top rung of the industrial ladder—no matter how hard-headed and prosaic he may appear—must have lived through experiences that, for sheer interest, exceed anything in fiction. Most of our industrial captains would probably deny this, but catch any one of them in a reminiscent mood and the stories that drop forth will be sufficient proof.

Take, for instance, the story of how Robert Hobson came to go into the iron business and the struggle he had to establish himself there. Mr. Hobson is to-day the president of the Steel Company of Canada, and easily figures among the first half dozen industrial magnates of the Dominion. A little over twenty years ago he knew practically nothing about iron and steel and had absolutely no intention of ever engaging in any business outside of railroading. The story of his jump and of the fight he found himself engaged in is one of intense interest, even when sketched in bare outlines. Perhaps some day Mr. Hobson will be induced to tell it himself. In the meantime, let us present the story as far as it has been possible to trace it.

First Engaged in Railroading

Robert Hobson was the son of Joseph Hobson, the famous railroad engineer who left the St. Clair tunnel as a monument to his skill. It was natural that the son should choose to follow in the footsteps of the father, and for twenty years Robert Hobson was employed in the engineering department, first of the Great North Western, and later of the Grand Trunk. When Charles M. Hays became president of the latter road, he placed Mr. Hobson, senior, in charge of the engineering department. This necessitated a move to Montreal for both. Robert Hobson had been in Montreal a few days only when he received an urgent message from his father-in-law, Hon. A. T. Wood, of Hamilton, to return to that city as secretary-treasurer of a new company which had been formed, the Hamilton Iron and Steel Co.

He was not anxious to make the change, in fact he was very loath to undertake the new proposition. He liked railroading; and he didn't know anything about iron; he perhaps distrusted his ability to make a success in that line. Nevertheless, after due reflection, he decided to try it, and so returned to Hamilton after a stay of only fifteen days in Montreal.



ROBERT HOBSON,
President Steel Co. of Canada.

The Company Was Shaky

This was in January, 1896, and the business world after emerging half-heartedly from the black depression of 1893 was slipping downhill again toward the depression of '07. It was a bad time for business generally; and most particularly bad for the Hamilton Iron and Steel Company. The new secretary-treasurer soon found himself in rather a sorry plight.

It wasn't so much that he knew nothing about iron. The worst feature of it was that the company was in badly involved condition, and the plant required a complete reorganization. The formation of the concern dates so far back that it can be stated now without hurting anybody's feelings that the promotion had been loosely carried out. A group of Americans had come and promoted the proposition, interesting Hamilton capital for the most part. After putting up a plant along the Bay—on the site of the present enormous steel plant—they had drawn out themselves and left the local men holding the bag. It was a rather forlorn proposition all around.

Mr. Hobson had not been on the ground long before he found out a number of things about the concern. He went to the local men who were most heavily interested.

"We're practically insolvent," he told them. "There will have to be a reorganization of the company and new capital. That's your problem. So far we haven't produced pig iron of a quantity that can be sold, so we'll have to completely reorganize our production plans. That's my problem."

The fact of the matter was that the promoters had not attempted to put the concern on a going basis. They had drawn in local capital on the plea that

the ore to be smelted would be drawn from the Hamilton mountain. Much of the ore being used when the new secretary-treasurer took charge was drawn from the mountain and the rest came from Eastern Ontario. These ores were not sufficient by themselves to produce a satisfactory pig iron, being either sulphurous or magnetic.

Mr. Hobson's first step was to go to Cleveland, where he called upon Colonel Pickands, the president of Pickands, Mather & Co., the greatest ore-producing concern in the world. He found the colonel a very courteous old gentleman who had fought with distinction for the North through the civil war, and who carried into business the most highly chivalrous principles. His reception was most cordial.

"Colonel," he said, "I have just been put in charge of an iron plant that's in pretty bad shape. I don't know the first thing about iron and, so far as I know yet, I'm not a business man. So I've come to you."

"In that case," said Colonel Pickands, with a twinkle in his eye, "it looks as though we would have to look after you. Just what can we do?"

"All I want is some information," said Hobson. "I want to find out how to make pig iron."

Colonel Pickands called in his experts and, when they had found out the kind of pig iron to be produced, they told the visitor what ores to use, where to buy them, and how to combine them to get the desired result. He relied so implicitly on the information thus secured that he proceeded to place orders for the required ores before proceeding back to Canada.

Although there have been close relations between the two concerns ever since, Mr. Hobson never saw Colonel Pickands again. The fine old soldier died shortly after.

Finding a Market Difficult

So the future steel president returned to Hamilton with the first of his difficulties solved. He had found out the right kind of ore to use and he had contracts in his pockets for adequate supplies. The next step was to produce the pig iron. The head furnace man who had been placed in charge by the promoters was a good-natured Southerner and the plant was not well organized or efficiently run. He had to be replaced. In fact several changes had to be made; and finally the staff was organized on a basis that made satisfactory production possible. The pay roll at this time numbered 112 in all.

Having at last an article that could be offered for sale the next problem was to find a market. The office staff numbered three—Mr. Hobson, a book-keeper and an office boy; nevertheless the hard-working secretary-treasurer decided to constitute himself a sales force as well. His first serious effort to secure business took the form of a trip to Montreal. He called first on the head buyer of one of the manufacturing plants. The man looked at him in amazement when he learned his errand.

"Good Gad, man," he exclaimed, people come to Montreal to buy iron, not to sell it."

This, of course, was a fair statement of fact. Most of the pig iron used in Canada at that time came from the Maritimes and from England and Scotland. It came in to Montreal, which thus served as a distributing point for all of Canada.

"I know," returned the man from Hamilton, "but I am in a position to sell, even to Montreal."

He was. The plant was now producing a grade of ore that could be marketed at a price that made it worth while, even in the centre of the iron industry. Mr. Hobson returned with orders in his pocket and the first glimmerings of hope in his mind.

In the meantime the company had been reorganized and the name changed to the Hamilton Blast Furnace Co. The difficulties which threatened to swamp the venture at the start had thus been overcome one by one. They were not entirely out of the woods, of course, for times were very bad indeed, and business hard to get. The work that fell on the shoulders of the secretary-treasurer was enormous, but his capacity was equal to the strain. He was, and still is, a hard worker.

The company paid four per cent. dividends the first two years that he handled it. In 1899, when business conditions had become extremely bright again, the dividend was increased to eight per cent.

The Beginning of Amalgamations

That year saw the first of the amalgamations which resulted finally in the present industrial Colossus known as the Steel Company of Canada. The Hamilton Blast Furnace Co. joined hands with the Ontario Rolling Mills Co. and the united concern took the name of the Hamilton Steel & Iron Co. Mr. Hobson was made secretary and assistant general manager, the general manager being C. S. Wilcox, who had been in charge of the Rolling Mills. The new company began to make steel, two 15-ton furnaces being erected for the purpose. The company has to-day, by the way, no fewer than 11 furnaces, some of which have a capacity of 70 tons.

Under the new arrangement Mr. Hobson's interest ran most directly to the sales end of the business. Competition was very keen. The Pittsburgh concerns had pretty well monopolized the market, except for the business that went down East to the Nova Scotia Iron and Steel Co. It was not, therefore, easy work for the new firm to break in.

Bringing Home The Bacon

There is at no time a wide spread in the prices of steel. Quotations from various firms can be depended upon to run very closely together and, where there is competition for a big order, the element of personality comes strongly into play. The new steel firm got its first big impetus through a large order secured from the C.P.R. in 1901. Mr. Hobson put the deal through personally.

It was known that the C.P.R. would place an order for a year's supply of angle bars. This was a big order; big enough to get the firm away to a prosperous and busy year. The first step was to make a number of angle bars to the specifications and figure on the production cost. It was found that an attractive price could be quoted so Mr. Hobson boarded the train for Montreal without a day's delay. The next day he saw Alex. Henry, who was handling that branch of the purchasing for the C.P.R., and he took the return train for Hamilton that night with the order in his pocket.

There was jubilation on his return, for Hamilton had been put on the steel map!

The story of the building of the Steel Company of Canada is not the story of Robert Hobson, for a number of men figured in this enterprise as prominently as he did. It is interesting to trace his part, however. The amalgamation was effected in 1910 and he became general manager and vice-president, Mr. Wilcox being president. In 1916 the latter was made chairman of the board, and Mr. Hobson was promoted to the presidency. Under the leadership, the concern is showing rapid strides, and a future that may be described as boundless lies before. An important development has just been completed in the purchase of 1,600 acres in the coal fields of Pennsylvania to control and safeguard the fuel supply of the company.

Landing the Record Order

Every executive has an especial fondness for some one branch of the business and, as stated before, Mr. Hobson's hobby is the sales department. He has always been a believer in the gospel of "getting out" for everyone from the president down, and whenever a real opportunity for business arrives, he has always been only too glad to clear off his desk and strike out on the trail.

It was decided in 1915 to negotiate for an order of mammoth proportions with the Munitions Board. By building a new open hearth plant it was reckoned that the company could produce 8.2 and 9.2 shells for the war office in large quantities. Mr. Hobson went down to Ottawa and proposed a contract for eight and one-half millions.

In doing this he recognized that he was taking a tremendous chance. The successful carrying out of this huge contract would depend on the speedy building of the new open-hearth plant and the successful operation of it after it was built. In order to make sure that the plant could be built and equipped on time he had secured options in machinery and supplies in advance. These cost money, and had the deal fallen through a heavy loss would have resulted. The greatest danger lay, however, in the element of doubt which necessarily existed as to the possibility of producing on time and profitably. Mr. Hobson

Continued on page 61

NEW HARDWARE GOODS

OFFERED TO CANADIAN HARDWAREMEN

DAYTON AIRLESS TIRE

The Dayton Airless Tire is being placed on the Canadian market by the Dayton Airless Tire Co. of Canada, 346 Yonge Street, Toronto. Points which the manufacturers enumerate in favor of this line are: It is an automobile tire made of a very high-grade rubber and fabric. It is not a solid tire, nor is it a pneumatic tire, for it contains no compressed air, nor is it a tire "filler."

It is constructed on the same engineering principle as a bridge, there being piers of rubber and an annular rib or beam of straight cut fabric and rubber of great strength corresponding to the beams in a bridge.

When on the wheel it looks exactly like and is the same size as a pneumatic.

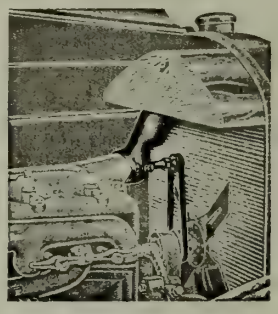


Dayton Airless Tire

The difference between the two makes of tires, the manufacturers state, is the interior supporting member. The pneumatic tire contains a rubber tube filled with compressed air, while the Dayton Airless contains piers or columns of new elastic rubber and an annular rib (similar to a bridge construction), so constructed as to give sufficient strength to support any given weight of car, and yet deflect or "squeeze down" so as to absorb obstructions in the same manner as an air tube in a properly inflated pneumatic. The Airless Tire is said to be very easy riding, the open spaces existing in the tire absorbing obstructions with the minimum jar or jolt.

WATER CIRCULATOR

The Star Ford water circulator is an accessory for Ford cars, being placed on the market by the Star Specialty Manufacturing Co., 227-233 West Erie Street, Chicago, Ill. This water circulator, which, the manufacturers state, is made in sizes to fit all Ford models, forces water from engine to radiator and back to engine, keeping the water in venting engine from heating. Other

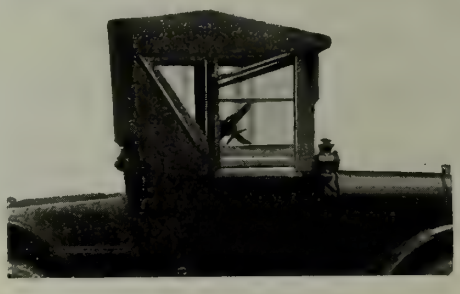


Star Ford Circulator

points enumerated in its favor by the manufacturers are that it saves lubricating oil; saves gasoline, and saves bearings. It is stated further that it can be attached by any owner in a few minutes.

THE USTUS LIMOUSETTE

The Ustus Limousette is a new addition to equipment for the Ford car, being placed on the market by the Dafoe-Eustice Company, 1164 Jefferson Ave., Detroit, Mich. This affords protection against wind, rain, dust and the winter elements, and according to the manufacturers, adds much to the appearance of the car. Its construction, it is indicated, permits an instant transformation of the limousine appearance and protection into an open car without removing any part; in attaching the limousette there is no mutilating or altering of the regular top necessary. Different from the ordinary side curtain, the Limousette way provides for rolling the side pieces up at a touch, out of sight, and returning them to the closed position as quickly; these rolling side members can be operated from the inside or outside of the car. The composition of these comprise heavy rubber fabric and Dupont Pyralin windows, the latter being so designed as to give a clean-sweep view on all sides. The use of the Limousette with the regular Ford top transforms the car into a limousine, which can easily be converted again to the open car.



The Ustus Limousette

STEEL FENCE POSTS

The Metal Shingle and Siding Co., Ltd., Preston, Ont., are putting a new line on the market in the shape of their steel fence posts. Features which the manufacturers enumerate in connection with this line are that they are easy to drive, which means a great saving in cost of installation; they never rot, break, burn, or buckle, which means they are economical as to cost of upkeep. Another claim made for these is that they are lightning proof because the steel "grounds" the wire, which means a measure of safety for stock; they are neat in appearance.



Steel Fence Post

TEMPORARY USE OF ARMY HUTS

LONDON, ENG. — The Government has decided to dispose of the surplus hutments till lately used for the accommodation of the army at home. It is thought that the immediate sale of these erections at reasonable prices may have the effect of temporarily relieving the shortage. The scheme apparently is not to sell the huts separately to individuals, but to dispose of them in lots to any of the local authorities applying for them. It is estimated that there are in England alone about half a million of these huts.

WEEKLY HARDWARE MARKET REPORTS

STATEMENTS FROM BUYING CENTRES

THE MARKETS AT A GLANCE

ONE of the most important changes that has occurred in some time is that which deals with the position of stoves and ranges, both cast and steel, this week. Due, it is indicated, to the increased wage scale and shorter hours, manufacturers are forced to shove prices up and a scale of quotations showing about a 5% advance has occurred. The advance affects the higher grade ranges particularly.

Another move upward has been recorded this week in linseed oil and the outlook in regard to supplies presents no especially bright side. The Winnipeg strike is interfering with deliveries and some crushers have withdrawn from the market altogether. Flax seed has reached higher price levels and this is largely responsible for the kindred move in linseed oil. The revision upward in linseed oil amounts to 10c per gallon with every indication of a further advance apparent.

Turpentine is also soaring, the heavy export movement from the South failing to ease away any and accordingly keeping the prices on the upward move. The situation in the South has been reflected locally with prices ranging from 9c to 10c per gallon higher. Supplies are not coming through any too plentifully to meet the demands of the trade, though there is no real acute shortage manifest as yet.

Brooms are under revision downward and indications are that new levels are down to rock-bottom until new crop broom corn is again available. Pine pitch shows a sharp advance of 20 per cent. in quotations issued this week.

Many miscellaneous shelf goods have been revised this week, one line of horse clippers showing a 7½ per cent. advance and declines being recorded in hack saw blades, compression bibbs and sad irons. Business shows a decided improvement in most lines and trade is quite optimistic over the outlook.

MONTREAL MARKETS

MONTREAL, May 29—Important changes have been made on several lines. One make of hack saw blades has been reduced in one quarter 33 1-3%, and compression bibbs are reduced approximately 20%. Sad irons of Mrs. Potts' make are reduced in price, and lower prices are made effective for oilcloth binding. Pine pitch has, on the other hand, been advanced, the quotation being now $10 per barrel. Prices have been withdrawn by some makers of cotton twines, and there may be advances on both twines and cotton rope. An important change is made relative to steel and cast stoves and ranges, the advances just made effective being five per cent. Electric ranges are also advanced. Solder is firm, but unchanged. Ingot copper and lead are somewhat easier and slightly reduced, while antimony is firmer. Other lines are unchanged in the ingot list, but once peace is signed there will be advances, it is anticipated.

There is much activity, city and country trade being quite active, and many lines sharing in this better movement.

Sad Irons Down; Pitch is Higher

Montreal.

PITCH, SAD IRONS, DEE TOPS.—Advances have been made in pure pine pitch, the base being now put at $10 per barrel. Mrs. Potts' sad irons are also changed, but this is a decline, and the new prices are: No. 50, $1.90 and $1.95; No. 55, $1.85 per set. Dee handle tops are now on a revised list of $4 per dozen, with 17½ per cent. the discount.

Oil Cloth Binding Has Been Reduced

Montreal

OIL CLOTH BINDING.—Reductions have been made in oil cloth binding of both brass and zinc material. Prices on the brass are now given as follows: 4 x 4, per dozen sets, $2.20; 6 x 4, $3.60; 50 yard boxes, No. 18, $3; No. 16, $3.85. Prices for zinc binding, 4 x 4, $1.20; 6 x 4, $1.80; 8 x 4, $2.40, and in 50 yd. boxes, No. 18, $2.20.

Hack Saw Blades; Bibbs Go Lower

Montreal

BLADES, BIBBS.—A decline of about 33 1-3 per cent. is announced by a leading jobber on one line of hack saw blades. It is considered probable that other lines will also be reduced. A reduction of approximately 20 per cent. has also been effected on compression bibbs, both finished and nickelled.

Big Nail Sales; Wire Goes, Also

Montreal.

NAILS AND WIRE.—Selling of wire nails is active, indicating the resumption of work. This is true of both the city and country, and jobbers have been disposing of considerable quantities. The basis remains at $4.75 per keg for both cut and wire nails. The base of $5 for smooth steel wire also obtains still, and there is a good sale these days for lawn and other fence, though in a more limited way than would result under normal conditions.

Rope Still Steady; Cotton To Advance

Montreal

ROPE AND CORDAGE.—It is stated that there is likely to be an advance for cotton twines, the market being much stronger and some manufacturers al-

ready having withdrawn quotations. There is much activity, and renewed buying has been a firming factor. It is almost certain that twine prices will be firmer, and cotton ropes would probably follow.

There has been no change in regular rope and cordage this week, and prices are as follows: Pure manila, base, 34c per pound; British manila, 30c; sisal, 27½c. There has been quite a little trade from shipping interests.

Big Selling Of Gasoline; Oil Held

Montreal.

OIL AND GASOLINE.—Movement of oil is very good in the city, oil stoves consuming a great deal of this. The prices remain still at 20c to 23c per gallon, according to quality. Gasoline is very much in demand, and there is no change in the price which holds at 34c per gallon.

Stoves and Ranges Advance 5 Per Cent.

Montreal

STOVES, RANGES, WARES.—Advances have been made in the prices of cast and steel ranges, the increase being five per cent. This is in definite accord with recent predictions made by HARDWARE AND METAL, and even with this advance, the undertone is continuing firm. Electric ranges are also firmer in price. Heaters have not been revised as yet, but advances are indicated in the market conditions obtaining here, labor cost being the biggest factor.

There is a good demand for pails and enamelled ware, and changes are absent on all of these lines.

Still Held Basis For Iron; Steel

Montreal.

IRON AND STEEL.—Much business has been carried out for these lines, and the weekly tonnage is considerable. Country points are sending in very good orders, and the amount of jobbing within the city calls for a lot of stock. The basis is steady and unchanged, and stocks good.

Common bar iron, per 100 lbs.	3 75
Refined iron, per 100 lbs.	4 75
Mild steel	3 75
Iron finish machinery steel	3 80
Norway iron	12 00
Single reeled machinery steel	5 50
Spring steel	5 50
Sleigh shoe steel	3 75
Tire steel	3 95
Toe calk steel, per 100 lbs.	4 65
Band steel	3 75
Harrow tooth steel	3 90
Mining tool steel, per lb.	0 17½-0 19
Black Diamond tool steel, per lb.	0 18 -0 19
Black Diamond cast steel, lb.	0 22

Nominal Market Obtains On Sheets

Montreal.

A nominal basis still obtains for sheets. There is, as a matter of fact, not a great deal of business, and there is a strong bid for what there is, with a consequent tendency to cut where any considerable order is anticipated. Supplies are quite ample for the requirements of the trade.

BLACK SHEETS—	Per 100 lbs.	
10 gauge	$5 25	$6 25
12 gauge	5 30	6 30
14 gauge	5 35	6 35
16 gauge	5 45	6 50
18-20 gauge	6 00	6 35
22-24 gauge	6 05	6 40
26 gauge	6 10	6 50
28 gauge	6 40	7 00
GALVANIZED SHEETS—		
10¾ oz.	$8 35	$9 25
28 gauge	8 30	8 85
26 gauge	....	8 50
22 and 24 gauge	7 70	8 35
20 gauge	7 50	8 35
18 gauge	7 50	8 35
16 gauge	7 30	8 00

NOTE—These prices are for full bundles, an extra charge of 25c to 35c per 100 lbs. is made

Old Metals Wait On Peace Signing

Montreal

OLD MATERIAL.—There is still a waiting attitude on the old metal market, due to the uncertain attitude of the manufacturer who does not want to stock up with raw material unduly. Very little change has been effected, and there is no price change in the list, whatever.

Dealers' Buying Prices—		
Pipe scrap, ton	7 00	8 00
Stove plate, ton	....	15 00
No. 2 busheling	....	5 00
Old rubbers, boots and shoes	0 06½	0 07
Overshoes, lumbermen's rubber boots	....	0 03½
Bicycle tires	....	0 03
Automobile tires	....	0 03
Yellow brass	....	0 06
Red brass	....	0 08½
Light brass	....	0 05
Scrap zinc	....	0 05
Heavy copper	0 13	0 13½
Wrought iron, No. 1, per gr. ton	....	11 00

CAST AND STEEL RANGES ADVANCE

"While there has been no advance made now for heaters, all tendencies point to a higher price for these," said Edward Goodwill, manager of the Thos. Davidson Co., Ltd., Montreal, in speaking with HARDWARE AND METAL. "Labor is one of the biggest factors in the advance of 5 per cent. we have just made for stoves and ranges, and there may be further advances named."

Mr. Goodwill firmly believes that there will be higher prices for heaters. Labor is at the bottom of the manufacturers' costs these days, and until there is a decreased scale in wages paid them there can be no recession, he says, from the present basis.

HARDWARE AND METAL has pointed out the strong firming tendencies of this market for a long while past. The makers of stoves and ranges claim that advances made from time to time have been barely sufficient to take care of their higher production costs, and that dealers gain nothing by deferring their buying.. The new basis that has been reached will continue to obtain, they assert.

COTTON TWINES TO COST MORE

"Several of the manufacturers have withdrawn prices on cotton twines, and these lines may advance," said H. Stewart, Montreal, manager of the Gourock Ropework Export Co., Ltd., to HARDWARE AND METAL. "There has been a heavy demand of late for these goods," continued Mr. Stewart, "and raw material is costing more."

This points the way to a change from a lowering tendency which obtained for some weeks. It is quite probable that there will be a firming of the cotton goods prices all around, particularly on twines and cordage. The demand has been much heavier.

Solder Quite Firm; No Lead Changes

Montreal

LEAD PRODUCTS.—With the exception of solder, which carries a stronger tone, there is little interest in lead products this week. Plumbers are fairly busy in their jobbing contracts, and are buying in a limited way such as they require.

Lead pipe	....	0 11½
Lead waste	....	0 12½
Lead traps and bends	....	15%
Lead wool, lb.	....	0 14
Lead sheets, 3 to 3½ lbs., sq. ft., lb.	....	0 10½
Lead sheets, 4 to 8 lbs, sq. ft.	....	0 09½
Cut sheets ¾c lb. extra, and cut sheets to size, 1c. lb. extra.		
Solder, guaranteed, lb.	....	0 35½
Solder, strictly, lb.	....	0 31
Solder, commercial, lb.	....	0 29
Solder, wiping, lb.	....	0 27
Solder wire (8 gauge)—		
40-60	....	0 34
45-55	....	0 35¾
50-50	....	0 39¼
Zinc sheets, casks	....	0 17
Do., broken lots	....	0 18

Copper and Lead Less; Antimony Firmer

Montreal

INGOT METALS.—While the markets were firmer last week, there has been an easier tendency since then. This was occasioned more by the somewhat uncertain position regarding the signing of peace soon. Just as soon as this condition is cleared and peace signed, there is a feeling that quotations will again advance.

COPPER.—A slight change of price has been made from last week, 18½c being quoted. There is not much movement.

TIN.—No change has been made in the price basis, which remains at 58c per pound. Actual business transacted is on the light side.

LEAD.—A decline of ¼c per pound to 7¾c is the feature of the week. When conditions are a bit more settled there is likely to be a reaction to higher levels.

ANTIMONY.—This is the one metal that shows strength this week, and the price is advanced to 9½c per pound.

ALUMINUM.—Very limited trading is being done in this, and the basis still remains at 38c per pound.

PIG IRON.—There is no price change and little trading. The present quotation of $45 is likely to be advanced in the near future, it is stated here.

TORONTO MARKETS

TORONTO, May 29—A lower schedule of prices has been named this week by some manufacturers of brooms. An advance in new market clippers and some alarm clocks has been made. Generally speaking, there seems to be a much firmer undertone to the market on steel goods, though there has been no change reported in sheets or plates, boiler tubes and kindred lines. Paraffine oil is down 1c per gallon and a slight reduction is noted in bright wire goods, such as screw hooks, cornice hooks, screw eyes and hooks and eyes. Stoves and ranges are under revision toward slightly higher levels.

Bright Wire Goods Decline

Toronto.

BRIGHT WIRE GOODS.—A decline has been recorded this week in the price of bright wire goods by a revision in the discount from 82% to 85% from list. The lines affected by this are screw hooks, cornice hooks, screw eyes, stove pipe eyes, and gate hooks and eyes.

Higher Prices on Horse Clippers

Toronto.

HORSE CLIPPERS.—Immediately effective, an advance has been made on new market horse clippers, due, it is said, to a rise in production costs. The present price being quoted by jobbers is $2.90 per pair. Plates have also gone higher in price, the top plates being quoted at $1 each, and the bottom plates at $1.50 each.

Some Alarm Clocks Go Higher

Toronto.

ALARM CLOCKS.—There has been an advance in some quarters this week on some lines of alarm clocks, this being a result of increased duty charged on tax now levied by the U. S. Government. Big Ben alarm clocks are being quoted at $3 each and the Baby Ben at $3 each also. No change in other lines has been noted.

Paraffine Oil Declines 1C

Toronto.

OILS, GASOLINE.—A decline of 1c per gal. has been shown in prices of paraffine oil this week, which is now being quoted at 22½c per gal., less 15%. Other lines record no change with indications quite steady.

Coal oil is in active demand and there has been no indication of any change in price, 19½c to 22½c per gal. being quotations still prevailing. Gasoline is firmly held at 33c per gallon, and is in very active demand.

Stoves to Move Upward; Wares

Toronto.

STOVES, WARES.—As outlined in these columns some weeks ago indications point to at least maintained prices and possibly advanced quotations being recorded on stoves and ranges. This week advices are general that revisions towards slightly higher levels, affecting particularly the higher grade lines in both cast and steel ranges, are now being determined upon. This is a result of the demands of labor, and there seems no prospect that prices of materials will go any lower, in fact the tendency now seems upward again. Coal oil, gasoline, electric and gas stoves are moving freely at steadily maintained prices.

There has been nothing new to report in the situation on wares, business showing some improvement and summer lines being particularly active.

Broom Prices Revised Downward

Toronto.

BROOMS.—A general revision downward is shown in the scale of prices issued by some manufacturers of brooms. This is attributed in some measure to competition, with other views expressed that it is the furtherance of a desire to bring values down as soon as possible from high levels that have been ruling. Manufacturers intimate that indications point to present levels being held until new crop corn is available. Declines approximate 15% to 20% as will be shown by some lines which have dropped from $14 to $11.50; from $13 to $11; from $16.80 to $14; from $8.30 to $7.10.

Cordage Holds at Unchanged Levels

Toronto.

CORDAGE. — Manufacturers report the situation on cordage as showing little change. Business is still along rather narrow channels, and prices are firmly maintained at the following levels: pure manila, 34c lb., base; British manila, 30c; New Zealand hemp at 30c; sisal at 27½c and sisal lath yarn at 27½c.

The twine situation is steady, though cotton twine shows a strong undertone. Binder twine is without any special features of interest this week.

Iron and Steel Holding Firm

Toronto.

IRON AND STEEL.—The market is well maintained and there seems no immediate prospect of any lowering values. In fact if news from producers can be taken as authoritative, the tendencies are upward rather than downward on many lines. There is a fair sale of bars in progress and prices are steady.

Common bar steel	4 25	4 50
Common bar iron	$4 25	$4 50
Refined iron	4 65	4 90
Angle base	4 50	4 75
Horseshoe iron	4 50	4 75
Tire steel	4 45	4 70
Mild steel	4 25	4 50
Norway iron	11 50	15 00
Toe caulk steel	5 15	5 45
Sleigh shoe steel	4 25	4 50
Band steel, No. 10	4 50	4 75
Do., No. 12	4 75	5 00
Spring steel	9 50	11 50
Mining drill steel	21 00	30 00
Sheet cast steel	0 42	0 45

Sheets Show Firm Undertone

Toronto.

SHEETS, PLATES.—Tendencies seem to be somewhat bullish in the markets on all iron and steel products, and sheets are no exception to this attitude. There has been no quotable change as a result but the feeling prevails that higher prices are probable before lower ones can be brought about. Quotations now in effect here are given as below.

Canada plate, 52 sheet, have been further reduced, and is quoted at $7.35 per box.

10 gauge	$4 75	$5 45
12 gauge	4 80	5 50
14 gauge	4 85	5 10
16 gauge	4 95	5 20
18-20 gauge	5 80	....
22-24 gauge	5 85	....
26 gauge	5 90	....
28 gauge	6 00	....
3-16 inch plate	4 90	6 25
¼-inch boiler plate	4 50	5 80

Prices shown are for full cases. An extra charge of from 25c per 100 lbs. is made for less than case lots.

GALVANIZED SHEETS.

10¾ oz.	$7 80	$8 10
U.S. 28	7 40	7 70
U.S. 26	7 10	7 40
22 and 24	6 95	7 25
18 and 20	6 80	7 10
16	6 65	6 95
12 and 14	6 50	6 80

An extra is now charged on galvanized sheets, 10¾ oz. and 28 ga., when shipped out in sheets 3 feet wide. The extra charged over prices shown above is 20c per 100 pounds. Other gauges show no change for different widths.

Prices shown are for full cases. An extra charge of 25c per 100 lbs. is made for less than case lots.

Wrought Pipe, Boiler Tubes Hold

Toronto.

WROUGHT PIPE, BOILER TUBES. —There is no material change in the situation as it affects wrought pipe. Sales are being made though not in large volume as yet, but the goods are moving. Prices show no change from figures shown in current market quotations.

Boiler tubes are quiet and the market prices hold without change as follows:

BOILER TUBES—	Per 100 feet Seamless	Lapweld
1¼ inch	27 00	.....
1½ inch	28 00	.....
1¾ inch	30 00	26 00
2 inch	30 00	26 00
2¼ inch	33 00	28 00
2½ inch	40 00	32 00
3 inch	46 00	38 00
3¼ inch	.....	45 00
3½ inch	56 00	42 00
4 inch	70 00	54 00

Corrugated Sheets Hold Their Own

Toronto.

CORRUGATED SHEETS.—The market has held without any change this

week. Business is shaping up fairly well and outlook seems to be quite satisfactory apart from labor unrest. Prices are steady and rule with a firm undertone at following levels:

Corrugated Sheets—	Per 100 sq. ft. Gal'zed	Painted
No. 28 gauge	$8 25	$7 00
No. 26 gauge	9 00	8 00
No. 24 gauge	13 50	10 00
No. 22 gauge	16 00	12 50
No. 20 gauge	19 00	16 00
No. 18 gauge	24 00	19 50

Discount, 7½ per cent.

On shipments of 300 lbs. and over, freight is allowed south and east of and including North Bay; also several western counties in Quebec Province. Places north and west of North Bay, the freight is equalized on North Bay. For Quebec and Maritime Provinces, freight is equalized on Montreal.

Solder Holds; Lead Products Too

Toronto.

LEAD AND ZINC PRODUCTS.—There have been no changes this week in any portion of the list, prices being very well maintained and a fair amount of business being transacted. Manufacturers intimate that with present labor troubles adjusted the orders should come tumbling in in great style. Quotations ruling are:

Lead pipe, lb.		$0 11½
Lead waste pipe, lb.		0 12½
Lead traps and bends		15%
Lead wool, lb.		0 14
Lead sheets, 4 to 6 lbs., sq. ft., in rolls, lb.	0 11	0 12½
Cut sheets ½ to ¾c lb. extra and cut sheets to size, 1c lb. extra.		
Solder, guaranteed, lb	0 35	0 39
Solder, strictly, lb.	0 33	0 35
Solder, commercial, lb.	0 30	0 33
Solder, wiping, lb.	0 29½	0 32
Solder, wire, lb.	0 36	0 42
Zinc sheets, per lb.		0 17

Little Interest in Old Materials

Toronto.

OLD MATERIALS.—There is little interest apparent as yet in old materials. A brighter feeling was apparent last week, but the situation does not yet lend itself to extreme optimism over immediate prospects for business.

Dealers' Buying Prices—		
Tea lead		0 03
Heavy lead pipe		0 04
Pipe scrap		8 00
Stove plate, per ton		10 00
No. 2 busheling		8 00
Yellow Brass		0 07
Red Brass		0 10
Light Brass		0 05½
Scrap zinc		0 04½
Heavy copper		0 15
Wrought iron, No. 1, per gr. ton		15 00
No. 1 machinery cast		14 00
Heavy melting steel		9 00
Old rubbers, boots and shoes	0 06	0 06¼
Overshoes, lumbermen's rubber boots		0 04½
Bicycle tires		0 04½
Automobile tires	0 03½	0 04

Nails Show Little Change; Wire

Toronto.

NAILS, WIRE.—There is little change in the position of nails from that prevailing during the past couple of weeks. Some price-cutting is again reported but no record of same is available, with figures generally ruling at $4.70 per 100 lbs. for the wire nails and $4.75 for the cut.

An unchanged figure of $5 per 100 lbs. base continues to rule on smooth steel wire; business is only fair.

Improvement in Waste Movement

Toronto.

WASTE, OAKUM.—Dealers report an improvement in the movement of waste and outlook now seems much better than it has been for some time past. Prices are well maintained at figures shown in current market quotations, with no indication of any immediate recession in values.

Oakum is without any particular feature of interest to the trade.

Ingot Metals Showing Fluctuation

Toronto.

INGOT METALS.—The markets at primary points show almost daily fluctuations, but locally there has been little material change in the situation from that outlined last week. Business is very fair and a clearing of the atmosphere of labor trouble would tend towards a better use of all lines.

COPPER.—An easing away in the buying movement tended to ease off prices slightly at primary points but locally the price holds at around 18c per pound, an unchanged figure.

TIN.—There seems to be a heavy stock of tin in Government hands in the U. S. to be disposed of and this will probably have a tendency to check any upward movement, though prices are expected to show little recession from their present levels at once. Prices here range from 60c to 62c per pound.

SPELTER.—A greater use of this metal seems the outlook, and whereas stocks are ample, the bigger buying looked for will tend to maintain present scale of quotations and possibly stiffen them slightly. The prices to-day are 8¼c to 8½c per pound.

LEAD.—New developments are lacking in the situation here. There is a very fair movement in progress and a fairly steady tone to the market is apparent. Quotations range from 6½c to 7c per pound.

ANTIMONY.—The demand continues to improve in antimony and prices rule with a firm undertone. There is no report of excessive stocks in any quarter and indications point to a well-maintained basis of prices. These locally range from 8½c to 9c per pound.

ALUMINUM.—The situation here is without features of material interest. There seems to be some little inquiry but this is still rather restricted. Price ranges around 40c per pound.

LONDON MARKETS

LONDON, May 29—Changes have been made in toilet clippers, solder and shellac, all of which are higher in price. Brooms are lower. Business here continues splendid. All the hardware stores in London and surrounding district are very busy. The sale for lead, oil and paints is increasing considerably with the more favorable weather. Collections are very good.

Solder is Higher and Selling Well

London, Ont.

SOLDER.—Following the recent advances in lead and tin higher prices are effective on solder. There has been a good demand. Half and half is now quoted at 33c per lb.

Higher Prices For Toilet Clippers

London, Ont.

TOILET CLIPPERS.—Supplies in this line have been somewhat limited lately, but new stocks are arriving and all quotations are on a higher basis as follows:

Speed, $2.10; Columbia, $2.75; Express, $3.15; shaver 2-0, $3.35; Brown and Sharpe (Bressant) $4.15.

Slight Reductions in Some Corn Brooms

London, Ont.

CORN HOUSE BROOMS.—New and lower prices are effective in some lines of corn house brooms. The quotations are:

No. 8, hardwood handle	$11.00 doz.
No. 7, hardwood handle	9.50 doz.
Parlor, hardwood handle	8.25 doz.
Four string, hardwood handle	7.00 doz.
No. XX, hardwood handle	6.25 doz
Factory or mill	8.50 doz.

Higher Prices For Expansion Bits

London, Ont.

EXPANSION BITS.—New quotations at higher figures are being made on expansion bits. The new prices are:

No. 50, small, $20 per doz.; No. 100, large, $2.75 doz.

Excellent Sales For Lawn Mowers

London, Ont.

LAWN MOWERS. — An excellent business is being done in lawn mowers.

EXPECTS FIRM PRICES

"In view of the present conditions there is not the slightest chance of prices in our lines coming down," said J. O. Thorn, manager of the Metallic Roofing Co. of Canada, Ltd., to HARDWARE AND METAL. "We are entirely dependent upon the American mills for our supplies. Before the war we could buy from England, but, owing to conditions both at home and in regard to shipping the British firms are not likely to be able to handle any export business for a while."

Prices show no change and are as below:

Grass catchers are also quoted at unchanged figures as shown below:

Daisy:—12 inch, $5.37 each; 14 inch, $5.85 each; 16 inch, $6.30 each.

Star:—14 inch, $6.96 each; 16 inch, $7.41 each.

Woodyatt:—14 inch, $7.67 each; 16 inch, $8.13 each; 18 inch, $8.58 each; 20 inch, $9.04 each.

Empress:—14 inch, $9.92 each; 16 inch, $10.40 each; 18 inch, $10.82 each; 20 inch, $11.28 each.

Grass catchers:—Galvanized bottom, medium, No. 16 G, $15.50 doz; galvanized bottom, heavy, No. 10 G, $20.00 doz.

Screen Wire Cloth and Poultry Netting

London, Ont.

SCREEN WIRE, CLOTH NETTING.—Good sales are being made in screen wire, cloth and poultry netting. Quotations are on the following basis:

Screen wire cloth—

Painted black:—50 ft. rolls, $3.30 per 100 sq. ft.; 100 ft. rolls, $3.25 per 100 sq. ft.

Bronze:—14 cents per sq. ft.

Poultry netting:—Canadian, 15 per cent. off list; American, or American pattern, 10 per cent. off list.

No Changes Shown in Garden Tools

London, Ont.

GARDEN AND HARVEST TOOLS.—A splendid volume of business is being handled on both garden and harvest tools. Quotations are unchanged at 17½% off list.

Binder Twine and Rope Sales Light

London, Ont.

ROPE BINDER TWINE—Booked orders of binder twine are now being shipped. Prices show no change and are as follows:

650 ft., 26½c lb.; 600 ft., 25c; 550 ft., 23¾c; 500 ft., 22c.

Rope sales have been light since the shipping of booked orders were finished. Quotations are unchanged as follows:

Pure manila, 34c; British manila, 30c; New Zealand hemp, 30c; sisal, 27½c.

Big Jump Made in Prices of Shellac

London, Ont.

SHELLAC.—New and much higher prices are now in effect for shellac. The new quotations are:

Orange, 1 gal., $4.65 gal.; ½ gal., $4.85; ¼ gal., $5.05; pints, $7.90 doz.; ½ pints, $4.45; ¼ pints, $2.65; ⅛ pints, $1.80.

White, 1 gal., $5.15 gal.; ½ gal., $5.35 gal.; ¼ gal., $5.55; pints, $8.65 doz.; ½ pints, $4.65; ¼ pints, $2.75; ⅛ pints, $1.85.

Putty prices remain unchanged. Sales have been very fair. The quotations are:

Standard, 100 lb. drums, $6.75 per 100 lb.; 25 lb. drums, $7; pure, 100 lb. drums, $8.75; 25 lb drums, $9.

White Lead in Oil Shows No Change

London, Ont.

WHITE LEAD IN OIL, PUTTY.—There has been a good sale for white lead in oil. Prices show no change, the quotations being as follows:

Pure, tons, $16.30 per 100 lbs., less than tons, $16.65; Elephant, tons, $16.90. less than tons, $17.25.

Linseed Oil Goes To Higher Levels

London, Ont.

LINSEED OIL.—Indications are that prices of linseed oil may go even higher. There has been an advance this week of 10c per gallon, and business is reported very good. Quotations are as follows: 1 to 2 bbls., raw, $2.15 gal., boiled, $2.18; 3 to 5 bbls., raw, $2.14, boiled, $2.17; 6 to 9 bbls., raw, $2.12, boiled, $2.15; less bbls. add 10 cents gal.

Turpentine is Firm Supplies Limited

London, Ont.

TURPENTINE. — Prices are very firm and supplies are somewhat limited. A good volume of business is being handled. Quotations have advanced 10c per gallon this week and are as follows: 1 bbl. lots, $1.30 per Imp. gal.; 2 to 4 bbl. lots, $1.29; 5 gal. lots, $1.40.

WINNIPEG MARKETS

WINNIPEG, May 29—Winnipeg is still in the grip of the general strike, which has practically tied up all lines of business. Some of the hardware jobbers closed their doors while others have been operating their offices only. However, the situation is beginning to clear up with the return of the striking bakers, milk men, delivery men, ice men and a few of the telephone operators, who have realized that the strike has been engineered by the Bolsheviki element rather than those representing the real labor class.

Hardware markets again show little change as all mails are held up, but numerous changes will no doubt occur with the resumption of mail deliveries which are now under way with volunteer postal employees.

No Changes Shown in Butts and Hinges

Winnipeg.

BUTTS, HINGES.—Prices on butts and hinges hold firm at former quotations, and no immediate change is anticipated, while a good demand is expected as soon as the proposed building program gets under way. To-day's ruling prices are confirmed as follows.

Butts—Plated dull brass or oxidized copper:—2½ x 2½ inch, 37c; 3 x 3 inch, 39c; 3½ x 3½ inch, 40c; 4 x 4 inch, 52c; 4½ x 4½ inch, 75c; 5 x 5 inch, 94c per pair.

Plain Steel Butts:—No. 840 "net list"; No. 800, 5 per cent. advance on list; No. 838, "net list;" No. 804, 5 per cent. off list.

Hinges:—Light T and light strap, 15 per cent. discount.

Corrugated strap hinges:—4 inch, $1.60; 5 inch, $2.20; 6 inch, $3.00; 8 inch, $4.75; 10 inch, $7.00; 12 inch, $10.80 per dozen pair.

Corrugated T hinges:—4 inch, $2.00; 5 inch, $2.50; 6 inch, $3.40; 8 inch, $5.70; 10 inch, $8.50; 12 inch, $12.00 per dozen pair.

Shovels and Scoops Are Holding Steady

Winnipeg.

SHOVELS AND SCOOPS.—Prices on all lines of shovels, spades and scoops continue unchanged, while the demand has been normal with stocks well assorted. With the proposed building of new railway lines during the year, increased sales are looked for. To-day's prevailing market prices are confirmed herewith.

Shovels—

Fox and Olds, D H, sq. pt., $15.05; L H, sq. pt., $15.05; D H, rd., $15.05; L H, rd., $15.05.

Bull Dog & Jones, D H, sq. pt., $16.30; L H, sq. pt., $16.30; D H, rd. pt., $16.30; L H, rd. pt., $16.30 per doz.

Scoops—

Black Cat and Crescent:—No. 4, $19; No. 6, $19.50; No. 8, $20.00; No. 10, $20.50, doz.

Moose & Jones: No. 4, $19.90; No. 6, $20.90; No. 8, $21.40, doz.

Prices of Bolts Seem to be Settled

Winnipeg.

BOLTS.—Bolt prices after the recent reduction seem to have settled down to a firm basis for this year's business, and the demand in general is reported favorable. Prices ruling on the various kinds are given below.

Carriage Bolts:—⅝ inch and smaller, up to 6 inch, 30; over 6 inch, 15; 7-16 inch and larger, all lengths, 10 per cent.

Machine bolts:—⅝ inch and smaller, up to 4 inch, 35; over 4 inch, 20; 7-16 inch and larger, all lengths, 20 per cent.

Plow bolts, 25 per cent.; stove bolts, 50 per cent.; shaft bolts, 5 per cent. on list; tire bolts, 45 per cent.; sleigh shoe bolts, 5 per cent. on list.

Turpentine Prices Remain Unchanged

Winnipeg.

TURPENTINE. — Turpentine prices show no change during the week, holding firm at the following figures: barrel lots, $1.35 gal.; half barrel lots, $1.38 gal.; 5 gal. lots, $1.40 gal; 1 gal. lots, $1.40 gal., plus the usual extras for containers. Primary markets are showing decided strength and the outlook seems to be for an even higher level of quotations.

Linseed Oil Prices Remaining Firm

Winnipeg.

LINSEED OIL.—Linseed oil prices remain steady at former quotations, but only a limited demand on account of the strike situation. Prices are confirmed

herewith. Raw linseed oil, $1.93 gal.; boiled linseed oil, $1.96 gal.; in single barrel lots. Indications are that a resumption of somewhat normal business activities will be the signal for a higher scale of prices.

PITTSBURGH MARKETS

PITTSBURGH, Pa., May 29.—There has been a distinct increase in the volume of steel buying. This statement applies to practically all products with the exception of tin plate, and includes even rails, since the Railroad Administration has bought 200,000 tons of rails, under protest, and there has been a fair volume of export rail business done.

With only occasional exceptions, as in the case of the rails just mentioned, purchases are confined to the supplying of immediate wants. As formerly, buyers take material only for immediate delivery, for absolutely known wants. They do not buy ahead, even in the most moderate way, and they keep demanding price guarantees, although according to the statements of steel producers the guarantees are seldom given. It may be, however, that guarantees are more common than is admitted. There is a very remarkable rumor, for instance, that one mill has guaranteed a certain product to the end of the year, a still more remarkable feature of the guarantee being that it is to be retroactive, upon shipments made from the date of the guarantee being given.

No new buyers have appeared in the market, the buying being by the same interests as formerly, including jobbers and manufacturing consumers. As there is no forward buying, and buyers had previously been withholding their orders as long as possible, it seems to be indicated clearly that general business in the United States has expanded. This may be a reflection of the progress of the season, as well as a general limbering up after the dislocations caused by the war ending, and thus it should lead to still better things in future.

Operating Rate

Since practically the beginning of the year the rate of steel mill operation has been declining continuously, the monthly ingot report indicating 87 per cent. operation in January, 85 per cent. in February, 77 per cent. in March and 65 per cent. in April, while the rate lately may be estimated at 55 per cent. There has been little fluctuation in the rate of new buying in these months, certainly no progressive decline, and the decrease in operations has been due to the gradual exhaustion of old orders. The increase in buying now noted may not be sufficient to make up for the winding up of old orders, so that mill operations may experience some further decrease, but even at that it is encouraging that part at least of the exhaustion of old orders is followed by the placing of fresh orders.

Construction Work

The construction firms and fabricating shops report that they have been estimating on very large quantities of new construction work in the past few months. The investors, however, do no go ahead with the projects. What they are waiting on cannot be conjectured, as there are many possible explanations, but it is encouraging that so much business is under consideration, for obviously these projects have not been abandoned. When conditions become satisfactory the projects will be undertaken. Either the conditions upon which investors are waiting will come or the investors will conclude the conditions never are coming and will go ahead without them.

Jobs now undertaken are small, but still they amount to something. Thus, the Bridge Builders' and Structural Society reported that April lettings of fabricated steel jobs amounted to 24½ per cent. of the month's capacity, this comparing with 17½ per cent. for March, 12½ per cent. for February and 12 per cent. for January. While the progress is slow, there is steady improvement.

Steel Prices

The great majority of steel producers insist that they are adhering to the recognized prices This may be true, but in some quarters it is claimed that on almost any finished steel product a cut price could be obtained if the prospective buyer could offer a sufficiently attractive order. Obviously on carload or other small lots for immediate shipment the mills would be indisposed to cut prices. In this connection it is to be noted that the American Locomotive Company has distributed plate orders aggregating 3,000 tons to four mills. the base price being $2.50, Pittsburgh, or $3 a ton under the regulations price of $2.65. In explanation of the cut price it is stated that this was "export" business because the locomotives will be made to go to Italy. As the British price on plates is equal to about 3.90c and the French price, if there is one, would be still higher, it cannot be said that a cut price on these plates was necessary in order to meet competition on the finished locomotives, but it might have been necessary to encourage placing of the locomotive order at this time.

Pig Iron

The pig iron market has now been under test for about two months, or since the majority of merchant furnaces declared their unwillingness to adhere to the fixed schedule of March 21, brought about by negotiations between the Industrial Board and the general iron and steel committee, on which the merchant furnaces claim they were poorly represented if indeed they were not misrepresented. There has been an "open market" in pig iron, furnaces feeling that they had no obligation to their competitors to obtain one price or another. Nevertheless prices have sagged only slightly, and in some districts not at all, while on the other hand, furnaces have been going out of blast. Probably the furnaces could afford to quote slightly lower prices, but costs are so high that they could not come down a great deal, and they prefer to let the situation liquidate itself, by production dropping below the rate of consumption. This would be necessary in the long run, since there have been stocks of considerable magnitude in the hands of consumers. Some of these stocks developed during the war, while some have been occasioned in the past few months by consumers taking iron because they had it under contract and not because they needed it. While steel producers speak of their high costs as a bar to reducing prices, the case is not altogether simliar, there being much more margin in steel than in pig iron, and if there were full operation of steel mills the cost would be still lower, through better distribution of overhead.

Connellsville Coke

Connellsville coke, famous throughout the world for years as an ideal blast furnace and foundry material, was produced to the extent of only 83,284 net tons in the week ended May 17, in the Connellsville and Lower Connellsville region, this comparing with an output averaging 324,000 to 350,000 tons during a considerable part of 1918. and with outputs running some 145,000 tons a week only a few years ago. Of course the coke production of the whole country is greatly reduced, but the Connellsville region suffers particularly at this time because so many furnaces formerly using Connellsville coke have installed by-product coke ovens at their furnace plants. They use Connellsville coal to an extent, but also coal from various other districts.

Connellsville coke is a shade stiffer than a few weeks ago, spot furnace coke being quoted usually at $4 per net ton at ovens, while not so long ago $3.50 and $3.60 were done. Ordinary grades of foundry coke, formerly available in spot lots at $4.25, now bring $4.50, while good brands remain at about $5. The usual time for making contracts for the second half of the year is at hand, but it is somewhat doubtful whether the furnaces still in operation, and not provided with coke plants of their own, will be disposed to make contracts. There is likely to be contracting for foundry coke.

A CORRECTION

In reporting last week the promotion of T. E. Doremus as general Eastern manager of E. I. du Pont de Nemours Export Company, it was stated that Mr. Doremus had been associated with the Dominion Cartridge Co. at Montreal. This was incorrect in that Mr. Edmund Doremus was at Montreal, leavivng last year to become associated with the E. I. du Pont de Nemours Co. at Wilmington. Otherwise the promotion of T. E. Doremus, as reported, was quite correct.

HOBSON'S HARD START

Continued from page 53

was "taking a big chance." Had he failed, his head would have been in the basket.

The deal went through although it took a month to complete it. The Munitions Board was in the transition stage at the time, the reorganization under Flavelle not having been completed. Mr. Hobson dealt with Lord Rhondda and Charles Hitchens and for various reasons these representatives of the War Office held off from signing. Mr. Hobson practically lived in Ottawa and on Pullman trains for the month. It was an anxious time for him because the options which he had placed for machinery and supplies were continually lapsing, and with the machinery market on the rapid upgrade, each lapse meant an advance in price. Finally, however, the contract had been negotiated to a point where it was satisfactory to the Imperial representatives and the signatures were duly appended. The total was eight and one half millions.

Then began a mad scramble to get the plant in shape to start. Many of the contracts were let within a few days of the signing of the order and within a week the work had begun. It was seven months before an actual start could be made but this constituted a record in building a plant of this description.

The initial order was successfully filled within a year and repeats were secured up to the time of the signing of the armistice so that the company used for war purposes over one half million tons of steel.

Unpreparedness in 1913

One of the officials with whom he dealt at Ottawa told him on one occasion of a striking evidence of Britain's unpreparedness for war. They were discussing a certain size of shell which was being made in enormous quantities both in England and Canada at the time.

"The firm I am connected with in a civil capacity," said this official, "has an order this year for 750,000 of these shells. Of course, there are lots of other orders placed as well. How many shells of that size do you suppose the War Office ordered in 1913? Exactly six hundred!"

In The Staff Lies Success

Mr. Hobson believes that much of the success of the Steel Company of Canada can be traced to the fact that the staff has been very carefully built up and maintained. It is a well-established truth that most men who have scored outstanding successes have achieved their results because of their ability to pick men to work with them. An organization cannot be a one-man concern. In the rush and hurly-burly of modern business, a carefully organized staff without any weak links is an absolute necessity.

Recognizing this, the Steel Company have always paid close attention to the matter of maintaining a strong personnel in all departments. In the operating branches of the business, the heads have almost without exception been with the company or with one of its component parts for from ten to fifteen years.

Three of the qualities which their men must show to get ahead are, loyalty, capacity for hard work and powers of observation. The first two go without saying. After all, a man does not get far anywhere unless he is prepared to work hard and with the utmost loyalty. On the third score Mr. Hobson lays special stress. He believes that the man who possesses the power to observe and to put into application what he learns in that way cannot be kept down.

EXPORT BUSINESS DEVELOPING NICELY

With a view to further development of export business, H. C. Crow, sales manager of the Canada Metal Co., Toronto, is leaving shortly for England. While there he will go thoroughly into the situation.

"Our export business is getting to be something really big," said Mr. Crow, in discussing conditions with HARDWARE AND METAL. "We have had any number of inquiries and are still getting them, and a large percentage of them have developed into excellent trade. I am satisfied that there is lots of business to be had and that the way to get it is to go after it. While we look after any inquiries that come to us through the Trade Commission and similar sources we do not rely upon them for getting trade. We depend upon our own men for getting results both at home and overseas. The way to get business is to go after it either here or over there."

Mr. Crow stated that business is developing nicely in South Africa, New Zealand and other countries as well as in England, and he looks for it to grow steadily.

"Business in all lines is particularly good," he said, "and there seems to be a large demand for nails."

Discussing the general outlook, he gave it as his opinion that prices are going to be firmer.

TIN PLATE MILL FOR TORONTO?

Negotiations have been carried on for some time past between Baldwins, Ltd., the Imperial Munitions Board, and the Harbor Commissioners relative to the purchase of the plant of the British Forgings at Toronto.

Baldwins, Ltd., will establish a large tin plate mill in Toronto if the negotiations come to a satisfactory conclusion and would use the electric furnace equipment of the present plant in the making of the steel ingots for tin plate.

The plant of the British Forgings, Ltd., Toronto, which is the largest electric furnace plant in the world, was erected in the spring of 1917 by the Imperial Munitions Board for the manufacture of shell forgings for the British and Allied Governments.

PROSPEROUS PAINT SEASON IN FULL SWING

W. S. McLennan, general sales manager of Brandram-Henderson, Ltd., Montreal, states that a very active condition obtains in the prepared paint trade. "We expect to have the biggest month in May that we have yet had," said Mr. McLennan to HARDWARE AND METAL. "Orders have been heavy and it is necessary to work overtime to keep pace with the business."

Mr. McLennan expressed his belief that the retailers have at least realized the improbability of prices declining on various paint products. Being confronted with real business, they are now requiring the stock, and this makes for a condition of renewed and decided activity on the part of the paint manufacturer.

It was further pointed out by Mr. McLennan that there was much difficulty in getting supplies of flaxseed through, and attributed much of the difficulty to the Winnipeg strike. It is a time when the manufacturer requires oil and plenty of it.

CONCRETE HOUSES FOR ENGLAND

Proposal For Speeding Up Buildings—Rental About $2 Per Week

LONDON, ENG.—A new method of reinforced concrete construction under the Government housing scheme has been designed to facilitate the erection of houses, and is now under consideration by the local and municipal authorities in the United Kingdom.

The system is said to be similar to that adopted for housing the American troops in France, and has been patented under the title of the "Lightning Construction System." Its superiority lies in the method of moulding the slabs. This is done on the actual site in portable moulds. It is claimed that a block of three five-roomed houses can be built by twelve men in three days, using unskilled labor under skilled direction.

It is estimated that such houses when completed will cost the British public about £390 per house, or £415 including the cost of land with twelve houses to the acre. The houses would let at about $2 a week, according to local rates. The buildings will include the latest modern improvements. such as central heating.

RECORD DEMANDS FOR PLATE GLASS

An unprecedented demand for plate glass for closed-in automobiles and windshields, and shortage of labor have resulted in the American manufacturers making an advance of ten per cent. in plate glass prices. This will be followed by Canadian importers. It is stated that the demands of the auto manufacturers this year are breaking all records and will take perhaps one-third of the entire output of the plate glass manufacturers.

The Automatic Gas Regulator Company, capital $50,000, head office Vancouver, plans to manufacture and deal in gas regulators.



Develop Business Between Sessions

Strong Arguments That May be Used From Now on With the Farmers, Showing That Regular Painting is Not Only Necessary, But Makes for a Definite Saving That Can be Figured in Dollars and Cents

UPWARDS of two-thirds of the hardware and paint business in Canada is directly or indirectly dependent upon farm trade. It, therefore, behooves these two-thirds to keep their ears close to the ground regarding the habits of the farmer, and the developments that are taking place in the conduct of his business.

The urgency of greater production under war conditions, together with the shortage of labor and other handicaps that tended to lessen that production, has taught him the necessity of figuring his costs, taking into consideration overhead charges, and other items which come between net cost and profit.

He has learned how to make money and where he has made it. He is rapidly growing to be a better producing manager, a better business man, a keener organizer and a larger factor in our commercial and political life.

On the fact that he has whetted up his arithmetic and is taking a keener interest in bookkeeping brings an opportunity for greater paint sales.

Appreciates Value

He is in a better position than ever to appreciate the value of paint from a purely business standpoint.

And now is the time to prepare for his business when he is able to use paint.

Between seed time and harvest, there is more or less of a lull in farm operations that will permit him to think of paint as a means of protecting and preserving his home, barns and stock sheds.

With a realization that his farm buildings are an investment from which the maximum interest earning capacity should be earned, paint as a preservative and as a means of prolonging that earning capacity should appeal to him as one of the necessities for proper up-keep and the reduction of overhead charges over a term of years.

Taken in the aggregate the value of Canadian farm property and its annual depreciation assumes large proportions.

Nearly a Billion

The census of 1911 gives the total value of farm property alone in Canada, at over $890,000,000. Largely through lack of paint there takes place annually a depreciation of at least 2 per cent., which places this loss at upwards of $17,000,000.

Canada's total production and importation of paints, varnishes and colors during that year was not above $10,000,000, so that the loss to farm property alone approached 70 per cent. above the value of our production of these lines.

These figures disclose such a wide discrepancy between what actually exists and what should exist if all farm property were properly painted that any paint dealer should have no difficulty in talking paint to his farm trade in a sound business manner.

Going further into figures on this question and using approximate prices of 1911 for so doing, we can still further widen this discrepancy. Barn paint then sold somewhere around 75c per gallon (wholesale prices) and rough hemlock was about $14 per thousand. On the average estimate of a gallon covering 500 square feet, one coat, we find that $1.50 was all that was necessary to protect 1,000 feet of lumber or a little over 10 per cent. of the cost of the lumber. Erected into a barn or stock shed of course that lumber becomes more valuable, which lessens the percentage of the cost of painting.

Value is Obvious

Two per cent. depreciation annually for 5 years amounts to at least 10 per cent., which shows that the use of paint pays and that the repainting of a barn at least every five or six years will enable a farmer to maintain the interest earning capacity of his buildings.

The writer was discussing this question with a farmer's son recently, and he recalled the fact that his father, a Nova Scotia farmer, had faithfully repainted his barns every four years with pure lead and linseed oil. High prices and war conditions had caused him to put it off two years ago when the property was due for repainting.

"But this year," remarked this man, "father couldn't stand it any longer; he had to have them painted, high prices and all."

This simply goes to show that once a farmer has learned the value of paint on his buildings, he realizes that he must keep on painting.

Noticeable Effects

Talking with a Montreal man the other day who has motored a great deal through Canada and the United States, he drew attention to the well-kept condition of the farms and their painted buildings in New York State in contrast to the lack of paint manifested in many parts of Ontario. This man was a layman so far as the paint



"Save the surface and you save all" *Paint & Varnish*

There's Something To A Name!

Every hardware dealer sells paint. Some more—some less.

The dealers handling "Moore's" are invariably selling more and more paint all the time. The name "Moore" is their assurance of increased paint sales.

A display of Moore's Paints and Varnishes in your window or on your shelves affords your prospect such a complete line of highest quality guaranteed paints and varnishes to choose from that an ultimate sale is always assured.

Moore's Paints dry hard but retain sufficient elasticity to prevent cracking or peeling. Thus they combine tip-top appearance with unbeatable wear.

The Moore Agency proposition will interest you. Write for particulars.

Benjamin Moore & Co., Ltd.

West Toronto
Ontario

business is concerned, but the effects had been so noticeable with him in the different communities that he said he had been deeply impressed with the results that were produced where paint was frequently used and where apparently it was seldom thought of.

It is also a noticeable fact among those concerned with the general distribution of paint, that where in certain localities paint is used on farm buildings, not only have those localities a more prosperous appearance, but paint for farm use is maintained year after year.

This indicates that it is largely a matter of getting the farmer started in the use of paint and he will keep it up. The development of this habit largely rests in the hands of the local paint dealer, who by personal contract with his trade can use his influence in this direction and bring to bear such arguments as are apparent from the figures given above.

Soon Mounts Up

Take any typical individual farmer whose house and barns have a value of say $8,000. On the basis of an annual depreciation of at least 2 per cent. he stands to lose at the rate of $160 annually or $640 in the course of four years. It isn't going to cost him anything like this sum to have his house painted every four years and his barn every six or seven years, and he can throw in for good measure the pride he can have in well-kept buildings and the added value that will come to him from well-kept appearance.

Paint can be advocated on a purely business earning basis to farmers and city dwellers alike. A paint dealer can develop it in this direction from what he intimately knows of property values in his community. With a fair idea of farm values and farm property values he can talk to almost any of his farm customers in the terms of dollars and cents as to the service that his brand of paint will render.

As has been pointed out in HARDWARE AND METAL before, impress upon the farmer the value he will get from his purchase and keep him away from thoughts of what you as a dealer are going to get out of it.

Can Adopt Figures

We have given approximately both Government figures and prices as they existed in 1911. It will not be a different matter for any dealer to adopt for individual use farm values as he knows them to-day against prices as they exist. There has been little change in their relative values from that year to this. The protective and preservative value of paint remains to-day the same as it did then. But the need for conservation is greater to-day than it has ever been before. This need is greater both from a national and individual standpoint which opens up the opportunity for paint sales in just that much greater proportion.

The slogan "Save the Surface and You Save All," which the paint trade is now putting forth co-operatively, is just as potent for the barn as it is for the dwelling, the bridge, the roof, the floor, or wherever surface protection is advocated by the use of paints and varnishes.

Opportunities for paint sales are not less by reason of high prices, they are greater. The need for paint is not less, it is greater, by reason of the high prices of materials that need surface protection. The farm trade is only a part of the great field that may be developed in paint sales, but it is a big field and an important one, and the two-thirds of the trade dependent on it should keep a careful eye on seeing that they get the profit it should bring to them.

CHEMICAL FIRMS MAY MERGE

Negotiations are under way which it is expected will result in the combination of the four largest chemical companies in the United States—the Semet Solvay Co., the Barrett Co., the General Chemical Co., and the National Chemical and Aniline Co. If the merger goes through the total capitalization, it is stated, will exceed $100,000,000. It is stated that the combination would prove most effective in preventing any attempts the Germans may make to flood the country with their chemicals and dyestuffs. Another result of the combination would be economy of operation and stabilizing of prices. The Semet Solvay Company, with a capital of $36,000,000, is the largest of the firms affected. Its headquarters are at Solvay, near Syracuse, N.Y. It is an allied company of the Solvay Process Company.

DEALS WITH CAREER OF JAMES H. McNULTY

In a recent issue of "System" appears an article by Bruce Barton dealing with the business career of James H. McNulty, president of Pratt & Lambert, Inc., of Buffalo, N.Y. It denls with the policies which resulted in his advancing from the position of shipping clerk to head of the firm. Mr. McNulty has been with this firm for twenty-five years and in that time has risen from shipping clerk to president of the company.

Sees High Brush Prices For Years

Russian Market Utterly Demoralized—Supplied Seven-Eighths World's Needs—China, Wise to Scarcity, Holds Out For Fancy Returns

THAT there will be a high price basis for all bristle brushes for years to come is the opinion of H. R. St. Michael, Montreal manager of the Canada Brush Company.

"Russia is out of the running. That country supplied seven-eighths of the bristles used for making brushes before the war, and she will not be able for many years to take her place again. The country is demoralized, there is no supply of hogs from which these bristles are secured, and there will be no improvement for a long time to come," is the gist of Mr. McMichael's expressions to HARDWARE AND METAL on this point.

The Russians had become expert in catering to the huge demands of the world for bristles, Mr. McMichael said. They knew how to sort and prepare the bristles for market, and excellent qualities of stock come from there. Usually there was no dearth of supplies and a fair price basis on what the manufacturer required, but this is now a thing of the past. One thing seemed certain, this informant asserted, and that was, pre-war prices would not and could not prevail again. Any changes that come in the nature of declines will, it is believed, be very gradual.

China on the Job

Realizing that not only Russia, but Roumania, Germany and France were all handicapped, and unlikely as factors of great importance in supplying the world of deficiency of bristles, China has been improving the time and has been the source of supply for bristles for many brush manufacturers. Not only so, realizing this position, and in common with every supplier of commodities that the world now needs urgently, she quickly fell into the class of high price dealers, and demanded increased prices for stock. She has had no lack of orders at these increased prices, and it is altogether unlikely that, until the above countries resume their position as competitors, there will be a lowering of bristle prices by the Chinese.

The Black Bristles

For many years there has been an extensive marketing of black bristle brushes. Mr. McMichael says that this will increase still, and that there will be more and more brushes of this sort. This will apply not only to paint and wall brushes, but to shaving brushes as well.

"There is an aversion to these black bristles," said Mr. McMichael, "but this will have to disappear. The black bristle brushes will have to be used more and more, and there is really very little difference for all practical purposes."

It was pointed out that the attitude was really a sentimental one and that, even with shaving brushes, the black bristle would be used more and more. The bristles are not dyed, as some might suppose, but simply come from a black-haired hog, and are subject to bleaching.



"Save the surface and you save all" Paint & Varnish

"Save the surface and you save all" Paint & Varnish

Ramsay's Agate Floor Varnish

BUY W·S·S WAR-SAVINGS STAMPS

There is no element of doubt about "Agate Floor Varnish." It always lives up to its reputation as a **"quality product."** You can sell it in full confidence—that it will prove satisfactory beyond all expectations. Be a Ramsay Agent. It will add prestige to your store.

A. Ramsay & Son Company

Makers of Property Preserving Paints & Varnishes for 77 years

Toronto **MONTREAL** **Vancouver**

Distributors

EDMONTON DISTRICT
Revillon Wholesale Limited, Edmonton

CALGARY DISTRICT
The McDonald-Baker Co., 818 8th. Ave. W., Calgary

Glass Man Sees Bigger Markets Ahead

Will be no Diminution in Price Basis, But Enquiries Are Very Active—Actual Business Dependent Upon Smoother Relations Between Capital and Labor

F. A. FITCHETT, Montreal manager of the Hobbs Manufacturing Co., Ltd., believes that there will be a big stimulus to buying if the present labor unrest be soon settled. "We have been figuring on contracts of late, and many of these are of large proportions," said Mr. Fitchett. "But the man with capital is confronted with uncertainty regarding labor, and hesitates to place his business. What is most needed is a settlement of these difficulties.

"Take the painters, for instance. They recently asked for an increase of pay, and were out on strike. The advance was granted, and this means about 25 per cent. increase over the former wages they were getting. It is a big consideration."

When a man contemplates building, he makes his plans, basing his outlay upon the cost of material and the cost of labor. There is so much uncertainty in the matter of labor to-day that the tendency is to hold back, and this in large measure explains why there is not more building activity.

No Declines Likely

As to the trend of the market, Mr. Fitchett stated that there was no indication of lower prices obtaining for glass. "Importers have been getting in supplies on the old price basis in completion of orders that were placed. If this were not the case they would have to ask higher prices now. The present market is a higher one and the difference in exchange (equal to nearly 3 per cent.) is a big consideration, bringing glass of the first break to a cost within about fifty cents per case of to-day's selling price."

Mr. Fitchett indicated that any larger buying movement would unquestionably have the effect of advancing prices. It would mean that stocks in hand at this time would be depleted in a short time, and that the importer must go out and pay the present increased costs for renewing his stock. Supplies have not been laid in extensively by the importers, Mr. Fitchett said, and any increased activity would decidedly tend to firm the market.

Better Business

There is at the present time a considerable amount of jobbing business, it was stated, and this is much better than before. Plate glass is moving, and in a general way there is a satisfactory business condition.

Last year the sale of glass was very heavy in Eastern Canada. This was due to the Halifax disaster largely, when thousands of cases of glass were forwarded. There was even more glass sent forward then than was required. There was really a larger distribution of supplies at that time than there has been this season, but for all this there is not an undue or excessive supply in the hands of the trade. All indications point to higher, rather than to lower levels, Mr. Fitchett concluded.

Says Dealer Who Carries the Stock Will Do the Largest Business

Manufacturer Points Out Ways in Which He Believes the Retailer Can Increase His Paint Sales—Many Feature High Priced Goods and Never Mention the Medium Grades

THAT the retailer who carries sufficient stock to immediately supply the demands of customers, will do far more business than the dealer whose stock is small or very limited, is the contention of the leading manufacturers. In discussing the business outlook with HARDWARE AND METAL he instanced many cases of where men, who formerly did only a small business, had found that by carrying the stock they were able to greatly increase their turnover. One case in Quebec he spoke of particularly was where a dealer carried a stock of 100 gallons of a certain color and found it a paying investment.

"He told me himself that if he had not the paint to deliver right to the people when they came and asked for it, he never would have sold it," said the manufacturer. "My experience is that paint sales depend largely upon the dealer. If he is optimistic and thinks he can do the business, he will do it."

Why Some Sales Lost

"Because some hardware men are not carrying the stock they need for their business, and because they do not go after business in the right way, is one reason why the mail order houses are getting quite a large percentage of the trade," continued this manufacturer. Any number of hardware men lose business because they do not carry a sufficient stock. Most people, especially farmers, when ready to buy paint, want to take it home with them and do the work they planned. They do not go to the store for paint until they are ready to do the work. What happens? It is noted that there are cases where a man may need perhaps a gallon of paint and the dealer, without investigation, sells him one or two quarts, at the quart price. If he would take the trouble to find out what these buyers really needed they could usually sell them a lot more paint and more especially if they had the goods right there to hand over. Not only that they could find out a lot of other things the buyer needed when talking things over, and besides selling paint, sell him perhaps a lawn mower, garden tools and so on. We know of many dealers who do not carry even a stock of the popular colors or the trimming colors."

Might Sell Cheaper

"Another point where they lose out," this manufacturer stated, "is in always quoting a man on the highest priced paint, forgetting all about the medium grades. Many people plan to spend just so much money on painting. When they ask the dealer how much paint is, he tells them so much a gallon, quoting nearly always the highest price. He very often omits asking them what work they intend to do, or tries to figure up how much paint they want. It may be a medium priced paint, which will cost them perhaps half what the higher grade costs, that is wanted. The result is that in many cases the man puts off his painting altogether, or goes home and looks up the prices in the mail order catalogue, if he has not already done so. The mail order house features the medium quality paint, and by quoting in large lots shows a price that makes the dealer's figures seem high in comparison. As a matter of fact the hardwareman can make just as good, perhaps even a better price in some instances on the medium quality paint, if he would only suggest its use.

Has Both Kinds

"The mail order house quotes the high quality goods, too," this manufacturer went on, "but does not feature it. It is there if the party wants to buy it,

Continued on page 70



Getting Varnish Wise

The man who pays the finishing bills,—the ultimate consumer, is becoming more and more discriminating when buying varnish or specifying its use. The unvarying dependability of Berry Brothers' Varnishes, Enamels and Stains has created a confidence in all Finishes bearing the "Berry" label that promotes their sale and makes permanent customers.

Liquid Granite Floor Varnish, Luxeberry Enamels in white, ivory and shades of gray, **Luxeberry Wood Finish, Luxeberry Wall Finishes, Luxeberry Spar Varnish, Berrycraft Stain Finishes** and **Household Enamels** are a few of the many Berry products whose names have been household words for many years.

Make a leader of Berry Brothers' line and increase your varnish business.

Partial list of distributors of Berry Brothers' products

Hunter, Henderson Paint Co., Ltd. - - Vancouver, B.C.
Wood, Vallance Hardware Co., Ltd., - - Nelson, B.C.
Marks, Clavett, Dobie Co., Ltd., - - - Port Arthur, Ont.
Whites, Ltd. - - Collingwood, Ont.
Sanderson Pearcy Co., Ltd. - Toronto, Ont.
Frank A. Gillis Co. - - Halifax, N.S.
A. M. Bell & Co., Ltd. - Halifax, N.S.
Lariviere, Inc. - - - - Montreal, Que.
L. H. Gaudry & Co. - - Quebec, Que.
Wood, Vallance, Ltd. - Winnipeg, Man.
Wood, Vallance & Adams, Ltd., Calgary, Alta.
Revillon Wholesale, Ltd. - Edmonton, Alta.

BERRY BROTHERS INC
World's Largest Makers
Varnishes and Paint Specialties
Walkerville, Ont.

(779)

WEEKLY PAINT MARKETS

MONTREAL

MONTREAL, May 29.—Important features of the week are those of a stiff advance for linseed oil, some quotations being as high as $2.22 per gallon. Another stiff increase has been made on turpentine, and one of fifty cents for shellac. It is freely stated that there will be higher prices still on all three commodities. Whether there will be changes on putty and white lead are matters for future consideration, but there is surely a trend upward on basic materials in some cases. Glass prices are steadily firm and advances will come providing the importers' stocks run down soon, the manufacturers' prices being higher than they were. Mixed paints are decidedly active and the undertone steady and firm. The prospects are exceedingly good.

Oil Reaches $2.22; May Go Higher

Montreal

LINSEED OIL.—HARDWARE AND METAL'S report last week stated that linseed oil "may pass the $2 mark." This it has done, and prices are, in some cases, above $2.20, with some jobbers not quoting at all. The situation has been further aggravated by the Winnipeg strike, and quotations on flax at this writing are $4.26 per bushel. There will probably be stiff advances during the week, and it is questionable if there will be enough stock to meet requirements if improved shipment be not secured.

Raw	Imp. Gal.
1 to 4 barrels	$2 10 $2 22
5 to 9 barrels	2 09 2 21
10 to 25 barrels	2 08 2 20
Boiled—	Imp. Gal.
1 to 4 barrels	$2 12½ $2 25
5 to 9 barrels	2 11½ 2 24
10 to 25 barrels	2 10½ 2 23

Will Putty Hold With Oil Soaring?

Montreal

PUTTY.—While there has been no feeling in the trade of late that putty prices would immediately change to higher basis, it is clear that any new supplies made up with present high-cost oil will be held at firm figures. There is a steady demand of seasonable nature, and providing oil goes much higher a change may be necessary.

Standard Putty	5 ton	1 ton	Less
Bulk, in barrels	$5 00	$5 25	$5 60
Do., ½ barrels	5 15	5 40	5 75
Do., 100 lbs.	5 35	5 10	5 45
Do., 25 lbs.	5 10	5 35	5 70
Do., 12½ lbs.	5 35	5 60	5 95
3 and 5 lb. tins	8 10	8 35	8 70
1 and 3 lb. tins	8 60	8 85	9 20
Do., in 100 lb. cases	7 15	7 40	7 75

Pure linseed oil putty, $2 per 100 lbs. advance on above prices.

Glaziers' putty—$1.60 per 100 lbs. advance on above prices.

Terms—2%, 15 days, net 60.

Turpentine Gains 15c; May Reach $1.50

Montreal

TURPENTINE.—It is very probable, think some of the jobbers here, that turpentine will soon be selling at $1.50 per gallon. The basis this week is from $1.30 to $1.35, and every indication points to higher prices at any time. Supplies are being more heavily drawn upon, and stocks are constantly absorbed, some not being anxious to name a price. The situation is decidedly strong.

Turpentine—	Imp. Gal.
1 to 4 barrels	$1 30 $1 35
Small lots	1 37 1 42

(Packages extra.)

Very Firm Position On White Lead in Oil

Montreal.

WHITE LEAD IN OIL.—Less indication is apparent that there will be a drop in white lead prices than there has been all along. Producers of pig lead are not inclined to make any encouraging announcements in this direction, in fact the tendencies are the other way. It is apparent that there will be no downward revision for some time, unless something unusual should be brought about. Prices still remain at $15.50 per cwt. for five-ton lots, $16 for ton lots, and at $16.35 for smaller quantities.

Mixed Paint Sales Are Now Increasing

Montreal.

MIXED PAINT, SPECIALTIES.—No advances have been made for paint, but the undertone is strong. With linseed oil soaring it would not be safe to say that no changes will be contemplated, for while the manufacturer will have had some considerable stock made up he will now be grinding more paint to meet special sorting business. There is an excellent volume of trade coming forward, and this applies to paint and specialties.

Glass Very Firm; Shellac Again Up

Montreal.

GLASS, SHELLAC.—Prices are very firm on glass and the tendencies point to greater strength manifesting itself rather than to declines. Importers are still operating on stock purchased in a lower market than that obtaining to-day and this means that when the supplies are replenished, if this be necessary, that increases will come. Shellac is very strong, and another fifty cents per gallon has been added to the price on both white and orange, the former gallon basis now being $5.65 and the latter $5.15. Differentials are likewise increased in the usual relative proportion.

TORONTO

TORONTO, May 29.—Not in several years has the linseed oil market shown the strength that it has now and there is every indication that further advances are to be made in the immediate future. May flaxseed is now quoted at $4.26 and July at $4.08¾. This, in the opinion of many dealers, indicates that people are realizing that Argentine seed is not going to be available in the quantities required. With a splendid volume of business offering in linseed oil, some firms have found it necessary to withdraw quotations altogether, as they have not the supplies. An advance of five cents in prices of turpentine became effective to-day, the new quotation being $1.30.

Ten-cent Advance In Prices of Linseed Oil

Toronto.

LINSEED OIL.—Linseed oil has advanced ten cents and a further jump is expected at any time. Owing to the impossibility of getting the supplies they require, some firms have withdrawn quotations. A very strong and very firm market is looked for. Linseed oil prices have advanced no less than twenty-five cents during the month, and there is little doubt the crushers say that it is going to continue climbing. A splendid volume of business is offering. With many it is not a question of getting what they want, but of taking what they can get in the way of supplies. Many orders are being placed as far ahead as three months. Quotations are as follows:

Linseed Oil—	Raw
1 to 2 barrels, gal.	$2 15
3 to 5 barrels, gal.	2 14
10 barrels and over	2 12
	Boiled
1 to 2 barrels, gal.	$2 18
3 to 5 arrels, gal.	2 18
10 bbls. and over	2 15

Prices shown are those ruling on Thursday of

TRADE SIMMS MARK
SET IN RUBBER

Simms Paint Brushes

Sold All Over The World

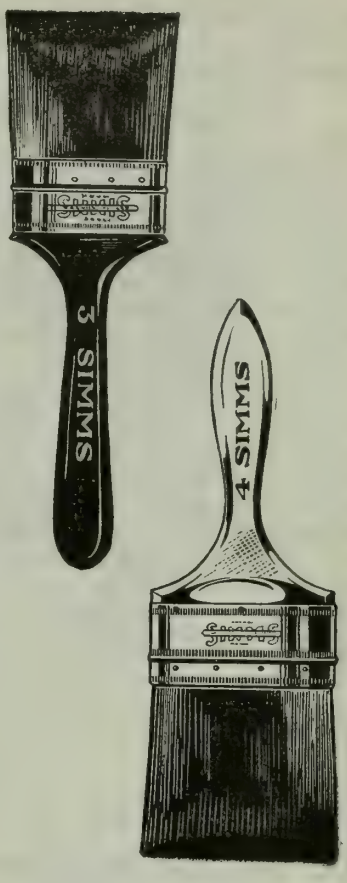
The demand for Simms' Set-in-Rubber Paint and Varnish Brushes extends all over the world. There are none like them anywhere.

Your customers know this. See to it that you have a full stock on hand.

The worst treatment cannot hurt Simms' Set-in-Rubber Brushes. The bristles are set in vulcanized rubber, and are guaranateed to hold firmly **forever.**

People don't cover their houses with loose bristles when they use Simms' Brushes. Push the sale of this line and your reputation won't suffer.

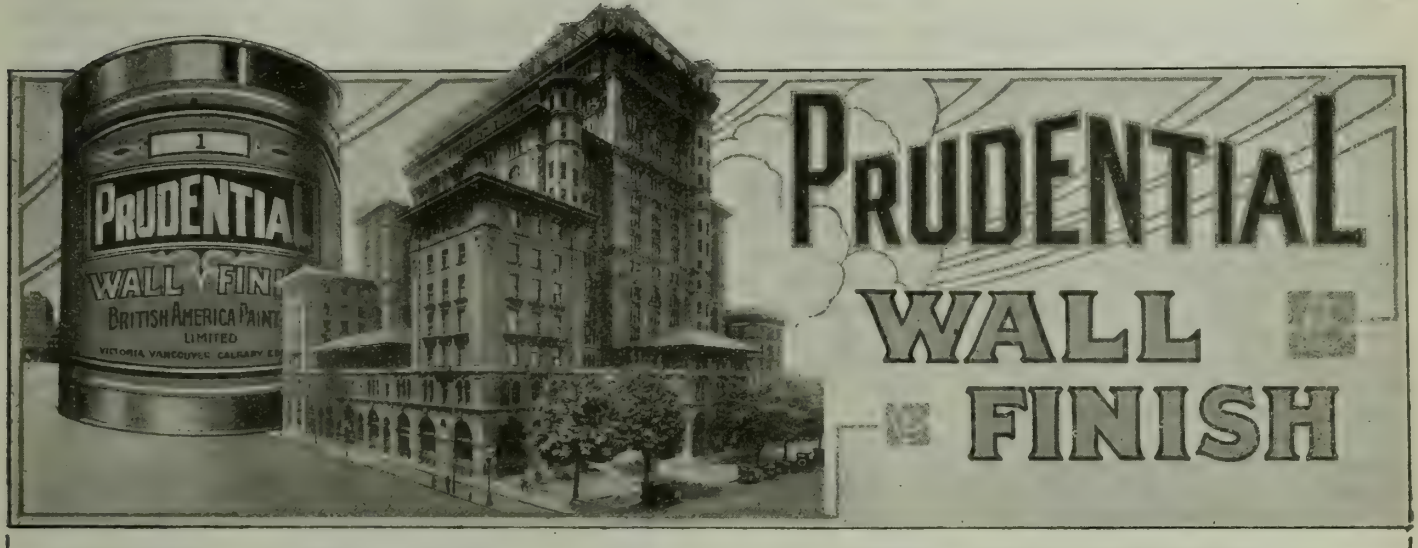
Send for price list. Look over your stocks without delay. Insure big profits and satisfied customers by having all Simms' Better Brushes on your shelves. Order to-day.



T. S. SIMMS & CO., LIMITED

ST. JOHN, N. B.

Branches: Montreal, Toronto, London



6,000 gallons of Prudential were used on the walls of the Hotel Vancouver (Canadian Pacific Railway)—the finest hotel in Western Canada.

The Sanitary and Hygienic Wall Finish that can be guaranteed to satisfy

—in beautiful, non-fading tints—perfect flat finish without gloss—sets like cement —for flat surface or ornamental work.

Will stand constant washing with soap and water without fading or deterioration

WRITE US FOR OUR AGENCY PROPOSITION

BRITISH AMERICA PAINT CO.

VICTORIA VANCOUVER CALGARY EDMONTON REGINA

current week and subject to daily fluctuations of the market.

Steady Advance In Price of Turpentine

Toronto.

TURPENTINE.—"There will be no more cheap turpentine this year and in Canada the prices for the next sixty days will be high. This is the way in which one of the largest importers summed up the present outlook. Importers state that they cannot replace stocks they are now selling at anything even approaching former quotations. It may be interesting to note that prices in the South to-day are the highest since 1913. The highest price on record in the South reached on March 25, 1911, was only 12c above to-day's quotation, and the lowest, reached on September 14, 1896, was 63c below to-day's levels. Reports from the South state that large shipments are being made for overseas markets and that the production this year will not be more than forty per cent. of the normal. Latest Toronto quotations show an advance of from 8 to 10 cents over last week's figures with, a strong and very firm market in prospect. The figures are:

Turpentine—	Imp. Gal.	
1 barrel (barrel included)	$1 28	$1 30
2 to 5 barrels (barrel included)	1 27	1 29
5 gallon lots	1 38	1 40

New Records Made In Sales of Paint

Toronto.

MIXED PAINTS.—New sales records are being made this month in paint sales and as a result of the volume of business that has been pouring in many firms have not only been working overtime to get the orders out in good time, but they have had to take on extra help. "The buyers who did not place their orders early and adopted a holding off policy, are more than making up for it now," say the manufacturers. Repeat orders have been followed by repeat orders, and may firms state that their gallonage this season will surpass that of pre-war days. In view of the advances that are being made in prices of linseed oil and turpentine, and also considering the factor of shorter hours and increased pay manufacturers see no prospects of lower prices. On the other hand they are not looking for any advances.

Plate Glass Up; Putty May Go Higher

Toronto.

GLASS, PUTTY.—While an advance of ten per cent. has been made in plate glass following a similar increase in the United States, no changes are anticipated in window glass quotations. Business in general in window glass has been quiet, but there are indications that it is improving, and improvement is anticipated steadily as the building season gets under way. The new discounts on plate glass are not named.

While there is a firm undertone in putty, some dealers are making slightly lower quotations. The opinion seems general, however, that prices will advance as a result of the increases that have taken place in linseed oil. Quotations generally in effect are as follows, with some jobbers' prices 20c per 100 pounds below these figures:

Standard Putty—	5 ton	1 ton	Less
Bulk, in barrels	$5 30	$5 55	$5 90
Do., 100 lb. iron	6 15	6 40	6 55
Do., 25 lb. irons	6 40	6 65	6 80
Do., 12½ lb. irons	6 65	6 90	7 25
Bladder, in barrels	7 05	7 30	7 45

Pure putty advance $2 per 100 lbs. over above.

White Lead in Oil Remains Unchanged

Toronto.

WHITE LEAD IN OIL.—An excellent volume of business is being handled in white lead in oil. No changes have been made in quotations, which are as follows: 5 ton lots, $15.80 per hundred pounds; one ton lots, $16.30; in smaller quantities, $16.65.

SAYS DEALER WHO CARRIES LARGEST STOCK WILL DO LARGEST BUSINESS

(Continued from page 66)

but the medium quality goods and large quantity price is quoted. Another point the mail order firm emphasizes is the satisfaction that will result from using the paint featured. Too many hardwaremen are absolutely afraid to stand behind anything they sell. They will say that the manufacturer guarantees it and that is as far as it goes. Of course there are exceptions to this and there are hardware firms that are selling paint and lots of it by going after business in the right way. They are not afraid to talk up their goods. I know one dealer who makes it a regular practice with each sale of paint to tell the customer if the goods do not give every satisfaction to return and he will adjust the matter. He does not have many returns and the customer feels better about the goods and the store to know that a guarantee of this kind is behind the paint.

"Many dealers do not realize the difference they could quote in prices if they tried to sell in barrels instead of quarts," continued this manufacturer. "It means a lot. Many customers need a barrel of paint for the work they intend doing, and if the dealer showed them that they would save perhaps $5 by buying it that way they would appreciate the suggestion and buy it. We have known cases where a man perhaps bought twenty quarts, one after another. Later they found out that if they had bought one large lot they would have effected quite a saving. Naturally, their opinion of the dealer who failed to advise them was not improved. Many dealers do not realize the force of the argument that it is cheaper to paint to-day because paint prices have not advanced anything like labor and materials. There is a big argument here for the paint seller and it gives him a real comeback when anyone talks about high prices. There is a lot of good business to be had and the man who gets it is the chap who is optimistic, and who keeps the stock to handle the trade when it comes. If he can't sell the high priced line, he sells the medium priced line, but he gets the business."

DECREASE OF LINSEED ACREAGE REPORTED IN INDIA

U. S. Consul-General James A. Smith reports from Calcutta that the second official forecast of India's winter oilseed (rape, mustard, and linseed) crop of 1918-19 indicates a decrease of 994,000 acres in the area under rape and mustard, and one of 1,091,000 acres in the area under linseed when compared with the corresponding figures for last season. The new figures are 2,939,000 acres for rape and mustard, and 1,841,000 acres for linseed. Scanty rains are said to have affected the crops in almost all the provinces, and their prospects at the date when this forecast was issued was below average. However, the irrigated crops in the Punjab and the United Provinces and the rape and mustard crops in the Northwest Frontier Province were reported to be generally good.

More Containers But Less Oil, Says Montreal Crusher

THERE has been, in the past, a great scarcity of barrels for holding linseed as well as other commercial oils.

"This scarcity came from the great use of these barrels by the Government," said Mr. McCuaig, Montreal manager of the Canada Linseed Oil Mills, Ltd. "These were extensively used for carrying fuses overseas, but this need is now past, and we are able to get a good supply of suitable barrels."

There is encouragement in this fact, and were it so with regard to the oil itself, there would be little anxiety on the part of the trade. Mr. McCuaig believes that the prospects are for somewhat of a hand-to-mouth business this year, so scarce is seed, and so high in price, but there seems to be every likelihood that sufficient oil will be available for the needs of the Canadian trade.

Outside Markets Good

"We have had large enquiry from outside for oil," said Mr. McCuaig. "Some of these enquiries are for options on rather large quantities, and those wanting supplies seem willing to pay the price."

It was further stated that the immediate future would be a busy season, and that prospects were splendid for a big outturn of oil. Orders in the hands



Does the Paint You Sell Make a Permanent Customer of Each Casual Buyer?

DOES it give such satisfaction that he will always return to you for that particular brand? Has it increased his faith in your store?

Does it cause him to look with more favor on your general line of goods which he has formerly bought from your opposition?

Remember every can of paint you sell is an advertisement for you and your store—good or bad according to the satisfaction it gives the buyer.

Paint is not a thing that can be used once and then forgotten. It stands in front of your customer's eyes day after day and month after month, and if it breaks down, chalks, scales off or fades he blames not only the brand but the store where he bought it.

Sell the best paint—it will pay you. Sell Lowe Brothers' Paint—with the quality in the can and the reputation behind it.

Lowe Brothers Paints

Have a reputation which proves a very valuable asset to every store which carries them.

They bring you that class of trade which every merchant prizes most highly—people who want the best and have the money to pay for it.

They draw to your store buyers you would not ordinarily expect to sell—people out of your territory—old customers of your competitors.

For Lowe Brothers' Paints are noted for their brilliant and permanent colors, their great spreading capacity, hiding power, easy working qualities and durability.

Write us for information about our special dealer's offer.

LOWE BROTHERS, LIMITED, TORONTO

Dayton **New York** **Chicago** **Kansas City** **Minneapolis** **Atlanta**

CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION

Dominion Metallics — B.B. Caps 25% B.B. Caps, 20%; 22 short, black, 22 long, black, 22 long smokeless, 20%; 22 short lesmok or 22 long lesmok, 20%; 22 short, smokeless, 30%; 22 long rifle, black, 22 long rifle, smokeless, 7½%; other rim fire, 10%; center fire pistol, add 35% list; center fire sporting, add 60%; shot cartridges, same as ball; brass shot shell, 20%; primers, add 35% list; empty shot shells, 5%; blanks, add 25%; bullets, add 40%.

Terms: Net 90 days, or 2% discount for cash in 30 days.

"Dominion" Loaded Paper Shells "Crown" Black Powder, 10% on list; "Sovereign" Bulk Smokeless Powder, net list; "Regal" Dense Smokeless Powder, net list; "Canuck" Shells, Smokeless, $41 per M, net; Empty Shells, 5%; 90 days net.

F.O.B. Montreal, Toronto, London, Hamilton.

AMERICAN AMMUNITION

List of Prices.

Subject to 15% advance on list.

B.B. caps, $3.50 per M.; B.B. cans, concave ball, $4.40; 22 short $5; 22 long, $6; 22 long rifle, $7; 22 short smokeless, $5.85; 22 long smokeless, $7.50; 22 long rifle, smokeless, $8.75 per M.

Sporting Cartridges—Centre Fire Smokeless 303 Winchester, $72.25 per M.; 303 Savage, $72.25; 303 British, $95; 32 Winchester special, $72.25; 38-55 Winchester, $76; 401 Winchester self-loading, $76 per M.

Primers—Nos. 1, 1½ and 2½, $3.60; Nos. 1 and 2 (100 in box), $3.80; Nos. 1-W, 1½-W, 2½-W and 3-W and 5, and 5½, 100 in box, $3.80; Berdan Nos. 1, 1½, 2 (250 in box), $3.60; Berdan Nos. 1, 1½, 2 (100 in box), $3.80; new No. 4, $5.50; U.M.C., 33, $5.50.

Shot, standard, 100 lbs., Toronto, $16.45-$17.35; Montreal, $18; net extras, as follows, subject to cash discount only: Chilled, $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

AUGER BITS

Standard List Prices per dozen.			
3/16	$ 6.00	18/16	$12.00
4/16	5.00	19/16	14.00
5/16	5.00	20/16	14.00
6/16	5.00	21/16	16.00
7/16	5.00	22/16	16.00
8/16	5.00	23/16	18.00
9/16	6.00	24/16	18.00
10/16	6.00	25/16	21.00
11/16	7.00	26/16	21.00
12/16	7.00	27/16	24.00
13/16	8.25	28/16	24.00
14/16	8 25	29/16	27.00
15/16	9.50	30/16	27.00
16/16	9.50	31/16	30.00
17/16	12.00	32/16	30.00

Discounts from Standard List prices:

Beaver, 57½%.
Ford's Auger Bits, 35 to 27½%
Gilmour Auger Bits, 47½%.
Gilmour Car Bits, 37½%.
Gilmour Eye Augers, 35%.
Gilmour Ship Augurs, add 10%
Rockford Auger Bits, 50 and 10%.
Irwin Auger Bits, 10% off list in Catalogue o: 10, 1905.

F.O.B. Toronto, Montreal, London and Hamilton.

AXES

Single Bits, doz.	$13 25	$16 00
Double Bit	16 50	19 50
Boys' Axes	12 00	14 00
Hunters' Axes	11 00	12 00
Bench—No 2, doz.	12 50	13 20
No. 3, doz.	13 50	14 20
No. 4, doz.	14 50	15 25

BABBITT

Prices on babbitt fluctuate with the metal markets and prices are quoted on application. Prices range from 8c to 75c a lb.

BARS, CLOTHES

No. 1, dozen	$ 8 00
No. 2, dozen	10 80
No. 3, dozen	8 40
No. 4, dozen	$10 00
No. 5, dozen	12 00
No. 6, dozen	14 00

BELTING (Leather)

Discounts apply to Revised List of Feb. 14, 1907.

Extra Quality, 30%.
Standard Quality, 30, 10%.
Side Lace Leather, lb..$1.70-$1.90
Cut Lace Leather, lb... 1.90- 2.20
F.O.B. Montreal, Toronto.

BELLS (Farm)

No. 1 x 40, lb.	$ 4 00
No. 2 x 50, lb.	5 00
No. 3 x 60, lb.	7 50
No. 4 x 100 lb.	10 00

F.O.B. Montreal, Toronto.

BOARDS, BAKE

No. 1, 18 x 24 in., dozen	$ 8 50
No. 2, 18 x 28 in., dozen	10 50
No. 3, 20 x 30 in., dozen	12 00

BOARDS, IRONING

No. 1, dozen $19 20

BOARDS, SLEEVE—

No. 3, dozen ..... $ 5 50

BOARDS, SKIRT—

No. 11, dozen	$11 00
No. 32, 5 x 12 in., doz.	$11 00
No. 35, dozen	25 00
No. 36, dozen	29 00

BOLTS AND NUTS

Discounts apply to list of Feb. 1, 1913.

Carriage Bolts ($1 list), ⅜ in. dia. and smaller, 6 in. and shorter, 35%.
Carriage Bolts ($1 list), ⅜ in. dia. and smaller, longer lengths, 20%.
Carriage Bolts ($1 list), 7-16 dia. and larger, 15%.
Machine Bolts, ¾ in. dia. and smaller, 4 in. and shorter, 40%.
Machine Bolts, ⅜ in. dia. and smaller, longer lengths, 25%.
Machine Bolts, 7-16 in. dia. and arger, 25%.
Sleigh Shoe Bolts, all sizes, net list.
Coach and Lag Screws, 50%.
Square Head Blank Bolts, 25%.
Bolt Ends., 25%.
Plow Bolts, 25%.
Elevator Bolts 25%.
Fancy Heal Bolts, 25%.
Shaft Bolts ($3 list), 25%.
Step Bolts, large head ($3 list), 25%.
Whiffltree Bolts, 25%.
Nuts, square, blank, add to list, .75.
Nuts, square, tapped, add to list $1.00.
Nuts, hexagon, blank, add to list $1.00.
Nuts, hexagon, tapped, add to list, $1.25.
Stove Bolts, 65%. Tire bolts, 50%
Terms: 2% off 30 days from date of shipment
F.O.B. Montreal, Toronto, Hamilton, London, Ont.

BORAX

Lump Crystal Borax, lb. ...11c-12c
F.O.B. Montreal, London, Toronto.

BRASS

Sheets, 24 gauge and heavier, base	$0 33
Rods, base ½ to 1 in., round	0 32
Tubing, seamless, base	0 38

F.O.B. Montreal and Toronto.

BOILERS (Range)

30-gal., extra heavy	$14 50
30-gal., Standard	12 25

BOARDS (Wash), Zinc

	Doz.
Pony	$2 35
Improved Globe	5 15
Neptune	5 15
Standard Globe	5 15
Original Globe	5 65
Jubilee	5 80
Newmarket King	5 80
Western King (enamel)	8 00
Beaver (brass)	7 35
Diamond Ring (glass)	6 30

F.O.B. Newmarket.

BUTTS Wrought Steel:—

No. 840	5%
No. 800	2½%
No. 838	5%
No. 808	5%
No. 80 4	15%
Nos. 802, 842, 844	5%
Nos. 810 and 814	net list
No. 830	2½%

F.O.B. Toronto, Montreal, London, Hamilton.

Spring Butts

Chicago Spring Hinges, list + 5%.
Triplex Spring Hinges, 20-10%.
Chicago Mortise Floor (5,000), 20, 7½ and 5%.
Chicago Relax Floor (6,000), 25-10-10-2½%.
Chicago Premier (4000), 12½%.
Chicago Ajax (3,000), 12½%.
Chicago Fire Station, add 10% to list.
Lavatory Door Hinges, 20%.
Chicago Screen Door (2000), 40-2½%.
Chicago Screen Door (3000), 16 2-3 %.
Non-Hold Back Screen Door, on application. F.O.B. Chicago.

CANS

For discount on milk and cream cans, etc., see list under head of wares, etc.

CHAIN

	Proof Coil Fire Welded		Welded B.B.	
	Mont'l	Tor'to	Mont'l	Tor'to
3-16 in.	$22.75	$21.40	$.....	$27.40
¼ in.	16.75	17.75	20.60	23.60
5-16 in.	14.75	14.60	16.40	18.40
⅜ in.	13.00	13.40	15.00	17.25
7-16 in.	12.75	13.15	14.40	16.65
½ in.	12.50	12.80	14.15	16.50
⅝ in.	12.35	12.75	13.85	16.15
¾ in.	12.25	12.70	13.50	16.00
⅞ in.	12.05	12.40	13.40	15.80
1 in.	11.90	12.30	13.30	15.65

	Electric Welded B.B.	B.B.B.
⅛ in.	.....	18.05
3-16 in.	.....	16.35
¼ in.	14.95	16.00	14.95	.....
5-16 in.	12.55	13.50	13.00	.....
⅜ in.	11.35	12.25	11.55	.....
7-16 in.	11.10	12.00	11.30	.....
½ in.	10.95	11.80	11.00	.....
⅝ in.	10.70	11.55	10.75	.....
¾ in.	10.40	11.25	10.40	.....

Montreal and Toronto American Proof Coil Chain

	B.B.	B.B.B.
3-16 in.	$17.25	$.....
5-16 in.	14.25	17.25
⅜ in.	13.00	16.00
7-16 in.	12.75	15.45
½ in.	12.55	15.25
⅝ in.	12.25	.....

Electric Welded B.B.B.—Chain. ¼ in., $13.75; 5-16 in., $12; F.o.b. Toronto.

Cow ties, 20%; trace chains net list; dog chains, 12½%; halter chains, 12½%; tie-out chains, 37½%; stall fixtures, No. 1 or heavy, $2 dozen; stamped, No. 3 or Dominion, $1.40 dozen; breast chains, No. 220, $16 dozen pairs. F.O.B. Montreal, Toronto, Hamilton, London.

CEMENT

Cement, per bbl., $3.25 in car lots; 80c. pe rbbl., or 20c each is allowed for sacks returned in good condition, freight paid.

Paris plaster, five-barrel lots $4.00; single barrel, $4.50. F.O.B. Toronto.

CHAIRS

Step ladder, dozen $27 00

CHURNS

List price hand churns—No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.

List prices power churns—No. 0 $11; No. 1, $11; No. 2, $12; No. 3, $13; No. 4, $17; No. 5, $20.

Discount of 20% f.o.b. Toronto Hamilton, Fergus, London, St. John, N.B.

Discount of 17½% f.o.b. Montreal, Ottawa, Kingston.

CHOPPERS, FOOD

Universal—Dozen—No. 0, $19.25; No. 1, $23.30; No. 2, $28.35; No. 3, $36.45.

Russwin—Dozen—No. 0, $19.20; No. 1, $23.40; No. 2, $28.20; No. 3, $36 60.

F. o. b. Montreal, Toronto.

CLOTHES LINE (Galvanized)

No.	Per 1000 ft
17—7-strand, 100 ft. lengths	$6.85
17—7-strand, 50 ft. lengths	7 00
18—6-strand, 100 ft. lengths	5 60
18—6-strand, 50 ft. lengths	5 33
19—6-strand, 100 ft. lengths	4 50
19—6-strand, 50 ft. lengths	5 00

F.O.B. Montreal, Toronto, London

COPPER .. ... Montreal Toronto

Casting ingot, see weekly report		
Rods, ½ to 2 in.	0 30	0 31
Plain sheets, base, 16 oz. and heavier	0 32	0 31
Hot rolled (tinned outside)	....	0 36
Copper sheet, planished, base 16 oz. and heavier	0 40	0 50
Tubing, lb.	....	39

Above prices are full sheets and bars. Cut sheets and bars are 5c per lb. higher.

COMBS

Curry combs: No. 111, $1.55; No. 121, $1.70; No. 122, $2.25; No. 127, $2.25; No. 100, $2.80 per dozen

F.O.B. Montreal, Toronto, Hamilton, London

CORD (SASH)

No. 6, lb.	71
No. 7, lb.	70
Nos. 8, 9, 10, 12	69

F.O.B. Montreal, Toronto, Hamilton, London

CANADA PLATES

	Montreal	Toronto
Prices nominal.		
Ordinary, 52 sheets	$7 75	$7 35
Do., 60 sheets	7 85	7 45

COKE, TIN PLATES

	Per box
IC, 20x2 8base	$19 00
IX, 20x28 base	22 00
IXX, 20x28 base	26 00
IXXX, 20x28 base	30 00

F.O.B. Toronto

TERNE PLATES

I. C. 20x28, 112 sheets $20 50
F.O.B. Toronto.

"DOMINION CROWN BEST"—DOUBLE COATED TISSUE

	Nominal
IC. 14x20 base	$15 00
IX, 14x20 base	17 00
IXX, 14x20 base	19 00

F.O.B. Montreal.



Goods Well Displayed Are Half Sold

Every Hardwareman Who Sells

BABBITT METALS

MAY HAVE A HANDSOME SHOW STAND FREE

Write Us for Particulars

We Manufacture Babbitt, Solder, Lead Pipe, Sheet Lead---and we have Large Stocks of Ingot Metals.

Write our Nearest Branch for Prices

THE CANADA METAL CO., LIMITED

Head Office: TORONTO

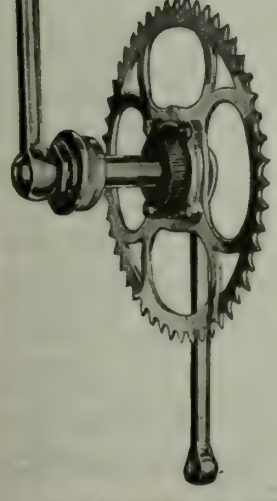
BRANCH FACTORIES:

HAMILTON	MONTREAL	WINNIPEG	VANCOUVER
34 Jackson St. E.	50 Brennan St.	301 Chambers St.	1428 Granville St.

C. C. M. 3-Piece Crank Hanger

Standard Equipment on all

C·C·M· Bicycles



The most perfect satisfaction has been given to both riders and dealers for many years by the C.C.M. Crank Hanger.

It runs smoothly, with no "tight and loose spots." Does not easily get "out of true." Is very simple to adjust and repair. This is due to its special design which is mechanically correct, and to its sturdy strength and accurate workmanship.

This is but one of the special features which have made C.C.M. bicycles the fastest selling lines in Canada.

The "C.C.M. Family" includes these well-known name-plates:

Gendron
Columbia
Red Bird
Ivanhoe
Cleveland
Massey
Perfect

Write Head Office or nearest Branch for prices, agency terms, etc.

CANADA CYCLE & MOTOR COMPANY, LIMITED

Montreal Toronto WESTON, ONT. Winnipeg Vancouver

CLOCKS

Big Ben	$3 00
Good Morning, each	1 75
Lookout	1 45-1 50
Sleepmeter	1 65

F.O.B. Montreal, Toronto, London, Hamilton

CROWBARS, $10.50 per 100 lbs

DRILLS—

Standard Lists.

Blacksmiths', ½ in. x 2½ in. shank.

List each.			
1/8	$0.45	19/32	$1.20
5/32	.45	5/8	1.30
3/16	.50	21/32	1.40
7/32	.55	11/16	1.50
¼	.60	23/32	1.60
9/32	.65	¾	1.70
5/16	.70	25/32	1.80
11/32	.75	13/16	1.90
⅜	.80	27/32	2.00
13/32	.85	⅞	2.10
7/16	.90	29/32	2.20
15/32	.95	15/16	2.30
½	1.00	31/32	2.40
17/32	1.05	1	2.50
9/16	1.10		

Intermediate sizes take list of next larger.

Bit Stock, list per dozen—			
3/32	$2 70	⅜	$ 8 50
⅛	3 00	7/16	10 50
5/32	3 50	½	13 00
3/16	4 00	9/16	15 50
7/32	4 50	⅝	18 00
¼	5 00	11/16	21 00
9/32	6 00	¾	24 00
5/16	7 00	⅞	30 00

Bit Stock Drills	45%
Blacksmiths', ½-in. shank	40%
Straight Shank	40%
Straight Shank, wire	40%
Taper Shank	40%

DOORS

See Screen Doors.
F.o.b. Toronto.

EMERY CLOTH

See under Sandpaper.

ENAMELWARE

See prices under heading Wares.

FILES AND RASPS

Discounts below apply to list of Nov. 1, 1899.

	%
Great Western, Amer	50
Kearney & Foot, Arcade	50
J. Barton Smith, Eagle	50
P. H. and Imperial	50
Disston Brand	40
Globe	50
Nicholson	35
Black Diamond	35
Delta Files	20
Firth Files	50

F.o.b. Toronto, Montreal, London and Hamilton.

FITTINGS

Cast iron fittings, 20%; Malleable bushings, 30%-35%; cast bushings, 30%-35%; unions, 50%; plugs, 35% off list. Net prices Class B, black, 21c lb.; Class C, 14c lb.; galvanized, Class B, 30c lb.; Class C, 21c lb.

Toronto and Montreal.

GRILLS, ELECTRIC

Single heat, round	$7 50
Three heat, round	8 25

F.o.b. Toronto.

GRINDSTONES Per 100 lbs.

Over 40 lbs. and 2 in. thick	$3 00
Under 40 lbs.	3 25
Bi-Treadle, each	7 00

F.o.b. Toronto.

HALTERS (SNAP AND RING)

	Doz.
Russet rope shank, 1"	$11.25-$12.75
Perfect, No. 1½	13 20-13 80
Russet rope shank, 1¼ in.	13 85
Black rope shank, 1 in.	13 75
Black rope shank, 1¼"	12.50-13 85
Hand sewn, no shank, 1 in.	17 40
Hand sewn, no shank, 1¼"	18 75

Halters (Sisal)

7-16 in. gross, $24; 9-16 in., $36
F.o.b. Toronto. London—7-16 in., $2.10 doz.; ½ in., $2.65 doz.

HAMMERS, SLEDGE

Can, 5 lbs. and over, cwt.	$17 50
Masons, 5 lbs. and over, per cwt.	20 00
Masons, 5 lbs. and under	22 50
Napping, up to 2 lbs.	25 00

F.o.b. Montreal, Toronto, Hamilton, London.

HANDLES (WOOD)

All hickory handles, list, plus 10%. All fork, hoe, rake, shovel and mall. D handles, 10%. All other handles, net list. All neck-yokes, whiffletrees and double-trees, 10%. Wood hay rakes, horse pokes, 10%. Pike poles, ash or maple, net list.

F.o.b. St. Thomas, London, Strathroy, Toronto, St. Mary's.

HANGERS, BARN AND PARLOR

	List
Atlas, No. 0	$13 30
Atlas, No. 1	13 80
Atlas, No. 2	15 80
Stearns, 4 in.	9 75
Stearns, 5 in.	13 20
Perfect, No. 1	10 45
Storm King and safety hangers, doz.	10 60
Steel track, 1¼ in.	9 00-12 00

F.o.b. Montreal, Toronto.

HEATERS, ELECTRIC

Majestic, 1 Burner	7 50
Majestic, 2 Burner	11 25

F.o.b. Toronto.

HINGES, TEE AND STRAP

Heavy, Net Prices.

	Strap Doz. pairs.	Tee pairs.
4-inch	$ 2 70	$ 2 30
5-inch	3 33	2 88
6-inch	3 60	3 24
8-inch	4 86	3 69
10-inch	8 64	6 57
12-inch	10 71	10 44
14-inch	12 24	10 62

Light, Net Prices, figured at discount 10%.

3-inch, doz. pairs	$0 90	$0 90
4-inch	1 08	0 99
5-inch	1 26	1 17
6-inch	1 53	1 35
8-inch	2 25	1 60
10-inch	....	....

Screw Hook and Strap Hinges—List prices, per dozen pairs—6 in., $4.30; 8-in., $4.80; 10-in., $6.40; 12-in., $7; 15-in., $7.50; 18-in., $11; 21-in., $12.40; 24-in., $16; 27-in., $17.20; 30-in., $18.50; 33-in., $21.50; 36-in., $24.50.

Discount, 25%.

F.o.b. Toronto, London, Hamilton and Montreal.

HAY KNIVES

Spear Point	$14 00
Lighting	12 50
Heath's	12 50
HOES, Grub	$10.50 11 00

HOOKS, GRASS

	Canadian	English Fox
No. 2, per doz.	$4 15	$5 00-$5 50
No. 3, per doz.	4 25	5 50- 6 40
No. 4, per doz.	4 35	6 00- 7 40
Little Giant	6 00	....
Barden Patent	6 00	....

F.o.b. Montreal, Toronto.

HORSESHOES Price per keg

Patterns	Sizes made	No. 2 and larger Less 20c.	No. 1 and smaller
Light iron	0-7	$7 75	$8 00
Long heel light iron	3-7	7 75	....
Medium iron	1-8	7 75	8 00
Heavy iron	6-8	7 75	....
Snow	1-6	8 00	8 25
New-light "XL" steel	1-6	8 20	8 45
Featherweight "XL" steel	0-4	9 60	....
Special-countersunk	0-4	10 10	....
Toe-weight (front only)	1-4	10 60	....

Packing—Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra.

F.o.b. Montreal and Belleville.
Terms—Cash in thirty days, less 2% discount.

TOE CAULKS

Nos. 0, 1, 2 and larger, sharp and blunt, $2.25 to $2.90 box.

HOSE, LAWN Toronto

Corrugated, ½ in., 100 ft.	$17 50
Corrugated, ⅝ in., 100 ft.	20 50
Corrugated, ¾ in.	23 50
Corrugated, 1 in., 100 ft.	35 00

Less 5% for full reels, 500 ft.
F.o.b. Toronto and London.

HAT AND COAT HOOKS

Coppered wire, 3 in., $1.10 gross.
F.o.b. Montreal, Toronto, Hamilton, London.

IRON AND STEEL

See weekly report.

IRON, TINNED

Prices nominal. Subject to premium where stocks are obtainable.

72x30 up to 24 gauge, case lots	....
72x30, 26 gauge, case lots	....

Less than case, 50c per 100 lbs. extra. F.o.b. Montreal.

IRONS, (SAD)

Mrs. Potts, No. 55, polished, per set	$1 85
Mrs. Potts, No. 50, nickel-plated, set	1 90- 1 95
Mrs. Potts, handles, japanned, doz.	1 65
Sad irons, common, plain, 3, 4 and 5 lbs.	9 20
Sad irons, plain, 6 lbs. up	7 00
Sad irons, common, plated	5 50
Princess Electric, each	$4 00 4 10
Canadian Beauty Electric Irons—	
Style A	4 50
Style B	4 88
Hotpoint Domestic Electric Irons, each	5 25
Gasoline Sad Irons, each	4 25

F.o.b. Montreal, Toronto, London, Hamilton.

LADDERS, Etc.

Step Ladders	Per ft.
Perfect, 6 to 16 ft. only	$0 32
Hercules, 4 to 10 ft.	0 34
Hercules, 12 to 14 ft.	0 39
Faultless, 4 to 10 ft. only	0 30
Ontario, 4 to 10 ft. only	0 27
Shelf Lock, 4 to 8 ft. only	0 22
Gardner, No. 1	0 19
Do., No. 2, bolted	0 22
Dominion, No. 3	0 23
Do., No. 4, bolted	0 26

Single and Fruit Picking

10 ft. to 16 ft.	20c ft.
18 ft. to 20 ft.	23c ft.
Chair ladders, each	2 00

F.o.b. Toronto, Hamilton, London.

Roped and Straight Extension Ladders	Per ft.
20 to 32 ft.	$0 24
36 to 40 ft.	0 27
44 ft.	0 30
Over 44 ft.	0 40

F.o.b. Toronto, London, Montreal, Stratford.

Fire ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

LANTERNS Per doz.

Short Globe, plain	$12 50
Do., Japd.	13 25
Long Globe, plain	12 50
Do., Japd.	13 25
Dash, plain	15 50
Do., Japd.	16 25
Do., Search (r'nd reflec.)	17 00
Little Bobs	2 10-4 20

F.o.b. Toronto, Hamilton, London, Montreal.

LANTERN GLOBES Dozen

Cold blast, short	$0 95-$1 10
Cold blast	1 00- 1 10

3 doz. cases, 95c doz.; 6 doz. cases, 90c doz.

Cold blast, genuine ruby.... $4 75
F.o.b. Toronto, London, Hamilton and Montreal.

LATCHES Per doz.

Steel Thumb, No. 2	$1 90-$2 00
Steel Thumb, No. 3	2 50- 2 70
Steel Thumb, No. 4	4 75
Barn Door, No. 5	2 75
Barn Door, No. 9	5 10

F.o.b. Montreal, Toronto, London.

LEAD

For pig lead and lead and zinc products see weekly report.

MACHINES (WASHING)

	List each
Canadian	$11 00
Dowswell	11 25
Noiseless	15 50
Hamilton	12 50
Ottawa	11 50
Peerless	11 50
Snowball	17 00
Momentum	18 50
New Century, style A	16 50
New Century, style B	18 00
Playtime, engine drive	22 00
Ideal Power	28 00
Seafoam, electric	110 00
Seafoam, engine drive	50 00
New Idea, electric	118 50
Sunshine	10 25
Popular, No. 1	11 50
Popular, No. 2	11 00
Economic	13 50
Champion	18 50
New Excell-All	18 00
Blue Bell, without stand	16 50
Puritan Water Motor Washer, complete	28 00
Hydro, 1 Tub, engine drive	51 50
Do., do., electric	111 50
Low pressure water motor washer, each	30 00
Connor ball-bearing, with rack	18 50
I X L	18 50
Perfection, engine drive	59 50
Perfection, electric	119 50
Gem	18 50
Winner	17 00
Connor Improved	10 75
Jubilee	10 25
Canada First	21 00

Discount, 30% and 10%. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

MALLETS Per doz.

Tinsmiths, 2½ x 5½ in.	$1.00-$1.75
Carpenters', No. 3	5.80

F.o.b. Montreal, Toronto, Hamilton.

MATTOCKS

Cutter, doz.	$12 50	$13 25
Pick, doz.	12 50	13 25

F.o.b. Montreal, Toronto, London, Hamilton.

MIXERS, BREAD

Canuck—		
No. 4, dozen	$29 40	
No. 8, dozen	33 60	
Universal—		
No. 4, dozen	$38 10	39 60
No. 8, dozen	46 40	48 60

MOPS

O-Cedar, doz. net	$12 00
Sprustex, No. 2, doz.	$8 00 8 40
S.W. Mops, complete, doz.	5 25 5 40
Mop Sticks, doz., No. 8	2 00
Cast Head Mop, doz.	2 00
Crescent, doz., No. 10	2 50 3 35
Crank wringing, doz.	8 25

F.o.b. Montreal, Toronto, Hamilton, London.

MOWERS, LAWN

Adanac	40-10%
Woodyatt	35%
Empress	35%
Mayflower	35%
Star, Ontario, Daisy	35%

F.o.b. Toronto, Guelph, London, Hamilton.

NAILS

List adopted July 10, 1912.

Advance over base on common wire nails in kegs.

		2¾ inch	15c
1 inch	$1	3 inch	10c
1⅛ inch	1	3¼ inch	10c
1¼ inch	65c	3½ inch	10c
1½ inch	40c	4 inch	5c
1¾ inch	40c	4½ inch	5c
2 inch	30c	5-inch base.	
2¼ inch	30c	5½-inch base.	
2½ inch	15c	6-inch base.	

6½ to 12-inch-2 Ga. and heavier, 25c over base.

Standard Steel Wire Nails, f.o.b. Toronto, London, Hamilton, Milton, $4.70 base.

Freight equalized on above points.

F.o.b. Montreal, Gananoque, Collingwood and Owen Sound, $4.75 base.

Freight equalized on above points.

Windsor, Walkerville, Sandwich f.o.b. factory prices, carload freight allowed, $4.80.

Sault Ste. Marie, Port Arthur, Fort William, $5.05 base, f.o.b. factory; no freight allowance.



A Labor Saver

The curved lance of this O-K Spra enables you to get under the leaves without bending your back all day long.

The efficiency non-clog nozzle keeps in action longer without attention than any other type.

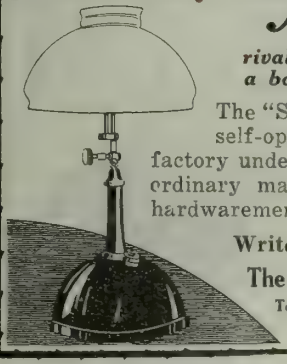
These worthy features of the

O-K Spra

should convince you of the wisdom of laying in a good stock of this easy seller.

Canadian Potato Machinery Co.
Limited
Galt, Ontario

Dixon Safetee Lamps

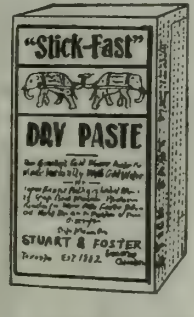


rivals the world's lighting—a boon to rural Canada.

The "Safetee" is a guaranteed safe, self-operating gasoline lamp, satisfactory under all conditions. Light with ordinary match. A good profit for hardwaremen.

Write for full particulars.

The Hamilton Gas Mantle Co., Ltd.
Toronto Hamilton, Canada Montreal



" Stick-Fast "

Made instantly with cold water.

For **all purposes** where Paste is used.

A Great Seller.

Order some to-day—phone your Wholesaler.

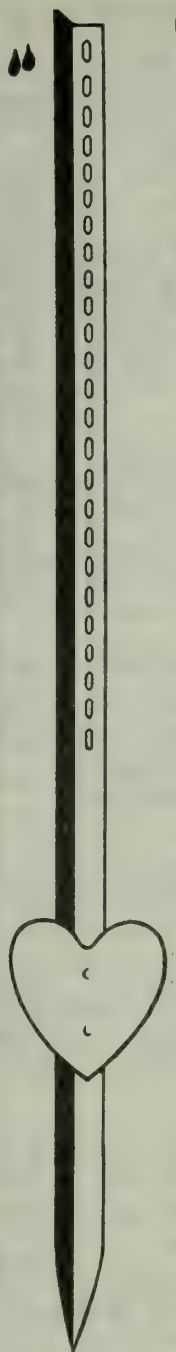
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TORONTO, CANADA

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They'll Sell Well and They'll Pay a Good Profit

We offer the Hardware Trade an opportunity of adding a new line on which good money may be made—our Steel Fence Posts have many evident advantages—and our list prices for them are in most localities such that they can easily be sold in competition with Cedar Posts.

Besides, we can furnish you with plenty of arguments whereby it may be shown conclusively that the Cedar Post is as much of a "back number" as a snake-fence.

There's a good dealer discount on

PRESTON Steel Posts

you can make satisfactory profit on every sale—and the sales will be easily made and numerous.

Your customers will not be able to resist these features:

1. **Easy to drive**—which means a great saving over cedar posts, in cost of installation.
2. **Never rot, break, burn or buckle** — therefore, economical as to cost of upkeep—cheapest of all posts in the long run.
3. **Lightning proof** — because the steel "grounds" the wire—therefore, safest for stock.
4. **Neat in appearance** — and never out of alignment — adding greatly to the value of property.

Write for particulars and prices; and we will explain how this can be made one of the most profitable lines in your store.

Metal Shingle & Siding Co.
Limited

PRESTON TORONTO SASKATOON
WINNIPEG MONTREAL CALGARY

Moulding, Flooring, Slating, Box, Fence, Barrel Nails, 25c per 100 lbs. over common nail prices. Finishing Nails, 50c per 100 lbs. advance over common nail price. Clinch Nails and Sash Pins, 75c per 100 lbs. over common nail price.

Miscellaneous wire nails, 60% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton, London.

Cut Nails—Montreal, $4.75 base; Toronto, $4.75 base; London, $4.75; Hamilton, $4.75; no equalization of freights.

Roofing Nails—American, large head, keg, $8.50; 25-lb. boxes, per 100 lbs., $9.00.

F.o.b. Montreal, Toronto, Hamilton.

NAILS (HORSE)

C Brand

Size Capewell—	Per 100 lbs.
No. 5	$23 00
No. 6	22 00
No. 7	21 00
No. 8	20 00
Nos. 9 to 12	19 00

Discount, 10%

"M.R.M." BRAND

No.	Net Price List Lengths	Per box of 25 lbs.
3	1⅝"	$20 00
4	1¾"	10 00
5	1 15-16"	5 00
6	2⅛"	4 75
7	2 5-16"	4 50
8	2½"	4 50
9	2 11-16"	4 25
10	2⅞"	4 25
11	3 1-16"	4 25
12	3¼"	4 25

F.o.b. London, Hamilton, Montreal, Toronto

NETTING, POULTRY

List prices per roll of 50 lineal yards. Adopted March, 1909.

2-inch mesh and 19 ga. wire.

12 inch...	$1 80	48 inch...	$ 6 20
18 inch...	2 65	60 inch...	7 70
24 inch...	3 40	72 inch...	9 20
30 inch...	4 00	84 inch...	10 50
36 inch...	4 75	96 inch...	12 00
42 inch...	5 50		

1½ inch mesh and 19 ga. wire.

12 inch...	$3 50	42 inch...	$10 50
18 inch...	5 00	48 inch...	12 00
24 inch...	6 30	60 inch...	15 00
30 inch...	7 75	72 inch...	18 00
36 inch...	9 90		

1 inch mesh and 20 ga. wire.

12 inch...	$4 00	42 inch...	$12 00
18 inch...	5 50	48 inch...	14 00
24 inch...	7 00	60 inch...	17 00
30 inch...	8 50	72 inch...	20 00

¾ inch mesh and 20 ga. wire.

24 inch..	$10 50	36 inch...	$15 00
30 inch..	12 75		

½ inch mess and 22 ga. wire.

24 inch...	$16 50	36 inch...	$24 00
30 inch...	20 10		

Discounts at present quoted apply only to 1 and 2 inch mesh netting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Montreal, Canadian netting 15% off list.

American netting, 10% off list.

	Per rod
Invincible—1640	$ 0 75
1848	0 85
2060	0 95

Put up in 10, 20 and 30-rod rolls. F.o.b. Montreal.

Blue Ribbon—	
24-inch, per roll	$4 95
36-inch, per roll	6 50
48-inch, per roll	7 60
60-inch, per roll	9 00
72-inch, per roll	10 85

Put up in 10 rod rolls.

OAKUM

Best (American)	$21 00-$22 00
U.S. Navy (unspun)	
Clipper (spun)	21 00
Clipper (unspun)	19 50
U.S. Navy (unspun)	
U.S. Navy (spun)	21 50
Plumbers (spun)	9 00

F.o.b. Montreal, Toronto.

OILS	Montreal	Toronto
Royalite, gal.	0 20½	0 19½
Palacine, gal.	0 23½	0 22½
Gasoline, net, gal..	0 34	0 33
	List	Gallon
Black oil (Summer)	0 19½	0 16
Black oil (Winter)	0 20½	0 17
Imperial Kerosene Tractor	0 60	
Capital Cylinder	0 62	0 61
Machine oil, regular grades	0 36	0 38½
Standard gas engine oil	0 40½	0 39½
Parafine	0 25	22½

List, less 15% on above.

Polarine Oil, list	0 90
Polarine Oil, heavy, list.	0 90
Polarine A, list	1 00
Gargoyle Mobiloil, list	1 33

List, less 25% on above.

Fuel oil, bbls. net	0 08½
Fuel oil, tank cars, net	0 07 7-10

Prices shown are barrel basis unless otherwise specified. Barrels charged extra.

OLD MATERIALS

See weekly report.

PACKING	Per lb.
Fine jute	$0 20
Coarse jute	0 15
Hemp	0 34
Square braided hemp	0 38
No. 1 Italian	0 44
No. 2 Italian	0 36

F.o.b. Montreal and Toronto.

PAPER	Per 400-ft. roll
Dry Fibre, No. 1 roll	$1 10-$1 20
Dry Fibre, No. 2 roll	0 60
Anchor Brand	1 20
Rosin Sized Sheeting, red	1 05
Do., blue	0 70
Tarred Fibre, No. 1 roll	1 25- 1 30
Tarred Fibre, No. 2 roll	0 78
Surprise Fibre	0 66
Tarred felt, per cwt.	3 75
Cyclone (dry)	1 20
Cyclone (tarred)	1 30
Joliet (dry fibre)	0 60
Monarch Sheathing (per 100 lbs.)	4 00
Asbestos sheeeting (per 100 lbs.)	13½ 0 15
Carpet Felt, 16 oz. per 10 100 lbs.)	4 75
Straw, sheathing, dry, per cwt.	3 05
Do., Do., tarred, per cwt.	3 20

F.o.b. Toronto and Montreal.

PASTE Stick-Fast	
1-lb. pkgs., gross	$22 00
2-lb. pkgs., gross	42 00
In barrels 250 lbs., lb.	0 12½
Barrels of 5 lbs., cotton bags, lb.	0 13½
In kegs 125 lbs., lb.	0 14
In 50-lb. boxes, lb.	0 16
In 25-lb. boxes, lb.	0 17

PICKS	
Clay—	
5 to 6 lbs., doz.	$12 00
6 to 7 lbs., doz.	12 75
7 to 8 lbs., doz.	13 50
Rock—	
7 to 8 lbs., doz.	12 50

F.o.b. Montreal and Toronto.

PINS, CLOTHES	Per case
5 gross, 4-in. (loose)	1 45
4 gross (cartons), 4½ in.	1 45

F.o.b. Montreal and Toronto.

WROUGHT PIPE

Price List No. 39, April 3, 1919

Standard Buttweld

Per 100 feet.

	Steel Blk.	Steel Gal.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Gal.
⅛ in..	$ 6 00	$ 8 00	$.....	$.....
¼ in..	4 53	6 60	5 13	7 26
⅜ in..	4 53	6 66	5 13	7 26
½ in..	5 99	7 57	6 84	8 42
¾ in..	7 53	9 66	8 68	10 81
1 in..	11 14	14 28	12 84	15 98
1¼ in..	15 07	19 32	17 37	21 62
1½ in..	18 01	23 10	20 76	25 85
2 in..	22 24	31 08	27 94	34 78
2 in..	22 24	31 08	27 94	34 78
2½ in..	38 90	49 73	....	....
3 in..	50 87	65 03	....	....
3½ in..	64 86	81 88	....	....
4 in..	76 85	97 01	....	....

Standard Lapweld

	Steel Blk.	Steel Gal.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Gal.
2 in..	$27 94	$34 78	$31 64	$38 11
2½ in..	40 66	51 48	46 51	57 38
3 in..	53 17	67 32	60 82	74 97
3½ in..	66 70	83 72	75 90	92 92
4 in..	79 03	99 19	89 93	110 09
4½ in..	88 00	113 00	107 00	132 00
5 in..	103 00	132 00	125 00	154 00
6 in..	133 00	171 00	162 00	200 00
7 in..	175 00	224 00	211 00	259 00
8 L in..	184 00	235 00	221 00	273 00
8 in..	212 00	271 00	255 00	314 00
9 in..	254 00	324 00	305 00	376 00
10 L in.	235 00	301 00	283 00	349 00
10 in..	303 00	387 00	365 00	449 00

Terms 2% 30 days, approved credit.

Freight equalized on Chatham, Guelph, Hamilton, London, Montreal, Toronto, Welland.

WROUGHT NIPPLES

4" and under, 60%.

4½" and larger, 50%.

4" and under, running thread, 30%.

Standard couplings, 4" and under, 40%.

4½" and larger, 20%.

Terms, 2% 30 days. Approved credit, Ontario, Quebec and Maritime Provinces.

PIPE (Conductor)	Plain	List
2 in., in 10-ft. lengths, list.	$ 8 00	
3 in., in 10-ft. lengths, list.	9 70	
4 in., in 10-ft. lengths, list.	12 80	
5 in., in 10-ft. lengths, list.	17 50	
6 in., in 10-ft. lengths, list.	21 30	

List less 10%.

F.o.b. Toronto, Ottawa, Oshawa.

PIPE, LEAD

See weekly report.

PIPE (SOIL)

Medium and extra heavy pipe, to 6 inch 20%

Medium and extra heavy fittings, 2 to 6 inch 35%

8 inch pipe and fittings 15%

F.o.b. Toronto, Montreal.

PIPE (STOVE)

See prices under Wares, etc.

PITCH

Pine, black, per bbl.	10 00
Navy pitch, per bbl.	6 50

F.o.b. Montreal, Toronto.

PLANTERS, CORN

King of Field, dozen	$11 25
Triumph, doz.	9 40

POLISH (O-Cedar)

4-oz. bottles, doz., list.	3 00
12-oz. bottles, doz., list.	6 00
1-qt. can, doz., list.	15 00
½-gal. cans, doz., list.	24 00
1-gal. cans, doz., list.	36 00

Discount, 33 1-3 per cent.

Liquid Veneer—	
4 oz., doz.	$2 00
12 oz., doz.	4 00
32 oz., doz.	8 40
64 oz., each	1 20
128 oz., each	2 10

F.o.b. Toronto, London.

POLISH, METAL

Bon-Ton

Size Case	Doz.	Case
¼ pts., 3 doz.	$1 15	$3 40
½ pts., 3 doz.	2 10	6 00
Pints, 2 doz.	3 15	6 60
Quarts, 2 doz.	4 65	9 00
½ gal., 1 doz.	8 40	8 40
Gal., ½ doz.	....	6 90

PUMPS

	Pitcher Spout	Closed Spout
No. 1	$2 75	$2 95
No. 2	3 05	3 30
No. 3	3 40	3 65

F.o.b. Montreal, Toronto, Hamilton, London.

RIVETS AND BURRS

Iron rivets, 7-16 inch and smaller, blacked and tinned, 40 and 5%; Iron Burrs, 40 and 5%.

Copper rivets, usual proportion of burrs, discount 15%; burrs, add 20 to 25%.

Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¾-lb. pkgs., 2c lbs. Coppered Rivets, net extras, 3c per lb.

F.o.b. Montreal, Toronto, London.

ROOFING	Per square
Samson, 1-ply, roll	$2 30
Samson, 2-ply, roll	2 75
Samson, 3-ply, roll	3 30
R. S. Special, 1 ply	1 75
R. S. Special, 2 ply	2 00
Everlastic, 1-ply	1 80
Everlastic, 2-ply	2 10
Everlastic, 3-ply	2 40
Good Luck, 1-ply	1 70
Good Luck, 2-ply	2 00
Good Luck, 3-ply	2 35
McCombe Sp., 1-ply	1 60
McCombe Sp., 2-ply	1 85
McCombe Sp., 3-ply	2 20
Black Cat, 1-ply	1 95
Black Cat, 2-ply	2 25
Black Cat, 3-ply	2 60
Black Diamond Ready Roofing, 2-ply	1 35
Black Diamond Ready Roofing, 3-ply	1 65
Liquid roofing cement, per gal., in barrels	0 31
5 and 10 gal. lots, per gal.	0 44
Coal Tar (refined), bbl.	8 25
Roofing Pitch, per cwt.	1 20

F.o.b. Toronto and Montreal.

ROPE	Lb.
Pure Manila basis	34
British Manila basis	30
New Zealand hemp basis	30
Sisal basis	27½

Above quotations are basis prices, ¾ in. and larger diameter. The following advances over basis are made for smaller sizes:—⅝ in., ½c; 9-16 to 7-16 in. inclusive, 1c; ⅜ in., 1½c; ¼ and 5-16 in., 2c; 3-16 in., 2½c extra.

Single lath yarn basis	27½
Double lath yarn	28
Yacht marline, tarred	54
Halyards	47
Hemp, deep sea line basis	47
Hemp, tarred ratline basis	40
Hemp, tarred bolt rope basis	42
Marline and Houseline	42
Italian rope basis. On application	
Cotton, ⅛ in.	0 81¾
5-32 in.	0 80¾
3-16 in.	0 64
¼-in. and up	0 63

F.o.b. Toronto, Montreal, Brantford, London, Hamilton.

RULES, BOXWOOD (LUFKIN)—

651B (68), $2.10 dozen; 761 (61), $2.70; 851 (51), $3.25; 771 (84), $6.35; 781 (62), $7.80; 861A (53½), $7.85; 852 (73), $5.10; 752B (7), $6; 386 (32), $6.90; 3851 (66½), $5.85; 465 (69), $1.80; 171 (36), $4.60.

F.o.b. Montreal, Toronto, London.

TAPES, MEASURING (LUFKIN)—

	Each
263, 50 ft. Challenge Steel	$3 95
103, 50 ft. Reliable Jr. Steel	4 05
243, 50 ft. Rival Steel	3 50
1243, 50 ft. Rival Jr. Steel	3 50
603, 50 ft. Metallic	3 00
604, 66 ft.	3 30
403, 50 ft. Linen	2 15
	Dozen
713, 50 ft. Ass Skin	5 40
714, 66 ft. Ass Skin	6 50
143, 3 ft. Steel Pocket	7 10
145, 5 ft. Steel Pocket	9 65
175, 5 ft. Linnine Pocket	5 55
165, 5 ft. Cotton Pocket	1 60

F.o.b. Montreal, Toronto, London.

SANDPAPER

B. & A. sandpaper, 12½% off list.

Star sandpaper, 12½% off list.

B. & A. emery cloth, 30% on list.

F.o.b. Toronto, Montreal.

SCALES	Scale List	Stamping extra
Champion—		
4 lb.	$5 50	$0 80
10 lb.	7 50	0 30
240 lb.	12 50	0 50
600 lb.	28 00	1 00
1200 lb.	35 00	1 00
2000 lb.	50 00	1 00
2000 lb. Drop lever	57 00	1 00
10-lb. Household	5 60	0 10
25-lb. Household	6 00	0 30

Champion list prices subject to discount of 5%; Standard scales, 10% discount; Weigh Beams, 5% discount. No discount allowed on stamping charge. F.o.b. Toronto, Montreal, Hamilton.

SCYTHES	Doz.
Cast Steel	$15 00
Golden Clipper	16 00
Little Giant	17 00

YOU cannot judge the quality of a man by his clothes nor the quality of a brush by its outward appearance, but—**just as you may measure the man unerringly by the company he keeps, so may you gauge the brush, truly, by the character of the people who sell it.**

RUBBERSET

TRADE MARK

PAINT AND VARNISH BRUSHES



meet the acid test of selection on the part of those concerns whose mere offering of any article amounts practically to giving their own bond as to its complete *worthiness* for rendering that particular service for which it is intended.

In proof of this statement, and as a most convenient and valuable guide for the use of dealers, manufacturers and other large consumers, we take pride in submitting the following directory of *jobbers* from whom RUBBERSET BRUSHES may be obtained at wholesale:



ALBERTA

Hudson's Bay Co., Edmonton.
Marshall-Wells Alberta Co., Ltd., Edmonton
National Drug & Chemical Co. of Canada, Ltd., Calgary and Edmonton.
Northern Hardware Co., Ltd., Edmonton.
Revillon Wholesale Limited, Edmonton.
G. F. Stephens & Co., Ltd., Calgary.
Watson Campbell & Smith, Ltd., Calgary.
Wood-Vallance-Adams, Ltd., Calgary.
J. H. Ashdown Hardware Co., Ltd., Calgary.
Bouey Bros. Co., Ltd., Calgary.

BRITISH COLUMBIA

British Columbia Barber Supply, Vancouver.
Canadian Agencies, Limited, Lethbridge.
McLennan, McFeely & Co., Ltd., Vancouver.
National Drug & Chemical Co. of Canada, Ltd., Vancouver.
E. G. Prior & Co., Ltd., Victoria.
A. Ramsay & Son, Ltd., Vancouver.
J. A. Tepoorten, Ltd., Vancouver.
Wood-Vallance Hardware Co., Nelson.
Wood-Vallance & Leggatt, Ltd., Vancouver

MANITOBA

J. H. Ashdown Hardware Co., Ltd., Winnipeg
Bouey Bros. Co., Ltd., Winnipeg.
Chandler & Fisher, Ltd., Winnipeg.
T. Eaton Co., Ltd., Winnipeg.
Marshall-Wells Co., Ltd., Winnipeg.
Martin, Bole & Wynne Co., Ltd., Winnipeg.
Merrick-Anderson Co., Ltd., Winnipeg.
Miller-Morse Hardware Ltd., Winnipeg.
National Drug & Chemical Co. of Canada, Ltd., Winnipeg.
G. F. Stephens & Co., Ltd., Winnipeg.
Walter Woods & Co., Winnipeg.
Wood-Vallance Limited, Winnipeg.
Western Paint Co., Winnipeg.

ONTARIO

Aikenhead Hdwe. Co., Ltd., Toronto.
John Bishop & Sons, Brantford.
Bond Hardman Co., Ltd., Brantford.
Edwin Chown & Son, Kingston.
Wm. Croft & Sons, Ltd., Toronto.
W. B. Dalton & Sons, Ltd., Kingston.
Dixon Wilson Ltd., Toronto.
Drug Trading Co., Ltd., Toronto.
T. N. Dunn, Ingersoll.
T. Eaton Co., Ltd., Toronto.
Fraser Hardware Co., Galt.
Hardware Company of Toronto, Toronto.
D. H. Howden & Co., Ltd., London.
H. S. Howland, Sons & Co., Ltd., Toronto.
R. Hyslop & Co., Ltd., Hamilton.
Wm. Knell & Co., Kitchener.
Leggetts, Limited, Toronto.
Lyman Bros. & Co., Ltd., Toronto.
MacNab Bros., Orillia.
Geo. A. McMurtry Co., St. Thomas.
May Brothers, Toronto.
Mills Hardware Co., Ltd., Hamilton.
J. H. Morin & Co., Toronto.
A. Muirhead Co., Ltd., Toronto.
National Drug & Chemical Company, Ltd., Toronto.
Owl Drug Stores, Limited, Toronto.
Queen City Sales Co., Toronto.
Rice Lewis & Co., Ltd., Toronto.
Sanderson Pearcy & Co., Ltd., Toronto.
Robert Simpson Co., Ltd., Toronto.
Stedman Bros., Ltd., Brantford.
Stewart & Wood, Ltd., Toronto.
G. Tamblyn, Limited, Toronto.
J. C. Wanless, Chatham.
W. Walker & Son, Ltd., Toronto.
Wood, Alexander & James, Ltd., Hamilton.

QUEBEC

C. R. Crowley, Montreal.
Hale Bros., Montreal.
L. Levasseur Co., Ltd., Montreal.
G. A. Lewis Mfg. Co., Montreal.
Mount Royal Color & Varnish Co., Ltd., Montreal.
M. Philbin Hardware Co., Montreal.
Pioneer Manufacturing Co., Montreal.
Dominion Brush Mfgrs., Ltd., Montreal.

SASKATCHEWAN

Armstrong Smyth & Dowswell, Ltd., Regina.
J. H. Ashdown Hardware Co., Ltd., Saskatoon.
Cheek Barbers' Supply Co., Regina.
National Drug & Chemical Co. of Canada, Ltd., Regina.
Robt. Simpson Co., Ltd., Regina.

Such establishments as these need no introduction on our part you know them even better, perhaps, than you know us. They afford you the fullest opportunity for dealing in RUBBERSET BRUSHES on the broadest, soundest, most profitable of terms, and in full confidence that your individual interests will be safeguarded in every possible manner.

every bristle gripped EVERLASTINGLY in hard rubber

RUBBERSET CO., LIMITED, FACTORY: SULLIVAN STREET, TORONTO

Bush 15 50
F.o.b. Toronto, London.

SCREEN DOORS
Kasement No. 1—2 ft. 8in. $28.80; 2 ft. 10 in., $30; 3 ft., $31.20; Nos. 2, 3 and 4, 2 ft. 8 in., $31.20; 2 ft. 10 in., $32.40; 3 ft., $34.20 dozen.

SNATHS

	Doz.
00 Patent	$13 75
1	13 20
2	12 65
3	11 55

SCREWS
Discounts off Standard List adopted Aug. 1, 1903.

Wood, F. H., bright	77½%
Wood, R. H., bright	75%
Wood, O. H., bright	75%
Wood, F. H., brass	55%
Wood, R. H., brass	52½%
Wood, O. H., brass	52½%
Wood, F. H., bronze	50%
Wood, R. H., bronze	47½%
Wood, O. H., bronze	47½%
Square cap	20
Hexagon cap	20

Wooden Bench Screws
Dozen $7 00

SHEETS, BLACK
See Montreal and Toronto report.

SHEETS, CORRUGATED
See weekly report.

SHEETS, GALVANIZED
Premier Galvanized

10¾ oz.	$8 10
U.S. 28	7 70
U.S. 26	7 40
22 and 24	7 25
18 and 20	7 10
16	6 95
14	6 80

F.o.b. Hamilton and Toronto.

SHINGLES METAL
Standard galvanized $10 00
Standard painted 8 00
Discount 7½%.

SIDING METAL
Standard galvanized $8 50
Standard painted 6 50
Discount 7½%.

On shipments of 300 lbs. and over, freight is allowed south and east of and including North Bay; also several western counties in Quebec Province. Places north and west of North Bay, the freight is equalized on North Bay. For Quebec and Maritime Provinces, freight is equalized on Montreal.

SOLDERING COPPERS
Base, 3 to 8 lbs., 42c, F.o.b. Toronto and Hamilton.

SOLDER, BAR
See weekly report.

SPOUTS, SAP
Eureka, per M.....$13 50 $16 50

STAPLES
See Wire Products.

STOVES

Oil Burning Cooking	List each
Perfection No. 32, 2-burner	18 75
Perfection, No. 33, 3-burner	24 25
Perfection, No. 34, 4-burner	30 75
No. 22G oven for above stoves	7 25

Discount, 25% off list.
Freight allowed on shipments of 12 stoves.

McClary Glass Front Oven No. 70, each, net	4 25
Detroit Glass Front Oven, No. 85, each, net	4 50

F.o.b. Sarnia, London, Toronto, Ottawa.

Oil Burning Heaters.	List
No. 525, each	7 00
No. 530, each	8 25
No. 630, each	10 25

Discount 25% off list.
Freight allowed on shipments of 24 heaters.

STRETCHERS, CURTAIN—

No. 33, per doz.	$34 50
No. 98, per doz.	18 50
No. 99, per doz.	23 00
Star, No. 1, doz.	$21 00
Star, No. 2, doz.	24 00
Adjustable Pin, No. 44, doz.	30 00

STRETCHERS, WIRE

Hercules, doz.	$2 60
Sampson, doz.	7 50

SPADES, SHOVELS AND SCOOPS

	1st Grade %	2nd Grade %	4th Grade %
Plain Back Shovels and Spades	25 and 25	25 and 25	25 and 25
Draining Tools	25 and 25	25 and 25	.....
Hollow Back Scoops	25 and 25	.....	25 and 25
Sand Shovels	25 and 25	.....	25 and 25
Hollow Back Shovels	25 and 25	.....	25 and 25
Hollow Back Coal Shovels	25 and 25	.....	25 and 25
Riveted Back Scoops	25 and 25	25 and 25	25 and 25
Miners' Spring Point Shovels	25 and 25	.....	.....

Above discounts apply whether goods are sold in carload or less than carloads.
The above discounts apply only to Black List; Black List prices being as follows:

BLACK LIST PRICES

Plain Back Shovels and Spades	$29.00	$28.00	$25.00
Draining Tools, No. 2, black	29.00	27.50	.....
Hollow Back Scoops, No. 2, black.	34.50	.....	32.00
Coal Shovels, Hollow Back, No. 2, black	32.00	.....	30.00
Sand Shovels, No. 2, black	27.50	.....	24.00
Hollow Back Shovels, No. 2, black.	27.50	.....	24.00
Riveted Back Scoops, No. 2, black.	37.50	35.50	34.00
Miners' Spring Point Shovel, No. 2, black	36.50	.....	.....

NET EXTRAS—
For each size larger than No. 2, add 25c dozen net.
F.o.b. London, Hamilton, Toronto, Gananoque, Ottawa, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon.

SWEEPERS, CARPET

	Bissell's Doz.
American Queen, Nickeled Fittings, Cyco Ball Bearing	$48 00
Club, Jap. Cyco Bearing	102 00
Champion, Nickeled Fittings	40 00
Champion, Japan'd Fittings	34 00
Grand, Nic., Cyco B.B.	61 00
Grand, Jap., Cyco B.B.	55 00
Grand Rapids, Nic., Cyco B.B.	45 00
Grand Rapids, Jp., Cyco B.B.	39 00
Parlor Queen, Nic., Cyco, B.B.	51 00
Princess, Nic., Cyco B.B.	46 00
Standard, Nickeled Fittings	42 00
Standard, Jap'd Fittings	36 00
Universal, Nic., Cyco Bearing	43 00
Universal, Jap., Cyco Bearing	37 00

SWEEPERS, VACUUM

	Bissell's Doz.
Grand Rapids, Nic.	$98 00
Household, Jap.	88 00
Superba, Nic.	114 00

F.o.b. factory Niagara Falls, Ont.
Prices guaranteed by manufacturers against their own decline to Dec. 31, 1919. Also stocked by jobbers.

SWEEPERS (ELECTRIC)

Steel frame	$36 40
Aluminum frame	43 90
Attachments, set	8 25

F.o.b. Toronto, Hamilton, London.

TACKS Discount
Wire Tacks ..... 60 and 10%
Revised Hardware Tack List adopted Jan. 1, 1916 ..... 60 and 15%
Double pointed tacks ... 60 10%
Shoe findings list adopted July 5, 1917..... Net List
List of Capped Goods adopted Jan. 1, 1916...60 and 15%
F.o.b. Toronto, Hamilton, Montreal, London.

TINNERS' TRIMMINGS
See prices under head of Wares.

TOASTERS, ELECTRIC

Canadian Beauty	$4 50
Upright, with rack	6 40

TOOLS, HARVEST
Waverly, Wellandvale, Rixford, Maple Leaf, Bedford, 17½% discount. Samson, 12½% discount.
F.o.b. Montreal, Toronto, Hamilton, London.

TROUGH (EAVE)
O. G. Square bead and half round:

Size in girth	Per 100 ft.		
8 in.	$ 6 90	15 in.	$12 50
10 in.	7 70	18 in.	16 00
12 in.	9 10	List less 10%.	

F.o.b. Toronto, Oshawa, Ottawa.

TRAPS (GAME) Doz. with chain

Victor, No. 1	$2 20
Jump, No. 1	2 95
Hawley & Norton, No. 1	3 45
Newhouse, No. 1	5 00

F.o.b. Toronto, London, Hamilton, Montreal.

TWINE (BINDER) Per lb.

500 ft.	$0 22
550 ft.	0 23¾
600 ft.	0 25
650 ft.	0 26½

In 5-ton lots, ¼c discount from above; 10 tons and upwards, ¼c discount. Freight paid on 300 lbs. and over to nearest station.
F.o.b. Montreal, Toronto, Brantford, Hamilton, London.

TWINE (COTTON)

3-ply wrapping, lb.	0.65½
4-ply wrapping, lb.	0.69

F.o.b. Toronto, Hamilton, London.

WOOD TUBS

No. 0, per dozen	$19 80
No. 1, per dozen	17 60
No. 2, per dozen	15 40
No. 3, per dozen	13 20

F.o.b. Newmarket.

VALVES %

Compression work, standard	50
High grade	49
Fuller work, standard	45
High grade	38
Basin cocks, No. 0, Standard	40
High grade	40
Bath cocks, compression	50
Flatway stop and waste cocks, standard	50
High grade	47
Roundway stop and waste cocks, standard	50
High grade	47
Brass steam cocks, standard	10% advance on list
Radiator valves, standard	31
Do., removable seat	Net list
Patent quick opening valves	30
Globe, angle and check valves, standard	23
Do., Jenkins Disc,	22
Jenkins Valves	17½
Standard Gate	35

F.o.b. Toronto.

Penberthy Brass Valves

Compodisk Valves	15
Gate Valves	25
Regrinding Valves	10
Swing Check Valves	10

WARES, ETC.
Scotch Grey Ware, 50 and 10%.
Colonial, 33 1-3%.
Imperial Ware, 33 1-3%.
Pearl, 33 1-3%.
Premier, 10%.
Canada Ware, 10%.
Diamond, 10%, White Ware, 50%.
Japanned Ware, list plus 20%.
Japanned Ware. White, list, plus 30%.
Plain and Jap. Sprinklers, list plus 20%.
Stamped Ware, plain, 50%.
Stamped Ware, retinned, 45%.
Copper Bottoms, net list.
Tinners' Trimmings, 50%.
Tinners' Trimmings, retinned, 45%.
Tinners' Trimmings, general, list plus 10%.
Factory Milk Cans, list plus 50%.
Milk Can Trimmings, list, plus 60%.
Cream Cans, list, plus 25%.
Railroad Cans, list, plus 20%.
Sheet Iron Ware, list, plus 10%.
Pieced Ware, ordinary, list, plus 30%. Fry pans, 40 and 10%.
Pieced Tinware, C.B., list, plus 50%.
Spiders, steel, 10% off; cast iron, 10%.
Fire Shovels, Japanned, list, plus 10%.
Steel Sinks, painted, list plus 25%.
Steel Sinks, painted, list plus 15%.
Light Galv. Pails and Tubs, list plus 20%.
Heavy Galv. Pails and Tubs, list, plus 10%.
Garbage Pails, list, plus 10%.
Jap. Coal Hods, list, plus 25%.
Galv. Coal Hods, list, plus 40%.
Paper Lined Boards, 40 and 5%.
Wood Lined Board, 30% and 5%.
Stove Pipe, Standard, list plus 33 1-3%
Stove Pipe Thimbles, 50%.
Copper Boilers, net list.
Copper Tea Kettles, net list.
Copper Tea Kettles, 3 doz. lots, list less 10%.
Copper Tea and Coffee Pots, net list.
Copper Tea and Coffee Pots in 3 doz lots, less 10%.
Nickel-plated Ware, 50%.
F.o.b. Montreal, Toronto, London, Hamilton.

WROUGHT WASHERS
Round plain. Sizes given are size of hole. In boxes of 50 lbs., list prices, per 100 lbs.—¼ in., $28.00; 5-16 in., $24.40; ⅜ in., $22.80; 7-16 in., $21.00; ½ in., $19.60; 9-16 in., $18.80; ⅝ in., $18.60; 11-16 in., $18.40; ¾ in., $18.20; 13-16 in., $18.00; 1 1-16 in., 1⅛ in., 1¼ in., $18.00; 1 1-1½ in., 1⅜ in., 1¼ in., 1 5-16 in., $18.00; 1⅜ in., 1½ in., 1⅝ in., $18.40; 1¾ in., 1⅞ in., 2 in., 2½ in., $19.00. Discount 45 per cent. Net extras, 26 to 49 lbs. of a size, $1.00; 25 lbs. of a size or less, $2.00 per 100 lbs. Package allowances—if taken in kegs about 175 lbs. each, allowance 10c per 100 lbs.; if taken in bags about 100 lbs., allowance 15c per 100 lbs

WEIGHTS, SASH

	Tor'to	Lond'n	Mont'l
Sectional, 1 lb., per 10 0lbs.	$4.75	$4.00	$4.75
Section, ½ lb., per 100 lbs.	4.75	4.50	4.50
Solid, 3 to 30 lbs., per cwt.	3.25	3.25	3.25

WHEELBARROWS
Navvy, steel wheel, doz. $60 00
Garden, steel, doz. 64 25
Light garden, doz. 46 80
F.o.b. Montreal, Toronto, London.

WIRE PRODUCTS
F.o.b. Toronto, London, Hamilton Montreal, St. John, freight equalized.

Cut Hay Wire	Per 100 lbs.
No. 9	$5 40
No. 10	5 50
No. 11	5 55
No. 12	5 65
No. 13	5 75
No. 13½	5 75
No. 14	5 95
No. 15	6 15
No. 16	6 35

Stovepipe Wire

No. 18	8 25
No. 19	8 75

Fine wire, list plus 20%.
Smooth Steel Wire
Nos. 0-9 gauge, base 5 00
Extras over base sizes on smaller gauges are as follows:
No. 10, 6c extra; No. 11, 12c; No. 12, 30c; No. 13, 30c; No. 14, 40c; No. 15, 55c; No. 16, 70c extra.
Extra net per 100 lbs.—Oiled wire 10c; spring wire, $2.50; bright, soft drawn, 15c; charcoal (extra quality), $1.25; packed in casks or cases, 15c; bagging and paperings,

We Are Making Prompt Shipment of

Seasonable Goods

The demand for all lines of hardware has been very much greater than most dealers anticipated, and stocks of seasonable goods are very much depleted. Prompt shipments on sorting orders are essential. Fortunately we have purchased freely and are in a position to handle rush orders for all lines of seasonable hardware.

LAWN MOWERS

We have a nice assortment of "Taylor-Forbes" and "Brockville" Lawn Mowers, including Empress, Woodyatt, Star, Daisy, "BB," "C", "K", also Townsend's "Victory" Mowers.

GARDEN TOOLS

"Maple Leaf" Garden Tools are well known for their high quality and are strictly guaranteed to give complete satisfaction. Our assortment is complete.

SCREEN DOORS, WINDOWS and REFRIGERATORS

These lines have already been in great demand and there is sure to be a shortage. At the present we are in a position to ship orders promptly.

SPORTING GOODS

The return of Peace conditions has completely swamped the factories with this business. We have a fairly good stock of "REACH" Base Ball Goods suitable for Town League Clubs, and are in constant touch with the factory for further supplies.

AUTOMOBILE ACCESSORIES

If you have not already received a copy of our Accessory Catalogue we will be pleased to send one on request.

MAIL ORDERS

OUR MAIL ORDER DEPARTMENT is at your service for sorting business. Your orders, large or small, will receive careful attention.

WHITES LIMITED
WHOLESALE HARDWARE & METALS
COLLINGWOOD - - ONTARIO

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE
Colors and white—2½-lb. packages, $8.90 for 100 lbs.; 5-lb. packages, $8.40 for 100 lbs. F.o.b. Montreal, Toronto, London.

BRONZING LIQUID
Bronzing liquid, No. 1..$1.50-$2.00
Banana oil, gal. 3.50- 7.00
F.o.b. Montreal, Toronto.

BLUE STONE Montreal Toronto
Per lb. 11-12c 12

COLORS (DRY) Per lb.
Raw Umber, No. 1, 100-lb. kegs 0 07
Do., pure, 100-lb. kegs... 0 15
Burnt Umber, No. 1, 100-lb. kegs 0 07
Do., pure, 100 lb. kegs.. 0 15
Raw Sienna, No. 1, 100-lb. kegs 0 07
Do., pure, 100-lb. kegs.. 0 15
Burnt Sienna, No. 1, 100-lb. kegs 0 07
Do., pure, 100-lb. kegs.. 0 15
Imp. green, 100-lb. kegs... 0 1[illegible]
Chrome green, pure..... 0 35
Chrome yellow 17-31
Brunswick green, 100-lb. kg 0 12
Indian red, 100-lb. kegs.... 0 15
Indian red, No. 1, 100-lb. k. 0 06
Venetian red, best bright.. 0 04
Venetian red, No. 1..... 0 02½
Drop black, pure dry 0 15
Golden ochre, 100-lb. kegs.. 0 06½
White ochre, 100-lb. kegs.. 0 04
White ochre, barrels 0 03
Yellow ochre, barrels ... 0 03½-5
French ochre, barrels 0 06
Spruce ochre, 100-lb. kegs.. 0 07-8
Canadian red oxide, bbls...0 02-2¼
Super magnetic red 0 02¼-2½
Vermilion 0 40
English vermilion 2 50
F.o.b. Montreal, Toronto

COLORS IN OIL, PURE
1 lb. tins—
Venetian red 0 21
Indian red 0 35
Chrome yellow, pure 0 53
Golden ochre, pure 30-32
French spruce ochre, pure. 25-28
Greens, pure 28-35
Siennas 0 32
Umbers 0 32
Ultramarine blue 0 52
Prussian blue 1 50
Chinese blue 1 50
Drop black 0 30
Ivory black 0 31
Signwriters' black, pure ... 0 40
Lampblack 0 40
Marine black, 5-lb. irons... 0 20
F.o.b. Montreal, Toronto

ENAMELS (white) Gal.
Duralite $6 50
Albagloss 3 50

GLUE Per lb.
Brantford All Round Glue—
Case No. 7—50 1-lb. pkgs....$25 00
Case No. 8—100 ½-lb. pkgs.. 28 00
Case No. 9—200 ¼-lb. pkgs... 35 00
Discount—
French medal (prices withdrawn).
English common sheet 32-34
English prima 35-38
White pigsfoot 0 50
Cake bone, 112-lb. bags 0 35
Hide, 112-lb. bags..... 0 45
Gelatine, 112-lb. bags 45-60
Ground glues, 112-lb. bags, No. 1 28-30
Ground glue, No. 2, 112-lb. bags 22-24
Do., No. 2, less than bags. 0 24

GLASS

Per 100 ft.	Single Thick	Double Thick
Under 25	$16 80	$22 90
26 to 34	17 80	24 85
35 to 40	18 35	26 40
41 to 50	23 50	30 00
51 to 60	24 60	30 80
61 to 70	26 50	32 70
71 to 80	29 70	35 40
81 to 85	....	45 45
86 to 90	....	48 85
91 to 94	....	49 80
95 to 100	....	58 55
101 to 105	....	65 35
106 to 110	....	73 10

Discount box glass, 20 to 25%.
Sheet glass, 5 to 10%. Cash 2%.
F.o.b. Montreal, Toronto, London, Hamilton.

GLASS, PLATE
Plates up to 1 foot, each $0 80
Plates from 1 to 2 feet, each 0 90
" 2 to 3 " 0 95
" 3 to 4 " 1 15
" 4 to 5 " 1 35
" 5 to 7 " 1 50
" 7 to 10 " 1 70
" 10 to 12 " 1 75
" 12 to 15 " 1 85
" 15 to 25 " 1 95
" 25 to 50 " 2 15
" 50 to 75 " 2 20
" 75 to 90 " 2 25
" 90 to 100 " 2 30
" 100 to 120 " 2 60
" 120 to 140 " 2 90
Plates 101 to 110 wide containing not over 100 ft. each... 3 00
Plates 111 to 120 wide containing not over 100 ft., each... 3 40
Plates 101 to 110 wide containing over 100 ft., each 3 40
Plates 111 to 120 wide containing over 100 ft., each 3 75
Trade Discount, 25%.
City deliveries, 33 1-3%.
Montreal, London, Hamilton, Toronto, Kitchener.

GLAZIERS' POINTS
Zinc coated, $1.45 per doz. packpackages 6 lbs. gross.
Zinc, pure, prices withdrawn.
F.o.b. Montreal, Toronto.

LEAD, WHITE (Ground in oil).
Prices are per 100 lbs. in ton lots. Less than ton lots are 35c per 100 lbs. higher than quoted below. F.o.b. Ottawa, 20c advance per 100 lbs. F.o.b. London and Windsor, 40c per 100 lbs. F.o.b. Toronto and Hamilton, 30c per 100 lbs. F.o.b. Fort William and Port Arthur, ... per 100 lbs.
Maritime differential 35c per 100 lbs. over Montreal

	Montreal	Toronto
Anchor, Pure	$16 00	$16 30
Crown Diamond	16 00	16 30
Crown, Pure	16 00	16 30
Green Seal	16 00	16 30
Ramsay's Pure	16 00	16 30
Moore's Pure	16 00	16 30
Tiger, Pure	16 00	16 30
O.P.W. Dec. Pure	16 00	16 30
Red Seal	16 00	16 30
Decorators' Pure	16 00	16 30
O.P.W. English	16 20	16 50
Elephant Genuine	16 50	16 80

B.B. Genuine Lead, less than tons, $18.45, Toronto; $18.15, Montreal. Ton lots 5% off; five-ton lots, 10% off.

LEAD (RED DRY)

	Montreal	Toronto
Genuine, 560-pound casks, per cwt.	$12 50	$14 50
Genuine, 100-pound kegs, per cwt.	13 75	15 50
Less quantity	15 50	17 00

F.o.b. Montreal, Toronto.

LEAD, ARSENATE

	Per pound Dry	Paste
Barrels, 600 lbs.	$....	$0 21
200s	0 32½	....
100s	0 33	0 22
50s	0 33	0 23
25s	0 34½	0 23
10s	0 35	....
5s	0 36	0 25
2s	....	0 26½
1s	0 39½	0 29
½s	0 43½	....

F.o.b. Toronto, Montreal, Hamilton and London.

MURESCO
Tints, 5-lb. packages, per 100 lbs., $9.60; white, 5-lb. packages, $9.00.
F.o.b. Toronto.

LINSEED OIL
For prices see weekly report.

PAINTS, PREPARED
Price per gallon, 1 gallon can basis

Elephant, white	$4 20
Elephant, colors	3 80
B.H. English, white	4 30
B.H. English, colors	4 05
B.H. Floor	3 50
B.H. Porch Floor	4 05
Minerva, white	4 15
Minerva, colors	3 90
Crown Diamond, white	4 05
Crown Diamond, colors	3 80
Crown Diamond, floor	3 50
B.H. Fresconette, white	3 35
B.H. Fresconette, colors	3 25
Moore's House Colors, white..	4 05
Moore's House Colors, colors.	3 90
Moore's Egyptian Paint, all colors	3 25
Moore's Floor Paint	3 50
Moore's Sani-Flat	3 00
Moore's Moorамel	6 50
Jamieson's Crown Anchor	3 55
C.P.C. Pure, white	4 30
C.P.C. Pure, colors	4 05
O.P.W. Canada Brand, white.	4 05
O.P.W. Canada Brand, colors	3 75
O.P.W. Canada Brand, floor..	3 50
O.P.W. Flat Wall, white....	3 35
O P.W. Flat Wall, colors	3 25
Ramsay's Pure, white	4 15
Ramsay's Pure, colors	3 85
Martin-Senour, 100%, white..	4 30
Martin-Senour, 100%, colors..	4 05
Martin-Senour, Porch Paint ..	4 05
Martin-Senour, Neutone, white	3 35
Martin-Senour, Neutone, colors	3 25
Senour's Floor Paint	3 50
Sherwin-Williams, white	4 30
Sherwin-Williams, colors	4 05
Sherwin-Williams, floor	3 50
Flat Tone, white	3 35
Flat Tone, colors	3 25
Lowe Bros., H.S., white	4 30
Lowe Bros., H.S., colors	4 05
Lowe Bros.,hard drying floor..	3 50
Mellotone, white	3 50
Mellotone, colors	3 35
Sanitone, white	3 35
Maple Leaf, white	4 30
Maple Leaf, colors	4 05
Maple Leaf, floor	3 50
Pearcy's Prepared, colors	3 50
Pearcy's Prepared, white	3 75

F.o.b. Montreal, Toronto.

PARIS GREEN Per lb.
In barrels, about 600 lbs.... $0 48
In kegs, about 250 lbs. ... 0 48½
In 50 lb. and 100 lb. drums 0 49
In 25 lb. drums 0 50
In 1 lb. packets, 100 lbs. in case 0 52
In ½ lb. packets, 100 lbs. in case 0 54
F.o.b. Montreal, Quebec, Moncton, St. John and Halifax, Toronto, Hamilton, London and Ottawa. Terms one month net or 1% in 15 days.

PUTTY

Standard	Montreal Less than tons	Toronto tons
Bulk, in casks	$5 60	$5 90
Bulk, 100-lb. drums..	6 45	6 75
Bulk, 25-lb. drums ..	6 70	7 00
Bulk, 12½-lb. irons..	6 95	7 25
Bladder, in bbls.	7 35	7 65

Ton lots standard are 35 per hundred pounds less; five-ton lots 60c less than above prices.
Pure Putty, $2 cwt. advance.
Ottawa prices are 20c; Hamilton 30c; London and Windsor 40c per 100 lbs. over Montreal quotations.

ROSIN
Barrels, 100 lbs. $8 00
Less, per lb. 0 10

SHELLAC
Pure White, gal. (1 gal. tins) $5 65
Pure Orange, gal. (1 gal. tins) 5 15
Gum Shellac, TN, 74-76c lb.; finest orange, 79-95c; bone dry white, 85c. F.o.b. Toronto, London.

PAINT AND VARNISH REMOVER
Taxite, 1 gal. cans $3 30
B.H. Vanisher 3 00
Cumoff 3 30
Takof 2 75
O.P.W. Presto 2 75
Lingerwett 2 80-3 25
Solvo 3 00
F.o.b. Montreal, Toronto.

VARNISHES Per gal. cans
No. 1 Furniture, extra, barrels, $1.10-$1.21 gal.; gal. tins ..... $1.32-$1.43
B.H. Stovepipe Varnish, Anchor, ½ pints, per doz.... 1 40
Depend-on, list 3 50
B.H. Maritime Spar, list 7 20
Everlastic, Depend-on and Maritime Spar subject to discount of 40%.
Elastilite 3 50
Granitine Floor Finish 3 50
Hydrox Spar 3 50
Sun Varnish 2 60
Sun Spar 4 63
Sun Waterproof Floor 3 40
Jasperite Interior and Exterior 3 00
Jasperite Pale Hard Oil 2 25
Jasperite Indestructo Floor Varnish 3 00
Jamieson's Copaline 3 02
M-S Marble-Ite Floor 3 29
M-S Wood-Var 3 29
M-S Double Spar 4 57
M-S Finest Interior 3 84
Elastic Interior 2 64
Mar-not 3 40
Quick Action House 2 40
Rexspar 4 62
Smear-Not 3 34
Kyanize Spar 4 94
Kyanize Cabinet Rubbing .. 3 84
Kyanize Interior 3 84
Luxeberry light 3 80
Luxeberry granite 3 52
Luxeberry spar 4 93
Ramsay's Universal 2 92
Crown Diamond Floor 2 60
F.o.b. Montreal, Toronto.

WATER PAINTS
Opalite, 300 lb. bbls. 0 13½
Opalite, 100 lb. kegs 0 14
1 gal. packages, per pkg... 0 75
½ gal. package, per pkg.... 0 40
Coralite, 5-lb. pkgs., white. 0 07
Coralite, 5-lb. pkgs., colors. 0 07½
B.H. Frescota, 5-lb. pkgs., white 7 80
B.H. Frescota, 5-lb. pkgs., colors 8 40
F.o.b. Montreal, Toronto.

WASTE
Cream, Polishing $0 21½

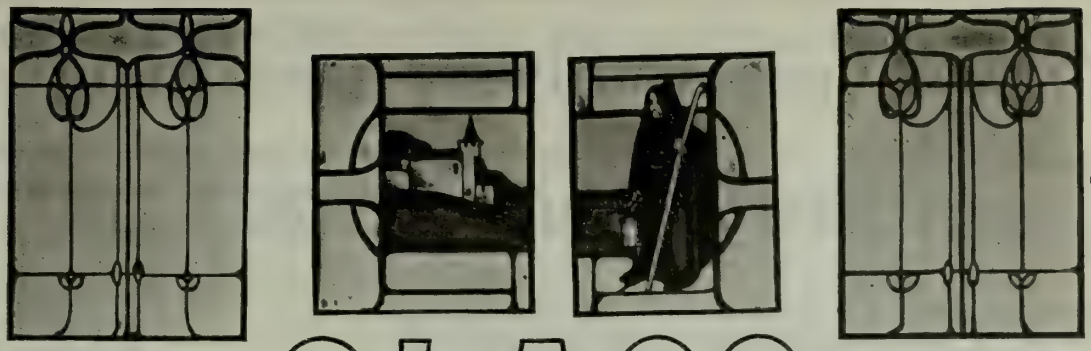
WHITE
XXX 0 19
XX 0 18
X 0 16½
XC 0 15
Japanese 0 14
XXX Extra 0 19½
XX, grand. 0 18¼
XLCR 0 17
X Empire 0 15½
X Press 0 14

COLORED
No. 5 ..... 0 15
No. 1 ..... 0 13½
No. 7 ..... 0 12
No. 1A 0 10¾
No. 1B 0 09½
Fancy 0 15½
Lion 0 14
Standard 0 12½
Popular 0 11
Keen 0 09½
Above lines subject to trade discount for quantity.

WAX Per lb.
C. & B. Floor Wax $0 40
B.H. Wax 0 40
Ronuk Floor Wax, lb. 0 38
Berry Bros. 0 34
Imperial Floor Wax 0 40
Anchor 0 33
O.P.W. Lion Brand 0 45
Old English 0 53 0 62
Johnson's 0 62
Jamieson's liquid wax, gal. ... 2 75
Gold Medal 0 42
Edwards, lb. 0 40
Ramsay's 0 45
S. & W. 0 54
Crown Diamond 0 45
F.o.b. Montreal and Toronto.

WHITING
Plain, in bbls. $2 50
F.o.b. Montreal, Toronto, London.
Gilders, bolted, in bbls. $3 00

WOOD ALCOHOL Per gal.
In five gallons ....
In barrels ....
$4 extra for barrels.
F.o.b. Montreal, Toronto, London.



GLASS

Now is the Time to Sort up on

WINDOW GLASS

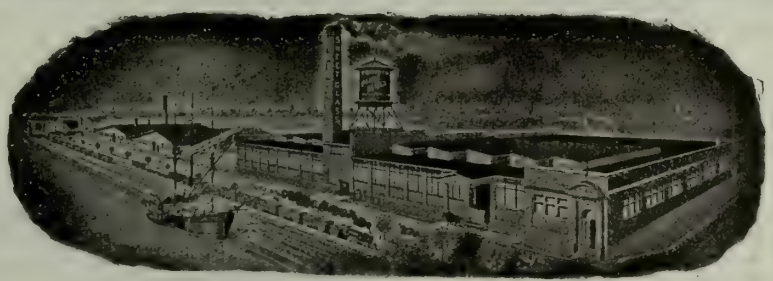
ALL WEIGHTS

16-ounce, 21-ounce, 26-ounce, 29-ounce, 34-ounce and 39-ounce.
WE CAN TAKE CARE OF YOUR REQUIREMENTS FROM ANY OF OUR WAREHOUSES, AND MAKE PROMPT SHIPMENTS.
WE CAN SUPPLY ANYTHING IN PLATE, BEVELLED PLATE, MIRRORS, FIGURED, WIRED, LEADED AND WINDOW GLASS.
CATALOGUES AND PRICE LISTS FREE ON APPLICATION. WRITE, PHONE OR WIRE YOUR WANTS.

HOBBS MANUFACTURING COMPANY, LIMITED

MONTREAL TORONTO LONDON WINNIPEG

RED **S** BRAND WINDOW GLASS



GLASS BENDERS TO THE TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

DON ROADWAY TORONTO

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863
Twelve Medals of Award at INTERNATIONAL Expositions.



INCORPORATED 1895
Special Grand Prize
GOLD MEDAL
Atlanta, 1895.

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY - - - - PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, $11.00.

Shot, soft, per cwt., $17.20; chilled, $18.70; buckshot, $18.00; ball, $18.40.

Dominion Metallics—B.B. Caps, $2.80; C.B. Caps, $3.50; 22 Short Black or Lesmok, $4; 22 Long Black or Lesmok, $4.80; 22 Short Smokeless, $4.30; 22 Long Smokeless, $6; 22 Long Rifle Black, $5.60; 22 Long Rifle Smokeless, $7 per M. net. Center Fire Pistol, 22%; Center Fire Sporting, 25% off American list.

American Metallics—B.B. Caps, $3.06; C.B. Caps, $3.85; 22 Short Black, $4.35; 22 Long Black, $5.25; 22 Long Rifle Black, $7.70; 22 Short Smokeless, $4.69; 22 Long Smokeless, $6.55; 22 Long Rifle Smoke, $7.65 per M. net. Center Fire Pistol, 10% on list; Center Fire Sporting, 10% on list.

Loaded Shells—Crown Black Powder, 12 ga., $31; Sovereign Smokeless, 12 ga., $38; Regale Smokeless, 12 ga., $38; Nitro Club Smokeless, 12 ga., $45; Canuck Smokeless, 12 ga., $41 per M. net. Empty Paper Shot Shells, $14 per M.; Empty Brass Shot Shells, $6.65 per 100.

ANVILS

Peter Wright, 80 lbs. and up, 25c per lb.; clip horn, 26c lb.

Norris, 80 lbs. and over, 16c.

AXES

Single Bit	$14 50	$20 00
Rouble Bit	16 50	21 50
Broad Axes	32 00	35 00

AUGER BITS

Standard List Prices per Dozen			
3 16	$6 00	18/16	$12 00
4	5 00	19	14 00
5	5 00	20	14 00
6	5 00	21	16 00
7	5 00	22	16 00
8	5 00	23	18 00
9	6 00	24	18 00
10	6 00	25	21 00
11	7 00	26	21 00
12	7 00	27	24 00
13	8 25	28	24 00
14	8 25	29	27 00
15	9 50	30	27 00
16	9 50	31	30 00
17	12 00	32	30 00

Discounts from standard list prices

Irwin	10%
Gilmour	45%

BARS, CROW. $11.25 per 100 lbs.

BAR IRON

Bar Iron—$5.25 base; Swedish iron, $5.25; sleigh shoe steel, $5.50; spring steel, $6.50; machinery steel, $8.00.

BELTING

Rubber, 6 in. and under, 20-5%; over 6 in., 15-2½%.

Agricultural or No. 1 leather belting, 30-10-7½% off list.

Standard, 27-10% off list. Extra 27%.

"The "double" list is just twice the price of "single."

BELT LACING

In sides, tanned, $1.60 per lb.; cut, $1.80 per lb.; rawhide, sides, $1.55; cut, $1.75.

Blue Stone (Vitriol) 11¾c.

BOLTS

Carriage, ⅜ and smaller, up to 6 inch, 30%; over 6 inch, 15%; 7-16 inch and larger, 10%, machine, ⅜ and under, up to 4 inch, 35%; over 4 inch, 20%; 7-16 and over, 20%; machine set screws, 20%; plough bolts, 25%; stove bolts, 50%; shaft bolts, 5% on list; tire bolts, 45%; sleigh shoe bolts to ⅜ and smaller, 5% on list; 7-16 and up, 5% on list.

BORAX. Borax, per lb., 14c.

BUILDING PAPER

Tarred, $1.10 to $1.60 per roll, according to quality; plain, 80c to $1.45.

BUTTS

Plated—No. 241 Antique Copper and Dull Brass Finish

	Per pr.
2½ x 2½ in.	37
3 x 3 in.	39
3½ x 3½ in.	40
4 x 4 in.	52
4½ x 4½ in.	75
5 x 5 in.	94

Wrought Steel—

No. 840	Net list
No. 800	5% on list
No. 838	Net list
No. 804	5% off list

CHAIN

Coil, 3-16 in., $19.20; ¼, $16.25; 5-16 in., $13.75; ⅜, $12.75; 7-16, $12.35; ½, $12.25; 9-16, $12.25; ⅝, $12.00; ¾, $11.65; 1 in., $11.40; Logging, 5-16 in., $15.55; ⅜, $14.55; ½, $14.05; tie-out, 47½%.

CHURNS

Barrel, No. 0, $6.75; No. 1, $6.75; No. 2, $7.50; No. 3, $8.25; No. 4, $9.75 each.

CLEVISES, MALL. 15c per lb.

CLOCKS—Alarm

	Each
Big Ben	$2 90
Baby Ben	2 90
America	1 35
Lookout	1 75
Sleepmeter	1 85

COPPER

Sheet and planished copper, 60c per lb. Tinned, 55c.

CORD SASH

Coils or Hanks

8, 9, 10 ..... 70 lb.

DRILLS

Bit stock, 45%; Blacksmith, ½ in. round shank, 40%.

EAVETROUGH

Eavetrough, per 100 ft., 8 in., $6.10; 10 in., $6.80; 12 in., $8.00.

Conductor pipe, 2 in., per 100 ft., $7.15; 3 in., $8.65; 4 in., $11.40.

ENAMELWARE

See Wares.

FILES

Globe	Discount 40-5%
Nicholson Gen.	Discount 30%

FITTINGS—Malleable.

Class A	60-10%
Class B and C, off new list	20%
Bushings	20%
Unions	40%
Nipples 4" and under	55%

FORMALDEHYDE

400-lb. bbls., 32c lb.; 200-lb. bbls., 33c lb.; 100-lb. bbls., 34c lb.; 10-lb. jugs, $3.75 each; 5-lb. jugs, $2.00 each; 2-lb. jugs, 85c each.

GALVANIZED WARE

See Wares.

GLASS, WINDOW

	Single	Double
Up to 25 in.	$15 50	19 50
26 to 40	16 50	22 00
41 to 50	19 50	25 00
51 to 60	20 50	25 50
61 to 70	21 50	27 00

GLASS (Plate)

Net list.

GLOBES—LANTERN

	Doz.
Short Pattern	$1 05
Cold Blast, regular	1 05

GRINDSTONES

Per 100 lbs., $3.50.

Mounted on steel frames, $6 to $7.50.

HARVEST TOOLS. 17½%.

HINGES

Light T and strap, 15% off.

Corrugated Strap Hinges — 4, $1.60; 5, $2.20; 6, $3.00; 8, $4.75; 10, $7.00; 12, $10.80.

Corrugated Tee Hinges—4, $2.00; 5, $2.50; 6, $3.40; 8, $5.70; 10, $8.50; 12, $12.00.

HORSESHOES

Iron, No. 0 to 1, $8.35; No. 2 and larger, $8.10; snowshoes, No. 0 to No. 1, $8.60; No. 2 and larger, $8.35; steel, No. 0 to 1, $8.80; No. 2 and larger, $8.55; featherweight, $9.95.

IRON, GALVANIZED

	Apollo and "Fleur Premier de Lis"
10¾ oz. or 2 8Eng.	$9 40
28 Am. or 26 Eng.	9 00
26 Am. or 26 Eng	8 70
24	8 55
22	8 55
18 and 20	8 40
16	8 25

IRONS, SAD

Common Sad Irons, 8 lbs., 11c uer lb.; 4 lbs., 14c per lb.

Mrs. Pott's No. 55, set	$2 00
Mrs. Pott's No. 50, set	2 15

Mrs. Pott's common and iron handles, $1.60 dozen. Mrs. Pott's improved, $2.10 a dozen.

JACKSCREWS

20% off list.

KNIVES—HAY

	Doz.
Heath's	$12 50
Lightning	12 50

LAMP CHIMNEYS

A, per case, 8 doz., $9.10 per doz., $1.25; B, per case 6 doz., $7.80; per doz., $1.40.

LANTERNS

No. 2, plain	$13 00
No. 25, Dash-board	17 50
Short Globe, doz.	13 00

LEAD PIPE, $12.40.

LEAD WASTE, $13.40.

LATCHES—THUMB, STEEL

	Doz.
2	$1 90
3	2 50
4	4 50
Barn Door	
5	2 95
8	3 20
9	5 50

LINSEED OIL

See weekly report.

MACHINES—WASHING

	Each
Dowswell	....
New Century B	....
New Idea	....
Snowball	....

Prices on application.

MATTOCKS

Pick, $13.85; cutter, $13.85.

MOPS

	Doz.
O'Cedar Polish, No. 1	$12 00
O'Cedar Polish, No. 3	12 00
Self-Wringing	5 75

MOWERS—LAWN

	14 in.	16 in
Woodyatt	$ 8 50	$ 9 00
Empress	11 00	11 50
Daisy	6 60	....
Star	7 50	8 00

NAILS

Wire, f.o.b. Fort William, $5.35 base; Winnipeg, $5.85 base. Cut f.o.b. Winnipeg, $6.55.

NETTING—POULTRY

Net Prices per Roll.

1 in. mesh x 24 in.	$6 30
30 in.	7 65
36 in.	9 00
2 in. mesh x 24 in.	3 05
30 in.	3 60
36 in.	4 20
48 in.	5 60
60 in.	6 95
72 in.	8 30

NETTING. Poultry, Hexagon, 10%.

Banner Netting, 24 in., $4.75; 36 in., $6.10; 48 in., $7.25; 60 in., $8.50; 72 in., $9.75.

NUTS

Square, small lots, blank, 4½c tapped, 4¾c advance on list; Hexagon, small lots, blank, 4¾c; Tapped, 5c advance on list; case lots all styles, 1c less than above.

OILS

"Buffolite," 25c; Ideal Thresher, 50c; "B" Caster machine oil, 41c; Buffalo engine gasoline, 37c; Buffalo "A" gas engine oil, 55c; Royal gasoline, 37c; Family safety coal oil, 24½c; Summer black oil, 24½c; Kelso engine oil, 60c; Electro oil, 45c; Royalite oil, 21c; Standard gas engine oil, 45½c; Prairie Harvester oil, 53c.

PAINTS

Stephens' Out White, $4.45; Stephens' House, $4.20; Stephens' Floor, $3.65; Silkstone colors, $3.40; Silkstone white, $3.50; Stephens' Barn Paint, $1.45.

POLISH

O'Cedar —

	Doz.
4 oz.	$2 00
12 oz.	4 00
1 quart	10 00
½ gal.	16 00
1 gal.	24 00
Liquid Veneer—	
4 oz.	$2 00
12 oz.	4 00
1 quart	8 40
½ gal.	14 40

(Continued on second page)

Bon Ton—	Doz.
¼ pints	1 35
½ pints	2 10
Pints	3 15
Quarts	5 10
½ gal.	9 00
Gal.	15 00

Stephens' Stephens' Stephens' Stephens' Stephens' Stephens' Stephens' Stephens' Stephens' Stephens'

Is Your Paint Business Going Forward —Or *Backward?*



Unless your paint business is built upon a rock, sooner or later your trade is going to be swept away by a competitor whose paint business **is** built upon a rock—the rock of good judgment in selecting the right line.

Year after year, Stephens' sales increase in volume —each succeeding year means a greater Paint turnover than ever before. **And we always knew it would.**

From the good-will begun the first day Stephens' Paints were manufactured we anticipated our present great volume of trade, because we have always given our customer—your customer—dollar for dollar value.

Stephens
REGISTERED TRADE MARK

Let us explain the Stephens proposition and tell you what it is doing for other dealers.

G. F. Stephens & Company, Limited

PAINT AND VARNISH MAKERS

WINNIPEG and CALGARY

Stephens' Stephens' Stephens' Stephens' Stephens' Stephens' Stephens' Stephens' Stephens' Stephens'

Winnipeg Hardware Quotations—Continued

PIPE, WROUGHT IRON

Per 100 ft.	Black	Galv.
¼ inch	$ 4 91	$ 7 20
⅜ inch	5 00	7 34
½ inch	6 66	8 37
¾ inch	8 33	10 71
1 inch	12 33	15 75
1¼ inch	16 65	21 29
1½ inch	19 94	25 43
2 inch	26 82	34 25
2½ inch	43 07	54 77
3 inch	56 40	71 70
3½ inch	73 86	.....
4 inch	87 25	.....
4½ inch	100 26	.....
5 inch	116 82	.....
6 inch	151 52	.....

PLASTER. Paris, per bbl., $4.50.

PLATES, CANADA

18 x 21 per box, half polish, $9.25; full polished, ...; 18 x 24, half polished, $9.25; full polished, ... 20 x 28, half polished, $9.50; full polished, ...

PUTTY

100-lb. irons	$7 20
25-lb. irons, per cwt.	7 80
1½-lb. tins	14½

RIVETS AND BURRS

Iron rivets, 30-10%; copper, No. 7, 45c lb.; No. 8, 46c; No. 10, 50c; No. 12, 54c.

Five-lb. assorted boxes, No. 8, 52c; No. 10, 55c lb.

Copper Burrs, No. 7, 45c; No. 8, 46c; No. 10, 50c; No. 12, 54c.

ROPE

Sisal, 28¼c base; pure Manila, 35¼c base; British Manila, 31¼c base; lath yarn, 28¼c base; African hemp, 31¼c base; cotton rope, ¼ and over, 66c lb.

Tarred Marline Hanks, per lb., 50c.

SANDPAPER—

Star—	Quire	Ream
00, 0	$0 33	$6 05
½	0 36	6 50
1	0 40	7 30
1½	0 45	8 25
2	0 52	9 30
2½	0 58	10 50
3	0 66	11 90

B. & A.—

00, 0	$0 37	$6 75
½	0 40	7 15
1	0 45	8 10
1½	0 52	9 45
2	0 60	10 90
2½	0 70	12 50
3	0 80	14 30

SASH BALANCES (Caldwell). 10% on list.

SAWS, BUCK

Happy Medium, $12.00; Watch Spring, $12.50; Lance Tooth or Lightning Blades, $13.20.

SCREWS

Bright iron round head, 65%; flat head, 70%; round head, brass, 30%; flat head, brass, 35%; coach, 45%. Set Screws, 20-10%.

SCYTHES—	Doz.
Bramble	$15 50
Bush	15 50
Excelsior	17 00
Cast	15 00

SNATHS—

No. 2 loop	13 25
Bush	15 00

SWEEPERS, CARPET—

See list in regular "Current Market Quotations" Column, f.o.b. factory, Niagara Falls, Ont.

SWEEPERS, VACUUM—	Doz.
Grand Rapids, Nic.	$101 00
Household, Jap.	91 00
Superba, Nic.	117 00

F.o.b. Jobbers' Warehouse, Winnipeg. Prices guaranteed by manufacturers against their own decline to December 31, 1919.

STEEL SHEETS, BLACK

10 gauge	$7 05
12 gauge	7 10
14 gauge	7 15
16 gauge	7 25
18-20 gauge	7 80
22-24 gauge	7 85
26 gauge	7 90
28 gauge	8 00

SHOVELS AND SPADES—

Shovels—Fox and Olds, D.H., Sqr. Pt., $15.05 per doz.; D.H. Rd. Pt., $15.05 per doz.; L.H. Sqr. Pt., $15.05; L.H. Rd. Pt., $15.05; Bulldog & Jones, D.H., Rd. Pt., $16.30; D.H. Sqr. Pt., $16.30; L.H. Rd. Pt., $16.30; L.H., Sqr. Pt., $16.30; L.H., Rd. Pt., $16.30; Black Cat and Crescent Scoops—No. 4, $19.00 doz.; No. 6, $19.50; No. 8, $20.00; No. 10, $20.50; Moose & Jones Scoops, No. 4, $19.90; No. 6, $20.90; No. 8, $21.40.

SOLDER. Per pound, 34 to 35.

SPIKES

Pressed, ¼ in., $8.30; 5-16, $7.95; ⅜, $7.75; ½, $7.55.

STAPLES

Bright wire, per cwt., $5.15 at Fort William, $5.65 Winnipeg; galvanized staples, $5.95 Fort William, $6.45 Winnipeg.

STEEL

Sleighshoe, $5.50 base per cwt.; plow, common, $6.50; crucible plow, $7.50; angle, $5.35; harrow, $5.75 base; cast, octagon tool steel, 20c base; square tool, 20c base; spring, $7.50; machine, $8.00 base; tire, $5.90. Mild, 3-16, ¼, 5-16, $7.75 base; other sizes $5.50 base. Band steel, $5.50 base.

STEEL HOOPS

½ in., $8.35; ⅝ in., $8.00; ¾ in., $7.40; ⅞ in., $7.10; 1 in., $7.00; 1¼ in., $6.90; 1½ in., $6.80.

STEEL SQUARES

15% on list.

TACKS. Carpet, 65% list.

TIES. Cow, 10%.

TIN AND TERNE PLATE—

20 x 28 I.C. box	$23 50
20 x 28 I.X. box	27 00
20 x 33 I.C. box	28 50
20 x 33 I.X. box	32 50
Terne plates	24 00

TRAPS, GAME—

Doz.	Victor	H.& N.	Jump
No. 0	$1 95	$....	$....
No. 1	2 30	3 60	3 10
No. 1½	3 45	5 40	4 55
No. 2	4 80	7 50	6 70
No. 3	6 75	10 00	....

TUBS—	Wood	Fibre
No. 0	$21 35	$26 40
No. 1	18 80	22 65
No. 2	16 40	18 80
No. 3	14 00	15 95

TURPENTINE

See weekly report.

TWINE (WRAPPING)	Lb.
Cotton, 3-ply, cones	$0 66
Cotton, 3-ply, balls	0 69
Cotton, 4-ply, cones	0 70
Cotton, 4-ply, balls	0 73

VARNISHES—

Stephens Luminette, gal.	$2 20
Stephens Exalite, gal.	3 00

WARES, ETC.—

Scotch Grey, 40% discount.

Colonial, Imperial, Pearl, 20-7½% discount.

Premier, Canada, Diamond, discount 2½%.

Whiteware, 40-10% discount.

Japanned Ware, list, plus 30%.

Japanned Ware, white, list, plus 40%.

Japanned Sprinklers, list, plus 30%.

Stamped Ware, plain, 40-10% discount.

Stamped Ware, ret'd, 40% discount.

Pieced Tinware, ordinary, list plus 40%.

Pieced Tinware, copper bottoms list, plus 60%.

Sheet Iron Ware, list, plus 20%.

Light Galv'd Pails and Tubs, list plus 20%.

Heavy Galv'd Pails and Tubs plus 30%.

Jap. Coal Hods, list, plus 35%.

Galv'd Coal Hods, list, plus 50%.

WASHERS—

Iron, small lots, 45% off list plus $1.50; full boxes, iron, 33 1/3% off list plus $1.00.

WHITE LEAD—

Decorators' pure, ton lots, $16.90; less than ton lots, $17.25.

WIRE, BARB—

Lyman, 4-point, $4.85 Winnipeg; Glidden Cattle, 2-pt., $4.65 Winnipeg; Baker, 2-pt., $4.55 Winnipeg; plain twist, cwt., Winnipeg, $7.00 100 lbs.; plain galvanized; Winnipeg, No. 9, $5.50; No. 12, $5.65; coil spring, Winnipeg, No. 9, $5.55; No. 12, $5.70.

Patented screen in 100-ft. rolls, $3.50 per hundred sq. ft.; in 50-ft. rolls, $3.60 per 100 sq. ft.

WIRE, PLAIN—

Bale ties, 14 gauge, single loop $7.25 Winnipeg; $6.75 Ft. William Brass snare wire, per lb., 30c.

WIRE, ANNEALED—

No. 9, $6.00; 10, $6.06; 12, $6.20; 14, $6.40; 15, $6.55; 16, $6.70 per 100 lbs.

WRENCHES (NUT)—

Agricultural—	Doz.
6 in.	$6 70
8 in.	8 00
10 in.	9 40
12 in.	12 00
15 in.	16 80

Perfect Handle—	
6 in.	12 00
8 in.	14 40
10 in.	16 80
12 in.	21 60
15 in.	28 80
18 in.	38 40

WRENCHES (PIPE)—

Stillson—	Each
6 in.	$1 00
8 in.	1 15
10 in.	1 25
14 in.	1 75
18 in.	2 50
24 in.	3 65
36 in.	6 75

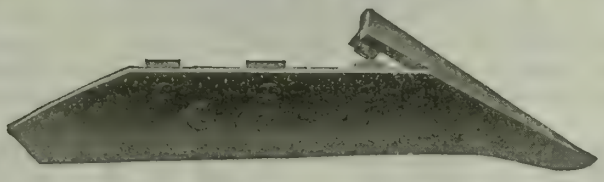
Trimo—	
10 in.	$1 50
14 in.	2 10
18 in.	3 00
24 in.	4 35

Always Ready—	Dozen Black	N.P
No. 1	$4 20	$4 50
No. 2	5 75	6 00

WRINGERS—

Eze, $62.55 per doz. Reliance.

CRESCENT SHARES



OVER 1,000 PATTERNS. PERFECT IN FIT AND FINISH

Sandoval Rolling Coulters
Harrow Teeth

Every Hardware Merchant in Western Canada should have these in stock.

The demand is assured. How is your supply? Better send us your order to-day.

D. ACKLAND & SON, Limited
WINNIPEG ∴ CALGARY

Pyrene
KILLS FIRE
SAVES LIFE



The necessity of better protection and cheaper insurance is so vital to all automobile owners that you can readily sell them **Pyrene.**

Saves 15% on Auto and Truck insurance. Satisfied customers and splendid profits are assured for the dealer.

Order through your jobber when possible, or write us direct.

Write for our catalogue which contains a full line of fire protection devices.

Pyrene Mfg. Co. of Canada, Limited
3 St. Nicholas St., Montreal, Que.

Distributors Wanted

If you have a business to dispose of, or are in need of efficient help, try a Want Ad. in Hardware and Metal, and let it assist you in filling your needs.

The Imperial Gasolene Iron

Has given absolute satisfaction in Western Canada for the past ten years. Easy to operate, economical, a real labor-saver that is indispensable during hot weather. Handy for travellers, and the ideal iron in homes without electric current. Absolutely guaranteed.



The Fansteel Electric Iron

A handsome appearing efficient iron having a peculiar element which utilizes every atom of heat generated. The Nichrome Ribbon is embedded in a cement-like base which is not an obstruction to electricity as is mica or porcelain.
This is a vigorous seller and satisfactory wherever used.

MEHASCO

ANOTHER MEHASCO MESSAGE

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MERCHANTS HARDWARE SPECIALTIES LIMITED
CALGARY.

THE BUYERS' GUIDE

If what you want is not here, write us, and we will tell you where to get it. Let us suggest that you consult also the advertisers' index facing the inside back cover, after having secured advertisers' names from this directory. The information you may desire may be found in the advertising pages. This department is maintained for the benefit and convenience of our readers. The insertion of advertisers' headings is gladly undertaken, but does not become part of any advertising contract.

Abrasives
The Carborundum Co., Niagara Falls, N.Y.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Plewes, Ltd., Winnipeg, Man.

Air Cocks
The Penberthy Injector Co., Ltd., Windsor, Ont.

Agricultural Implements
The Bateman-Wilkinson Co., Ltd., Toronto, Ont.

Agricultural Products
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Alabastine
The Alabastine Co., Paris, Ont.

Aluminum
British Aluminium Co., Toronto.
Canada Metal Co., Toronto.
A. C. Leslie & Co., Montreal.
Louis McLain Co., Ltd., Winnipeg, Man.

Aluminum Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.
Louis McLain Co., Ltd., Winnipeg, Man.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
The Aluminum Ware Mfg. Co., Oakville, Ont.

Ammonia
The Engineers' Supply Co., Winnipeg, Man.
Stuart & Foster, Toronto.

Ammunition
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Dominion Cartridge Co., Montreal.
Lewis Bros., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.

Art Glass
Leeks and Potts, Limited, Hamilton, Ont.

Asbestos
Canadian Asbestos Co., Montreal, Que.
The Engineers' Supply Co., Winnipeg, Man.

Asbestos Pipe Specialties
Canadian Asbestos Co., Montreal, Que.

Asbestos Pipe Coverings
Canadian Asbestos Co., Montreal, Que.

Ash Sifters
Furnival & Co., Toronto.
Owen Sound Steel Press Works, Owen Sound, Ont.

Auto Accessories, Equipment and Supplies (Jobbers)
Auto Accessories, Ltd., Winnipeg, Man.
J. E. Beauchamp & Co., Montreal, Que.
Canada Sales Co., Toronto.
Crown Cycle & Motor Co., Montreal.
E. S. Gooderham, Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Homer & Wilson, Hamilton, Ont.
Hyslop Bros., Toronto.
North American Hardware Co., Ltd., Montreal.
Prairie Motor Sales Co., Moose Jaw, Sask.
The Royal Canadian Specialties, Hamilton, Ont.
Samuel Trees & Co., Ltd., Toronto.
Walker Vallance, Ltd., Hamilton, Ont.

Auto Accessories, Equipment and Supplies (Manufacturers)
The All-Way Mfg. Co., Toronto, Ont.
Air-Tite Mfg. Co., St. Thomas, Ont.
W. H. Banfield & Sons, Ltd., Toronto.
Benjamin Electric Co., Toronto.
Boston Varnish Co., Everett Station, Boston, Mass.
Barcalo Mfg. Co., Buffalo, N.Y.
Canada Cycle & Motor Co., Ltd., Weston, Ont.
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Canadian Winckley Co., Ltd., Windsor, Ont.
Cannon Oiler Co., Keithsburg, Ill.
The Carborundum Co., Niagara Falls, N.Y.
Canada Dry Cells, Ltd., Winnipeg.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
The Durkee-Atwood Co., Toronto, Ont.
Gutta Percha & Rubber, Ltd., Toronto.
Kinzinger, Bruce & Co., Niagara Falls, Ont.
Line, Kimball Co., Moose Jaw, Sask.
The Lockwood-Ash Motor Co., Jackson, Mich.
The Marquette Manufacturing Co., Inc., St. Paul, Minn.
M. H. Merchant Corporation, Syracuse, N.Y.
Metal Specialties Mfg. Co., Chicago, Ill.
The Locktite Mfg. Co., Windsor, Ont.
Frank Mossberg Co., Attleboro, Mass.
McKinnon Industries, Ltd., St. Catharines, Ont.
Northern Electric Co., Ltd., Montreal.
The Prismolite Sales Co., Westfield, N.Y.
Will B. Lane, Chicago, Ill.
Perfection Sanitary Brush Co., Toronto.
Rock Island Mfg. Co., Chicago, Ill.
C. A. Shaler Co., Waupun, Wis.
The Steel Trough & Machine Co., Ltd., Tweed, Ont.
The Sterns Tire & Tube Co. of Canada, Ltd., Toronto.
Thermoid Rubber Co., Trenton, N.J.
Trimont Mfg. Co., Roxbury, Mass.
Van Cleef Bros., Chicago, Ill.
The Van der Linde Rubber Co., Toronto.
Wilkinson & Kompass, Hamilton.
Williams & Co., J. H., Brooklyn, N.Y.
Wilson Auto Specialties, Ltd., Hamilton, Ont.

Automobiles
Canadian Pneumatic Tool Co., Ltd., Montreal.

Automobile Parts
Kinzinger, Bruce & Co., Ltd., Niagara Falls, N.Y.
McKinnon Industries, Ltd., St. Catharines, Ont.

Awnings
Finnie & Murray, Ltd., Winnipeg.
Grant, Holden & Graham, Ltd., Ottawa, Ont.
J. J. Turner & Co., Peterboro, Ont.

Axes
Canada Foundries & Forgings, Brockville, Ont.
Can. Warren Axe & Tool Co., St. Catharines.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.
Shurly-Dietrich Co., Ltd., Galt, Ont.

Axles
Guelph Spring & Axle Co., Ltd., Guelph, Ont.

Babbitt Metal
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal.
Hoyt Metal Co., Toronto.
Owl Metal Co., Winnipeg.
Lewis Bros., Ltd., Montreal.
Plewes, Ltd., Winnipeg, Man.
Tallman Brass & Metal Co., Hamilton.

Barb Wire
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Bars and Racks, Clothes
Stratford Mfg. Co., Ltd., Stratford, Ont.
Otterville Mfg. Co., Ltd., Otterville, Ont.

Barrel Covers
E. B. Eddy Co., Ltd., Hull, Que.

Barrel Liners
J. N. Warminton & Co., Montreal, Que.

Batteries, Dry
Canadian National Carbon Co., Ltd., Toronto.
Canada Dry Cells, Ltd., Winnipeg.
Great West Electric Co., Ltd., Winnipeg, Man.
Canadian General Electric Co., Toronto.
Dominion Battery Co., Ltd., Toronto, Ont.
North American Hardware Co., Ltd., Montreal.
Northern Electric Mfg. Co., Montreal.
Usona Mfg. Co., Windsor, Ont.

Batteries, Flashlight
Canadian National Carbon Co., Ltd., Toronto.
Dominion Battery Co., Ltd., Toronto, Ont.
Usona Mfg. Co., Windsor, Ont.

Baths, Enamelled and Copper
Canada Metal Co., Toronto.

Bath Room Fixtures
Kinzinger, Bruce & Co., Ltd., Niagara Falls.

Bends, Brass, Iron and Lead
Jas. Morrison Brass Mfg. Co., Toronto.

Bibbs, Basin and Bath Cocks, Compression
Jas. Morrison Brass Mfg. Co., Toronto.
The United Brassfounders, Ltd., Manchester, Eng.
Wentworth Mfg. Co., Hamilton, Ont.

Bibbs, Basin and Bath Cocks, Fuller
Jas. Morrison Brass Mfg. Co., Toronto.
The United Brassfounders, Ltd., Manchester, Eng.

Brake Lining
Thermoid Rubber Co., Trenton, N.J.

Brass Goods
The Penberthy Injector Co., Ltd., Windsor, Ont.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Stratford Brass Co., Ltd., Stratford, Ont.

Brass Castings and Goods
Canada Metal Co., Toronto.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Jas. Morrison Brass Mfg. Co., Toronto.
Tallman Brass & Metal Co., Hamilton.
The Penberthy Injector Co., Ltd., Windsor, Ont.
The United Brassfounders, Ltd., Manchester, Eng.
Williams Bros. & Piggott, Ltd., Birmingham.

Brass, Sheets and Rods
Canada Metal Co., Toronto.
A. C. Leslie & Co., Montreal.
Tallman Brass & Metal Co., Hamilton.

Beekeepers' Supplies
Canadian Bee Supply & Honey Co.

Bevels
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Belting, Transmission, Elevator and Conveyor
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Belting, Rubber
Can. Consolidated Rubber Co., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.
Plewes, Ltd., Winnipeg, Man.

Belting, Cotton
Dominion Belting Co., Hamilton, Can.
Plewes, Ltd., Winnipeg, Man.

Blacksmiths' Supplies
D. Ackland & Son, Winnipeg.

Blankets, Saddle
Burlington Windsor Blanket Co., Ltd., Toronto.
Galt Robe Co., Galt, Ont.
Samuel Trees & Co., Toronto, Ont.

Blankets, Horse
J. J. Turner & Co., Peterboro, Ont.

Boilers
The Gurney Foundry Co., Ltd., Toronto.

Boats
Canadian Canoe Co., Ltd., Peterborough, Ont.
Peterborough Canoe Co., Lt., Peterborough, Ont.

Bolts and Nuts
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.
Northern Bolt, Screw & Wire Co., Owen Sound.
London Bolt & Hinge Works, London, Ont.
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Wilkinson & Kompass, Hamilton.

Bolts, Exe
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Williams & Co., J. H., Brooklyn, N.Y.

Bolts, Panic
Wm. Newman & Sons, Birmingham, Eng.

Boring Bars
Williams & Co., J. H., Brooklyn, N.Y.

Boxes, Tin
A. R. Whittal Can. Co., Ltd., Montreal, Que.

Boots, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Boot Calks and Tools
Steel Co. of Canada, Ltd., Hamilton.

Boring Bars
Pratt & Whitney Co. of Canada, Ltd., Dundas.

Box Opening Tools
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Bale Ties
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.
Laidlaw Bale Tie Co., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

Bale Tie Buckles
J. N. Warminton & Co., Montreal, Que.

Barbed Wire
Banwell, Hoxie Wire Fence Co., Ltd., Hamilton.

Baskets
Walter Woods & Co., Hamilton.

Barn Door Hangers
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Steel Goods Co., Hamilton.
National Mfg. Co., Sterling, Ill.
Safety Door Hanger Co., Hamilton, Ont.
Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Guelph, Ont.

Barrel Stands
Wakyte Mfg. Co., Winnipeg.

Barrels, Steel
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

Balers, Steel
Climax Baler Co., Hamilton.
Spielmann Agencies, Montreal.

Bit, Braces
Caverhill, Learmont & Co., Montreal.
Russell Jennings Mfg. Co., Chester, Conn.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Black Sheets
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Brackets, Shelf
Canada Steel Goods Co., Hamilton.
The Stanley Works, New Britain, Conn.

Box Strapping
J. E. Beauchamp & Co., Montreal.
The Stanley Works, New Britain, Conn.
J. N. Warminton & Co., Montreal, Que.

Blasting Supplies
Dupont Powder Co., Wilmington, Del.

Building Papers
Alex. McArthur & Co., Montreal, Que.

Burlap
Dominion Oil Cloth Co., Ltd., Montreal, Que.

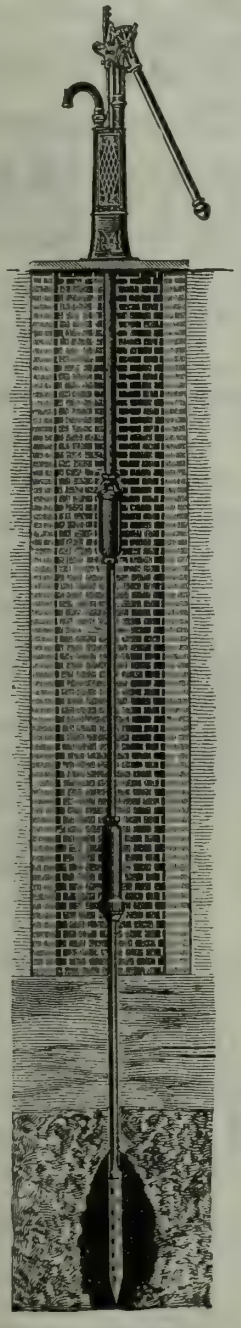
The Trade Mark behind the "Hardware House of Quality"

DIAMOND A BRAND — ASHDOWN'S GUARANTEE

The Largest Wholesale Hardware Dealers in Canada

MYERS' PUMPS

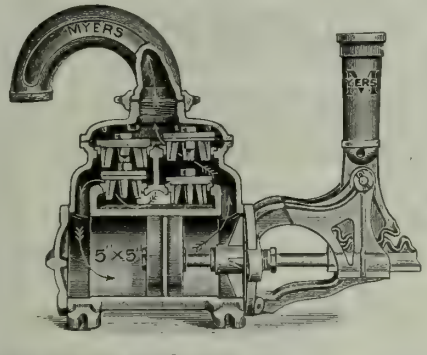
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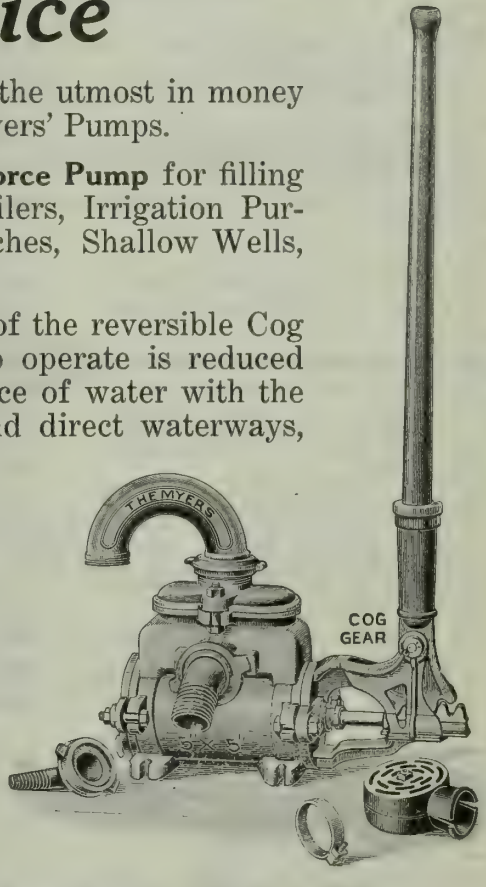


To the careful buyer out to obtain the utmost in money value you can safely recommend Myers' Pumps.

Myers' Cog Gear Double Acting Force Pump for filling Thresher Tanks, Washing Out Boilers, Irrigation Purposes, Pumping Water from Trenches, Shallow Wells, Cellars, Barnyards, etc.

An easy working pump, by means of the reversible Cog Gear Head, the power required to operate is reduced one-third. Will throw an abundance of water with the least of pumping labor. Large and direct waterways, ample Valve Capacity, compact and extra strong, etc., etc.





MYERS' Deep and Shallow Well Pumps

—have solved the Well Pump problem. The correct principles embodied in these pumps are productive of maximum service at minimum cost. Their adaptability to meet all well conditions demanded of a good pump is indicative of extraordnary efficiency.

Made with Cog Gear, Ratchet Handle and double acting; Anti-Freezing; with new adjustable base and Union Spout; Brass Lined Lower Cylinder, Tapped on out-side, Brass Upper Cylinder; Patented Glass Valve and Rubber Gaskets.

Write for complete information and prices of Myers' Pumps.

The J. H. ASHDOWN HARDWARE COMPANY, Limited

CALGARY WINNIPEG SASKATOON

THE BUYERS' GUIDE

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Butter Molds
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Walter Woods & Co., Hamilton, Can.

Butter Workers
Beatty Bros., Ltd., Fergus, Ont.

Butts and Hinges
Canada Foundries & Forgings, Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Caverhill, Learmont & Co., Montreal.
Chicago Spring Butt Co., Chicago, Ill.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Burrs
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton.
Parmenter & Bulloch, Gananoque.

Bread and Cake Makers
Thos. Davidson Mfg. Co., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.

Breast Drills
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.

Brushes and Brooms
The Boeckh Co., Limited, Toronto.
Meakins & Sons, Ltd., Hamilton.
Perfection Sanitary Brush Co., Toronto.
The Rubberset Co., Limited, Toronto.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Walter Woods & Co., Hamilton.
Yates & Co., Halifax, Eng.

Bits, Auger
Caverhill, Learmont & Co., Montreal.
Russell Jennings Mfg. Co., Chester, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.
Wilkinson & Kompass, Hamilton.
Scythes, Ltd., Toronto.

Bits, Forstner
Progressive Mfg. Co., Torrington, Conn.

Bicycles
Canada Cycle & Motor Co., Toronto.
Crown Cycle & Motor Co., Montreal, Que.
Hyslop Bros., Ltd., Toronto.
Iver Johnson Arms & Cycle Works, Ltd., Fitchburg, Mass.

Birch Seats
Canadian Veneering Co., Montreal, Que.

Brake Lining
Crown Cycle & Motor Co., Montreal, Que.

Brooms
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.
Walter Woods & Co., Ltd., Hamilton, Ont.

Brushes, Shaving
The Boeckh Co., Limited, Toronto.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Meakins & Sons, Ltd., Hamilton, Ont.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Brushes, Scrub, Shoe and Stove
The Boeckh Co., Limited, Toronto.
Meakins & Sons, Ltd., Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.
Yates & Co., Halifax, Eng.

Brushes, Floor
Boeckh Co., Limited, Toronto.
Perfection Sanitary Brush Co., Toronto.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Brushes, General
The Boeckh Co., Limited, Toronto.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.
Yates & Co., Halifax, Eng.

Buckles, Harness and Trunks
McKinnon Industries, Ltd., St. Catharines, Ont.

Builders' Hardware
Allith Mfg. Co., Ltd., Hamilton, Ont.
Caverhill, Learmont & Co., Montreal.
Canada Steel Goods Co., Hamilton.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
R. Johnson, Clapham & Morris, Ltd., Manchester, Eng.
National Hardware Co., Orillia, Ont.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.
Stratford Brass Co., Ltd., Stratford, Ont.

Bumpers, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Cabinet Hardware
Stratford Brass Co., Ltd., Stratford, Ont.

Canoes and Boats
Canadian Canoe Co., Ltd., Peterborough, Ont.
Peterborough Canoe Co., Lt., Peterborough, Ont.

Calks, Boot
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Calipers and Dividers
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
L. S Starrett Co., Athol, Mass.

Caliper Gauges
Williams & Co., J. H., Brooklyn, N.Y.

Camp Furniture and Goods
Finnie & Murray, Ltd., Winnipeg.
J. J. Turner & Sons, Ltd., Peterboro, Ont.
Otterville Mfg. Co., Ltd., Otterville, Ont.

Cans, Milk
The A. R. Whittal Can. Co., Ltd., Montreal.

Cans, Paint
The A. R. Whittal Can. Co., Ltd., Montreal.

Cans
The A. R. Whittal Can. Co., Ltd., Montreal.

Cans, Oil
Cannon Oiler Co., Keithsburg, Ill.

Caps for Hubs
McKinnon Industries, Ltd., St. Catharines, Ont.

Carriage Hardware
Stratford Brass Co., Ltd., Stratford, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Cartridges
Dominion Cartridge Co., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.

Castings, Brass, Bronze and Aluminum
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Cash Carriers
Gipe-Hazard Store Service Co., Toronto.

Cash Registers
The National Cash Register Co. of Canada, Ltd., Toronto.

Casters
Canada Foundries & Forgings, Ltd., Brockville.
The Faultless Caster Co., Evansville, Ind.

Castor Oil
B. & S. H. Thompson & Co., Ltd., Montreal, Que.

Carpet Sweepers
Bissell Carpet Sweeper Co, of Canada. Ltd., Niagara Falls, Ont.
Caverhill, Learmont & Co., Montreal.
Walter Woods & Co., Hamilton.

Carriage Castings
McKinnon Industries, Ltd., St. Catharines, Ont.

Casseroles
Wentworth Mig. Co., Ltd., Hamilton, Ont.

Chains, Coil, Boom, Hammock, Tether, Dog, Halter, Cow, Breast, Trace, Tire
McKinnon Chain Co., St. Catharines, Ont.

Cable Carriers
Gipe-Hazard Store Service Co., Toronto.

Cellar Drainers
The Penberthy Injector Co., Ltd., Windsor, Ont.

Cement, Asbestos
Canadian Asbestos Co., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Cement, Rubber
Van Cleef Bros., Chicago, Ill.

Cement, Roofing
Geo. W. Reed & Co., Ltd., Montreal, Que.

Chains, Cut-Link
The Niagara Falls Metal Stamp'g Works, Niagara Falls, N.Y.

Chains, Folding
J. E. Beauchamp & Co., Montreal, Que.

Chain Pipe Wrenches
J. H. Williams & Co., Brooklyn, N.Y.

Chair Seats
J. E. Beauchamp & Co., Montreal, Que.
Canadian Veneering Co., Acton Vale, Que.

Chairs for Automobile, Camp and Boat
McKinnon Industries, Ltd., St. Catharines, Ont.

Choppers, Ice
L. & I. J. White Co., Buffalo, N.Y.

Chisels, Cape, Cold, etc.
Brown-Boggs Co., Ltd., Hamilton.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Check Protectors
W. G. Patrick & Co., Ltd., Toronto.

Checking Floor Hinges
Chicago Spring Butt Co., Chicago, Ill.

Chemical Closets
Wakyte Mfg. Co., Winnipeg, Man.

Chemical Specialties
B. & S. H. Thompson & Co., Ltd., Montreal, Que.
Van Cleef Bros., Chicago, Ill.
Vol-Peek Mfg. Co., Montreal.

Choppers, Food
Landers, Frary & Clark, New Britain, Conn.

Chucks, Tap
Wells Bros. of Canada, Galt.

Churns, Hand and Power
Beatty Bros., Ltd., Fergus.
Caverhill, Learmont & Co., Montreal.
Dowswell, Lees Co., Hamilton.
Landers, Frary & Clark, New Britain, Conn.
Medalta Stoneware Co., Ltd., Medalta, Ont.
Merchants Hardware Specialties, Ltd., Calgary.
Walter Woods & Co., Hamilton.

Clamps "C"
J. H. Williams & Co., Brooklyn, N.Y.

Clothes Bars and Racks
Otterville Mfg. Co., Ltd., Otterville, Ont.

Clothes Racks
Walter Woods & Co., Hamilton.

Clamps
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Williams & Co., J. H., Brooklyn, N.Y.

Clippers
Chicago Flexible Shaft Co., Chicago, Ill.

Closets
Wakyte Mfg. Co., Ltd., Winnipeg, Man.

Closet Seats
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Clothes Dryers
The Coleman Fare Box Co., Ltd., Toronto.
Dowswell, Lees Co., Ltd., Hamilton, Can.

Clothes Lines
The Coleman Fare Box Co., Ltd., Toronto.

Clothes Line (Wire)
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Clothes Horses
Stratford Mfg. Co., Stratford, Ont.

Coal Chutes
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Coffee Percolators and Urns
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Landers, Frary & Clark, New Britain, Conn.

Corrugated Fasteners
J. E. Beauchamp & Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

Collar Balls
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Collar Pads
American Pad & Textile Co., Hhatham.
Burlington Windsor Blanket Co., Toronto, Ont.

Cotton Duck
Scythes & Co., Ltd., Toronto, Ont.

Cotton Gloves
American Pad & Textile Co., Chatham.

Coal Chutes
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Coal Hods
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

Cobblers' Sets
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Cookers, Steam
Louis McLain Co., Ltd., Winnipeg, Man.

Cookers, Fireless
Royal Fireless Cooker Co., Ottawa, Ont.

Conductor Pipe, Hooks, Heads, etc.
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Winnipeg Ceiling & Roofing Co., Winnipeg.
Wheeler & Bain, Toronto.

Connecting Rods
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Williams & Co., J. H., Brooklyn, N.Y.

Coping Saws
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Cordage
Brantford Cordage Co., Ltd., Brantford, Ont.
Consumers Cordage Co., Montreal.
Plymouth Cordage Co., North Plymouth, Mass.
Scythes & Co., Ltd., Toronto, Ont.

Corners, Chest
The Brainerd Mfg. Co., East Rochester, N.Y.

Crank Pulls (Wire)
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Crank Shafts
Williams & Co., J. H., Brooklyn, N.Y.

Crowbars
B. J. Coghlin & Co., Montreal.

Crocks, Butter
Medalta Stoneware Co., Ltd., Medicine Hat, Alta.

Crucibles
Canadian Asbestos Co., Montreal, Que.

Cultivators
The Bateman-Wilkinson Co., Ltd., Toronto, Ont.
J. E. Gilson Co., Port Washington, Wis.
C. S. Norcross & Sons, Bushnell, Ill.

Cutlery
The Acme Shear Co., Bridgeport, Conn.
Bridgeport Hdwe. Mfg. Co., Bridgeport, Conn.
The Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.
Geo. Butler & Co., Ltd., Sheffield, Eng.
The Canadian Wm. A. Rogers Co., Ltd., Toronto.
Caverhill, Learmont & Co., Montreal.
Geneva Cutlery Co., Geneva, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
James Hutton & Co., Montreal.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
Lewis Bros., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Oneida Community, Ltd., Oneida, N.Y.
Henry Rogers' Son & Co., Ltd., Sheffield, Eng
Wm. Rogers Mfg. Co., Niagara Falls, Ont.

Cutters
Butterfield & Co., Inc., Rock Island, Que.
The Rapid Tool & Machine Co., Ltd., Montreal
Trimont Mfg. Co., Roxbury (Boston, Mass.).

Curry Combs
The Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.

Cuspidors
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E. B. Eddy Co., Ltd., Hull, Que.

Dairy Pails
Thos. Davidson Mfg. Co., Ltd., Montreal.
Soren Bros., Toronto, Ont.

Dampers, Stove Pipe
Canada Foundries & Forgings, Brockville, Ont.

Dashes, Buggy and Carriage
McKinnon Industries, Ltd., St. Catharines, Ont.

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Can. Foundries & Forgings, Ltd., Brockville, Ont.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

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Dies, Stocks, etc.
Butterfield & Co., Rock Island, Que.
Canadian Fairbanks-Morse Co., Montreal.
Pratt & Whitney Co. of Canada, Ltd., Dundas.
The Rapid Tool & Machine Co., Ltd., Montreal.
Wells Bros. Co. of Canada, Galt.

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J. E. Beauchamp & Co., Montreal, Que.

Display Racks and Stands
Cameron & Campbell, Toronto.
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Sanderson-Harold Co., Ltd., Paris, Ont.

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Canada Steel Goods Co., Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.
National Mfg. Co., Sterling, Ill.

Door Springs
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Wm. Newman & Sons, Birmingham, Eng.

Door Pulls
Stratford Brass Co., Ltd., Stratford, Ont.

Doubletrees
McKinnon Industries, Ltd., St. Catharines, Ont.
West-Woods, Ltd., Winnipeg, Man.

Drain Pipe Cleaners
Herbert Terry & Sons, Redditch, Eng.

Draining Tools
Canadian Shovel & Tool Co., Hamilton, Can.

Drills, Breast
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.

Drill Chucks
Goodell-Pratt Co., Greenfield, Mass.

Drills, Blacksmiths'
Canada Foundries & Forgings, Brockville.

Drills
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Butterfield & Co., Inc., Rock Island, Que.
Goodell-Pratt Co., Greenfield, Mass.
Jones & Shipman, Ltd., Leicester, Eng.
North Bros. Mfg. Co., Philadelphia, Pa.
Plewes, Ltd., Winnipeg, Man.
Stanley Rule & Level Co., New Britain, Conn.
Wilkinson & Kompass, Hamilton, Ont.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.
Pratt & Whitney Co. of Canada, Ltd., Dundas, Ont.
Wilt Twist Drill Co. of Canada, Ltd., Walkerville, Ont.

Drills, Twist
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Whitman & Barnes Mfg. Co., St. Catharines, Ont.

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Canada Paint Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
Ottawa Paint Works, Ottawa.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.
Martin-Senour Co., Ltd., Montreal.
McArthur Irwin, Montreal.
Stewart & Wood, Toronto.

Dusters
Channell Chemical Co., Toronto.

Dynamite
Du Pont American Industries, Wilmington, Del.

Dry Cells
Canada Dry Cells, Ltd., Winnipeg.
Canadian National Carbon Co., Toronto.
Canadian H. W. Johns-Manville Co., Toronto.
Canadian General Electric Co., Ltd., Toronto.
Dominion Battery Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man
Spielmann Agencies, Ltd., Montreal, Que.

Eavetrough
Pedlar People, Limited, Oshawa.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Metal Shingle & Siding Co., Ltd., Preston, Ont.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Egg Beaters
Louis McLain Co., Ltd., Winnipeg, Man
Collette Mfg. Co., Collingwood

Egg Cases
Miller Bros. Co., Ltd., Montreal, Que
Walter Woods & Co., Hamilton.

Egg Case Fillers
Miller Bros. Co., Ltd., Montreal, Que
Walter Woods & Co., Hamilton, Can.

Ejectors and Syphons
The Penberthy Injector Co., Ltd., Windsor, Ont.
Jas. Morrison Brass Mfg. Co., Toronto

Elbows
Thos. Davidson Mfg. Co., Ltd., Montreal
Pedlar People, Ltd., Oshawa, Ont.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Electric Bells
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man

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Canadian General Electric Co., Ltd., Toronto
Great West Electric Co., Ltd., Winnipeg, Man
Northern Electric Co., Ltd., Montreal.

Electric Fixtures
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Great West Electric Co., Ltd., Winnipeg, Man
Northern Electric Co., Ltd., Montreal.
Tallman Brass & Metal Co., Hamilton.

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Barton-Netting Co., Ltd., Windsor, Ont.
Great West Electric Co., Ltd., Winnipeg, Man

Electric Plates
Louis McLain Co., Ltd., Winnipeg, Man.

Electric Specialties
Benjamin Electric Co., Toronto.
Canadian General Electric Co., Ltd., Toronto
Canadian National Carbon Co., Toronto.
The Clemens Electrical Corporation, Hamilton.
Dominion Battery Co., Ltd., Toronto, Ont.
Great West Electric Co., Ltd., Winnipeg, Man
The Hessco Electric Mfg. Co., Toronto, Ont.
Landers, Frary & Clark, New Britain, Conn.
National Electric Heating Co., Toronto.
North American Hardware Co., Ltd., Montreal Que.
Northern Electric Co., Ltd., Montreal.
Spielmann Agencies, Ltd., Montreal, Que.
Usona Mfg. Co., Windsor, Ont.

Electric Supplies
W. H. Banfield & Sons, Ltd., Toronto.
The Can. General Electric Co., Ltd., Toronto.
The Hessco Electric Mfg. Co., Toronto, Ont.

Emery
Dominion Glue & Emery Co., Montreal, Que.

Enamels
Boston Varnish Co., Everett Station, Boston, Mass
British America Paint Co., Ltd., Victoria, B.C.
Wm. Harland & Sons, Toronto.
Sturgeons, Ltd., Toronto.

Enamelled Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.
E. T. Wright & Co., Hamilton, Ont.
Sheet Metal Products Co. of Canada, Ltd., Toronto

Emery Glass and Papers
John Oakey & Sons, London, Eng.

Emery (Grain and Sheets)
DesRochers, Ltd., Montreal, P.Q.

Eveners for 2, 3, 4, 6 and 8 Horses
Gregg Mfg. Co., Ltd., Winnipeg, Man.
D. Ackland & Son, Ltd., Winnipeg, Man.
McKinnon Industries, Ltd., St. Catharines, Ont.
West-Woods, Ltd., Winnipeg, Man.

Evaporators
Steel Trough & Machine Co., Ltd., Tweed, Ont.

Excelsior
Rankin & Co., Ltd., Toronto.

Explosives
Du Pont Powder Co., Wilmington, Del.
Hercules Powder Co., Wilmington, Del.

Escutcheon Pins
Parmenter & Bulloch Co., Ltd., Garanoque, Ont
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Exterminator, Rat and Roach
The Common Sense Mfg. Co., Toronto.

Extinguishers, Fire
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
H. W. Johns-Manville Co., New York.
Northern Electric Co., Montreal.
Pyrene Mfg. Co., Ltd., Montreal, Que.

Fanlight Openers
Jas. Cartland & Son, Ltd., Birmingham, Eng.

Fasteners, Storm, Sash and Screen
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Stratford Brass Co., Ltd., Stratford, Ont.
The Stanley Works, New Britain, Conn.

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Northern Electric Co., Montreal.

Faucets, Petroleum
Can. Foundries & Forgings, Ltd., Brockville, Ont

Feed Boxes
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Feed Cookers
Wheeler & Bain, Toronto.

Felts (Tarred and Carpet)
Alex. McArthur & Co., Montreal, Que
J. H. McComb, Ltd., Montreal, Que.

Fencing and Gates
Banwell-Hoxie Wire Fence Co., Hamilton.
McGregor-Banwell Fence Co., Ltd., Walkerville
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
B. Greening Wire Co., Hamilton, Ont.
Standard Tube & Fence Co., Woodstock.
Steel Co. of Canada, Ltd., Hamilton.

Fences, Woven Wire, Farm and Ornamental
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

Fenders for Buggy and Carriage
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The Steel Co. of Canada, Ltd., Hamilton, Ont.

Fire Appliances and Liquids
Pyrene Mfg. Co., Ltd., Montreal, Que.

Fire Arms
Colts Patent Fire Arms Mfg. Co., Hartford Conn.
Harrington & Richardson Arms Co., Worcester, Mass.
Johnson Iver Arms & Cycle Works, Fitchburg Mass.

Files
E. C. Atkins Co., Hamilton, Can.
G. & H. Barnett Co., Philadelphia.
Delta File Works, Philadelphia.
Henry Disston & Sons, Ltd., Philadelphia, Pa
The Ingersoll File Co., Ingersoll, Ont.
Nicholson File Co., Port Hope, Ont.
Plewes, Ltd., Winnipeg.
Simonds Canada Saw Co., Montreal
Wilkinson & Kompass, Hamilton.
DesRochers, Ltd., Montreal, P.Q.

Fillers
Boston Varnish Co., Everett Station, Boston, Mass

Fire Door Fittings
Allith Mfg. Co., Ltd., Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.

Fire Extinguishers
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Pyrene Mfg. Co., Ltd., Montreal, Que.

Fire Department Supplies
Canadian Consolidated Rubber Co., Montreal
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
Northern Electric Co., Montreal.

Fire Escapes
The Dennis Wire & Iron Works Co., Ltd., London

Fire Pails
E. B. Eddy Co., Ltd., Hull, Que.

Fireplace Fixtures
Barton-Netting Co., Ltd., Windsor, Ont.
Stover Mfg. & Engine Co., Freeport, Ill.

Fireplace Screens
Canada Wire & Iron Goods Co., Hamilton, Ont

Fishing Tackle and Accessories
Marble Arms & Mfg. Co., Gladstone, Mich.

Flags
Finnie & Murray, Ltd., Winnipeg, Man.
Scythes & Co., Ltd., Toronto, Ont
Grant, Holden & Graham, Ltd., Ottawa, Ont.
J. J. Turner & Sons, Ltd., Peterboro, Ont.

Flashlights, Electric
Canadian General Electric Co., Ltd., Toronto
Canadian National Carbon Co., Toronto.
Canada Dry Cells, Ltd., Winnipeg.
Crown Cycle & Motor Co., Montreal.
Dominion Battery Co., Ltd., Toronto, Ont.
Great West Electric Co., Ltd., Winnipeg, Man
Merchants Hardware Specialties, Ltd., Calgary, Alta.
Metal Specialties Mfg. Co., Chicago
Northern Electric Co., Montreal.
Usona Mfg. Co., Windsor, Ont.
Ward & Gladstone, Manchester, Eng.

Flatware
Canadian Wm. A. Rogers, Toronto.
Oneida Community, Ltd., Oneida, N.Y.

Flower Pots
E. B. Eddy Co., Ltd., Hull, Que.

Fly Swatters
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Food Choppers
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Landers, Frary & Clark, New Britain, Conn
Merchants Hardware Specialties, Ltd., Calgary.

Force Cups
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Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Ford Car Parts
Crown Cycle & Motor Co., Montreal.

Ford Car Specialties
Benjamin Electric Co., Toronto.
Royal Canadian Specialties, Hamilton, Ont.

Forgings
McKinnon Industries, Ltd., St. Catharines, Ont
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Forgings, Drop
McKinnon Industries, Ltd., St. Catharines, Ont

Funnels
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Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Furnaces
The Barrow, Stewart & Milne Co., Ltd., Hamilton, Ont.
Canada Foundries & Forgings, Brockville.
Enterprise Mfg. Co., Sackville, N.B.
The Empire Stove and Furnace Co., Ltd., Owen Sound.
The Gurney Foundry Co., Ltd., Toronto.
The Hall-Zyrd Foundry Co., Ltd., Hespeler, Ont.
Jas. Stewart Mfg. Co. Ltd., Woodstock, Ont.
Merchants Hardware Specialties, Ltd., Calgary
Record Fdry. & Machine Co., Ltd., Moncton, N.B.

Fruit Jars
Walter Woods & Co., Hamilton.

Furniture Polish
Buffalo Specialty Co., Buffalo, N.Y.
Canada Paint Co., Montreal.
Channell Chemical Co., Toronto.
Imperial Oil Co., Ltd., Toronto.
Saunders & Co., Montreal, Que.
Sherwin-Williams Co., Montreal
The Vlit Mfg. Co., Montreal, Que.

Fuses, Electric
The Hessco Electric Mfg. Co., Toronto.

Fuses, Electric, Refillable
The Clemens Electrical Corporation, Hamilton

Fuse Wire
Canada Metal Co., Ltd., Toronto
Great West Electric Co., Ltd., Winnipeg, Man

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Jenkins Bros., Ltd., Montreal

Floor Checks, Single or Double
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Flag Holders
J. E. Beauchamp & Co., Montreal.

Flint Cloths
John Oakey & Sons, London, Eng

Floor Dressing
Imperial Oil Co., Ltd., Toronto, Ont.

Galvanizers
McKinnon Industries, Ltd., St. Catharines, Ont

Galvanized Steel Sheets
Dominion Sheet Metal Co., Ltd., Hamilton.
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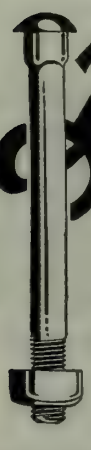
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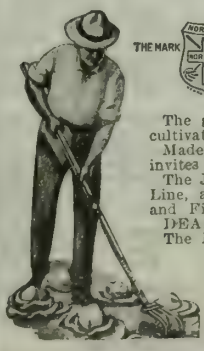
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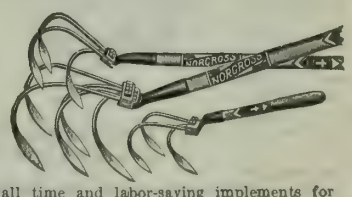
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Eureka Planter Co., Woodstock.

Garden Seeders and Hoes
The Bateman-Wilkinson Co., Ltd., Toronto.

Garden Seats
J. E. Beauchamp & Co., Montreal.

Garden Tools
The Bateman Wilkinson Co., Ltd., Toronto.

Garage Hardware
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Steel Goods Co., Hamilton, Can.
The Louden Machinery Co. of Can., Ltd., Guelph.
National Mfg. Co., Sterling, Ill.
Richards-Wilcox Canadian Co., London, Ont.
The Stanley Works, New Britain, Conn.

Garages
Metal Shingle & Siding Co., Ltd., Preston, Ont.
Pedlar People, Ltd., Oshawa, Ont.

Garbage Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.
J. Samuels, Toronto.
Soren Bros., Toronto.

Galvanized Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.

Galvanizing
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Galvanized Iron Cornices
Pedlar People, Ltd., Oshawa, Ont.

Galvanized Pipe
Canada Metal Co., Ltd., Toronto.

Galvanized Steel Sheets
Metal Shingle & Siding Co., Ltd., Preston, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

General Rubber Specialties
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Generators
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Gas Water Heaters
Jas. Morrison Brass Mfg. Co., Toronto.

Gaskets, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Gasoline
Imperial Oil Co., Toronto.
Prairie City Oil Co., Winnipeg.

Gauges
Canadian Fairbanks-Morse Co., Ltd., Montreal.
L. S. Starrett Co., Athol, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Wells Bros. Co. of Canada, Galt.
J. H. Williams & Co., Brooklyn, N.Y.

Gates, Galvanized
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

Gauge Cocks, Standard and Extra Heavy
The Penberthy Injector Co., Ltd., Windsor, Ont.

Gauge Glasses, High Pressure
The Strong Machinery & Supply Co., New York, N.Y.

Gauges, Water (Standard Extra Heavy Automatic)
The Penberthy Injector Co., Ltd., Windsor, Ont.

Glass, Window, Plate, Ornamental
Hobbs Mfg. Co., Montreal, Que.
Leeks & Potts, Ltd., Hamilton, Ont.
A. Ramsay, Son & Co., Montreal.
Sanderson-Pearcy Co., Toronto.
Stewart & Wood, Toronto.
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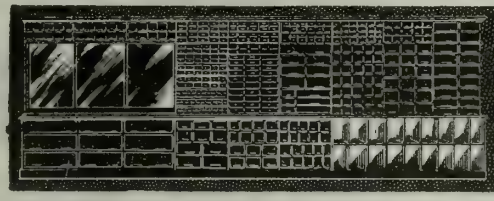
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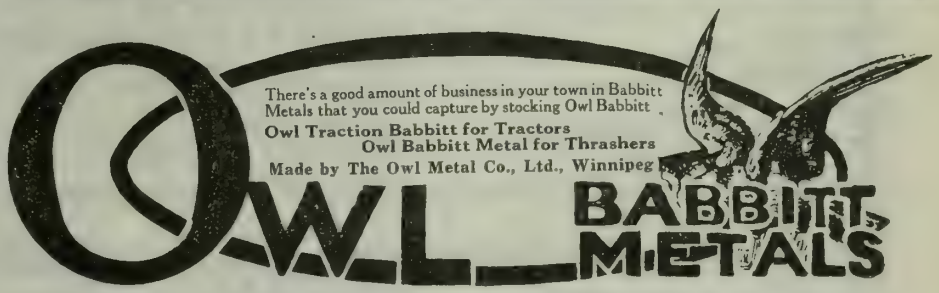




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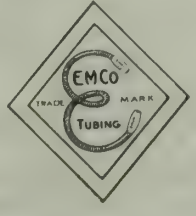
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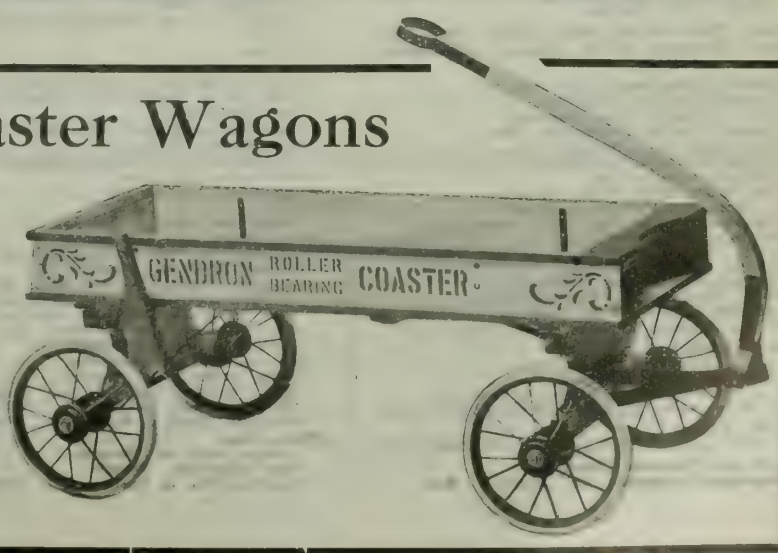
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Roller Bearing Coaster Wagons

FOR BOYS AND GIRLS

Our new and exclusive line of Coaster Wagons will prove a profitable line for summer sales. Right now is the time to stock up. Be prepared for the new business that is just ahead. Furnished in either Iron or Rubber Tires.

These wagons are extra well made, handle design registered and absolutely reliable. A postal will bring you prices and complete information. Write us.



Gendron Manufacturing Company,
LIMITED
Duchess and Ontario Streets, Toronto, Ont.

THE BUYERS' GUIDE

Steel Co. of Canada, Ltd., Hamilton, Ont.
Parmenter & Bulloch, Gananoque, Ont.
Western Wire & Nail Co., London.

Nail Pullers
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn

Nails, Horse Shoe
Steel Co. of Canada, Ltd., Hamilton, Ont.

Neatsfoot Oil
W. Harris & Co., Toronto.

Neckyokes
McKinnon Industries, Ltd., St. Catharines, Ont
Gregg Mfg. Co., Ltd., Winnipeg, Man.

Nipples
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Nipples for Radiators
McKinnon Industries, Ltd., St. Catharines, Ont.

Newsprint Paper
E. B. Eddy Co., Ltd., Hull, Que.

Oakum
Canadian Asbestos Co., Toronto, Ont.
Scythes & Co., Ltd., Toronto, Ont.

Oil Burners, Kerosene
The Canada Oil Burner Co., Toronto, Ont.

Oil Cans
Cannon Oiler Co., Keithsburg, Ill.

Oil Cake and Meal
Canada Linseed Oil Co.
Dominion Linseed Oil Co., Toronto.

Oarlocks
McKinnon Industries, Ltd., St. Catharines, Ont

Oil, Coal
Imperial Oil Co., Toronto.

Oils, Cylinder
Imperial Oil Co., Ltd., Toronto.
Prairie City Oil Co., Winnipeg, Man.

Oil Hole Covers
Canadian Winkley Co., Windsor.

Oil, Motor, Road, Harness, Neatsfoot, Separator and gas Engine
The Continental Oil Co., Ltd., Winnipeg, Man.
Imperial Oil Co., Ltd., Toronto.
Prairie City Oil Co., Ltd., Winnipeg, Man.

Oil, Neatsfoot
W. Harris & Co., Toronto.

Oil Stoves
Thos. Davidson Mfg. Co., Ltd., Montreal.

Oil Tanks and Pumps
S. F. Bowser & Co., Inc., Toronto, Can.
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Gilbert & Barker Mfg. Co., Springfield, Mass.

Oiled Clothing
Scythes & Co., Ltd., Toronto, Ont.

Oil Stains
British America Paint Co., Ltd., Victoria, B.C

Oil Storage and Distributing Systems
The S. F. Bowser Co. of Canada, Ltd., Inc., Toronto, Ont.

Oilers
The All-Way Mfg. Co., Toronto.
Cannon Oiler Co., Keithsburg, Ill.
Thos. Davidson Mfg. Co., Ltd., Montreal
Sheet Metal Products Co. of Canada, Ltd., Toronto

Orange Berinders
J. E. Beauchamp & Co., Montreal.

Ornamental Fence
Banwell Hoxie Wire Fence Co., Ltd., Hamilton
McGregor, Banwell Fence Co., Ltd., Walkerville

Ornamental Gates
McGregor, Banwell Fence Co., Ltd., Walkerville

Ornamental Iron and Wire Work
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works, London, Ont.

Packings
Consumers Cordage Co., Montreal.
Canadian Asbestos Co., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Jenkins Bros., Ltd., Montreal.
Scythes, Ltd., Toronto.

Paint, Ready Mixed, House, Barn, Roof, Flat Wall, Concrete, Floor, Cement, Aluminum, Marine and Deck
Brandram-Henderson, Ltd., Montreal.
Canada Paint Co., Montreal.
R. C. Jamieson & Co., Montreal.
Imperial Varnish & Color Co., Toronto.
Lowe Bros, Ltd., Toronto.
Martin-Senour Co., Montreal.
McArthur-Irwin, Ltd.
The Ottawa Paint Works, Ottawa.
A. Ramsay & Son Co., Montreal.
Sanderson, Pearcy Co., Ltd., Toronto.
Standard Paint & Varnish Co., Ltd., Windsor Ont.
Stewart & Wood, Toronto.
Sherwin-Williams Co., Montreal.
G. F. Stephens Co., Winnipeg.
Benjamin Moore & Co., Toronto.
British America Paint Co., Ltd., Victoria, B.C.

Paint Brushes
Booth Bros., Toronto.
Meakins & Sons, Hamilton.
The Rubberset Co., Limited, Toronto.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.

Paint, Copper
British America Paint Co., Ltd., Victoria, B.C.

Paint and Varnish Remover
Brandram-Henderson, Ltd., Montreal, Que.

Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Martin-Senour Co., Ltd., Montreal.
Sherwin-Williams Co., Montreal.
A. Ramsay & Son Co., Montreal.

Paper Balers
Climax Baler Co., Hamilton.
Spielmann Agencies, Montreal.

Paint Oil Storage and Handling Systems
The S. F. Bowser Co. of Canada, Ltd., Inc. Toronto, Ont.

Parcel Carriers
Gipe-Hazard Store Service Co., Montreal.

Paris Green
Canada Paint Co., Montreal.
McArthur Irwin, Montreal.
Sherwin-Williams Co., Montreal.

Paper Bags
E. B. Eddy Co., Ltd., Hull, Que.
Walter Woods & Co., Hamilton.

Paper Napkins
E. B. Eddy Co., Ltd., Hull, Que.

Paper, Wrapping
Walter Woods & Co., Hamilton.

Packing Rubber
Canadian Consolidated Rubber Co., Montreal.
Dunlop Tire & Rubber Co., Toronto.
Gutta Percha & Rubber Co., Ltd., Toronto.

Pads
D. Ackland & Sons, Winnipeg
E. B. Eddy Co., Ltd., Hull, Que.

Pads for Horses
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto.

Patches
W. C. Wood Co., Minneapolis, Minn.

Pails
Thos. Davidson Mfg. Co., Ltd., Montreal.
Soren Bros., Toronto.

Pails, Wooden
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Pastes
Stuart & Foster, Toronto.

Paste, Dry
Stuart & Foster, Toronto.

Perforated Sheet Metals
B. Greening Wire Co., Ltd., Hamilton.
Canada Wire & Iron Goods Co., Hamilton, Ont.

Percolators, Coffee
Canadian General Eletric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man
Landers, Frary & Clark, New Britain, Conn.
Northern Electric Co., Ltd., Montreal.

Pickling Machines
Cushman Motor Works, Ltd., Winnipeg.

Peelers, Vegetable
John Burns & Co., Montreal, Que.

Pick Handles
J. H. Gill Mfg. Co., St. Thomas, Ont.

Pidgeon Nests
E. B. Eddy Co., Ltd., Hull, Que.

Piston Rings
The Brown Engineering Co., Toronto, Ont.
The Ever Tight Piston Ring Co., St. Louis, Mo.

Piston Rod Packing
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Piston and Valve Packings
Canadian Asbestos Co., Montreal, Que.

Pitch
Scythes & Co., Ltd., Toronto, Ont.

Pistols
Ivei Johnson's Arms & Cycle Works, Fitchburg, Mass.

Phosphor Tin and Copper
Canada Metal Co., Ltd., Toronto.

Phonographs
Canadian Phonograph & Sapphire Disc Co., Winnipeg, Man.
Dominion Sewing Machine-Phonograph Co., Winnipeg

Pig Iron
A. C. Leslie & Co., Ltd., Montreal
Nova Scotia Steel Co., New Glasgow, N.S.
Steel Co. of Canada, Ltd., Hamilton

Pins, Escutcheon
Parmenter & Bulloch, Gananoque

Pine Cutters (Stand)
Trimont Mfg. Co., Roxbury (Boston), Mass.

Pine Stocks and Dies
The Rapid Tool & Machne Co., Ltd., Lachine, Que.
Wells Bros. Co., of Canada, Ltd., Galt

Pipe, Black and Galvanized
American Rolling Mills, Middletown, Ohio.
Canada Metal Co., Toronto
Canadian Tube & Iron Co., Ltd., Montreal
Cavanhill, Learmont & Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton
Thos. Davidson Mfg. Co., Ltd., Montreal.
Lewis Bros., Ltd., Montreal

Pipe, Galvanized, Conducter
Pedlar People, Ltd., Oshawa
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wheeler & Rain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg

Pipe, Lead
Canada Metal Co., Toronto
Hoyt Metal Co., Toronto
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Pipe, Stove
Collins Mfg. Co., Toronto
Soren Bros., Toronto

Pipe, Rain Water Conductor
Canada Metal Co., Toronto

Planters, Corn
Otterville Mfg. Co., Otterville, Ont.

Planters and Diggers, Potato
The Bateman-Wilkinson Co., Ltd., Toronto, Ont.

Pliers, Cutting
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Pliers, Combination
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Barcalo Mfg. Co., Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.

Plowshares
D. Ackland & Son, Winnipeg

Plugs, Rubber
Canadian Consolidated Rubber Co., Montreal

Plumbers' Supplies
John Stevens Co., Ltd., Winnipeg, Man.

Plumbers' Supplies, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber Ltd., Toronto.

Plumbers' Tools
Barcalo Mfg. Co., Buffalo, N.Y.
J. H. Williams & Co., Brooklyn, N.Y.

Planes
Cavanhill, Learmont & Co., Montreal
Stanley Rule & Level Co., New Britain, Conn.
Stewart Spiers, Ayr, Scotland.

Plow Rings
The International Malleable Iron Co., Ltd., Guelph, Ont.

Polishes
Stuart & Foster, Toronto.
Vlit Mfg. Co., Montreal, Que.

Polishes, Auto and Furniture
D. Ackland & Son, Ltd., Winnipeg, Man.
Buffalo Specialty Co., Buffalo, N.Y.
Channell Chemical Co., Ltd., Toronto.
Imperial Oil Co., Ltd., Toronto.
Stuart & Foster, Toronto.
Saunders & Co., Montreal, Que.
Vlit Mfg. Co., Montreal, Que.

Polishes, Brass
Stuart & Foster, Toronto.

Polishing Heads
Goodell-Pratt Co., Greenfield, Mass.

Polish, Silver
Stuart & Foster, Toronto.

Polishes, Knife
Jno. Oakey & Sons, London, Eng.
Stuart & Foster, Toronto.

Polish, Cream, Metal
Stuart & Foster, Toronto.

Poles, Electric Light
Northern Electric Co., Montreal

Pole Line Material
Canadian General Electric Co., Ltd., Toronto
Great West Electric Co., Ltd., Winnipeg, Man
Northern Electric Co., Montreal
Pedlar People Ltd., Oshawa
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Pony Kars
J. E. Beauchamp & Co., Montreal, Que.

Post Hole Diggers
Otterville Mfg. Co., Otterville, Ont.

Poultry Netting
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
A. C. Leslie & Co., Ltd., Montreal
B. Greening Wire Co., Ltd., Hamilton.

Powder, Gun
Hercules Powder Co., Delaware.

Poultry Leg Bands
Rideau Specialty Co., Smith's Falls, Ont.

Pulls
Can. Foundries & Forgings, Ltd., Brockville, Ont
Stover Mfg. & Engine Co., Freeport, Ill.

Pumps
Beatty Bros., Ltd., Fergus
Can. Foundries & Forgings, Ltd., Brockville, Ont
R. McDougall Co., Ltd., Galt.
F. E. Myers & Bro., Ashland, Ohio.
Steel Trough & Machine Co., Ltd., Tweed, Ont.

Pumps, Hand and Power for Paints, Oils, Oil and Gasoline
The S. F. Bowser Co. of Canada, Ltd., Inc., Toronto, Ont.

Pumps, Curb, for Oil and Gasoline
The S. F. Bowser Co. of Canada, Ltd., Inc., Toronto, Ont.

Pumps (Electric)
Hurley Machine Co., Ltd., Toronto.

Pump Oilers
Cannon Oiler Co., Keithsburg, Ill.

Punches, Centre Drive, etc.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.

Punches, Ticket
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Putty
Brandram-Henderson, Montreal.
R. C. Jamieson & Co., Ltd., Montreal
Canada Paint Co., Montreal
Benjamin Moore & Co., Ltd., Toronto
A. Ramsay & Son Co., Montreal
Steel Co. of Canada, Ltd., Hamilton
G. F. Stephens & Co., Winnipeg
Stewart & Wood, Toronto.
Sherwin-Williams Co., Montreal

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Grade "X"—No. 121 Men's Heavy Medium Tap Sole	4.20
Grade "X"—No. 122 Men's Medium Tap Sole	4.00
Grade "X"—No. 123 Men's Light Tap Sole	3.80
or	
Grade "C"—No. 124 Men's Heavy Tap Sole	2.85
Grade "C"—No. 125 Men's Heavy Medium Tap Sole	2.65
Grade "C"—No. 126 Men's Medium Tap Sole	2.45
Grade "C"—No. 127 Men's Light Tap Sole	2.30
Grade "C"—No. 128 Men's Light Tap Sole, 3½-6½"	2.10

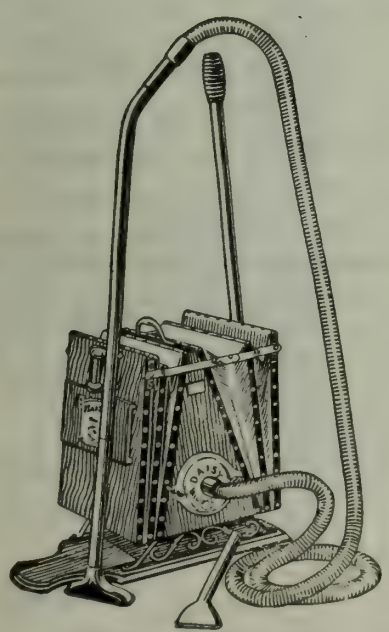
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THE BUYERS' GUIDE

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Gipe Hazard Store Service Co., Toronto

Putty Irons
The A. R. Whittal Can. Co., Ltd., Montreal.

Pulleys
Canada Foundries & Forgings, Brockville
Stover Mfg. & Engine Co., Freeport, Ill.

Quoits
Can. Foundries & Forgings, Ltd., Brockville, Ont

Racks, Hay
Can. Foundries & Forgings, Ltd., Brockville, Ont

Radiators
The Dominion Radiator Co., Ltd., Toronto.
The Gurney Foundry Co., Ltd., Toronto.
Rapid Radiators, Limited, Toronto, Ont.

Radiator Valves
Jenkins Bros., Ltd., Montreal

Radiolite Watches
R. H. Ingersoll & Bro., Montreal, Que.

Railroad Supplies, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Jas. Morrison Brass Mfg. Co., Toronto

Rat Poison
The Common Sense Mfg. Co., Toronto.

Rakes
Coleman Fare Box Co., Toronto.
Shurly-Dietrich Co., Ltd., Galt, Ont.
Ward & Payne, Sheffield, Eng.

Razors
Auto-Strop Safety Razor Co., Toronto
Geo. Butler & Co., Ltd., Sheffield, Eng
Caverhill, Learmont & Co., Montreal
Geneva Cutlery Co., Geneva, N.Y.
James Hutton & Co., Montreal
Gillette Safety Razor Co., Ltd., Montreal
Landers, Frary & Clark, New Britain, Conn
Wilkinson Sword Co., Limited, London, Eng.

Reamers
Pratt & Whitney Co. of Canada, Ltd., Dundas
Butterfield & Co., Rock Island, Que
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Ratchet Drills
Goodell-Pratt Co., Greenfield, Mass.

Reciprocating Drills
Goodell-Pratt Co., Greenfield, Mass.

Refrigerators
Thos. Davidson Mfg. Co., Ltd., Montreal
Sanderson-Harold Co., Ltd., Paris, Ont.
Soren Bros., Toronto

Refrigerator Drip Pans
E. B. Eddy Co., Ltd., Hull, Que.

Registers
Barton Netting Co., Ltd., Windsor, Ont.
Canada Foundries & Forgings, Brockville
Enterprise Mfg. Co., Sackville, N.B.
Jas. Stewart Mfg. Co., Woodstock, Ont.

Rifles
Harrington & Richardson Arms Co., Worcester Mass.

Rivets
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man
Parmenter Bulloch Co., Gananoque, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Rivet Burrs
The Union Iron & Metal Co., Ltd., Toronto.

Rods, Straightened
The Graham Nail Works, Toronto.

Roofing Cement and Paint
The Alpine Chemical Co., Ltd., Toronto.

Roofing, Ready
Bird & Son, Hamilton, Can.
Barrett Co., Ltd., Toronto, Ont.
Bishopric Wall Board Co., Ltd., Ottawa, Ont.
Brantford Roofing Co., Ltd., Brantford, Ont.
Canadian Roofing Co., Ltd., Windsor, Ont.
Standard Paint Co., of Canada, Ltd., Montreal
Alex. McArthur & Co., Montreal, Que.

Roofing, Rubber
Canadian Asbestos Co., Montreal, Que.

Rope Grips
Coleman Fare Box Co., Toronto.

Rope
Doon Twines, Ltd., Kitchener, Ont.
Plymouth Cordage Co., North Plymouth, Mass
Consumers Cordage Co., Montreal, Que.
Independent Cordage Co., Toronto, Ont.
Brantford Cordage Co., Brantford, Ont.

Rosin
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont
Fred Smith, Toronto, Ont.

Rubber Products
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber, Ltd., Toronto.

Rules
Jas. Chesterman & Co., Sheffield, Eng.
L. S. Starrett Co., Athol, Mass.

Rules, Steel, Straight and Folding Rules, Folding Boxwood
The Lufkin Rule Co. of Canada, Ltd., Windsor Ont.

Rules, Spring Joint
The Lufkin Rule Co. of Canada, Ltd., Windsor Ont.

Rules, Board and Log
The Lufkin Rule Co. of Canada, Ltd., Windsor Ont.

Sand Paper
United States Sand Paper Co., Williamsport, Pa.

Sanitary Tissue Towels
E. B. Eddy & Co., Hull, Que.

Saddlery Hardware
McKinnon Industries, Ltd., St. Catharines.

Sap Pans
Steel Trough & Machine Co., Ltd., Tweed, Ont.

Saws, Crosscut and Band
T. F. Shurly Co., Ltd., St. Catharines, Ont.
Shurly-Dietrich Co., Ltd., Galt, Ont.

Sawset
Taylor-Forbes Co., Limited, Guelph, Ont.

Saws, Butcher's
Shurly-Dietrich Co., Ltd., Galt, Ont.

Saws, Hand and Circular
E. C. Atkins Co., Hamilton, Can.
Henry Disston & Sons, Toronto.
Fry's (London), Limited, London, Eng.
T. F. Shurly Co., Ltd., St. Catharines, Ont.
Simonds Canada Saw Co., Montreal
Shurly-Dietrich Co., Ltd., Galt, Ont.
Victor Saw Works, Hamilton, Ont.

Saws, Hack
The Millers Falls Co., Millers Falls, Mass.

Scissors
The Acme Shear Co., Bridgeport, Conn.

Scales
The Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.
Canadian Fairbanks-Morse Co., Ltd., Montreal
Renfrew Scale Co., Ltd., Renfrew, Ont.
The Northern Electric Co., Montreal.

Scales, Machinists'
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Scrap, Iron and Steel (Buyers)
S. Solway & Sons, Toronto, Ont.

Scrapers, Drag and Wheel
Bateman-Wilkinson Co., Ltd., Toronto.

Scoops
Canadian Shovel & Tool Co., Hamilton, Can.

Screws
Can. Foundries & Forgings, Ltd., Brockville, Ont
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Screws, Wood
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Screen Doors
The Kasement Skrene Dore Co., Toronto.
J. H. Williams & Co., Brooklyn, N.Y.
Sanderson-Harold Co., Ltd., Paris, Ont.

Screen Windows
The Kasement Skrene Dore Co., Toronto.
Sanderson-Harold Co., Ltd., Paris, Ont.

Screw Machines
Stratford Brass Co., Ltd., Stratford, Ont.

Seats
Canadian Veneering Co., Acton Vale, Que.
J. E. Beauchamp & Co., Montreal, Que.

Gorden Seats
J. E. Beauchamp & Co., Montreal, Que.

Seats, Fibre
J. E. Beauchamp & Co., Montreal, Que.

Separators
Sharples Separator Co., West Chester, Pa.

Sewing Machines
Northern Electric Co., Ltd., Montreal, Que.

Shades, Electric
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man

Shears
The Acme Shear Co., Bridgeport, Conn.

Sheeting
Alex. McArthur & Co., Montreal, Que.

Sheets, Galvanized and Black
American Rolling Mills, Middleton, Ohio.
A. C. Leslie & Co., Montreal, Que.
Dominion Sheet Metal Co., Hamilton.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man
B. & S. H. Thompson, Montreal, Que.

Ships' Bottom Composition
British America Paint Co., Ltd., Victoria, B.C

Shovels
Canadian Shovel & Tool Co., Hamilton, Can

Shovels, Snow
J. E. Beauchamp & Co., Montreal, Que.
Coleman Fare Box Co., Toronto.

Shingle Stains
The Alpine Chemical Co., Ltd., Toronto.
British America Paint Co., Ltd., Victoria, B.C
Sturgeons, Ltd., Toronto.

Sifters, Ash
Furnival & Co., Toronto.
J. Samuels & Co., Toronto.

Signs, Street
The Niagara Falls Metal Stamp'g Works, Niagara Falls, N.Y.

Silo Lugs
Otterville Mfg. Co., Otterville, Ont.

Silverware
Can. Wm. A. Rogers Co., Ltd., Toronto.
Messrs. Wm. Rogers and His Son, Niagara Falls, Ont.
Caverhill, Learmont & Co., Montreal, Que.

Sinks
Can. Foundries & Forgings, Ltd., Brockville, Ont

Silver Plated Ware
Oneida Community, Ltd., Niagara Falls, Ont

Sleighs
J. E. Beauchamp & Co., Montreal, Que

Snow Shoes
The Northland Ski Co., St. Paul, Minn.

Snow Shoe Harness
The Northland Ski Co., St. Paul, Minn.

Skis
The Northland Ski Co., St. Paul, Minn.

Ski Accessories, Bindings, Wax and Poles
The Northland Ski Co., St. Paul, Minn.

Skates
The Canada Cycle & Motor Co., Ltd., Weston, Ont
The Can. Flexible Skate Co., Ltd., Parry Sound

Sifters, Ash
Collins Mfg. Co., Toronto, Ont.
Soren Bros., Toronto, Ont.

Solder
J. E. Beauchamp & Co., Montreal, Que.
Canada Metal Co., Toronto
Hoyt Metal Co., Toronto
Northern Electric Co., Montreal
Owl Metal Co., Ltd., Winnipeg
Geo. W. Reed, Montreal
Tallman Brass & Metal Co., Hamilton, Ont.

Soldering Paste
Canada Metal Co., Toronto
Great West Electric Co., Ltd., Winnipeg, Man

Soldering Irons (Electric)
The Clemens Electrical Corporation, Hamilton.

Solderall
Thos. Davidson Mfg. Co., Ltd., Montreal.

Soles, Half
Anglo-Canadian Leather Co., Toronto.
Goodyear Tire & Rubber Co. of Canada, Ltd., Toronto, Ont.
Plewes Ltd., Winnipeg, Man.

Soot, Destroyer
Canada Witch Co., Ltd.
Moncrieff & Endress, Ltd., Winnipeg, Man.

Soap Dishes
Kinzinger Bruce & Co., Niagara Falls, Ont.

Spades
Canadian Shovel & Tool Co., Hamilton, Ont.

Spark Plugs
The Canadian National Carbon Co., Ltd., Toronto.
Canada Cycle & Motor Co., Ltd., Weston, Ont
Canada Sales Co., Toronto, Can.
Great West Electric Co., Ltd., Winnipeg, Man
Champion Spark Plug Co., Windsor, Ont.
Dominion Battery Co., Ltd., Toronto, Ont.
Eclipse Mfg. Co., Indianapolis, Ind.
W. T. Evans, 1694 St. Urbain St., Montreal
Hyslop Bros., Toronto
The Lockwood-Ash Motor Co., Jackson, Mich
Northern Electric Co., Ltd., Toronto
The Royal Canadian Specialties, Hamilton.
Sharp Spark Plug Co., Cleveland, Ohio
Walker, Vallance, Limited, Hamilton, Ont.

Spanners
Herbert Terry & Sons, Redditch, Eng.
Williams & Co., J. H., Brooklyn, N.Y.

Spice Tubs
E. B. Eddy Co., Ltd., Hull, Que.

Spiders
Can. Foundries & Forgings, Ltd., Brockville, Ont

Spinnings
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Spring and Presswork Specialties
Herbert Terry & Sons, Ltd., Redditch, Eng.

Spoke Shaves
Stanley Rule & Level Co., New Britain, Conn

Sponge Baskets
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Sporting Goods
J. E. Beauchamp & Co., Montreal, Que.

Sportsmen's Specialties
The Marble Arms & Mfg. Co., Gladstone, Mich.

Sprayers
Bateman-Wilkinson Co., Ltd., Toronto.
Collins Mfg. Co., Toronto
Thos. Davidson Mfg. Co., Ltd., Montreal
Eureka Planter Co., Woodstock

Springs
B. J. Coghlin Co., Ltd., Montreal, Que.
Guelph Spring & Axle Co., Ltd., Guelph, Ont.

Spring Dies
Wells Bros. Co. of Canada, Galt

Stable Fittings
Beatty Bros., Fergus, Ont.
Canada Foundries & Forgings, Brockville

Stable Pails
E. B. Eddy Co., Ltd., Hull, Que.

Stains
Brandram-Henderson, Montreal
Canada Paint Co., Ltd., Montreal
Dougall Varnish Co., Ltd., Montreal
The Lowe Bros. Co., Toronto
R. C. Jamieson & Co., Ltd., Montreal
Manton Bros., Toronto.
Martin-Senour Co., Ltd., Montreal
McArthur-Irwin, Ltd.
Benjamin Moore & Co., Ltd., Toronto
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Sherwin-Williams Co., Montreal
Spielman Agencies Ltd., Montreal
G. F. Stephens & Co., Winnipeg
Stewart & Woods, Toronto.
Sturgeons, Ltd., Toronto.

Stains (Wood Preservatives)
Sturgeons, Ltd., Toronto.

Stampings
Coleman Fare Box Co., Toronto.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Staples
Canada Steel Goods Co., Hamilton
Laidlaw Bale-Tie Co., Ltd., Hamilton
National Mfg. Co., Sterling, Ill.
Steel Co. of Canada, Ltd., Hamilton
Western Wire & Nail Co., London

Steel Wool
The American Steel Wool Mfg. Co., New York.

Stoneware
Medalta Stoneware, Ltd., Medicine Hat, Alta.

Store Fixtures
Cameron & Campbell, Toronto.

Stoves
Beach Foundry Co., Ltd., Ottawa, Ont.
Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.
Canada Foundries & Forgings, Brockville.
Canada Stove & Foundry Co., Ltd., St. Laurent, Montreal, Que.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Enterprise Foundry Co., Sackville, N.B.
The Empire Stove and Furnace Co., Ltd., Owen Sound.
Findlay Bros. & Co., Ltd., Carleton Place, Ont.
The Galt Stove & Furnace Co., Ltd., Galt, Ont.
The Gurney Foundry Co., Ltd., Toronto.
Hall, Zyrd Foundry Co., Ltd., Hespeler, Ont.
The Hamilton Stove & Heater Co., Hamilton, Ont.
Merchants Hardware Specialties, Ltd., Calgary.
Record Foundry & Machine Co., Moncton, N.B
Jas. Stewart Mfg. Co., Ltd., Woodstock

Stove Renovators
The Flexible Conduit Co., Ltd., Guelph, Ont.

Stoves, Vapor Oil
The Detroit Vapor Stove Co., Detroit, Mich.

Stoves, Fireless Cook
Louis McLain Co., Ltd., Winnipeg, Man.
Royal Fireless Cooker Co., Ottawa, Ont.

Stoves, Gas and Coal
The Gurney Foundry Co., Ltd., Toronto.
The Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.

Stoves, Gasoline
National Stamping & Electric Works, Chicago

Stove Lining
Geo. W. Reed, Montreal.

Stove Pipe
Collins Mfg. Co., Toronto
Thos. Davidson Mfg. Co., Ltd., Montreal.

Steel Bands
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Steel, Cold Rolled Band
J. E. Beauchamp & Co., Montreal, Que.
J. N. Warminton & Co., Montreal, Que.

Strapping, Box
The Acme Steel Goods Co., Ltd., Montreal.

Stretchers, Curtain
Otterville Mfg. Co., Otterville, Ont.

Stretchers, Wire
Banwell Hoxie Wire Fence Co., Ltd., Hamilton
Merchants Hardware Specialties, Ltd., Calgary
Otterville Mfg. Co., Otterville, Ont.

Steel, Reinforcing
Canadian Rolling Mills Co., Ltd., Montreal
Canadian Tube & Iron Co., Ltd., Montreal
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Steel, Strip
Dominion Sheet Metal Co., Ltd., Hamilton

Steel Lockers and Shelving
Dennis Wire & Iron Works, London, Ont.

Stencils and Ink
Hamilton Stamp & Stencil Co., Hamilton

Steamers and Boilers
Thos. Davidson Mfg Co., Ltd., Montreal

Steel, Mild, Sleigh Shoe, Tire
Canadian Rolling Mills Co., Ltd., Montreal
Canadian Tube & Iron Co., Ltd., Montreal
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man
Steel Co. of Canada, Hamilton

Steel Wagon Hardware
McKinnon Industries, Ltd., St. Ca[illegible]s, Ont

STUCCO BOARD
Bishopric Wall Board Co., Ltd., Ottawa, Ont.

Sulphite Fibre
E. B. Eddy Co., Ltd., Hull, Que.

Sweat Pads
American Pad & Textile Co., Chatham

Burlington Windsor Blanket Co., Toronto.

Switches, Switchboards
Canadian General Electric Co., Ltd., Toronto
Great West Electric Co., Ltd., Winnipeg, Man
Northern Electric Co., Montreal.

Tacks
Steel Co. of Canada, Ltd., Hamilton, Ont.

Tanks, Cistern
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont
R. McDougall Co., Ltd., Galt, Ont.

Tanks, Galvanized Steel
Steel Trough & Machine Co., Ltd., Tweed, Ont.
Winnipeg Ceiling & Roofing Co., Winnipeg

Tanks, for Paint Oils, Oil, Gasoline, Kerosene, etc.
The S. F. Bowser Co. of Canada, Ltd., Inc., Toronto, Ont.

Tanks and Pumps, Lubricating Oil Storage
The S. F. Bowser Co. of Canada, Ltd., Inc., Toronto, Ont.

Taps
Butterfield & Co., Rock Island, Que.
Pratt & Whitney Co. of Canada, Ltd., Dundas.
Wells Bros. Co. of Canada, Galt, Ont.

Tap Holders
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa

Tapping Attachments
Pratt & Whitney Co. of Canada, Ltd., Dundas
Wells Bros. of Canada, Galt

Tape, Rubber Friction
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Tapes, Measuring, Steel and Woven
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Tapes, Measuring
Caverhill, Learmont & Co., Montreal
Jas. Chesterman & Co., Ltd., Sheffield, Eng
L. S. Starrett Co., Athol, Mass.

Tapes, Pocket
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Tarpaulin
Scythes & Co., Ltd., Toronto, Ont.

Tea Pots and Urns, Tea Ball
Landers, Frary & Clark, New Britain, Conn.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Tents
Finnie & Murray, Ltd., Winnipeg.
Grant, Holden & Graham, Ltd., Ottawa, Ont.
Scythes & Co., Ltd., Toronto, Ont.
J. J. Turner & Sons, Ltd., Peterboro, Ont.

Terne Plates
A. C. Leslie & Co., Ltd., Montreal

Thimbles, Smoke Pipe
Can. Foundries & Forgings, Ltd., Brockville, Ont

Tiling, Walls and Floor
Barton Netting Co., Windsor

Tiling, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber Co., Ltd., Toronto

Tinsmiths' Machinery
Brown, Boggs Co., Hamilton, Ont.

Tinware
Soren Bros., Toronto, Ont.

Tin Plate
Joseph R. Martin & Co., Montreal, Que.
B. & S. H. Thompson & Co., Ltd., Montreal, Que

Tire Carriers, Automobile
Kinzinger Bruce & Co., Niagara Falls, Ont.
North American Hardware Co., Ltd., Montreal, Q

Tires and Tubes, Automobile and Motor Truck
Canadian Consolidated Rubber Co., Montreal.
Crown Cycle & Motor Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber, Ltd., Toronto.
Hyslop Bros., Toronto, Ont.
K. & S. Canadian Tire & Rubber Co., Ltd., Toronto, Ont.
North American Hardware Co., Ltd., Montreal
The F. E. Partridge Rubber Co., Ltd., Guelph.
The Sterns Tire & Tube Co. of Canada, Ltd. Toronto, Ont.
The Van Der Linde Rubber Co., Toronto.

Ties, Wall and Veneer
The Niagara Falls Metal Stamp'g Works, Niagara Falls, N.Y.

Tire Patch
Dunlop Tire and Rubber Goods Co., Ltd., Toronto
The Locktite Mfg. Co., Windsor, Ont.
W. C. Wood Co., Minneapolis, Minn.

Tires and Tubes, Automobile, Aeroplane, Bicycle, Carriage, Motorcycle, and Motor Trucks
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Tire Accessories
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.
W. C. Wood Co., Minneapolis, Minn.

Tire Repairs
W. C. Wood Co., Minneapolis, Minn.

Trucks
Canadian Pneumatic Tool Co., Ltd., Montreal, Q
Kribs, Wm. A., Hespeler, Ont.

Truck Supplies
Canadian Pneumatic Tool Co., Ltd., Montreal, Q

Toboggans
J. E. Beauchamp & Co., Montreal, Que.
Peterborough Canoe Co., Peterborough, Ont.
The Northland Ski Co., Ltd., St. Paul, Minn.

Toboggan Cushions and Accessories
The Northland Ski Co., St. Paul, Minn.

Toilet Paper Cabinets
E. B. Eddy Co., Ltd., Hull, Que.

Toilet Paper
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Tools
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
R. J. Coghlin Co., Ltd., Montreal, Que.
J. J. Turner & Sons, Ltd., Peterboro, Ont.
Jardine & Co., Ltd., A. B., Hespeler, Ont.
The Millers Falls Co., Millers Falls, Mass.
Northern Electric Co., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.
Pratt & Whitney, Dundas, Ont.
The Rapid Tool and Machine Co, Ltd., Montreal.
Smith & Heminway, Inc., Irvington, N.Y.
Ward & Payne, Sheffield, Eng.

Tools, Blacksmiths'
D. Ackland & Son, Winnipeg.
Jardine & Co., Ltd., A. B., Hespeler, Ont.

Tool Cabinets
Eagle Mfg. Co., Hamilton, Ont.

Tools, Garden
The Bateman-Wilkinson Co., Ltd., Toronto, Ont.
Coleman Fare Box Co., Toronto, Ont.
Eureka Planter Co., Woodstock
Ward & Payne, Sheffield, Eng.

Tools, Harvest
Beatty Bros., Ltd., Fergus, Ont.
F. E. Myers & Bro., Ashland, O.

Tools, Hay
Louden Machinery Co., of Canada, Ltd., Guelph

Tools, Logging and Lumbering
Canadian Warren Axe & Tool Co., St. Catharines
Thos. Pink Co., Ltd., Pembroke, Ont.

Tool Holders
Williams & Co., J. H., Brooklyn, N.Y.

Toys
J. E. Beauchamp & Co., Montreal, Que.
The Belleville Hardware & Lock Mfg. Co., Belleville, Ont.
Coleman Fare Box Co., Toronto.
The Crown Mfg. Co., Hamilton, Ont.
Conron MacNeal Co., Kokomo, Ind.
Gendron Mfg. Co., Ltd., Toronto.

Tools, Machinists'
L. S. Starrett Co., Athol, Mass.
Goodell-Pratt Co., Greenfield, Mass.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.

Tools, Small
Pratt & Whitney Co. of Canada, Ltd., Dundas.

Towel Bars
Kinzinger Bruce & Co., Niagara Falls, Ont.

Traps, Brass, Iron, Lead
Canada Metal Co., Toronto.

Traps, Game
The Niagara Falls Metal Stamp'g Works, Niagara Falls, N.Y.
Oneida Community, Ltd., Niagara Falls, Ont.

Troughs
Beatty Bros., Fergus, Ont.

Trammel Points
Stanley Rule & Level Co., New Britain, Conn.

Trowels
H. Disston & Sons, Toronto
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn
Ward & Payne, Sheffield, Eng.

Trucks, Warehouse
Canadian Pneumatic Tool Co., Ltd., Montreal
Canada Foundries & Forgings, Brockville
Wm. Kribs, Hespeler, Ont.
John Watson Mfg. Co., Ltd., Winnipeg, Man

Try Squares
Henry Disston & Sons Co., Toronto
Stanley Rule & Level Co., New Britain, Conn.

Truing Devices
Cleveland Stone Co., Cleveland, Ohio

Tube Rubber
K. and S. Canadian Tires, Ltd., Toronto, Ont.

Tungsten Lamps
Canadian Laco-Phillips Co., Toronto
Great West Electric Co., Ltd., Winnipeg, Man
North American Hardware Co., Ltd., Montreal

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Ward & Payne, Sheffield, Eng.

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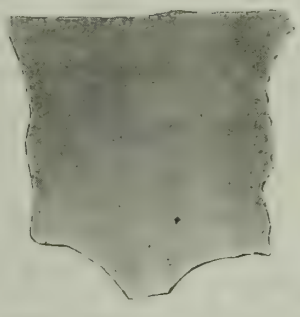
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Tumbler Holders
Kunsinger, Bruce & Co., Niagara Falls, Ont.

Tubing, Brass
B. & S. H. Thompson & Co., Ltd., Montreal, Que.

Tubing, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
K. & S. Canadian Tire and Rubber Co., Ltd., Toronto, Ont.

Tubing, Steel
Standard Tube & Fence Co., Woodstock.

Turpentine
Brown Corporation, Portland, Maine.
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont.
Fred Smith, Toronto.
Stewart & Wood, Toronto.

Twines
Consumers' Cordage Co., Montreal.
Doon Twines, Ltd., Kitchener, Ont.
Scythes & Co., Ltd., Toronto.
Walter Woods & Co., Hamilton.

Vacuum Cleaners and Sweepers
Bissell Carpet Sweeper Co. of Canada, Ltd., Niagara Falls, N.Y.
The Clements Mfg. Co., Ltd., Toronto.
The Daisy Vacuum Cleaner Co., London, Eng.
The Hurley Machine Co., Ltd., Toronto.
McDonald & Willson, Ltd., Toronto, Ont.
Northern Electric Co., Ltd., Montreal, Que.

Valves, Air
The Penberthy Injector Co., Ltd., Windsor, Ont.

Valves, Brass
National Brass Co., London, Ont.
The Penberthy Injector Co., Ltd., Windsor, Ont.
United Brassfounders Ltd., Manchester, Eng.

Valves, Standard, Globe, Angle and Check
Canadian Fairbanks-Morse Co., Montreal.
Jenkins Bros., Montreal, Que.
The Penberthy Injector Co., Ltd., Windsor, Ont.
Jas. Morrison Brass Mfg. Co., Toronto.

Valves, Radiator and Air, Iron Body, Composition, Globe, Angle, Check
Canadian Fairbanks-Morse Co., Montreal.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Jenkins Bros., Ltd., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
United Brassfounders Ltd., Manchester, Eng.

Varnishes—Auto, Coach, House, Marine
Berry Brothers, Walkerville.
Boston Varnish Co., Everett Station, Boston.
Brandram-Henderson, Ltd., Montreal.
British America Paint Co., Ltd., Victoria, B.C.
Canada Paint Co., Montreal.
Dougall Varnish Co., Ltd., Montreal.
Glidden Varnish Co., Ltd., Toronto, Ont.
Wm. Harland & Sons, Toronto, Ont.
Imperial Varnish & Color Co., Ltd., Toronto.
International Varnish Co., Ltd., Montreal, Que.
McArthur Irwin, Montreal.
Martin-Senour Co., Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son, Montreal.
R. C. Jamieson & Co., Montreal.
Pratt & Lambert, Bridgeburg, Ont.
Sanderson Pearcy & Co., Toronto.
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.
Stewart & Wood, Toronto.
Ottawa Paint Works, Ottawa.
Wilkinson & Kompass, Hamilton.

Vehicles, Business
Canadian Pneumatic Tool Co., Ltd., Montreal, Q.

Veneer Seats
J. E. Beauchamp & Co., Montreal, Que.
Canadian Veneering Co., Acton Vale, Que.

Ventilators, Metallic
Winnipeg Ceiling & Roofing Co., Winnipeg.

Vermin Exterminator
The Common Sense Mfg. Co., Toronto.

Vises
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
Lewis Bros., Ltd., Montreal.
National Machinery & Supply Co., Hamilton.
North Bros. Mfg. Co., Philadelphia, Pa.
Plewes Ltd., Winnipeg, Man.
The Rock Island Mfg. Co., Rock Island, Ill.
The Rapid Tool and Machine Co., Ltd., Montreal.
Stanley Rule & Level Co., New Britain, Conn.
Stover Mfg. & Engine Co., Freeport, Ill.

Vises, Chain Pipe
Williams & Co., J. H., Brooklyn, N.Y.

Vulcanizers
Adamson Mfg. Co., Hamilton.
Northern Electric Co., Montreal.
The Presto Patch Co., Toronto, Ont.
C. A. Shaler Co., Waupun, Wis.

Wagon Hardware
Gregg Mfg. Co., Ltd., Winnipeg, Man.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Wagon Woodwork
West-Woods, Ltd., Winnipeg, Man.

Wallboard
Bishopric Wall Board Co., Ltd., Ottawa, Ont.

Wall Finish
British America Paint Co., Ltd., Victoria, B.C.

Walnut Seats
Canadian Veneering Co., Acton Vale, Que.
C. Kloepfer, Ltd., Toronto.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Stanley Works, New Britain, Conn.

Warmers, Foot
Chicago Flexible Shaft Co., Chicago, Ill.

Washers
Beauchamp & Co., J. E., Montreal, Que.
DesRochers, Ltd., Montreal, P.Q.
Steel Co. of Canada, Ltd., Hamilton.
Otterville Mfg. Co., Otterville, Ont.
The Union Iron & Metal Co., Ltd., Toronto.
Wilkinson & Kompass, Hamilton.

Washers, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Washing Machines, Electric, Hand and Power
Beatty Bros., Fergus, Ont.
J. H. Connor & Son, Ltd., Ottawa.
Dowswell, Lees & Co., Hamilton.
The Gurney Foundry Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
The Hurley Machine Co., Ltd., Toronto.
Kribs, Wm., Hespeler, Ont.
Geo. C. Kaitting & Son, Galt, Ont.
Maytag Co., Ltd., Winnipeg, Man.
Maxwells Ltd., St. Mary's, Ont.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
McDonald & Willson, Ltd., Toronto.
Nineteen Hundred Washer Co., Toronto, Ont.
The One Minute Washer Co., Toronto, Ont.

Waste, Cotton
Acme Waste Mfg. Co., Toronto.
E. Pullan Waste & Wipers Co., Toronto.
Scythes & Co., Ltd., Toronto.
Wilkinson & Kompass, Hamilton.

Wash Boards
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
E. B. Eddy Co., Ltd., Hull, Que.

Wash Tubs
E. B. Eddy Co., Ltd., Hull, Que.
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Watches
R. H. Ingersoll & Bro., Montreal, Que.

Watch Specialties
R. H. Ingersoll & Bro., Montreal, Que.

Waterproof Clothing
The Tower Canadian Ltd., Toronto, Ont.

Weather Stripping
Best Weatherstrip Co., Ltd., Hamilton, Ont.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
The Swan Mfg. Co., Winnipeg, Man.

Wedges
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canadian Warren Axe & Tool Co., St. Catharines, Ont.

Whitewash Outfits
Collins Mfg. Co., Toronto.
Spramotor Co., London, Ont.

Waterproof Goods
J. J. Turner & Sons, Ltd., Peterboro, Ont.

Weeders, Garden (hand)
J. E. Gilson Co., Port Washington, Wis.
C. S. Norcross & Sons, Bushnell, Ill.

Weights
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Wheelbarrows, Garden and Contractors
Erie Iron Works, Ltd., St. Thomas, Ont.
Bateman, Wilkinson Co., Ltd., Toronto, Ont.

Wheels, Well
J. E. Beauchamp & Co., Montreal, Que.
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Wheeled Goods
The Crown Mfg. Co., Hamilton, Ont.

Whips
J. E. Beauchamp & Co., Montreal, Que.

Whistles
The Penberthy Injector Co., Ltd., Windsor, Ont.

Wholesale Hardware
J. H. Ashdown Hardware Co., Ltd., Winnipeg.
Caverhill, Learmont & Co., Montreal.
J. E. Beauchamp & Co., Montreal, Que.
Frothingham & Workman, Montreal.
H. S. Howland Sons & Co., Toronto.
Lewis Bros., Ltd., Montreal.
Merrick Anderson Co., Winnipeg, Man.
Miller-Morse Co., Winnipeg, Man.
Morrison Blackwood Hardware Ltd., Moose Jaw, Sask.
Rice Lewis & Sons, Ltd., Toronto.
W. Walker & Sons Ltd., Toronto, Ont.
White's, Ltd., Collingwood, Ont.

Windshield Cleaner
The Outlook Co., Cleveland, Ohio.

White Lead
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
Carter White Lead Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
McArthur Irwin, Montreal.
Stewart & Wood, Toronto.

Window Guards, Wire
Canada Wire & Iron Goods Co., Hamilton, Ont.

Wipers
Scythes & Co., Ltd., Toronto, Ont.
E. Pullan Waste & Wipers Co., Toronto.

Wire
Canadian Tube & Iron Co., Ltd., Montreal.
Canada Wire & Iron Goods Co., Hamilton, Ont.
Caverhill, Learmont & Co., Montreal.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
B. Greening Wire Cloth Co., Ltd., Hamilton.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Lewis Bros., Ltd., Montreal.
Northern Electric Co., Montreal.
Northern Bolt Screw & Wire Co., Owen Sound.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Western Wire & Nail Co., London.

Wire, Annealed
The Graham Nail Works, Toronto.

Wire, Bright
The Graham Nail Works, Toronto.

Wire Cloth
Canada Wire & Iron Goods Co., Hamilton, Ont.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
B. Greening Wire Cloth Co., Ltd., Hamilton.

Wire, Coppered
The Graham Nail Works, Toronto.

Wire Cutters
Bridgeport Hardware Co., Bridgeport, Conn.
Northern Electric Co., Ltd., Montreal, Que.

Wire, Hay
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.

Wire Hoops
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.

Wire, Oiled and Annealed
The Graham Nail Works, Toronto.

Wire Mats
B. Greening Wire Cloth Co., Ltd., Hamilton.

Wire, Tinned
The Graham Nail Works, Toronto.

Wireworks of all kinds
Dennis Wire & Iron Works Co., Ltd., London, Ont.

Wire Wheels
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Wood, Ground
E. B. Eddy Co., Ltd., Hull, Que.

Wrapping Paper
E. B. Eddy Co., Ltd., Hull, Que.
Alex McArthur & Co., Montreal, Que.

Wrenches and Accessories
Barcalo Mfg. Co., Buffalo, N.Y.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Goodell-Pratt Co., Greenfield, Mass.
International Malleable Iron Co., Ltd., Guelph, Ont.
Keystone Mfg. Co., Buffalo, N.Y.
Trimont Mfg. Co., Roxbury, Mass.
Will B. Lane, Chicago, Ill
Plewes Ltd., Winnipeg, Man.
J. H. Williams Co., Brooklyn, N.Y.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Wrench Sets
Williams & Co., J. H., Brooklyn, N.Y.

Wrenches, Alligator
Bridgeport Hardware Co., Bridgeport, Conn.

Wrenches, Ratchet
L. S. Starrett Co., Athol, Mass.
Spielman Agencies, Montreal.

Wrought Nipples
Canadian Tube & Iron Co., Ltd., Montreal.

Wrought Couplings
Canadian Tube & Iron Co., Ltd., Montreal.

Wrought Washers
The Union Iron & Metal Co., Ltd., Toronto.

Wringers, Hand and Power
Beatty Bros., Fergus, Ont.
Caverhill, Learmont & Co., Montreal.
Connor & Son, Ltd., J. H., Ottawa, Ont.
Dowswell, Lees & Co., Hamilton.
Kribs, Wm. A., Hespeler, Ont.
Nineteen Hundred Washer Co., Inc., Toronto, Ont.
Lewis Bros., Ltd., Montreal.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
White Mop Wringer Co., Fultonville, N.Y.

Zinc, Bar
Canada Metal Co., Ltd., Toronto.

Zinc, Sheet
B. & S. H Thompson & Co., Ltd., Montreal, Que.

Look for the full name

Russell Jennings

stamped on the round of our

Auger Bits

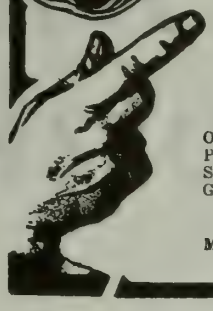
The original double twist auger bit, patented by Mr. Russell Jennings in 1855

Russell Jennings Mfg. Co.

CHESTER, CONN., U.S.A.

GERMANTOWN

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THE L. MARTIN CO.

HEADQUARTERS FOR

LAMPBLACK

IN ENGLAND AND AMERICA

Originators of Eagle, Old Standard, Globe and Pyramid Germantown Brands.
Suppliers of Bulk Blacks to the highest class Grinding Trade.

THE L. MARTIN CO.

Montreal, Toronto, Winnipeg, New York, Philadelphia, London, Eng.

We Carry a Complete Stock of Thomas Goldsworthy & Sons

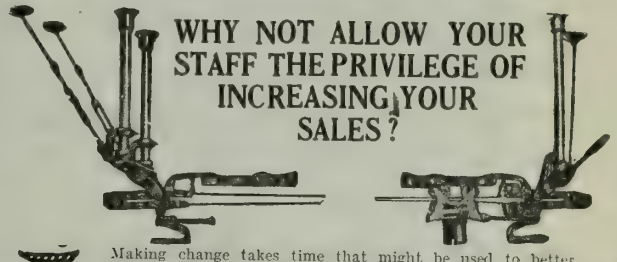
"GENUINE" Naxos Emery

All numbers from No. 8 to 140, also FF, and F, Flour Emery, English Blue Twill Emery Cloth, and English White Back Emery Cloth. All numbers.

Prices on Application. ***Immediate Shipment.***

JAMES HUTTON & CO.

706 Shaughnessy Building - MONTREAL



WHY NOT ALLOW YOUR STAFF THE PRIVILEGE OF INCREASING YOUR SALES?

Making change takes time that might be used to better advantage in the selling of more good. And, too, it diverts the salesmen's mind from his real business. We have a cash carrier to assist you, and there is no better investment than the purchase of a carrier system. It affords more time for salesmen to remain with customers, and in this way increases the efficiency and selling capacity of an entire staff. And the saving of steps. They should not be forgotten.

Write for our four-page leaflet which tells how to obtain a double check on sales, and allow your salesmen in a greater degree, to display their selling ability.

All kinds of Cash and Parcel Carriers.

GIPE-HAZARD STORE SERVICE CO., LTD.,
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GLUE

IN PACKAGES

Put up in the way that best appeals to the people—that's "Brantford" GLUE

It's an all 'round glue and makes good profits for dealers.
In ¼, ½ and 1 lb. packages at your jobbers

CANADA GLUE CO., Limited, Brantford, Ont.

"Maple Leaf" Belting



IN THE MACHINE SHOP, "Maple Leaf" belting is invaluable in the machine shop where belting is put to severe tests. Its strong construction of stitched cotton duck makes it a superior belting.

There is a good margin of profit in handling it. "Maple Leaf" Brand Belt Dressing gives longer life and more satisfactory service to all makes of beltings.

Write To-day.

DOMINION BELTING COMPANY, LIMITED
Hamilton, Canada

Canada Wire and Iron Goods Co.

Manufacturers of Wire Cloth, Perforated Sheet Metals, Metal Lockers and Wire Work. Fireplace Screens.

Hamilton - - Canada

A GOOD INVESTMENT

Stamp your name on every tool and be insured against loss and theft. We will make for you a stamp, hand cut from tool steel, it will last a life time. Send 20c for each letter or initial, and 10c postage.

We also make special Trade Mark Stamps and Dies. Steel Letters and Figures in sets for the hardware trade.

The Crown Stamp & Die Works

Waterdown **Ontario**

Why Did We Let Trotzky Go?

THERE was a time when Canada had it in her power to end the war. In the early days of the Russian Revolution a bushy-haired German was taken off a boat at Halifax and interned at Amherst, N.S. He pretended to be a Russian but was known to be in German pay—on his way to push the revolution—British and American Intelligence Officers so informed our authorities. But pressure was brought to bear and the man was finally released. He got to Europe and became the most sinister figure among the Bolsheviki. Largely as a result of his work, Russia dropped out of the war and Germany was able to fight on for eighteen months. That man was Leon Trotzky. His real name was Braunstein.

Why was Trotzky allowed to leave Canada?

Colonel MacLean discusses this question in the June issue of MACLEAN'S MAGAZINE. He tells the story of Trotzky's activities, of his arrest and subsequent release in full detail, tracing the threads of a strange intrigue from Germany to Washington, and Washington to Ottawa. It is a gripping story, the most important inside story of the war.

Other National Features of This Issue

"Victory Stuff" By Robert W. Service.

"Solving the Problem of the Arctic" By Vilhjalmur Stefansson.

"The Gold Wolf" By W. A. Fraser.

"Hobson's Hard Start" By William Byron.

"The Menace in the South" By Agnes C. Laut.

"The Undercurrents" By J. K. Munro.

And a score of other interesting articles.

Secure YOUR Copy EARLY--While Supply Last

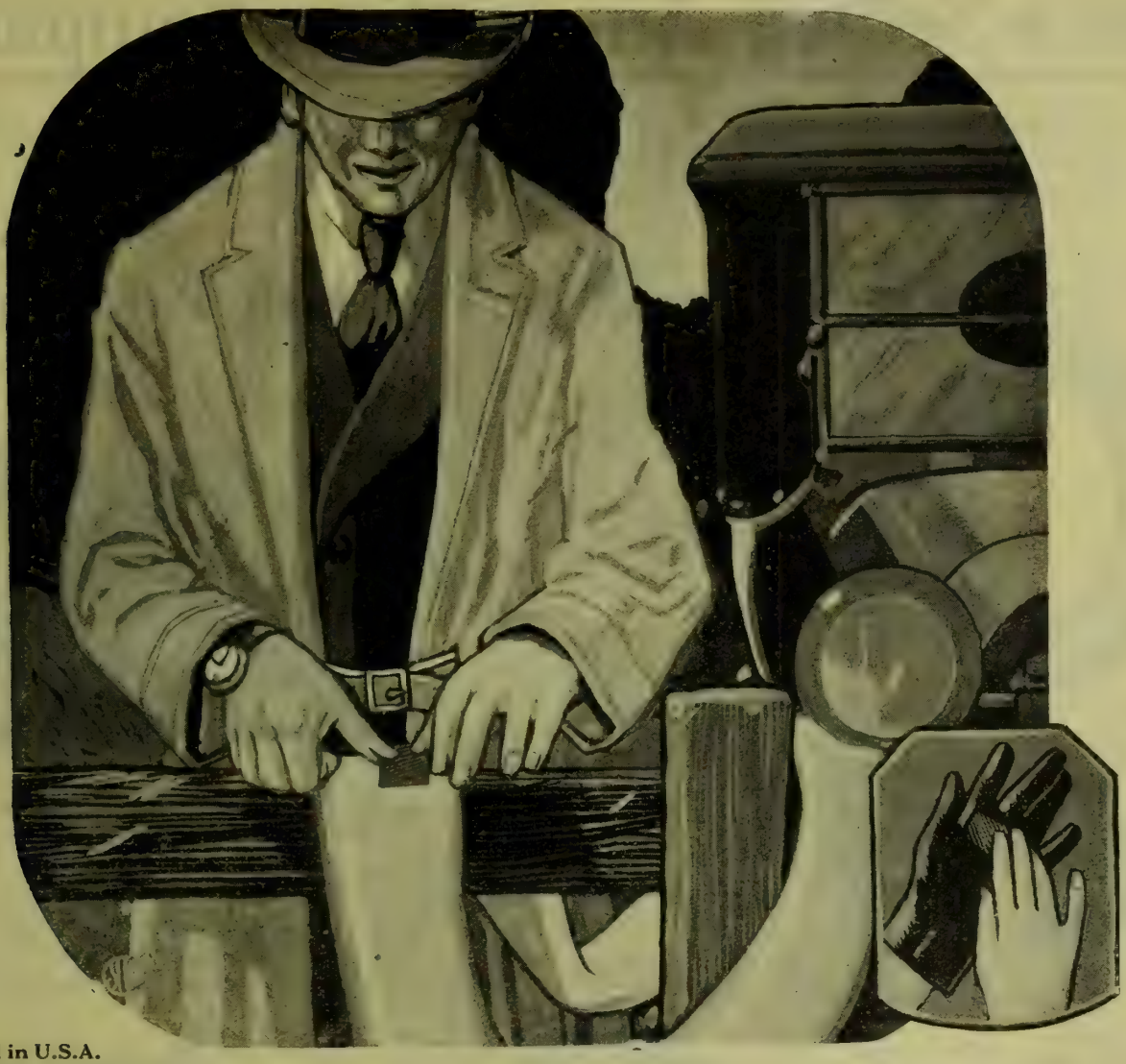
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"CANADA'S NATIONAL MAGAZINE"

20c. — June — 20c.

ON SALE AT ALL NEWSDEALERS



Patented in U.S.A.
50c - $1.00 - $1.50



The Original Profit-Making Tire Patch!

NO delays, no tire worries, with Wood's Everloc, the original, self-vulcanizing Tire Patch in the tool box. Takes 3 minutes to apply. Guaranteed to permanently repair punctures or blowouts to 17 inches in length. Used as temporary repair on casing it will always get you home. 50c - $1.00 - $1.50.

DEALERS:- Send for our proposition. From us or your jobber.

Wood's Everloc Tire Patch is patented in the U.S.A.

W. C. WOOD COMPANY

74 WESTERN AVENUE Dept. E. MINNEAPOLIS, MINNESOTA

CANADIAN BRANCH: 204 PRINCESS ST., WINNIPEG, MAN.

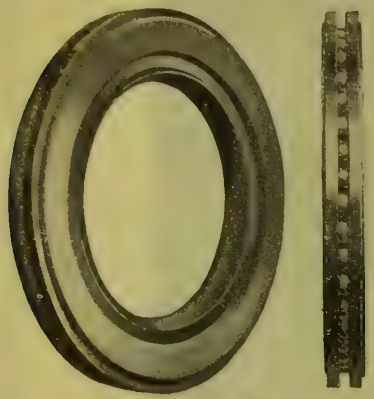
Special Garage Size: 20" x 28"

WOOD'S EVERLOC TIRE PATCH

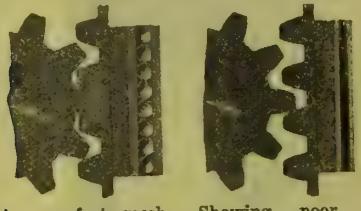
Quick-Selling Automotive Equipment

There are on the Canadian roads to-day over 225,000 cars aside from motor trucks and other motor driven vehicles of a commercial character. Think then of the tremendous selling possibilities there are in store for the wide-awake dealer who features the well-balanced Hyslop line.
The Hyslop line comprises the largest and most complete assortment of automotive equipment, accessories and supplies ever offered to dealers. It is a line that insures attractive profits and quick turnovers. Below are a few of the thousands of items listed in our new 208-page catalogue.

Kelsey Ball Thrust Bearing for Chevrolet "490" Models



Rear axle difficulty rests chiefly with the flat thrust washers installed at left (gear) side of Chevrolet 490 differentials. These washers are for the purpose of keeping the teeth of the pinion gear and the drive gear in proper mesh.



Showing perfect mesh of gears with the Kelsey Ball Thrust.

Showing poor mesh with the regular washers.

THE REMEDY for Rear Axle Trouble
The KELSEY BALL THRUST BEARING will not wear and so will keep gears in proper mesh, make them run smoothly and last indefinitely.
Carry this bearing in hand—be prepared to fill the need at a moment's notice.
No. 4324—**Price** **$4.50**

Holton Hood Clips for Chevrolet and Briscoe Cars



You save a great deal of time and trouble by having HOLTON HOOD CLIPS on your hood every time it is lifted or closed. This is a spring clip and can be installed in one minute without the use of tools by removing thumb screws at present on Chevrolet and Briscoe cars and attaching the HOLTON CLIP to same bolt at present in use. It will NEVER SLIP OR RATTLE and enables the hood to be opened and closed in one second.
No. 4326—**Price**, per set of four, black enamel finish **$2.40**
No. 4327—**Price**, per set of four, nickel plated **2.75**

Ideal Front Splash Pan Fenders

for 1917-18-19 Fords

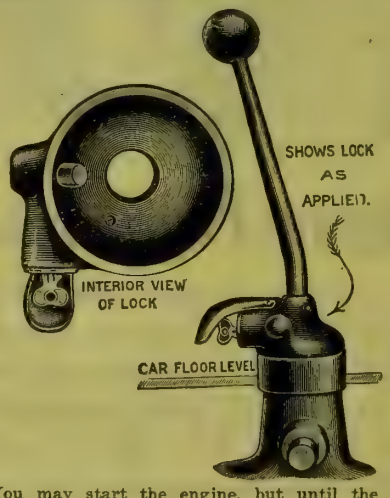
This front Splash Pan Fender is all that its name implies—ideal equipment for Ford Cars. It covers the rough spots of your Car and protects the springs from being splashed. Your lamps, too, are kept clean and free from mud, making night travelling safe.

Made from 22 Gauge Iron, wired edge all around, extends to side fenders and so constructed that it is easily put on, besides it gives a neat and up-to-date appearance to the Car. Extra supports are furnished, going on to lamp brackets, which makes it firm and eliminates all rattle. The Ideal Splash Pan Fenders will fit 1917-1918-1919 Cars.



No. 4672—**Price, per set, complete $4.25**

McCoy Transmission Auto Lock



You may start the engine, but until the key is replaced in lock and gears released it is impossible to operate the gear shift lever when the car is equipped with the McCoy Transmission Auto Lock.
Simply removing the key—locks the car.
Key cannot be removed from the lock without automatically locking the car. Your key remains in the lock all the time the car is in operation, does not in any way interfere with its proper working, cause undue wear on transmission, and cannot fall or drop out.
This is not an ignition lock, but a TRANSMISSION lock.
For almost any car with centre transmission control. **Price** **$10.00**

The Chapman Roller Bearing Assembly for Front Wheels of Chevrolet "490" Models



No. 4325

Showing bearings disassembled on spindle

The bearings of the front wheels have the hardest service to perform, the strain of running over rough roads, getting into deep ruts and car tracks, dropping into holes, going over bumps and the continual side thrust of the steering.
The old style cone, cup and loose ball construction is unsatisfactory at its best. The various parts require constant adjustments and frequent replacements.
Chapman Roller Bearings will make the car run easier, keep front wheels properly adjusted and cause the car to steer better. They are made from the highest grade bearing steel and will withstand the most rough usage to which they can be subjected.
Anyone with the aid of a wrench can remove the cone and cup bearings from the front wheels and replace them with the Chapman Roller Bearings without any mechanical changes.
No. 4325—**Price**, per set complete for both front wheels **$15.00**

DEALERS: Send for our new 208-page catalogue and attractive dealers' proposition.

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HYSLOP BROTHERS LIMITED

Shuter and Victoria Streets **Toronto, Ontario**



Making Motoring Popular---Keeping It Economical and Safe

1919 finds Dunlop Traction Tread—Cord and Fabric—out to surpass all quality records.

In 1918 more new friends were made—more "Tractions" were sold than in any other year.

Our own men, motoring in the various portions of Canada on their daily duties, had an excellent opportunity to see countless "Tractions" in service. They saw them on big city streets, in the quiet of the country, over the even, carefully-graded expanses of highways, and on the hilly going of the mountainous districts; but the important point is that they saw them delivering service of a new order—the kind of service that has no "backfire," no "added entries" of cost to the Tire Bankbook.

With "Tractions" now obtainable in Cord, as well as in Fabric Construction—with each part of the tire made sturdier than ever before, with countless car owners saying "'Tractions' Deserve Well Because They Serve Well"—the logical choice for tire equipment is the "Master of the Road."

The "Two Hands" Line consists of: Dunlop Cord—"Traction" and "Ribbed;" Dunlop Fabric—"Traction," "Special," "Ribbed," "Clipper," "Plain." Dunlop "Clipper" and Dunlop "Ribbed" (Fabric)—both anti-skids—sell at the price of "Plains," a remarkable opportunity.

Dunlop Tire & Rubber Goods Co., Limited
Head Office and Factories: TORONTO

Branches in the leading cities

Tires for All Purposes --- General Rubber Specialties

T 150



Maltese Cross Cementless Patches

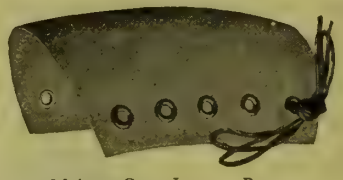
Dealer's Success Only Built on Satisfaction

Everybody who handles rubber goods knows how rigidly we cling to the High Ideals of Quality. Maltese Cross Accessories are known all over Canada, both in the trade and by the consumer. They have exceptional quality for the purpose intended. There are no misfits in Maltese Cross Accessories.



Maltese Cross Blowout Patch

Maltese Cross Tires and Accessories possess the quality that brings repeat orders, and that will increase your profits, by increasing your trade.


Maltese Cross Lace-on Boot

The Maltese Cross is a guarantee which everyone recognizes for the mark of merit.


Maltese Cross Pedal Rubber

The successful accessory man is the one who is selling goods that give satisfaction at all times. You know the motorist blames you for a breakdown or delay which mars his joy-ride. These disappointments will result in his purchasing his accessories elsewhere. You make friends every time you sell the dependable, reliable Maltese Cross Products.


Maltese Cross Tube

Gutta Percha and Rubber Limited

Head Offices and Factory : TORONTO

Branches:— Halifax, Montreal, Ottawa, Toronto, Ft. William Winnipeg, Regina, Saskatoon Edmonton, Calgary, Lethbridge, Vancouver, Victoria

Make Economy Pay YOU Profit!

Model "U"
$3.50
Repairs tubes and casings; mends tread cuts and saves the tires.



Model "E" $1.50
Repairs tube punctures in five minutes Uses Adamson Dry Fuel or gasoline.

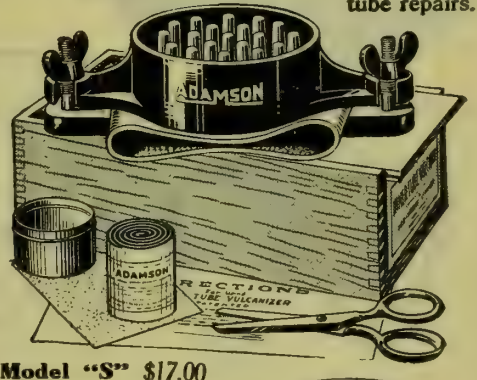


Model "T"
$2.50
For all inner tube repairs.

Every motorist is seeking a way to make his casings and tubes last longer, and protect himself against the rising costs and threatened shortage of new tires.

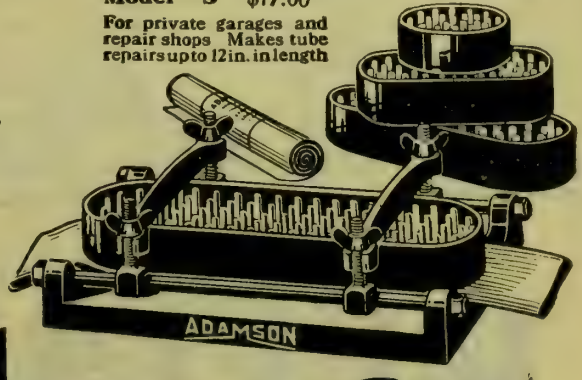
Adamsons best meet this increasing demand because they not only mend *tubes,* but vulcanize cuts and abrasions in the *casings,* and keep moisture and dirt from getting into the fabric and destroying the tire. That means thousands of miles more tire service at the cost of a few cents.

Profit by this opportunity. Display and sell the Adamson line—a vulcanizer for every repair a motorist can make; surest in results and cheapest to buy and use; all models burn common gasoline, the fuel that is always dependable and easy to get.



Write for Store Displays and Dealer Helps.

Model "S" $17.00
For private garages and repair shops Makes tube repairs up to 12 in. in length



ADAMSON MFG. COMPANY

Hamilton, Canada

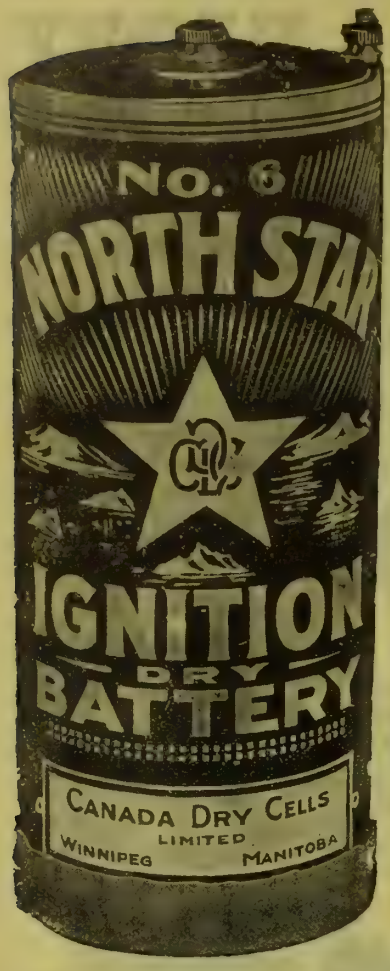
We also make Brake Shoes, Lined and Unlined and Cut Outs for Ford Cars

Adamson Repair Gum
Essental for best results with any portable vulcanizer



ADAMSON

THE COMPLETE LINE OF
VULCANIZERS



In North Star Dry Cells Your Customer Gets What He Pays For: ---Service!



The element required in an ignition battery is length of life—service—it must do the work required or it must be cast aside to be replaced by a satisfactory—an **efficient** battery.

In North Star Dry Cells your customer gets a thoroughly efficient battery in every sense of the word.

He will always come back to you, because in selling North Stars, your customer always gets what he pays for—**service.**

The Western Battery for Western Need.

Order through your Jobber.

Canada Dry Cells Limited

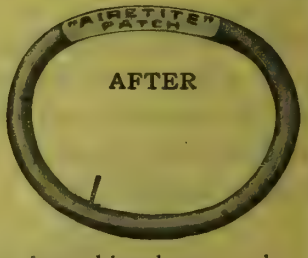
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"MADE IN CANADA"



Air-Tite Auto Patch

"The Hotter the Road the Tighter It Holds"



GUARANTEED

A permanent tube repair for any size Puncture or Blow Out without vulcanizing.

Also recommended on casings, also rubber boots, rubber hose, rubber coats, hot water bottles, etc.

It Positively will not Loosen or Leak

Sold Through the Jobbing Trade — If Your Jobber Does Not Handle it, Write us

AIR-TITE MFG. COMPANY, St. Thomas, Ont.

MADE IN CANADA

BUFFALO OILS

These are a few of our most staple lines, so well and favorably known throughout Western Canada, and are sold only through reliable merchants.

Special Cylinder Oil for Steam Engines

Harness Oil. Neatsfoot Oil

A Gas Engine Oil (for gasoline engines).

Tractorlene Oil (for oil burning engines).

Ideal Thresher's Machine Oil (for general use).

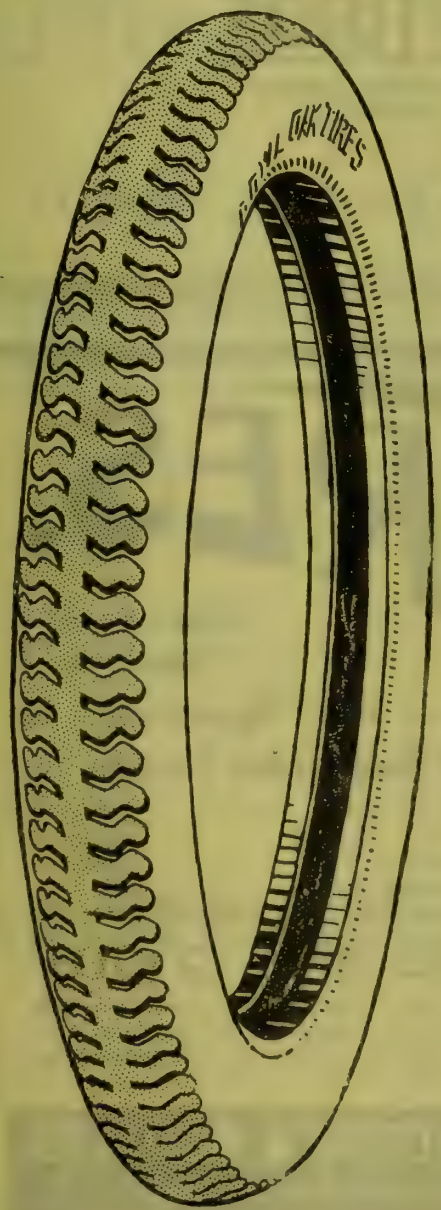
Automobile Oil and Transmission Greases.



PRAIRIE CITY OIL COMPANY, LIMITED, WINNIPEG

IF YOU SELL TIRES

Here Is a Money-Making Proposition FOR YOU



ANY Royal Oak Tire dealer can tell you that Royal Oak Tires pay him a profit. He can also tell you that Royal Oak Tires give unequalled satisfaction to his customers.

These are actual facts that our dealers experience. There is no question about the quality, the value, or the profit connected with Royal Oak Tires.

You will be pleased with the Royal Oak Tire proposition. We will be pleased to explain it to you in detail.

Write our head office to-day that you are interested. Drop us a line now, and find out all about Royal Oak Tires before the busy season begins.

ROYAL OAK TIRES

"TOUGHER THAN OAK"

Oak Tire & Rubber Co.
Limited
Factory
Oakville, Ont.
Head Office:
19 Dundas Street, East
TORONTO
Winnipeg Branch: 120 Lombard St.



DUTCH BRAND "2 IN 1" TREAD FILLER



saves tires from going to the junk pile. "2 in 1" Tread Filler is a heavy liquid rubber for filling small cuts in casings and solid tires. Lengthens the life of the casing and tire. Easily applied. The motorist can repair his own tires. This is one of the famous Dutch Brand Products you should be selling. Our attractive counter display stand will make sales for you.

May we send you "Keeping Down the Up-keep" our completely illustrated catalogue? It's necessary to the success of your accessory department. Send us a postal to-day.



Order through your jobber direct.

VAN CLEEF BROS.

Manufacturers Dutch Brand Rubber Cements and Auto Chemical Specialties

Woodlawn Avenue, 77th to 78th Sts. Entire Block Chicago, Illinois



It's a Sternwear Tube

that's why the tire here illustrated was able to run 7,000 miles with eight 1¼ in. unprotected holes in it and still be in service. There are many reasons why you should sell this tube.

Write us to-day for full particulars

The Sterns Tire & Tube Company
of Canada, Limited
944 Keele Street, Toronto, Ont.

TIRES,

Hardware Dealers

Now is Your Opportunity to Beat the Mail Order Houses

30 x 3½ Inner Tubes	$ 1.90
30 x 3½ Plain Tires	13.10
30 x 3½ Grooved Tires	14.00
30 x 3½ Non-Skid Tires	14.65

HUNDREDS OF OTHER SIZES

BRAND NEW GOODS

Mr. Dealer, we can sell you the most complete line of automobile accessories in Canada at tremendous reductions. Write for our catalogues. Wholesale only.

CROWN CYCLE & MOTOR CO.
319 Craig St. West, MONTREAL
LARGEST WHOLESALE MAIL ORDER HOUSE IN CANADA



SUPER-SIZE WITH SUPER-SERVICE

V.D.L.



HAND MADE

CORD TIRES FABRIC

We make the only

30 x 3½ and 31 x 4

CLINCHER CORD TIRES IN CANADA

THE PROGRESSIVE DEALER'S OPPORTUNITY
to sell a distinctive tire. *See your nearest distributor.*

THE LIGHT CAR OWNER'S OPPORTUNITY---
to possess CORD tires.

SOLD BY DEALERS FROM COAST TO COAST---Ask your Dealer for them. He can get them from

VAN DER LINDE RUBBER CO. LIMITED

TORONTO - - CANADA

Merrick Anderson Co. Limited—Distributors for Manitoba, Saskatchewan and Alberta.
Wood, Vallance & Leggat Limited, British Columbia
Vokes Hardware Co., 40 Church St. E., Toronto, Ont.
A. Chown & Co., Kingston, Ont.
Eug. Julien & Cie. Limitee, Quebec
N. W. Gladwin, Shediac, N. B.—Direct Representative in Maritime Provinces.

CLASCO

This Trade-Mark is a guarantee of Highest Quality and Workmanship

We specialize in, and our Plant is fully equipped to produce

STEEL and BRASS STAMPINGS of all kinds

Write us for quotations

CANADIAN LAMP & STAMPING CO., LIMITED

Makers of the celebrated CLASCO Lamps for Motor Cars

FORD CITY, ONTARIO

Pressed Steel and Brass Grease Cups
Oil Hole Covers and Oil Cups
Spring Shackle Bolts
Brass Pattern Makers Dowel Pins



Catalogues and Prices Sent Upon Application

The CANADIAN WINKLEY CO., Ltd.
WINDSOR, ONT.

From A to Z

VERY little verbal argument is necessary to effect a sale in the case of

"SPHINX"

England's Most Durable Plug

Interest is at once created in the attractive green metal box with the ingenious sealing band permitting the lid to be opened and the identification card to be perused. The sterling merits of the plug enclosed are vouched for by the Guarantee, unequivocal and without time limit, printed plainly on the box.

It is easy to sell Sphinx Plugs—and profitable. I shall be pleased to quote and to send you literature on request.

Sole Agent for Dominion: Wm. T. Evans, 1684 St. Urbain St., Montreal

Manufacturers: Sphinx Mfg. Co., Birmingham, England



'SPHINX'
England's most Durable Plug

NORTHLAND SKI

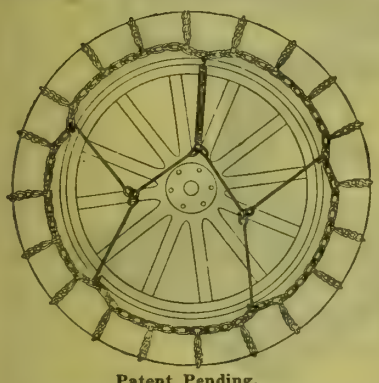
PRONOUNCED SHEE

BREAK THE WORLD'S RECORD AGAIN

The remarkable jump of **213 feet** made by Anders Haugen at Dillon, Colo., Mar. 9, 1919, on Northland Ski broke the former world's record by ten feet. **Write for catalog. Place your fall order now.**

NORTHLAND SKI MFG. CO., ST. PAUL, MINN.

Have you received Hardware and Metal Electro Catalog?



Keep your chains from running too loose with

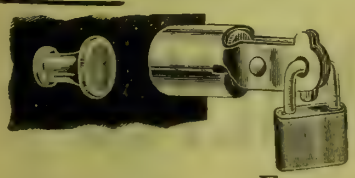
Merchant's Anti-Skid Chain Tightener

$1.00 PER PAIR

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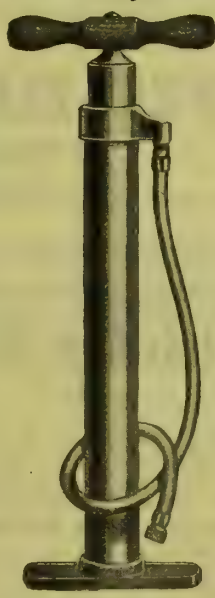
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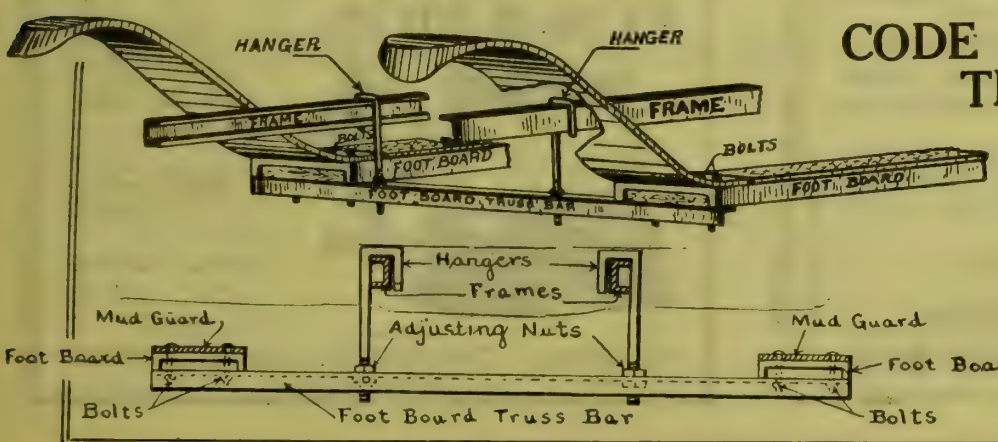


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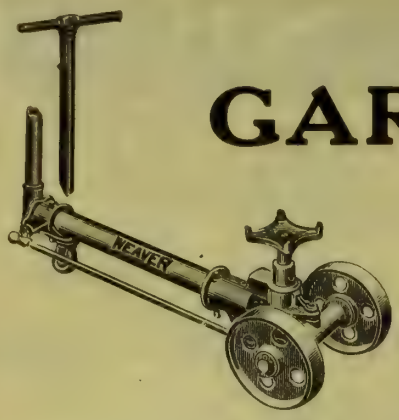
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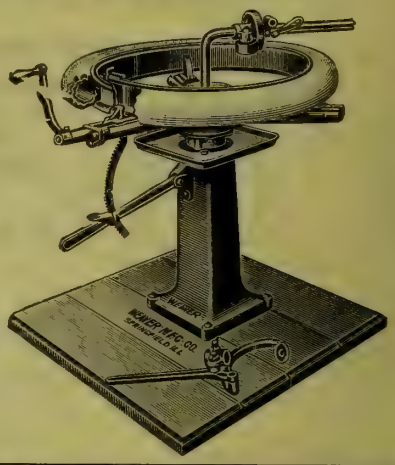
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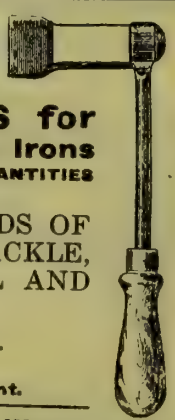


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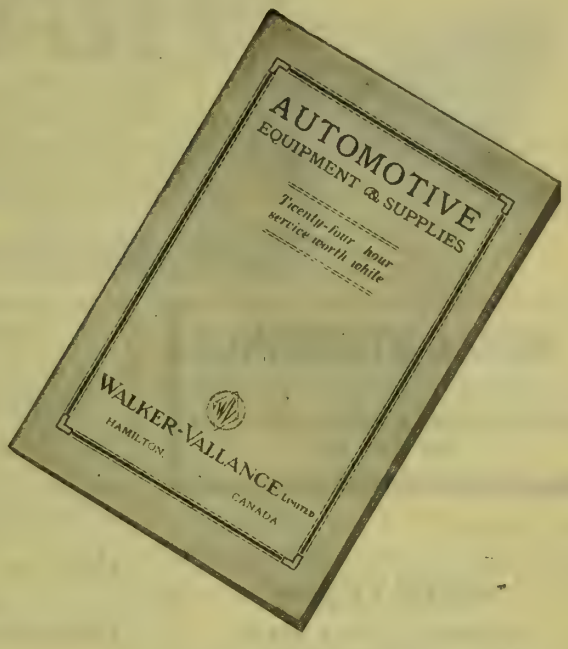
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Flexible, tough sections, with brass-plated joints smooth-working yet firm and hold the rules up properly to their work.





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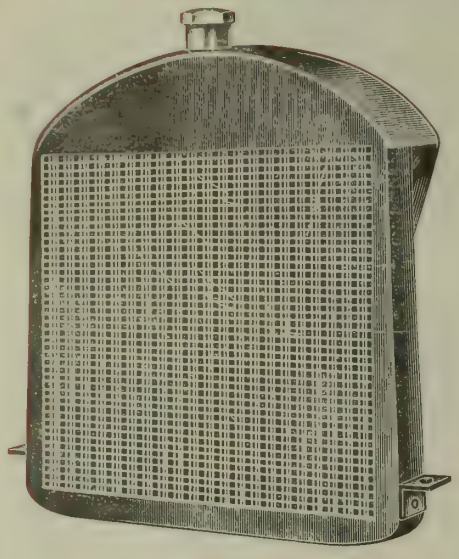
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Oatmeal In The Radiator



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Engineers have decreed that Cellular Radiators are the best because they do not leak easily. But there is a difference between cellular radiators (some are, and some are not) but,

McKINNON RADIATORS

Are

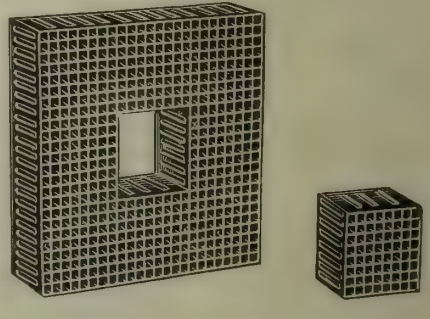
"Really Cellular"

They are simply a combination of individual cells. Each rectangular section is made by wrapping the metal around the forming mandrels, not stretching or drawing it around the core, the very method that hardens the metal and makes it crack so easily.

Corrosion is also one of the evil influences of water on the radiator. We overcome this by carefully tinning the inside and outside of McKinnon Radiators. The sides are straight downward and corrugated so that the water is constantly in agitated action carrying sediment away from the sides, so that the heat can be transferred to the sides and carried away by the cool air passing through the air cells, keeping the engine cool.

The water tubes are also constructed to permit of an outward strain many times before a burst will take place.

McKinnon Radiators do not leak unless they are forced to. But should this happen, the motorist would just plug up the leaking section with tire dough, or wood plugs, refill the radiator and drive on. Later, the repair man would simply replace the broken section with the new cells.



Vibration has no terrors for the McKinnon Radiator —because it is a solid unit, not an aggregation of tubes, fins and separate pieces.

This is one line every garage man and dealer should carry. We invite correspondence.

McKINNON INDUSTRIES LIMITED

St. Catharines, Ontario, Canada

HARDWARE AND METAL

Vol. XXXI
No. 23

PUBLISHED EVERY SATURDAY SINCE 1888

THE MACLEAN PUBLISHING COMPANY, LIMITED
PUBLICATION OFFICE: TORONTO, CANADA

JUNE 7
1919

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B. & S. H. THOMPSON & CO., LIMITED

MONTREAL TORONTO NEW GLASGOW, N.S.

Sales Agents for Eastern Canada
United States Steel Products Company, New York

Stores using a complete N. C. R. System can give the public good service



WHEN a customer goes into a store and sees an up-to-date National Cash Register on the counter, he knows at once that he is going to get quick, accurate service.

If the proprietor of that store is asked why he uses a National Cash Register he will reply that it is a labor-saving device that helps him just the same as labor-saving machinery helps the manufacturer, railroad man, farmer, and mechanic.

When a customer makes a purchase in a store using an up-to-date National, he can not help but notice how quickly the clerks hand out parcel and change. He notices how careful they are—the smart, modern appearance of the store—the good service and prompt attention that he gets.

Customers are also quick to notice the good values that such stores are able to offer; the accurate printed cash register figures; the freedom from disputes; the absence of errors.

Without a cash register

Keeping store records by hand is as out of date as traveling by stage or fighting with bows and arrows.



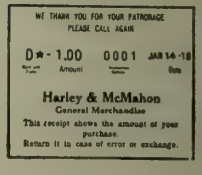
With a modern National



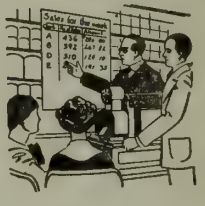
The most progressive stores all over the world are using and endorsing National Cash Registers.

Machine-made records

National Cash Register records are printed and accurate. They protect merchant, clerk, and customer.



Careful, accurate clerks



An up-to-date N. C. R. System is a powerful force in training clerks to be careful, accurate and quick.

N. C. R. quick service

Cash register service is the fastest in the world. It makes shopping quick, pleasant, and convenient.



A modern N. C. R. System is a business necessity because it does so much to increase business and reduce expenses

The National Cash Register Co. of Canada, Limited, Toronto, Ont.

Offices in all the principal cities of the world

HARDWARE AND METAL, June 7th, 1919. Volume XXXI., No. 23. Published every Saturday at Toronto. Yearly subscription price, $3.00. Entered as second-class matter July 1st, 1912, at the Post Office at Buffalo, under Act of March 3rd, 1879. Entered as second-class matter at the Post Office Department, Ottawa.



Cylinder Latch
No. 44

TRADE **YALE** MARK

The trade-mark that means "All's Well"—

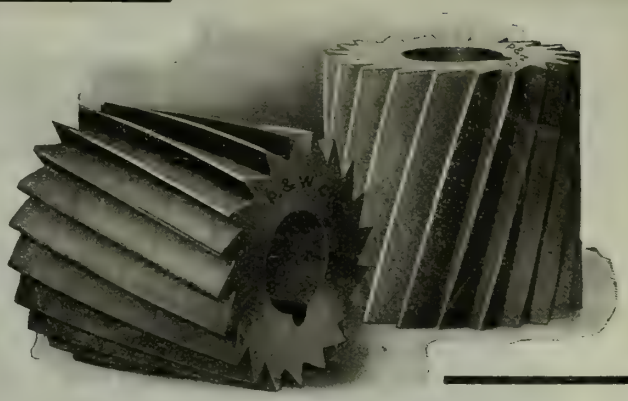
WHEN your customers see "Yale" on the Night Latches, Padlocks, Door Closers and Builders' Hardware you carry—they ***know*** "all's well."

Handling a line of established reputation, extensively advertised, brings prestige and profit to the dealer stocking Yale products.

The trade-mark "Yale" helps make the sale.

Yale products are made at St. Catharines, Ontario

Canadian Yale & Towne Limited



CUTTERS

Milling Cutters are but one of our complete lines of Cutting Tools. We have a Cutting Tool for every purpose.

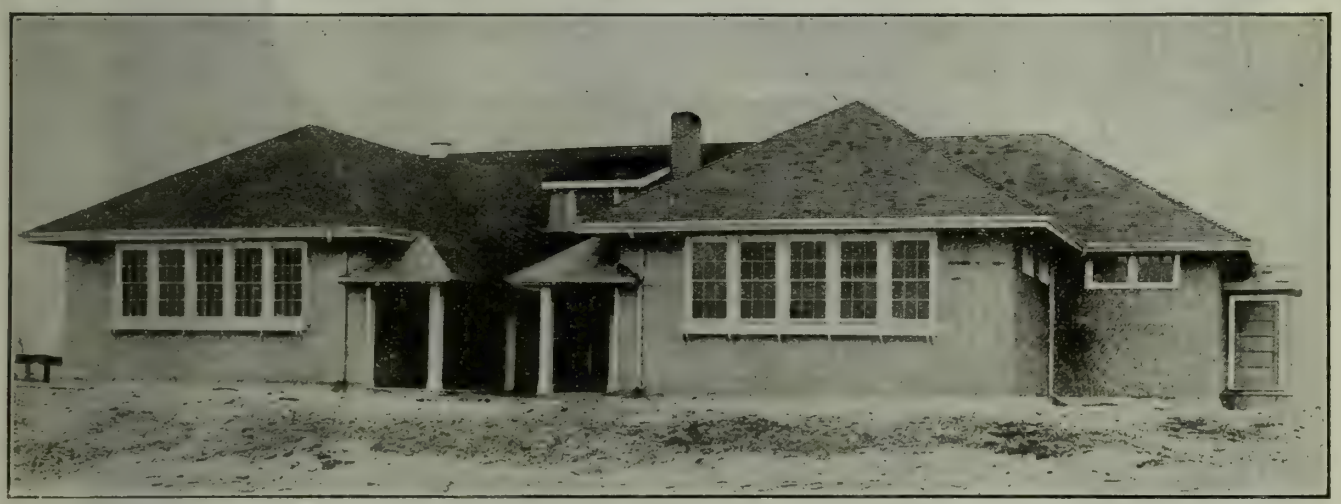
"P. & W. CO." SMALL TOOLS

—are being specified by the largest manufacturers in the country. The high quality of these tools make them constantly in demand.

Taps, Dies, Reamers, Punchers, Drills and Miscellaneous Tools

PRATT & WHITNEY CO.
OF CANADA, LIMITED

Dundas, Ontario, Canada; Montreal, 723 Drummond Bldg.; Vancouver, 609 Bank of Ottawa Bldg.; Winnipeg, 1205 McArthur Bldg.



In Calgary they are building Schools of

BISHOPRIC STUCCO BOARD

The illustration shows a four room school erected from plans prepared by the public school board of Calgary.

BISHOPRIC STUCCO BOARD, supplied through W. H. Green, was used on all exterior walls as a foundation for stucco.

This school is practically fireproof—is dry and warm—and was erected at the minimum cost for materials and labor, due to using Bishopric Stucco Board in place of ordinary lumber.

Why don't you handle BISHOPRIC PRODUCTS, and get some of this profitable business? Write us for samples and prices.

BISHOPRIC WALL BOARD CO., Limited : OTTAWA



No. E 905

The Trade Mark known

UNIVERSAL

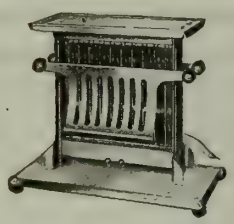
in Every Home

UNIVERSAL ELECTRIC IRONS

TAKE THE WORK OUT OF IRONING DAY

A sturdy, dependable Electric Iron built of the finest materials and designed to stand up under hardest service.

Terminal troubles are practically eliminated by our patented seven point connecting sleeves.



An unusual heat storage capacity is provided by our extra heavy sole plate and large heating unit, making it unnecessary for the user to "wait for the Iron to heat up."

Full nickel finish, reversible heat proof stand equipped with 6 foot heater cord and attachment plug. UINVERSAL Irons give quick turnovers and good profits to the dealer.





UNIVERSAL ELECTRICAL HOME NEEDS

SAVE TIME — SAVE FUEL — SAVE WORK

UNIVERSAL Electric Home Needs comprise a wide variety of electrical cooking and heating appliances, each one of which has been designed to fill a distinct need in the home.

Each UNIVERSAL Coffee Urn, Percolator, Chafer or other liquid heater is equipped with our patented safety Fuse Plug (as simple in operation as the fuse which protects the lighting circuit in your home) preventing injury to the vessel should the contents boil dry with the current on.



LANDERS · FRARY & CLARK

· NEW-BRITAIN CONNECTICUT ·

Canadian Representatives:

A. MACFARLANE & CO., LIMITED **Montreal, Que.**

Sterling Spark Plugs

To many, a spark plug is **just** a spark plug. But mechanically, it is a mighty interesting and important part of an automobile. While it operates on the same principle as a lightning rod, it carries its miniature strokes of lightning—sometimes thousands a minute—into the engine instead of the earth.

Because the terminal nut is perfectly knurled, or roughened, it may be tightened with the fingers. Pliers often cause breakage.

This core nut keeps the centre electrode tight at the shoulder below, preventing leakage. The little disc spring here takes up the expansion by heat.

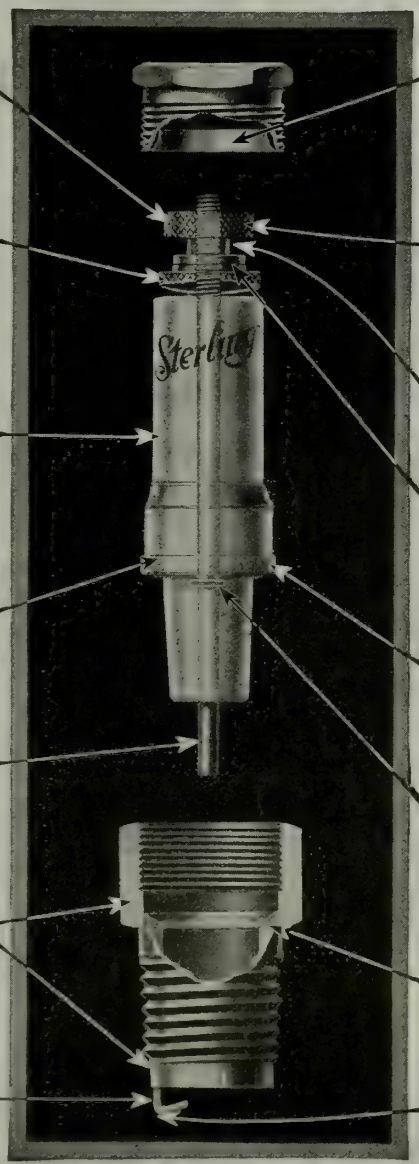
The Sterling core is big to defeat easy breakage, by heat or accidental shocks. Being large, it presents an unusually large insulating surface inside the explosion chamber.

The under side of the core shoulder gives a level seat in the shell. The conical fit of the gland nut further prevents leaning.

Monel Metal forms the entire length of the electrode. It is non-corrosive and heat-proof.

Sterling shells fit standard socket wrenches. The lower threads are turned off to make easier starting the plug into the cylinder.

This side electrode, which carries the current past the spark gap into the "ground" is cold swedged into the shell, proof against turning sidewise.



A copper ferrule inside this gland nut makes possible a snug fit when the core is locked in place, and conducts heat rapidly to the cylinder jacket.

Sterling Special ⅞-18 Plugs for Buick and Chevrolet cars have an exclusive Sterling Design terminal nut, so fashioned as to serve for either car by simply reversing.

This narrow neck portion of the nut is designed for the ordinary spring clip terminal.

Here the contact is flat, insuring tight terminals and better electrical contact.

Here is the effective preventive against leakage in Sterling Plugs. This pliant asbestos washer is sandwiched between copper as shown in section through the cut-out shell below.

This little shoulder is an integral part of the electrode. It is cemented against the core, making it leak-proof.

This asbestos washer is heat-proof and leak-proof. The copper helps conduct the excess heat to the cylinder jacket.

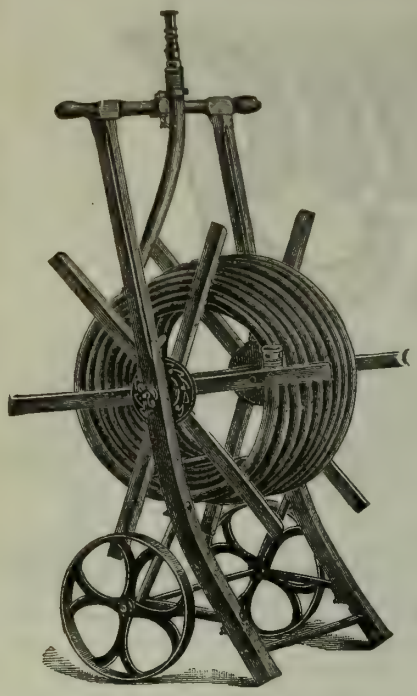
Excess cylinder oil drips from here —the lowest point—thus keeping the spark gap free from shorting.

DOMINION BATTERY CO., Limited, 736 Dundas St. East, TORONTO

Lockwood-Ash Motor Company, Main Street, Jackson, Mich.

(59)

SEPARABLE  CLEANABLE



GARDEN HOSE

For the hot, dry days coming

We have five qualities each in ½ and ¾ inch.

Steel and Wood Hose Reels

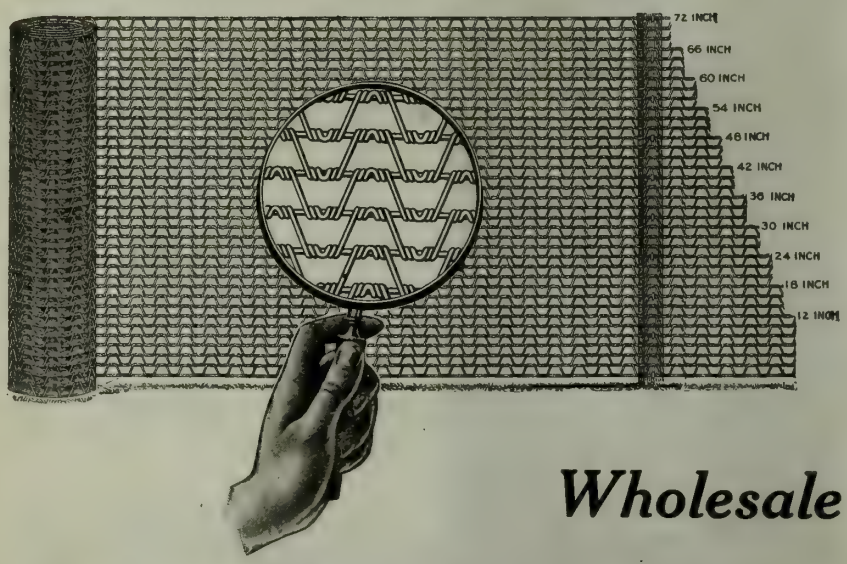
Hose Nozzles and Couplings



DUNHAM

Water-Weight Lawn Mowers
Pull Eze Cultivators
Hose, Rakes and Garden Sets

U.S. POULTRY FENCE



The Kind That Does Not Sag

Notice Weave in Illustration

Wholesale Distributors

Caverhill, Learmont & Co.

MONTREAL

NATIONAL

Ornamental Butts and Hinges

Wherever National Butts and Hinges have been used they have become extremely popular and proven superior to the old-style or common butts.

Save one-half the time required for hanging doors. The screws on **Ornamental Butts** will sustain a greater weight than the same size common butts.

With the first order for **Ornamental Butts** and **Hinges** we furnish free of charge a handsome mounted model.



Our **No. 420 Ornamental Butt** here illustrated will lend an air of distinctiveness to any door. Made of cold rolled steel, richly embossed, False Tip is threaded and screws into the Butt. Also slotted for screw-driver, affording ready access to pin and indicating the bottom of the Butt. Made in seven sizes and comes wrapped in the "Unusual National Way."

Investigate this splendid selling line. May we send you our complete catalogue and price list? It's free.

NATIONAL MANUFACTURING COMPANY
STERLING, ILL.

ALL GARAGE DOORS SHOULD BE HUNG ON ROLLERS

No equipment ever produced offers the many attractive features or gives such universal satisfaction to the user as does the

HATCH GARAGE DOOR OUTFIT

Outfit includes:

- **3 Special Swivel Door Rollers**
- **22 Feet of Track**
- **3 Pairs Special Garage Door Hinges**
- **3 Stay Rollers**
- **2 Extra Heavy Door Handles**
- **1 Safety Hasp**
- **1 Hook and Eye**



Makes doors weather-tight, sag-proof; prevents slamming, and does not get out of order.

The hinged door allows entrance without opening the other two.

Complete directions packed with every set.

The roller bearing swivel hangers hold the doors in place, take the bind off the hinges and roll the doors around the corner, on the inside of building to the side wall.

SWING IN NOW---WRITE OUR HANGER DEPT. TO-DAY.

CANADA STEEL GOODS COMPANY, LIMITED, Hamilton, Canada

SUMMER TOYS

Spring will soon be here. Before long the children will be out-doors again. Be sure you are stocked with a complete line of summer toys. Right now is the proper time to place your order. It will enable you to make a display of the new goods in time to capture some good business.



Sand Pails and Shovels

Here are two representative lines we manufacture:

Kiddies' Mechanical Humming Tops
Finished in attractive colors, and whenever displayed result in an increase in sales. They should be ordered now, as the summer needs of your customers must be supplied soon.



Write for catalogue No. 44a, telling you all about Kiddies' toys.

Finished in attractive lithographed colours that delight the eyes of every child who sees them. Well made and extra strong.

The Thos. Davidson Mfg. Co., Limited, Toronto, Ont. Montreal, Que. Winnipeg, Man



PLYMOUTH ROPE

is like pure Gold--- one quality only

Many dealers are in the habit of specifying for 100% pure Manila Rope, thus thinking to obtain the best that is made.

As a matter of fact there are hundreds of marks and grades of Manila fiber covering a wide range in quality and in price. Therefore, pure Manila rope is not necessarily high-grade rope, even though it may be made from all-Manila fiber.

The term "Pure Manila" does not indicate any particular standard of rope quality, and the buyer's only safeguard is his dependence upon the reputation of the manufacturer.

PLYMOUTH ROPE

"The Rope You Can Trust"

is everywhere known as the highest quality obtainable — like pure gold—one quality only—always the same.

All Canadian Jobbers Handle Plymouth

Plymouth Cordage Company

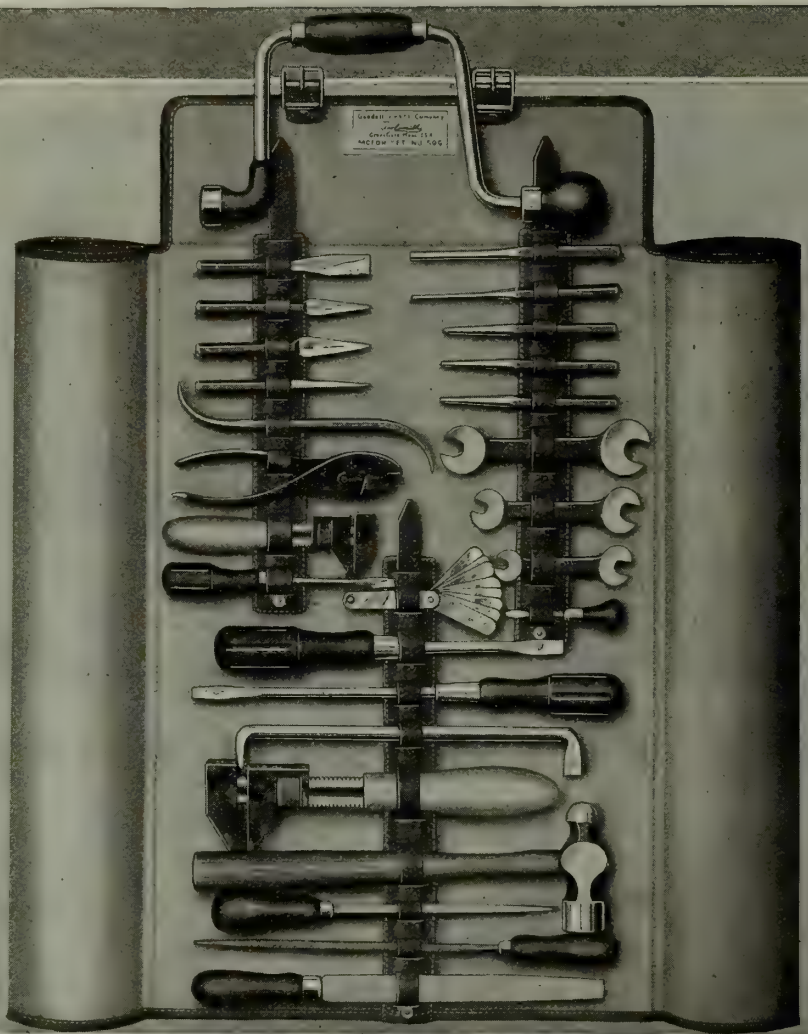
NORTH PLYMOUTH, MASS. WELLAND, CAN.

INDEPENDENT CORDAGE CO., LIMITED

TORONTO, CANADA CANADIAN SALES AGENTS

GOODELL-PRATT

1500 GOOD TOOLS



MOTOR SETS

Practical People Demand Good Tools

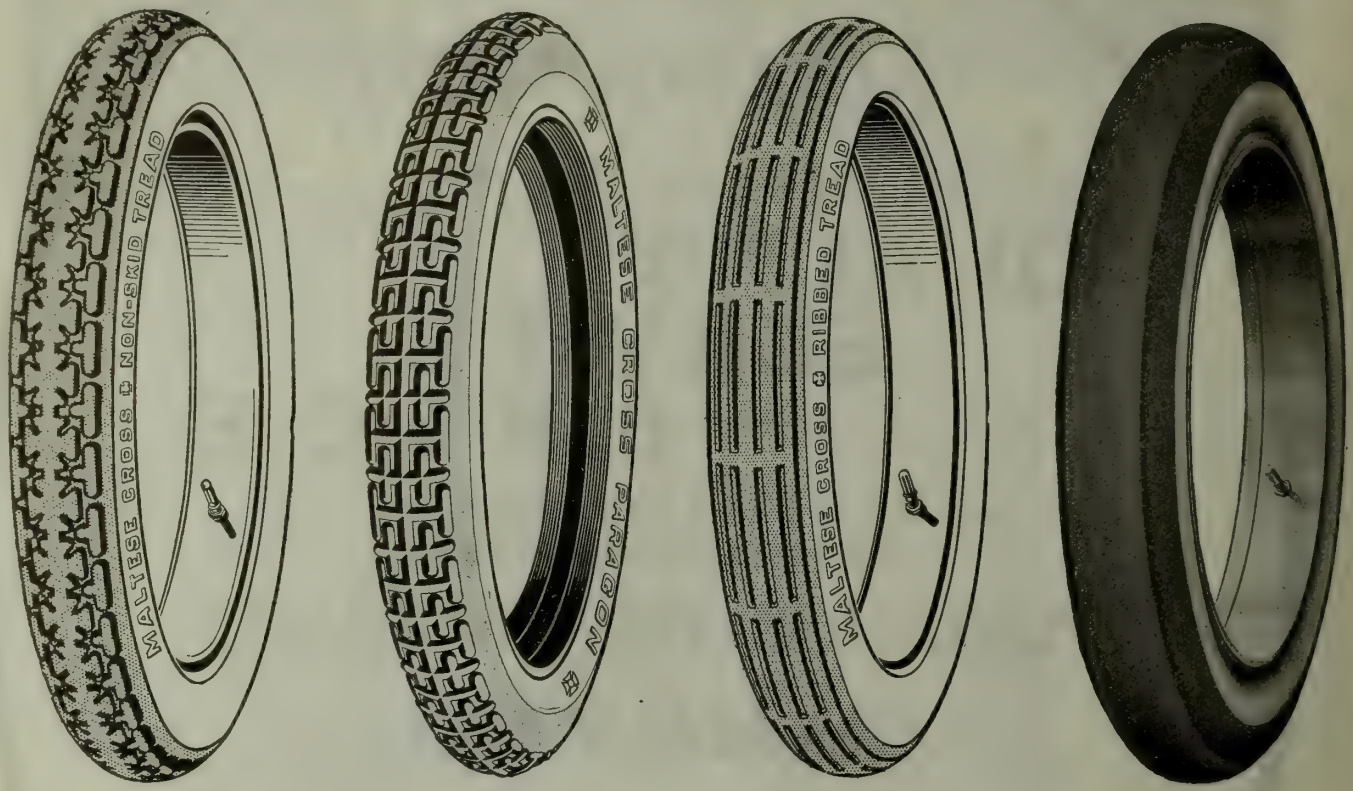
The enormous demand for these sets is substantial proof of their value to your trade. The tools are selected from the regular Goodell-Pratt line and they are assorted very carefully for practical everyday use. The illustration is of No. 599. Is it in your stock?

Write for Tool Book No. 13

GOODELL-PRATT COMPANY, *Toolsmiths* **Greenfield, Mass., U.S.A.**


Quality
Service
THERE IS
NO ARGUMENT
When you are assured
QUALITY
SERVICE
PRICE
and One Hundred Cents Worth of Value
for Every Dollar You Spend
PURCHASE THE PRODUCTS
OF
CANADIAN MILLS
A Canadian Dollar is Worth One Hundred Cents in Canada
THE
STEEL COMPANY
OF
CANADA
LIMITED
HAMILTON MONTREAL

MALTESE CROSS TIRES



WINNERS

Maltese Cross Tires are winners in every respect. They win for you the satisfaction of your customers—they win increased tire business—they win more money for you, Mr. Dealer.

You can recommend Maltese Cross Tires to your most exacting customer and be confident that you have made him a friend of your store for all time. You can't take chances on selling tires that are not going to give satisfaction. Eliminate all chance by selling only Maltese Cross Tires.

The Maltese Cross, our trade mark, is recognized as a guarantee of quality and endurance. Put your Tire Department on a safe, profitable basis and handle Maltese Cross Tires as your strong line.

Gutta Percha & Rubber, Limited

Head Offices and Factory : TORONTO, ONT.

Branches : Halifax, Montreal, Ottawa, Toronto, Fort William, Winnipeg, Regina, Saskatoon Edmonton, Calgary, Lethbridge, Vancouver, Victoria.

WILT

The progressive Hardware Dealer sells **WILT High Speed and Carbon Twist Drills, Reamers and Milling Cutters** because

—THEY ARE TOOLS OF QUALITY made by especially trained, high-class workmen skilled in the art and science of tool manufacturing.

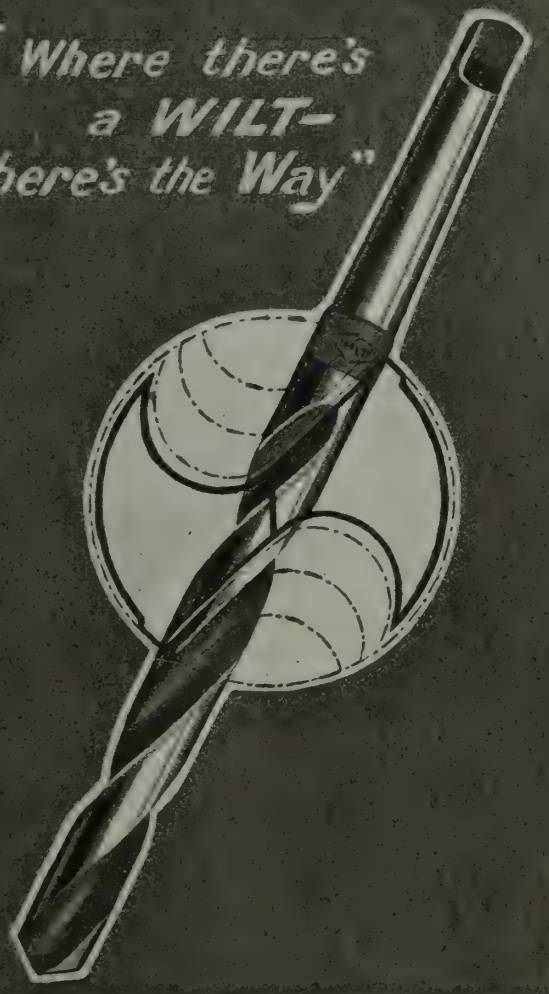
—THEY CONTAIN ONLY THE BEST MATERIALS. We are very particular in the choice and selection of raw materials, accepting only that which passes our most exacting inspection which is based on the highest standards.

—THEY CREATE CUSTOMERS' SATISFACTION and our guarantee and our broad policy of interpreting that guarantee assures complete satisfaction and meets with the approval of all users.

—THEY ARE PROFITABLE TO SELL. The reasonable profit with which we are content allows the dealer a splendid margin on his sale.

SELL WILT PRODUCTS

"Where there's a WILT— there's the Way"

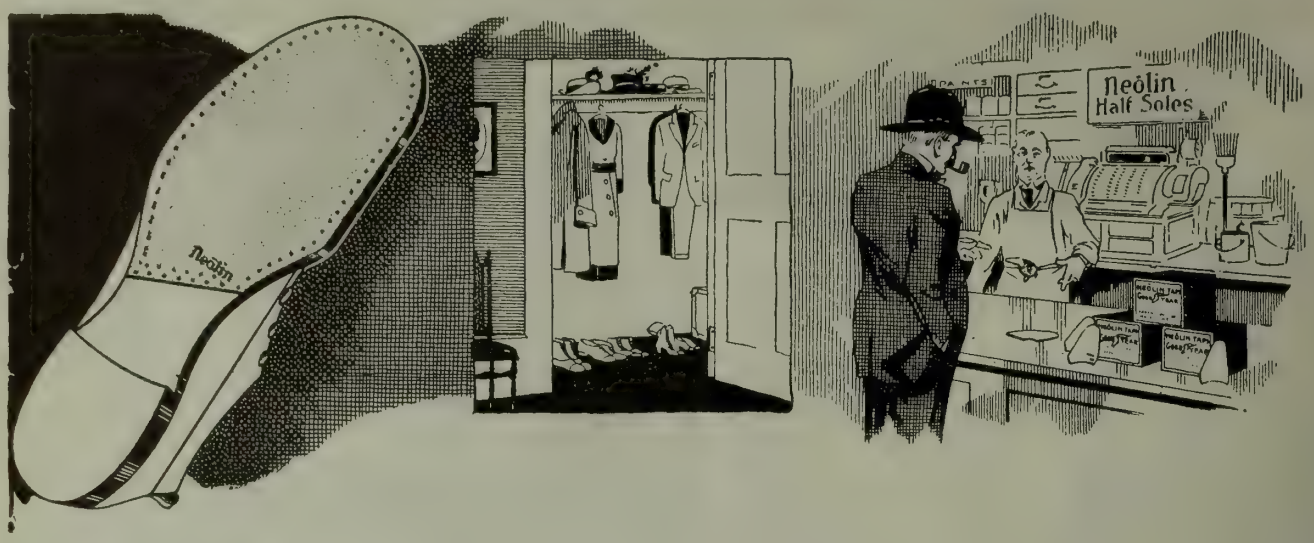


HIGH SPEED AND CARBON TWIST DRILLS

WILT TWIST DRILL CO.

WALKERVILLE OF CANADA, LIMITED ONTARIO

London Office: Wilt Twist Drill Agency, Moorgate Hall, Finsbury Pavement, London, E.C. 2, England



Selling Your Customers What They Want

SUCCESSFUL merchandising is studying your customers' needs—selling them the lines which best meet those needs. "Study your customers and your business grows."

The biggest selling point in any line to-day is **value.** The time when price was the first consideration is past.

The public has signified by the purchase of many millions of pairs that it believes Neōlin Soles to be better value. In the same manner Neōlin Half-Soles offer them better value in half-soling materials.

For Neōlin Half-Soles have Neōlin's qualities. They are harder wearing —flexible—retain all the comfort of the old shoes.

The bigger value of Neōlin Half Soles has been extensively advertised. You can benefit from this by displaying Neōlin Half Soles on your counter — putting in a window display. It will mark you as a sincere merchant—one who offers his customers better-value goods.

Neōlin Half Soles come in a handsome display carton of assorted sizes. Order from your wholesaler.

To be sure of getting Neōlin's value—see that the word "Neōlin" is stamped on every pair.

The Goodyear Tire & Rubber Company of Canada, Limited

Neōlin Half Soles

BARCALO "S" ADJUSTABLE WRENCH

GUARANTEED



ALL PARTS
WORK SMOOTHLY
NO BINDING
OR SHAKING
ADJUSTMENTS CLEAN.
PERFECT GRIP.

BARCALO MANUFACTURING CO.
BUFFALO, N.Y., U.S.A.

Check Crooks May Rob You

$10.00



If your Jobber cannot supply you, write us.

Don't suppose because you have never had one of your checks raised, you never will.

YOU DON'T KNOW into whose hands your check passes before it is cashed.

Over $20,000,000 was lost to check crooks last year through small **unprotected** checks.

What safeguard are YOU using? What evidence can you show if the bank cashes a check raised by some crook and lays the responsibility on you?

The jobbers are co-operating to keep the check crooks away from the hardware business. They have arranged to secure a supply of Dimunette Check Protectors.

This simple, sturdy device is made by the **oldest** concern of its kind in the world. It gives "standard protection" — that is, it shreds the paper and impregnates it with acid-proof ink—in one simple operation.

It defies the skill of any check crook—it has **never failed.**

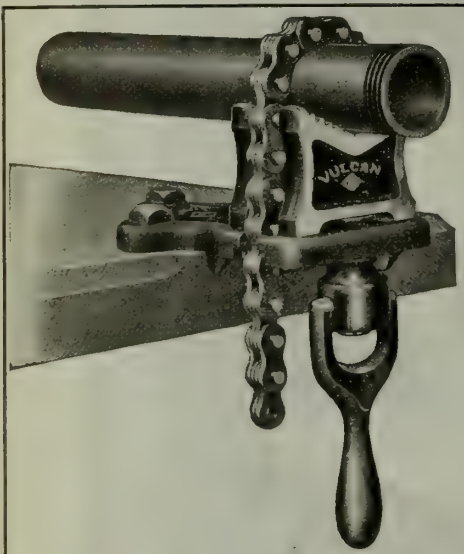
Isn't it worth $10.00 to have the absolute surety, the peace of mind the Dimunette brings?

W. G. PATRICK & CO. Limited

MONTREAL TORONTO WINNIPEG

DIMUNETTE CHECK PROTECTOR

For Personal and Business Use



Williams' "Vulcan" Chain Pipe Vise

THIS Vise is, perhaps, one of the most remarkable of our products. It is the result of many years of careful study and comparison of many pipe vises—their advantages and weaknesses.

Williams' "Vulcan" Chain Pipe Vise is the **only** pipe vise made wholly of wrought steel and is stronger, lighter and more compact than the old style, conventional cast tool it is rapidly superseding. It embodies all the desirable qualities of a really superior pipe vise for it is unbreakable and combines positive grip, powerful action and rapid adjustment with ease of attachment anywhere.

Three sizes—⅛ to 8-inch pipe. Descriptive booklet free.

J. H. Williams & Co.

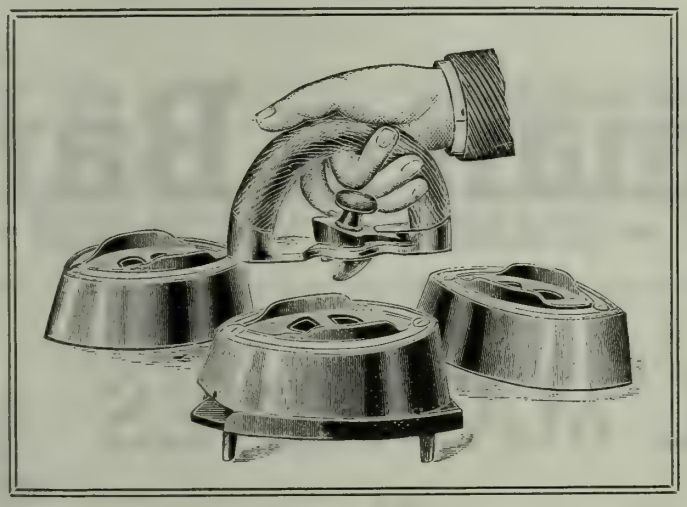
"The Drop-Forging People"

30 Richards Street, Brooklyn, New York

The A. G. Low Co., Ltd.
30 Pacific Ave., Saskatoon, Sask.
Agents for Manitoba, Saskatchewan, Alberta and British Columbia

CANADA
FOUNDRIES & FORGINGS
LIMITED

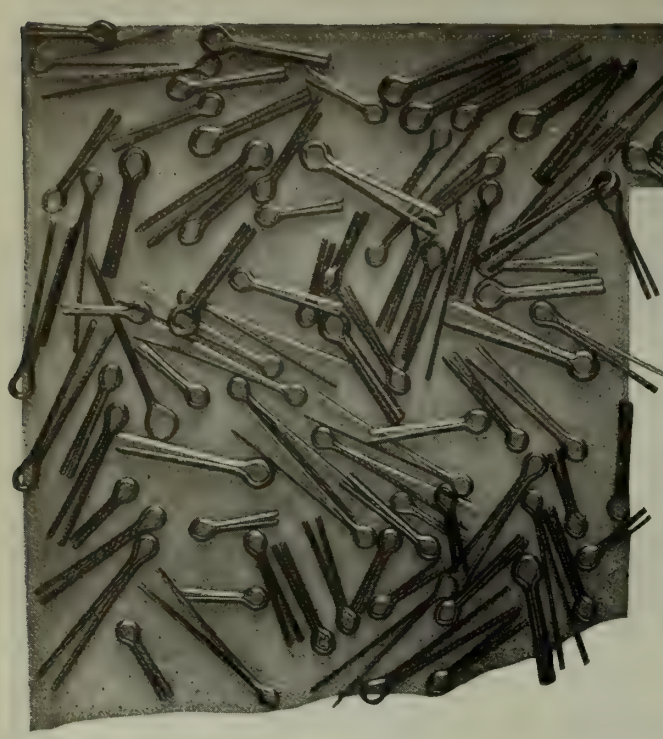
Mrs. Potts Irons



Plain Polished and Nickel-Plated Finishes
Highest grade workmanship throughout
Immediate shipment of all orders received

JAMES SMART PLANT

BROCKVILLE - CANADA



Say "W & B" Cotter Pins

Cotter Pins don't make up the big end of our business, but it's our business to make everything we make as well as it can be made.

That's your guaranty when you say "W & B" Cott r Pins in your order. We have them ready in all sizes or assortments. Also Flat Riveted Keys in sixty-nine sizes and patterns, and Flat Spring Keys in all sizes.

Send for new Spring Cotter List.

The Whitman & Barnes Manufacturing Co.

Office & Factory: St. Catharines, Ont.

London Office: 139 Queen Victoria St., E.C.

W&B

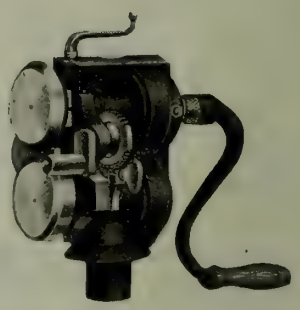
TRADE MARK

Established 65 Years Whitman & Barnes

TWIST DRILLS — REAMERS — WRENCHES — HAMMERS

SMALL MACHINES

Are Made for Service. They Combine Durability, Speed and Accuracy



No Tinshop can afford to be without a set of these machines

We manufacture a full line of Tinners' Tools



Drop us a line for full particulars and prices

The Brown-Boggs Co., Limited

Hamilton, Canada

RAZORS
Proven Patterns
Large Selection



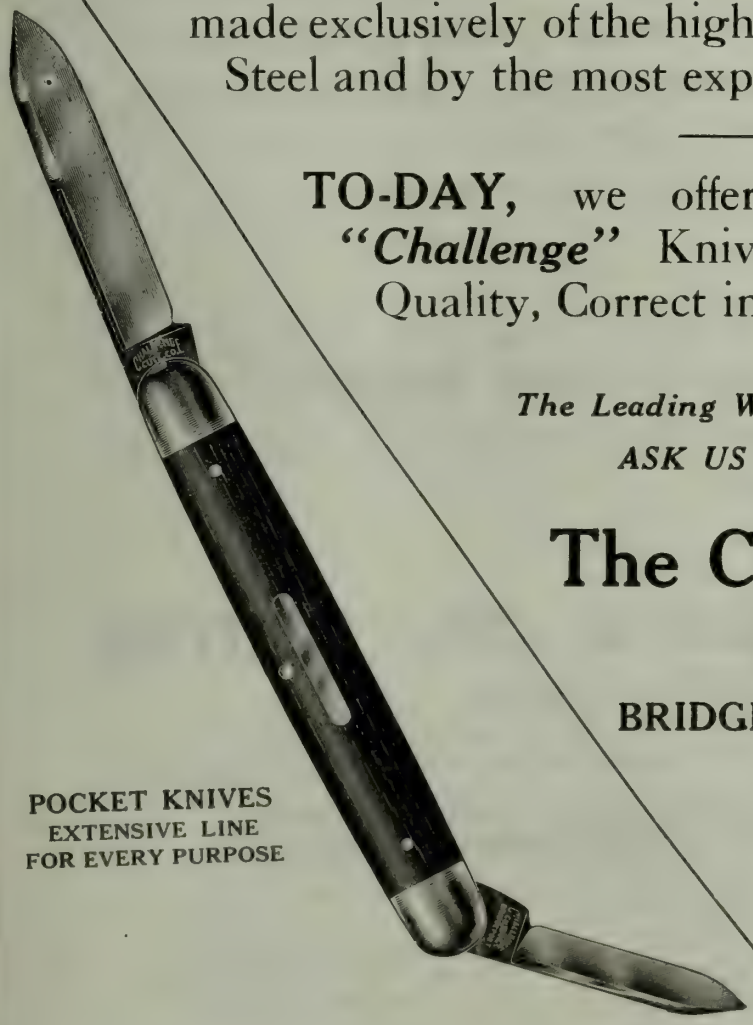
"Challenge"

POCKET KNIVES and RAZORS

ONE HUNDRED years ago the ***"Challenge"*** Trade Mark was copyrighted in Sheffield.

EVER SINCE, *"Challenge"* Cutlery has been made exclusively of the highest grade of English Steel and by the most expert workmanship.

TO-DAY, we offer a distinctive line of ***"Challenge"*** Knives and Razors, High in Quality, Correct in Finish and Design.



POCKET KNIVES
EXTENSIVE LINE
FOR EVERY PURPOSE

The Leading Wholesalers Will Supply You
ASK US TO MAIL CATALOG

The Challenge Cutlery Corporation

BRIDGEPORT, CONN. U.S.A.

OFFICE AND SALESROOMS,
106-110 LAFAYETTE STREET
NEW YORK, N.Y.
FACTORY,
BRIDGEPORT, CONN.

Canadian Selling Agent:

JAS. GERARD KERR
410 St. Nicholas Bldg. MONTREAL

How Much Is It Worth To Have No Complaints?



If the wringer or washer you sell does not give satisfaction, you get the complaints. You are blamed, although it is not your fault. You lose a customer, perhaps more than one, because women compare notes on such things.

Sell **ARROW BRAND** Wringers and our dependable line of Hand and Power **WASHING MACHINES**. You can consistently recommend them, and we will stand back of you to the limit.

DOWSWELL, LEES & CO., LIMITED

HAMILTON, CANADA

Makers of every type of hand or power washing machine of merit. Also ARROW BRAND Clothes Wringers.

Western Representative:
HARRY F. MOULDEN & SON
WINNIPEG, MAN.

Eastern Representative:
JOHN R. ANDERSON
MONTREAL, QUE.

"EASY"

—all that its name implies

Its Name Sells It!

"EASY" Electric Washer



Easy to Operate. You cannot make a mistake in attaching it to the socket or receptacle, place the clothes into the tub with water and soap and then pull the lever and your washing has started. Ten minutes later, reverse the lever, remove the cover, and your clothes are ready to be wrung.

Easy to Wring

You place the clothes in the wringer, and by the use of the lever the wringer can immediately start, stop or reverse. When you have finished your wringing, the machine is ready for the next batch of clothes.

Easy to Clean

There are no corners where dirt would gather, and the inner surface is as smooth as glass. A discharge valve is placed in the bottom of the tub so as the water can be drained and rinsed through without difficulty.

Easy to Understand

The two arms which are inside the tub are equipped with vacuum cups, which force the soapy water through the clothes, thus bringing the dirt out without the wear and tear that happens when you used the old-fashioned wash board. The motor which operates the washer is ⅛ H.P., and is protected from an overload by being belt-connected to the washer. The wringer is connected to the motor, and wash-day is a pleasure to a housewife with an "Easy" Electric Washer.

Easy to Sell

The neat appearance, the smooth running, and the above-mentioned points make the "Easy" Electric Washer the best proposition on the market to sell.

Write our nearest house for attractive proposition, descriptive literature, etc.

Northern Electric Company

LIMITED

MONTREAL	TORONTO	REGINA
HALIFAX	LONDON	CALGARY
OTTAWA	WINNIPEG	VANCOUVER



HEMCO TU-LITE

660 WATTS | **Hydro Commission Approval No. 112** | **250 VOLTS**

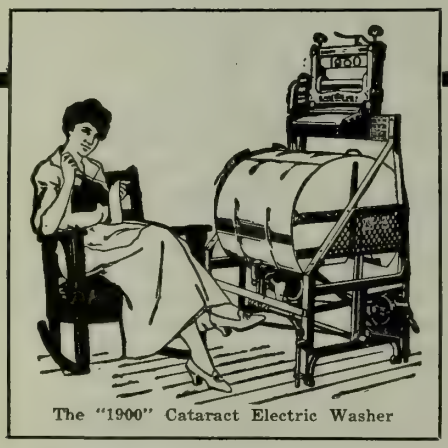
Here is a reliable electrical specialty with splendid profits and quick turnovers in it for the Hardware Dealer.

Packed ten to a box.

Order a box from your jobber or direct from us.

HESSCO ELECTRIC MFG. CO.

33 Church Street, Toronto, Ontario



The "1900" Cataract Electric Washer

The Washers the Women Want

The articles that are in demand are the profitable ones, from the Hardware Man's standpoint. Those that are hard to sell—the unknown ones—prove less lucrative, in the long run.

It's Profits That You Want

and you can get them from "1900" Washers.

For more than twenty years we have been making and selling nothing but washing machines—the very best that can be made. Our whole attention has been centred on "1900" Washers, on perfecting and developing new models.

With the addition of our two newest and greatest models, the "1900" line is complete.

The "1900" Cataract Electric Washer

These most modern washers, as well as the other "1900" machines—the Gravity, Water Power and Gasoline Motor Washers—are sold everywhere through our extensive advertising, which is the largest publicity campaign conducted for washing machines in Canada. Inquiries in large numbers result from this advertising, and these inquiries are turned over to such "1900" dealers as have proven their worth in their different territories.

If there is no one selling "1900" Washers in your territory there is a chance for you. Make use of it by writing to-day to the wholesale department.

The "1900" Agitator Electric Washer



The "1900" Agitator Electric Washer

THE "1900" WASHER COMPANY

357 Yonge Street **Toronto**



Of Course You Want *All* the Profits in Your Gasoline Sales

This Gilbert & Barker T-235 Five-Gallon Quick-return pump in front of your store attracts customers day and night.

Painted in a brilliant red, baked on, it acts as an eloquent salesman pointing out your establishment for blocks away.

It is quick, accurate, efficient. Only 20 seconds are required for discharging five gallons under normal operation.

One and three gallons may be measured by means of quantity stops which are securely fastened, and cannot slip and give over-measure.

Discharge is made from overhead through a ten-foot length of one-inch metallic hose. The filter automatically separates all the water or foreign matter from the gasoline.

THE SAVING WITH THIS UP-TO-DATE G. & B. PUMP IS SO POSITIVE THAT IT SOON PAYS FOR ITSELF.

Our Bulletin 52 will bring full particulars.

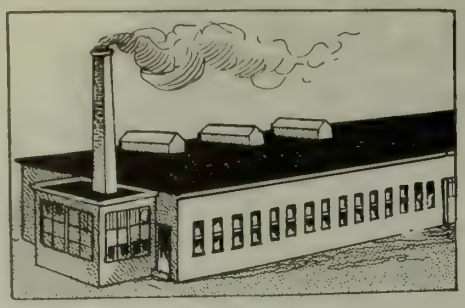
GILBERT & BARKER MFG. COMPANY

SPRINGFIELD, MASS., U.S.A.

Canadian Distributors:

Imperial Oil Limited

BRANCHES ALL CITIES



A Profitable Line

The demand for Brantford Roofing is growing rapidly because it fills a need for a fire-resistant, durable roofing at a reasonable cost.

Progressive hardware dealers who handle

Brantford Asphalt Roofing

and our other lines can fill every roofing requirement in their localities.

For sloping roofs—for flat roofs—for barns, freight sheds, factories, stores, banks, public buildings, homes, garages and all styles of buildings—there are suitable lines of Brantford Roofing.

The Brantford line is the most complete line of roofing in Canada. It is made of *first quality* materials by a purely Canadian company that thoroughly understands conditions in all sections of the Dominion. It is nationally advertised to the consumer.

Write for samples, prices and information.

Brantford Roofing Co. Limited

Head Office and Factory: - Brantford, Canada

Branches at Toronto, Montreal, Halifax, Winnipeg





Terry's Patent Steel Spring Exercisers are of splendid wearing quality. Made from a high grade steel; they are good for years of service.

Each set packed in cardboard box, with illustrated chart of exercises.

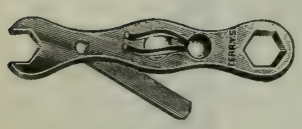


We have a good standard range of display clips. Of proved value to the shop window or display dresser.



568—Handsome oak and plate glass counter case. Contains about 5 gross well assorted high grade springs. Size 22" x 13".

We also supply a good range of assorted boxes of springs, washers, hoseclips, cottars, pins, etc., split and taper.



603—Magneto Spanner Oxydized.

Our range of double-ended and folding spanners are worthy of your investigation.

TERRY'S

Representative is in Canada with range of Samples



WE are a thoroughly British firm with a 63 years reputation for honest straight dealing and excellent quality. Our MR. ERNEST CLARKE has planned to visit every city of note. You will be notified of his visit thro the local press and interviews will be arranged by appointment.

We trust you will make his visit successful and pleasant.

HERBERT TERRY & SONS, LTD.

Manufacturers

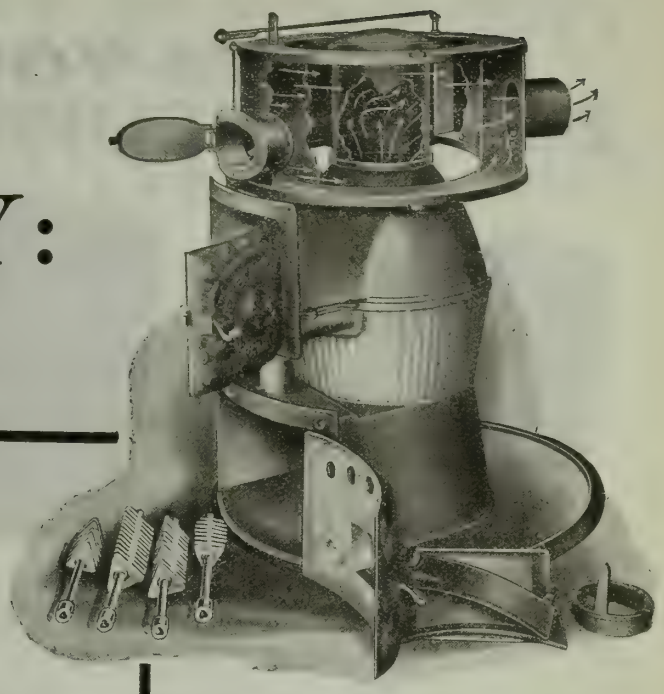
REDDITCH, ENG.

Established 1855



Our slogan is "a washer for every want," and an invitation is given to all who are interested to ask for prices and samples.

SUPERIORITY:



SUPERIORITY IS EASY TO CLAIM, BUT SOMETIMES HARD TO PROVE.

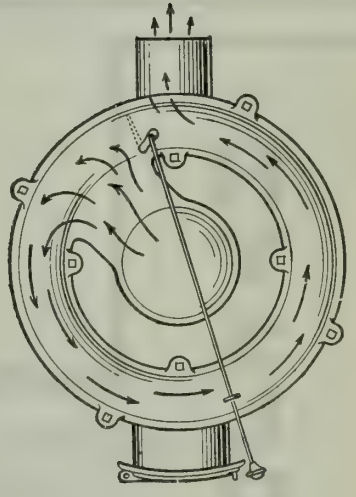
The fact that more homes in the City of Toronto are heated by the **Gurney-Oxford** Systems than any other **two** makes combined, substantiates our claim that the **Gurney-Oxford** Warm Air and Hot Water Systems are second to none.

For three-quarters of a century the **Gurney-Oxford Heating** Systems have been recognized leaders in the heating world. In all these years we have been building up to the standard we set, and never lowering our reputation by building down to a price. The result has been that we have gained the absolute confidence of the public and our oval trade mark on any heating or cooking appliance to-day stands for superiority.

We have illustrated here a **Gurney-Oxford** Furnace, showing the "one-way fire travel." Write us and we will be pleased to mail catalogue and explain our agency terms.

"Made in Canada"

GURNEY-OXFORD



FIRE TRAVELS ONE WAY AND TAKES ALL THE HEAT FROM THE COAL BEFORE PASSING UP THE CHIMNEY.

THE GURNEY FOUNDRY CO., LIMITED

TORONTO MONTREAL WINNIPEG CALGARY VANCOUVER

HOW'S YOUR STOCK OF EDDY'S INDURATED FIBREWARE?







The summer rush will soon be on. Look your stock over carefully, — see how you stand on

WASH TUBS, WASH BOARDS, PAILS,
BUTTER TUBS, MILK PAILS, Etc.

A good display of Eddy's Indurated Fibreware will bring new business and hold your old customers.

Order to-day.

THE E. B. EDDY COMPANY, LIMITED
HULL, CANADA

HYSLOP

TRADE MARK
THE HYSLOP
HYSLOP BROS
LIMITED TORONTO
REGISTERED 1896



When a business engaged in building bicycles can withstand the forces of competition for 30 years and come out on top, then it is safe to assume that the product is worthy—that it has kept abreast of the times—and that it won public approval.

That is the reason why thousands of riders can be seen daily riding Hyslop's and proclaiming to their friends their all-round goodness and efficiency.

That's the line dealers should sell—one that is demanded by riders of every class.

You have the choice of 8 models of different styles and colors, that will enable you to supply every demand, broaden your selling scope and cash in on the greatest number of sales.

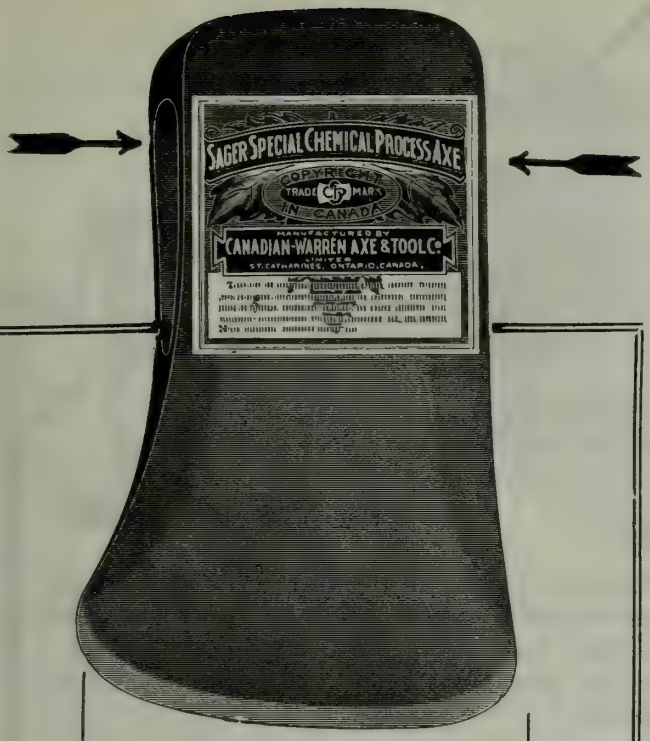
A generous display of Hyslop Bicycles will work wonders. They sell as Easily as They Ride.

Made in Canada. Manufactured by

HYSLOP BROTHERS
LIMITED TORONTO

BICYCLES

TRADE MARK
THE HYSLOP
HYSLOP BROS
LIMITED TORONTO
REGISTERED 1896



WHY NOT BE GUIDED BY THE JUDGMENT OF HUNDREDS OF WELL KNOWN LUMBERMEN, WHO ACKNOWLEDGE THE SUPERIORITY OF

"SAGER AXES"
AND
"SOO LINE" LOGGING TOOLS?

GET THE HABIT.
(AND THE PROFIT)

Canadian-Warren Axe & Tool Co.,
LIMITED
ST. CATHARINES, ONT.



Soo Line Logging Tools

PLEASING CUSTOMERS

is simply a matter of giving them what they ask for.

When buying files customers invariably ask for one or other of the "Famous Five" line.

If you carry stock, you can't help but make sales.

The only thing you need remember is to specify "Famous Five" files when ordering.

They are:

KEARNEY & FOOT
GREAT WESTERN
AMERICAN
ARCADE
GLOBE

Made in Canada by



NICHOLSON FILE CO
PORT HOPE
ONTARIO

Time to Order
FREEZERS



All of the three, LIGHTNING, GEM or BLIZZARD, have served the housewives of America for thirty years, and, like the cream they create, are in demand in all seasons.

They are built of the very best material and workmanship possible—their ingenious construction makes them easy to operate, quick freezing, and economical to both dealer and user.



The Blizzard, being simpler in construction and cheaper in price, makes it a good running-mate with either the Lightning or Gem. They se themselves and stay sold! No come-backs or complaints.

This means easy net profits for you.

Your Jobber Can Supply

NORTH BROS. MFG. CO.
PHILADELPHIA, PA.

TRIMO

The word Trimo

stands for good tools made by the Trimont Mfg. Co., which are the following:

The Trimo Pipe Wrench
The Trimo Chain Pipe Wrench
The Trimo Monkey Wrench
The Trimo Pipe Cutter (Hand)

The four good points that make **Trimo Pipe Wrenches** superior are the **Spiral Spring** always in place—**Steel Frames** that will not break—**Nut Guards** that protect adjustment nut—and the **Inserted Jaw** in handle that can be replaced when worn. Save money and buy Trimo goods, made by

TRIMONT MFG. CO.
55-71 Amory Street
Roxbury, Mass.
U.S.A.



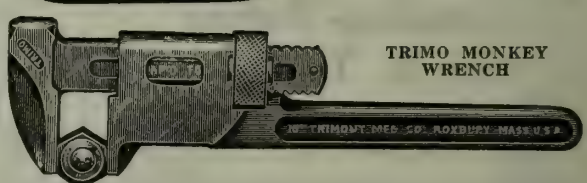
TRIMO PIPE WRENCH
WOOD HANDLE



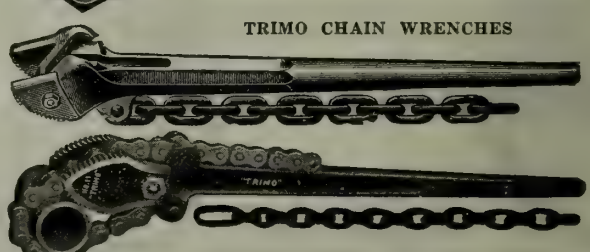
TRIMO PIPE WRENCH
STEEL HANDLE



TRIMO PIPE CUTTER



TRIMO MONKEY
WRENCH



TRIMO CHAIN WRENCHES

WITH FLAT-LINK OR CABLE CHAIN

WE manufacture a full line of Steam, Vacuum and Combination Gauges, Locomotive and Duplex Gauges.



MORRISON'S Standard Test Gauges, Hydraulic, Altitude and Sprinkler Alarm Gauges, Combination Water Works Gauges.

PYROMETER Gauges, Engineers' Clocks and Revolution Counters, Pressure Gauge Testers, Pyrometers for Bakers' Ovens.

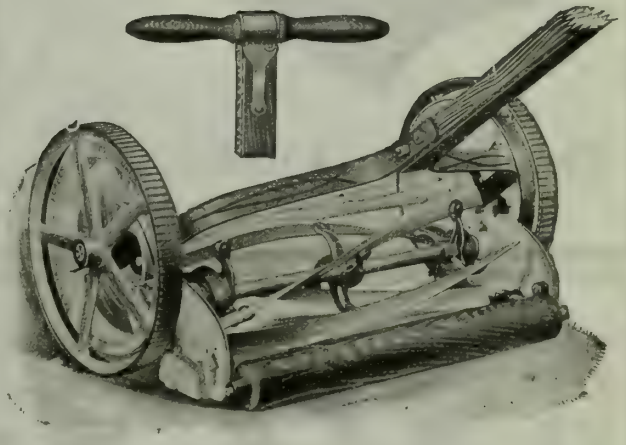
RECORDING Pressure and Temperature Gauges, Blast Pressure Gauges. Dealers in Thermometers for Heating Installations, Feed Water, Flue Gas, etc.

THE JAMES MORRISON BRASS MFG. CO., LIMITED

93-97 ADELAIDE STREET WEST, TORONTO, ONTARIO

"WOODYATT" Lawn Mower
"EMPRESS" Lawn Mower

Distinctive mechanical features are in evidence in every *T-F* Lawn Mower, Empress, Adanac, Ontario, Woodyatt, Star and Daisy, all profitable lines that progressive hardware dealers are selling.



Taylor-Forbes Company, Limited

Taylor-Forbes Co., 246 Craig St. W., Montreal

H. G. Rogers, Ltd., 147 Prince William Street, St. John, N.B.

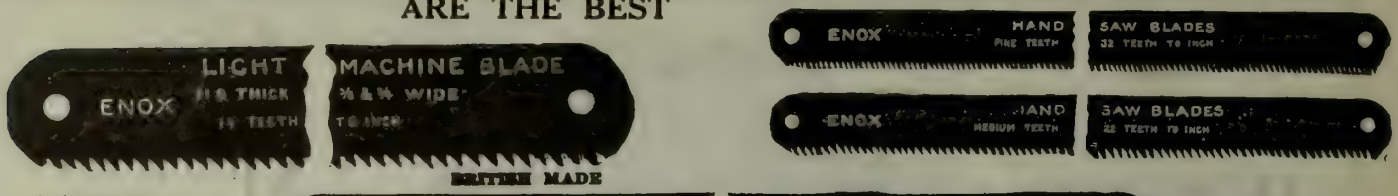
Head Office and Works:
Guelph, Ont.

Taylor-Forbes Co., Ltd., 1070 Homer Street Vancouver.

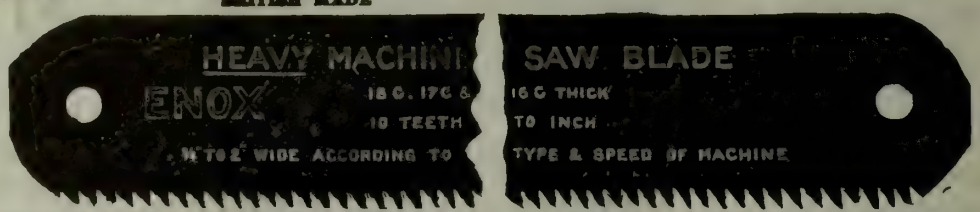
H. F. Moulden & Son, 314 Confederation Life Bldg., Winnipeg.

ENOX HACKSAW BLADES

ARE THE BEST



BRITISH MADE



AGENTS IN CANADIAN TOWNS WANTED

AN ENTIREL BRITISH COMPANY

Liberal terms offered to firms willing to carry stocks and act as sole agents for the district.

SOLE MAKERS **FRY'S (LONDON) LIMITED, 46 Upper Thames St., London, E.C. 4, England. Works: Greenwich, S.E. 10**

The Standard Machinery & Supplies, Limited, 261 Notre Dame St., West, Montreal.
Agents for British Columbia—The A. R. Williams Machinery Co., 495 Railway St., Vancouver, B.C.

HORSE COLLAR PADS



Horse-owners appreciate the worth of good, serviceable **Horse Collar Pads.**

Recommend **"TAPATCO" Pads** to your customers. They give satisfaction. It's economy to use them in the prevention of **"Sore Shoulders."** Save time and money in keeping horses always on the job. Made of strong, durable and highly absorbent material. Well made and carefully sewn. Are soft and perfect fitting under the collar.

Possess our exclusive **"Patented Hook Attachment"** that lengthens the life of the pad.

Include **"TAPATCO" PADS** in your next order.

They sell at a splendid profit.

Order through your jobber.

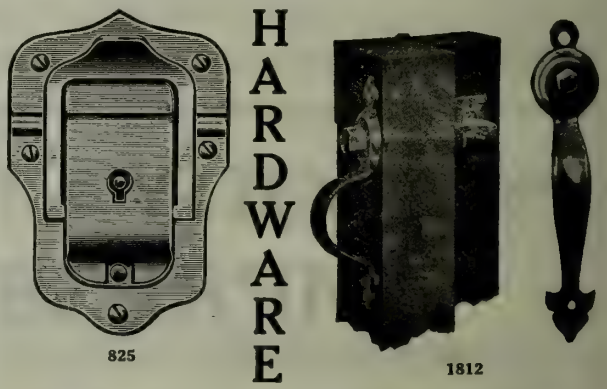
The American Pad & Textile Co.
CHATHAM, ONTARIO

THESE ARE TWO

OF THE NUMEROUS GOOD SELLERS IN THE

BRAINERD LINE

BRASS - BRONZE - STEEL



HARDWARE

TRIMMINGS FOR CHESTS—REFRIGERATORS—FURNITURE STORE and OFFICE FIXTURES, ETC.

THE BRAINERD MFG. CO.
EAST ROCHESTER, N.Y., U.S.A.

E. Roy, 65½ St. Andre St., Montreal, Que.
A. S. Butchart, 26 Adelaide St. W., Toronto
C. C. Cartwright, Union Trust Bldg., Winnipeg



4 Good Reasons --READ 'EM!

Why you should sell Rolled Thread Bolts and Screws:

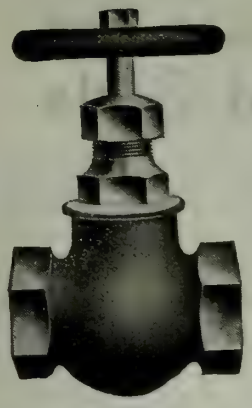
BETTER QUALITY—Rolled Thread Bolts can only be made from first quality Basic Open-Hearth Stock.

STRONGER—Actual tests show 13 per cent. greater strength than Cut Thread Bolts.

NO USELESS WEIGHT—Shanks are smaller than threads. No useless weight to pay freight on.

BIG FIRMS ADOPTING THEM—Some of the largest users on the continent will accept nothing else—and they always investigate before acting.

THE NORTHERN BOLT, SCREW AND WIRE COMPANY, LIMITED - OWEN SOUND, ONT.



FIVE WORKS---OVER 3,000 EMPLOYEES

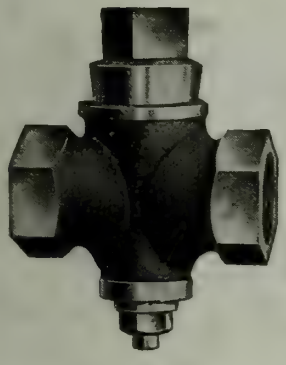
UNITED BRASSFOUNDERS AND ENGINEERS, LIMITED

EMPRESS FOUNDRY, CORNBROOK, MANCHESTER, ENG.

DURING THE WAR our Plants have been exclusively engaged on work of supreme national importance.

WITH PEACE IN SIGHT we are pleased to announce that we intend to again direct our energies to the intensive production of:—

GUNMETAL and BRASS VALVES and COCKS.
STEAM, WATER and COMPRESSED AIR FITTINGS GENERALLY.
CAST IRON STOP and SLUICE VALVES.
SEMI-ROTARY PUMPS.
EXTRUDED BRASS and BRONZE BARS.
BRASS BOLTS and NUTS, STUDS and GENERAL TURNED WORK FROM THE BAR.
CAST AND MALLEABLE IRON COCKS and PIPE FITTINGS.
PRESSURE and VACUUM GAUGES.
INJECTORS and GENERAL JET APPLIANCES.
ENGINE GOVERNORS (Pickering, Proell, and Other Types).
SPRAYING MACHINES, for Insecticides and Lime-washing.
COPPERSMITHS' WORK.
"STELLA" BRAND ALLOYS: MANGANESE COPPER, SILICON COPPER, FERRO ZINC, PHOSPHOR COPPER and TIN, etc.

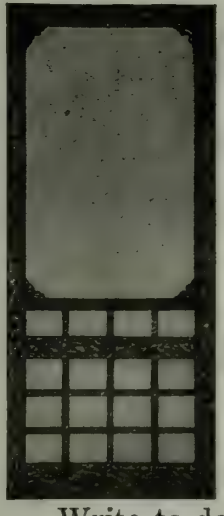




"UBEL" POST-WAR SERVICE

If you are interested in any or all of the lines mentioned, and are in a position to take a hand in the energetic distribution of the same, please communicate with us NOW to our Head Office, at above address.

REFRIGERATORS SCREEN DOORS and WINDOWS



The warm weather will soon be here. If you have not sent in your order for your requirements, DO IT NOW.

We are anxious to give you best possible SERVICE.

Write to-day for our catalogue and price list.

Sanderson-Harold Co., Limited

PARIS, CANADA

Quality



Whites' Market Cleaver

Your trade knows our goods—that's why it pays you to have them. Get our catalogue, if you haven't it, and look over our line. It will pay you.

THE L. & I. J. WHITE CO.

55 Columbia St. - Buffalo, N.Y.

VOL-PEEK

15 Cents

Mends Holes in Pots and Pans



60% Profit in this Line

Vol-Peek makes big profits for the dealer. No expense—simply hand over the counter. Comes to you in an attractive display stand. Individually wrapped.

Vol-Peek appeals to the housewife. Mends all kinds of kitchen utensils, such as Pots, Pans, Tinware, Graniteware, Copper, Aluminum, etc., at half cent per mend—easily applied (no tools required), and hardens quickly.

Order a display stand to-day of 24 packages, $2.25. **Vol-Peek** is guaranteed and backed by our extensive advertising.

At your jobbers or direct.

H. NAGLE & CO., Box 2024, MONTREAL
(Owning and operating Vol-Peek Mfg. Co.) Canada

Automobiles For Boys and Girls

It will pay you to investigate the line of Automobiles we manufacture for Boys and Girls. We make a line that is absolutely new, novel and up-to-date in every respect. New features, attractive finishes and extra strong and durable to withstand rough usage.

Write us to-day for catalogue and complete information.

Gendron Manufacturing Company, Ltd.
Duchess and Ontario Streets, Toronto, Ont.

Automobile No. 35. Wins favor on sight. Every child desires to own one. A rapid seller for the dealer.



Manufacturers OF WIRE

HEADQUARTERS FOR

WIRE BALE TIES

Largest Capacity and Stock in Canada

PROMPT SHIPMENT

LAIDLAW BALE TIE COMPANY, Limited

HAMILTON, CANADA

Winnipeg Toronto Montreal
London, England

MADE IN CANADA

Blacksmiths' Boiler Makers' Machinists' AND Pipe Fitters' Tools

Write for Catalogue

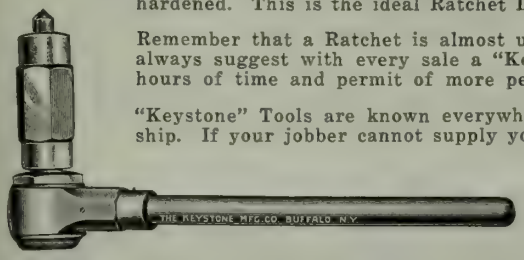
A. B. Jardine & Co.

LIMITED

HESPELER, ONT.

Here's the strongest Ratchet Drill made

Bridge builders, ship builders, boiler makers, and all who ask constant heavy service from Ratchet Drills are proving the "Monarch" Square Sleeve Single Acting Ratchet to be the strongest Ratchet made. The body is made of Drop-forged Steel, and handle of solid Bar Steel. Parts subjected to wear are extra hardened. This is the ideal Ratchet Drill for heavy work.



Remember that a Ratchet is almost useless without a Drilling Post. Therefore always suggest with every sale a "Keystone" Drilling Post. It will save many hours of time and permit of more perfect work.

"Keystone" Tools are known everywhere for quality of material and workmanship. If your jobber cannot supply you, write direct to us.

The KEYSTONE MFG. Co.
BUFFALO, N.Y.
Postal Station "B"

"KEYSTONE" Drilling Post or "OLD MAN"



William Penn MOTOR OIL

A body for every make and type of motor car and tractor—

Extra Heavy, Heavy, Medium, Light, Cold Test

made of Pennsylvania stocks—admittedly the best in the world—to specifications determined by years of experience catering to Western Canadian needs.

Write our nearest office for chart showing which one of these oils you should use.

4

Continental Oil Company LIMITED

WINNIPEG, BRANDON, ST. BONIFACE — REGINA, SASKATOON, SWIFT CURRENT — CALGARY, CAMROSE, LETHBRIDGE

THE STURDY SPRAYER



One Hand Control

One hand is all that is needed to operate flow at nozzle and direct the spray. Our nozzle is perfect in every respect and in operating a sprayer to have one hand free is a great convenience.

THE TIME IS AT HAND
for using sprayers and our line is complete. Write to-day.

The Collins Manufacturing Co.
331 SYMINGTON AVE., TORONTO

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THE THOS. PINK COMPANY, LIMITED
Manufacturers of Lumber Tools
PEMBROKE - - - - - ONTARIO



It's a Pink anyway you take it.

BICYCLE

WHOLESALE ONLY

SUPPLIES
FLASHLIGHTS

Mr. Dealer, if you are looking out for yourself and buying where you can make the most profit, GET IN TOUCH WITH US.

We Sell by Mail Only

Our prices positively defy competition. Our low overhead expenses, elimination of expensive salesmen enable us to sell goods of superior quality, at prices away below any of our competitors.

Write for Catalogue—FREE

CROWN CYCLE & MOTOR CO.
319 Craig St. West, MONTREAL
LARGEST WHOLESALE MAIL ORDER HOUSE IN CANADA

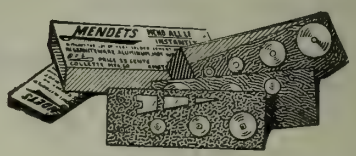
MENDETS
A PATENT PATCH

FOR mending Graniteware, Pots, Pans, Boilers, Kettles, Hot Water Bags, etc.

Does the work effectively. Makes old things as good as new. Reduces household expenses.

Mendets is an easy line to sell—it meets such a popular demand. Thousands are sounding its praises. There are good profits in it, too. Order a display stand from your jobber or write us direct for information and prices.

Collette Mfg. Company
Collingwood,
Ontario



P H
TRADE MARK

A SLOGAN

is a manufacturer's declaration of faith in his product.

Usually it is a simple statement of fact, pithily pointing out the superiority of his goods.

The slogan of P.H. and Imperial Files, is

"They Cut Faster And Wear Longer"

This is justified by the practice and experience of satisfied users.

Let us prove it to *YOU.*

Ingersoll File Company, Limited
Ingersoll, Ontario

John Morrow Screw & Nut Company, Limited
INGERSOLL ONTARIO
Sole Distributors

IMPERIAL
TRADE MARK



Solid Die Plates
Armstrong's Adjustable Stock and Dies
Pipe Cutters and Vises.

We are the sole manufacturers of these lines previously made by Butterfield's.
Their quality is well known among the trade. You do your customers a service by having a complete stock on hand.
Write us for our complete catalogue and price list and find out that our prices are right.
Prompt attention to all enquiries and orders.

Rapid Tool & Machine Co. Ltd.
Lachine, Que. Branch: Iberville, Que.

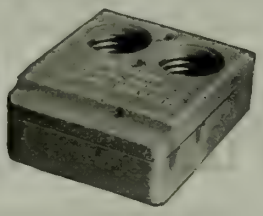
C-G-E
Wiring Devices

"Made-in-Canada"

Illustrated are a few of the many wiring devices carried in stock in our warehouses from coast to coast. They are the product of Canadian labour. Every article is of high grade workmanship and made to give satisfaction.



Edison Plug Cutouts
All Types.



046138 36539
2-wire Single Branch
Covered Cutout



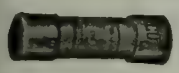
Cat. No. 44279-80-3-4 660 Watt
Quick Make and Break
⅛" and ⅜" Standard Brass Shell
Key and Keyless Sockets



Cat. No. 061528/660 Watt
⅛" Porc. Keyless Socket



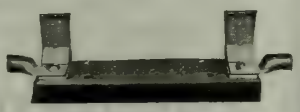
Cat. No. 061524/660 Watt
Porc. Key Socket



Enclosed Fuses
Ferrule Type
250 and 600 volts.



Fibre Fuse Plugs
3-30 amp., 125 volt.



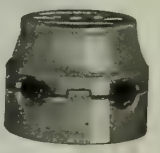
Slate Base Blocks
For Enclosed Fuses.



GE543
Receptacle for
Concealed Wiring
Surface Work



GE544
Receptacle for Cleat Wiring
Surface Work.



GE665
Porc. Conduit Box
Receptacle.



Enclosed Fuses
Knife-Blade Type
250 and 600 volts.



Cat. No. 061494 9185
Keyless Receptacle



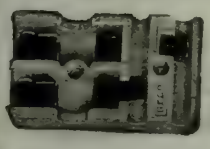
Cat. No. 060588/GE696
Combined Switch and
Attachment Plug.



Cat. No. 071367
Pull Chain Sockets.



Cat. No. 19199/GE600
Porc. Key Wall Receptacle



Porcelain Fuse Blocks
For Enclosed Fuses.



Cat. No. GE625
Composition Cap



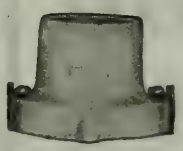
Cat. No. GE624
Standard Receptacle
Attachment Plug.



Cat. No. 19263 50746
Keyless Brass Shell
Receptacle
With Removable Ring



Cat. No. 061451 60366
Moulded Composition
Socket



Cat. No. 061436 9402
Porc. Cleat Receptacles.



Cat. No. GE658
Standard
Flush Receptacle.



Cat. No. 19200/GE601
Keyless Receptacle.

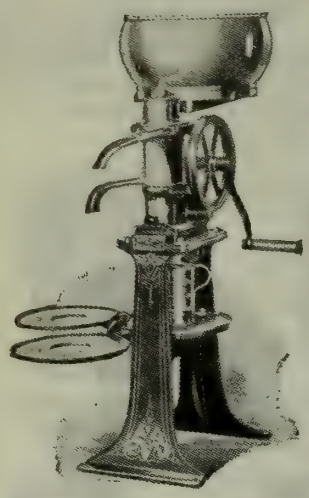
Write our nearest sales branch for full particulars.

Canadian General Electric Co.

Head Office: TORONTO **Limited**

Branch Offices: MONTREAL, QUEBEC, HALIFAX, SYDNEY, ST. JOHN, OTTAWA, HAMILTON, LONDON, COBALT, SOUTH PORCUPINE, WINNIPEG, CALGARY, EDMONTON, NELSON, VANCOUVER and VICTORIA

Look Alive!



Investigate the Anker-Holth Cream Separator before some one beats you to it.

Remember:

The bowl of the Anker-Holth is guaranteed by the manufacturers to retain its balance throughout the entire lifetime of the machine.

A Post Card will bring you complete particulars.

Silverwoods, Limited
London, Ont.

An Axe is as Strong as its Handle

STILL'S

—will give you a stronger working tool, for **STILL'S HANDLES** are made from the best of Canadian Woods.

The sale of

STILL'S HANDLES

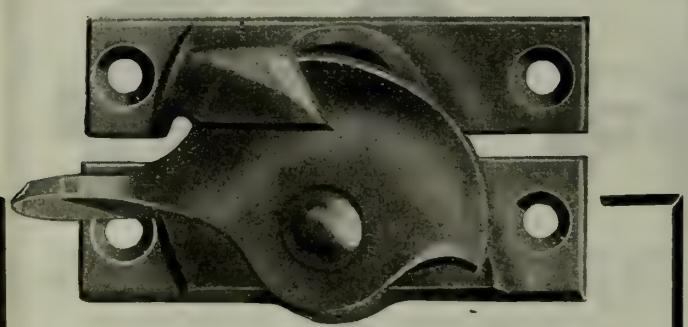
far exceeds all other makes.

There's a reason.

Axe, Pick, Sledge and Hammer Handles, Cant Hook and Peavie Handles.

It pays to sell **STILL'S.**

J. H. Still Mfg. Company
ST. THOMAS -:- ONTARIO



No. 212½ Sash Lock. *Cast Brass.*

BUILDERS' HARDWARE

The future looks bright for a renewal of business activities. The demand for building hardware is steadily increasing. You can profitably meet this demand with Stratford Brass Company Products.

We manufacture Furniture Trimmings of all kinds, also Sash Locks, Sash Lifts, Casement Fasteners, Door Pulls, Hat Hooks, Transom Catches, Key Plates, Flush Bolts, Sash Push and Pull Plates, House Numbers, Door Knockers, Casement Adjusters, etc.

The Stratford Brass Company,
Limited
STRATFORD, ONTARIO

The Megantic Broom Mfg., Co., Ltd.
Manufacturers of Brooms and Clothes Pins

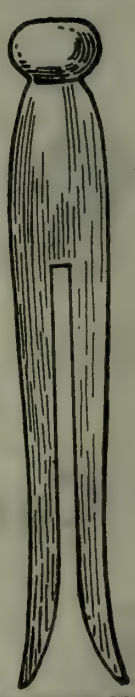




Lake Megantic, Que.

Our clothes pins are made and designed to stay on the line. And they do. Dealers know that by the way housewives are asking for them. Made of the best wood, that insures against splitting. Splendid profits and customers' satisfaction assured to the dealer selling them. Write our nearest agent.

AGENTS: Boivin & Grenier, Quebec. Delorme Frere, Montreal. J. Hunter White, St. John, N.B. H. D. Marshall, Ottawa. Harry Horne Co., Toronto. Tomlinson & O'Brien, Winnipeg. Oppenheimer Bros., Vancouver; McFarlane & Field, Hamilton, Canada.



"Imagine my surprise on checking up my sales"

How one druggist profits by handling AutoStrop Razors

Extract from a letter

received March 27th, 1919, from Mr. Hughes, of the Hughes Drug Co., Limited, Charlottetown, P. E. I.

On March 15th, I made a window display of safety razors with the intention of boosting the sales of shaving requisites and perhaps a razor or two—imagine my surprise when one week later, March the 22nd, when checking up my sales to find that in that week I had sold outright EIGHT AUTOSTROP RAZORS.

When making these sales, I overlooked your special offer altogether and only sold the AutoStrop because I can always sell one against any other razor of the same price on the market, having tried every well known brand, and I would rather back your razor than any other I know of. I always show the customer the simplicity of the stropping device by simply putting the strop in the razor and making them try to cut the strop—if they succeed they get the razor free—if not they buy the razor.



THE above letter speaks for itself. No words of ours can add anything to the force of its argument or strengthen the conviction that AutoStrop Razors make ready sales for the man who handles them. Mr. Hughes has been good enough to imply that our advertising has helped—no doubt it has. But all the advertising in the world wouldn't keep a customer satisfied or enable a dealer to sell the AutoStrop Razor with pleasure and profit, if it lacked the ability to make good. And Mr. Hughes is wise enough to see this, too.

In his letter, he sets forth the reasons why the AutoStrop sells; our national and persistent advertising serves the purpose of making these reasons widely known. Both together they produce that readiness on the part of purchaser to prefer an article with which he has already been favorably impressed. Then the rest, and by no means the least important part, as Mr. Hughes' letter illustrates, is up to the dealer himself.

AutoStrop SAFETY RAZOR

AUTOSTROP SAFETY RAZOR COMPANY, LIMITED

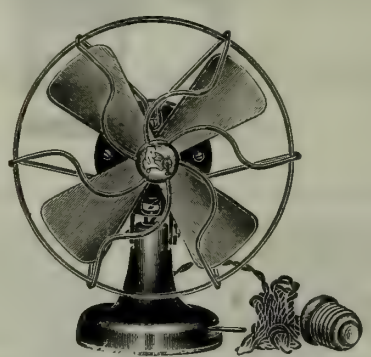
AutoStrop Building **Toronto, Canada**

Polar Cub
ELECTRIC FANS

The Saturday Evening Post advertising of the Polar Cub Fan will produce sales for you if you show a window full or advertise in the local papers. This season our advertisement in the Post appears every week during July and August. THE DEMAND IS HEAVY NOW. What will it be in July?

Polar Cub is recognized as being the busiest little breeze producer on the market—he has always met the test. But—the demand of previous seasons has oftentimes overtaxed a limited supply and dealers have been forced to turn away profitable sales.

Why not be ready to meet the rush with a quantity stock of both 6 inch and 9 inch Models? Nationally advertised, and each carry a year's guarantee.



Polar Cub
MODEL "D"

Here are some of the features that make him a profit-maker for dealers—Die cast frame, cannot possibly get out of alignment—Guard spot welded, practically unbreakable—Two speeds and stop—Fan adjustable to any angle—Mica filled commutators—Motor beautifully nickel-plated—base finished in rich velvet black—rust proof, black japanned blades, Will operate on either direct or alternating current 105 to 120 volts.

Height, 8 inches to top of guard, 6 inches to top of motor. Blade diameter, 6 inches. Equipped with 8 ft. cord and plug. Guaranteed for one full season. Packed in new protected carton, with attractive label.

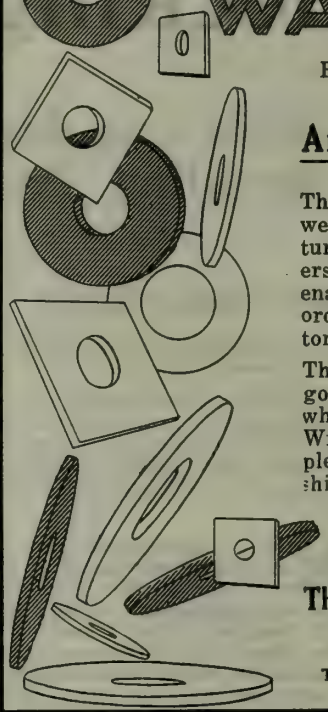
The same features incorporated in the Model "D" fan are used in the construction of Model "9," the only changes being that the motor is much larger and the height of the fan measures 10½ inches to top of guard; 7½ inches to top of motor. The blade diameter is 9 inches.

The six inch Fan retails for $8.50 each. The nine inch for $12.00 each.

Wire or phone for a few dozen NOW

THE A. C. GILBERT-MENZIES CO., LTD.
439 West King St.
TORONTO, ONT., CANADA

Unimeco
WROUGHT WASHERS



Round and Square, Plain and Galvanized

Annealed Rivet Burrs

The unusual high standard we maintain in the manufacture of both Wrought Washers and Annealed Rivet Burrs enables you to offer extraordinary value to your customers.

The "Unimeco" line means good profits and more worth while business for the Dealer. Write us for prices and complete information. Prompt shipments guaranteed.

The Union Iron & Metal Co.
Limited
1951 DUNDAS ST. W.
TORONTO CANADA



"TALLMANS' SPECIAL" ARCTIC METAL

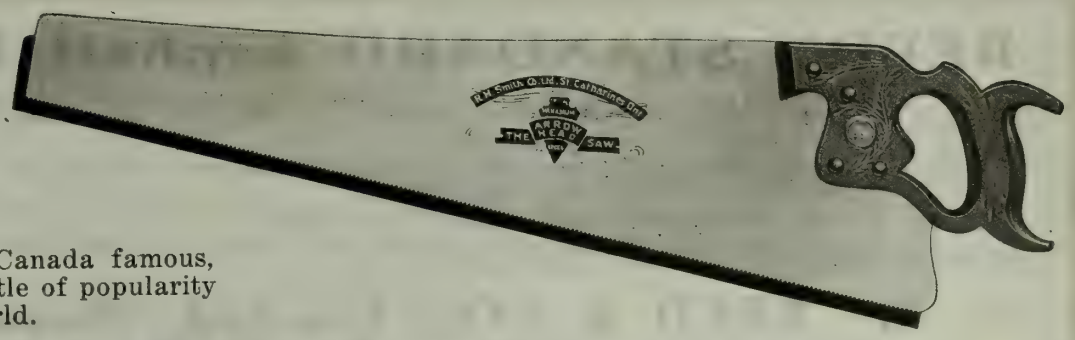
a medium-priced babbitt specially adapted for Saw Mill and Woodworking machinery.

Will remain cool under exceptionally high speed.

Its long life proves its efficiency.

Tallman Brass & Metal Limited
HAMILTON, ONT.

Our Canadian soldiers made Canada famous by winning great victories in Flanders. The Canadian Arrow Head Vanadium Steel Saws are making Canada famous, by winning the battle of popularity throughout the world.



ARROW HEAD SAWS

Write for Catalogue
T. F. SHURLY CO., LTD
St. Catharines, Ont.

BROOMS

We are pleased to advise the trade that we can now supply our

Standard Brooms

Prompt Shipment

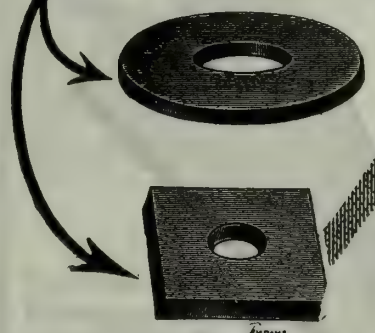
and will be glad to book your order—*PRICES RIGHT.*

QUALITY as usual.

Walter Woods & Co.
Hamilton and Winnipeg

Wrought and Steel Plate WASHERS

of all descriptions



ound & Square
Plain or
Galvanized

Annealed
Rivet Burrs,
Felloe Plates,
Sheared and
Punched Plates.
Malleable Washers
and Cast Iron Washers.

Prompt Shipment

Wrought Washer Mfg. Company
Milwaukee, Wis.

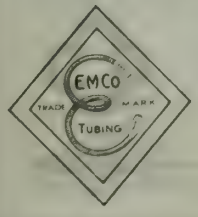
Galvanized Steel Flexible Tubing

Quality guaranteed

For Gas Lamps, Irons, Stoves, Hot Plates, Radiators, Automobiles, etc.

Manufactured by
EXCELLO MFG. CO. INC.
PROVIDENCE, R.I.

If interested write
E. G. GOODERHAM
Canadian Selling Agent
24 King St., West
Toronto



"Stick-Fast"



Made instantly with cold water.

For **all purposes** where Paste is used.

A Great Seller.

Order some to-day—phone your Wholesaler.

Manufactured only by

STUART & FOSTER Ltd.
TORONTO, CANADA

REED'S STANDARD Asphalt Roofing

The dealer aiming to give his customers the utmost in money value can safely recommend **REED'S STANDARD ASPHALT ROOFING.** It stands the test of the roughest elements and is absolutely reliable.

Cement and nails with every roll. A time and money saver. Weight per square—1-ply, 35 lbs.; 2-ply, 45 lbs.; 3-ply, 55 lbs.

Prices and particulars will be mailed you on request.

We handle a complete line of Roofer's Supplies. Write us for prices and complete information.

G. W. REED & CO., Limited, Manufacturers

Montreal, Que.

MAPLE LEAF SAWS

Unbreakable Handles

Something New

Ask your dealer for our No. 1914

Blade extends through Handle—a protection against breakage.



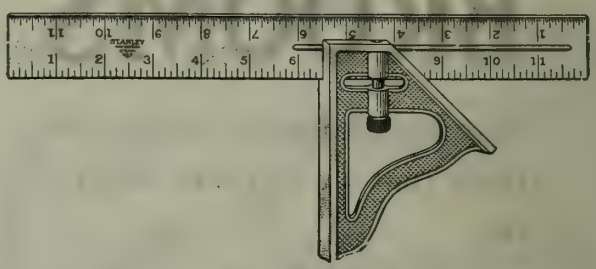
Maple Leaf Saws--are all High Quality products made to render a distinct service to the purchaser.

Satisfied customers assured to the Dealer selling them.

Shurly-Dietrich Co., Ltd.

GALT : : : CANADA

Stanley Tools



STANLEY ADJUSTABLE TRY and MITRE SQUARE NO. 21

The Blade is adjustable, and as it can be reversed, provides any size of try or mitre square within the capacity of the tool. In reversing, it is not necessary to remove the blade from the handle, consequently the tool is always assembled and ready for use.

The Edges of the Blade are machined, graduated in 8ths, 16ths and 32nds of inches and the tool is square inside and out. Both Handle and Blade are nickel-plated. Made in three sizes—6, 9, 12-inch blades.

Send for special circular

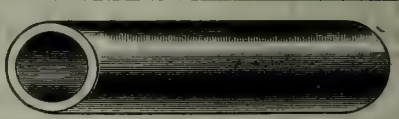
STANLEY RULE & LEVEL Co.
NEW BRITAIN, CONN. U.S.A.

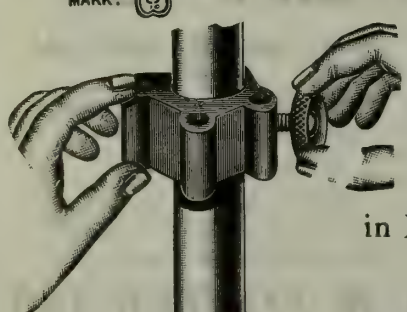
Canadian representatives: A. McFarlane & Co., Ltd., Montreal, Canada.

TRADE MARK. W.B.&P.C.

WILLIAMS BROS. & PIGGOTT, LTD

Small Heath, BIRMINGHAM

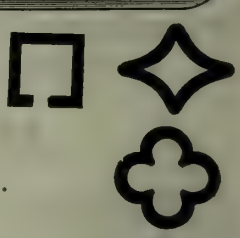




Specialists in TUBES

Seamless, Brazed Iron-cased Mouldings, Beadings, Rolled Metals in Brass, Copper, Nickel Silver, and other Metals.

Over 1000 different sections



Patent Grip-Tight Socket

GENERAL BRASSFOUNDERS

SHOP WINDOW FITTINGS MANUFACTURERS

TRADE MARK. W.B.&P.C.

More-Profit Pumps ---Real Profit

No use to sell a pump that makes trouble for a dealer with his customer.

The trouble is remembered. The cost of repairs is dead loss of time and temper. The dealer suffers.



"Aremacdee" hand and motor metal pumps for force or lift use, every kind, are shown in the big catalogue.

Dealers, ask for prices and terms. Get real profits on your metal pump sales.

WRITE

The R. McDougall Co.
LIMITED
GALT, CANADA

The L. Martin Co. *Headquarters for*

GERMANTOWN LAMPBLACKS

IN

ENGLAND and AMERICA

Originators of Eagle, Old Standard, Globe and Pyramid Germantown Brands.

Suppliers of Bulk Blacks to the highest class Grinding Trade.

THE L. MARTIN CO.

Montreal Toronto
Philadelphia New York
Winnipeg
London, Eng.

Sanitary Dustless Mop

Made by

The Perfection Sanitary Brush Co.

1118 Queen St. West Toronto



This mop is well known and perfect in every way, doing the work and lasting much longer than the ordinary mop, as it is specially arranged so that the head can be easily disconnected from the handle and reversed in order to use both sides. Also it can be washed out often and becomes like new again.

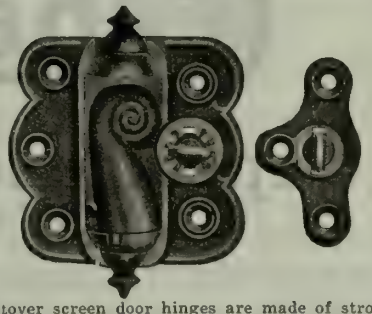
The Only Reversible Floor Mop on the Market

"PERFECTION" QUALITY

Manufacturers to the Trade

Send for Catalogue and Prices **Phone Park 250**

BE PREPARED for



FLY SEASON
with a good stock of Stover

Screen Door Hinges

Stover screen door hinges are made of strong, smooth castings with the best grade of spring wire. That is why people that know the hinge business order the Stover hinges.

Stover hinges are made in non-hold-back, hold-back, detachable and double-acting styles.

Our new general hardware catalog No. R-19 is now ready for the trade. If you have not received one, let us know. It shows a big assortment of seasonable, quick-selling specialties, such as:
Mop Sticks—Waffle Irons—Corn Stick Pans—Meat Broilers—Lemon Squeezers—Ice Picks and Shaves—Lamp Brackets—Paper Holders—Combination Pliers—Pincers—Cast Hammers and Hatchets—House Numbers—Shade Fixtures—Door Pulls—Coat, Robe and Harness Hooks—Latches—Saw Clamps—Dampers, and other Stove Trimmings—Pulleys, all styles—Fireplace Fixtures—Windmills, Feed Mills and Gasoline Engines.

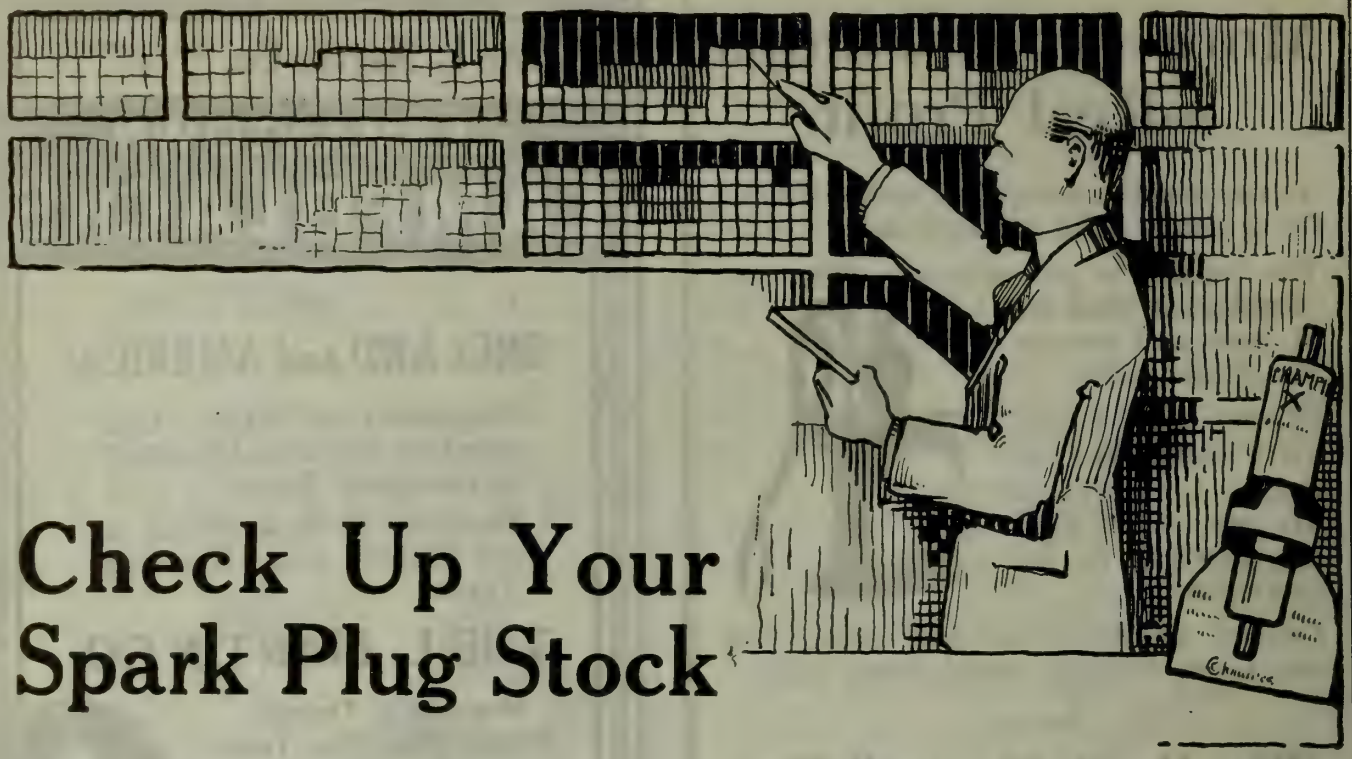
Stover Mfg. & Eng. Co.

709 East St.
FREEPORT, ILL.

Canadian Representatives: Cadman & Co., 322 McIntyre Block, Winnipeg; Mr. G. L. Cohoon, 11 St. Sacrament St., Montreal.

USE THIS COUPON

Stover Mfg. & Engine Co., 709 East St., Freeport, Ill.
Send undersigned information regarding your
Name .....
Business .....
Address .....



Check Up Your Spark Plug Stock

NOW is the time to be prepared to meet every demand for spark plugs. Motor car registrations have reached a new high level—more motor trucks are being employed and more tractors and gas engines requiring spark plugs are in use than ever before

Champion

Dependable Spark Plugs

are factory equipment on four out of every five gasoline motors in use. This is significant of the dependability of Champions. They are selected by those experts who develop automobile engines to give the highest efficiency at the lowest cost.

Champions with 3450 "Plus Service" Insulators and patented compression-proof gasket construction are the spark plugs your customers will insist on having for replacements. Our advertising is educating them to know their efficiency and dependability. Champions are guaranteed to give

"Absolute satisfaction to the user, full repair or replacement will be made."

There's a Champion plug for every type and make of motor. Be sure you have the full line. It will not only build your spark plug business, but will increase your sales of other lines as well.

CHECK UP AND ORDER FROM YOUR JOBBER NOW.

Champion Spark Plug Company of Canada, Limited
WINDSOR, ONTARIO

LION BRAND CORDAGE



Navigation Stimulates Sales for LION BRAND CORDAGE---

Keep Your Stocks Up!

Talk to our nearest agent about cordage that your customers may always have the proper cordage for each purpose.

"COAST TO COAST SERVICE"

Consumers Cordage Co.
Limited
Head Office : MONTREAL, CANADA

Factories at Montreal and Halifax

Branches and Stocks
St. John, N. B. and Toronto, Ontario

Agents and Stocks
TEES & PERSSE, Limited
Winnipeg Regina Saskatoon
Moose Jaw Calgary Edmonton
Fort William

JAS. BISSET & CO. - QUEBEC
MACGOWAN & CO. - VANCOUVER

THE TRADITIONAL TRADE MARK



"Standards of the World"



Harvest-Time for Gillette Dealers

THE experienced dealer always takes advantage of the periods in which our out-door displays are on the boards to make an EXTRA push for sales. It pays WELL—

Our bill-board advertising is timed to make the best selling seasons still better. Summer is one of these, for thousands of Gillette Safety Razors are sold to people who are going away holiday-making to mountain, lake, forest and stream. Opportunity is knocking at your door NOW. Are you making the most of the season? Are you going after the demand created by our advertising? Are you displaying Gillette Safety Razors prominently? Are you enthusing your sales-help with the idea of the possibilities to make extra profit?

NOW'S the time. Be sure your stock is complete to meet the situation.

The Gillette Safety Razor Co. of Canada, Limited

Montreal :-: Canada

"Member Audit Bureau Circulation."

HARDWARE AND METAL

CANADA'S NATIONAL HARDWARE WEEKLY

Vol. XXX. TORONTO, JUNE 7, 1919 No. 23

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HARDWARE AND METAL

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On the Main Floor at the Front

Hamilton, Ont., Firm Add Attractive Section of Electric Fixtures to Their Main Floor Display—Paint Sales Doubled in Year—Firm Has Also Sold Four Carloads of Mantels and Fireplaces

Based on an interview by C. E Parsons, of Hardware and Metal, with Messrs. Kent and Garvin, of Kent, Garvin & Co., Ltd., Hamilton, Ont.

KENT, Garvin & Co., Ltd., of Hamilton, Ont., have found such a demand for electrical fixtures that they have incorporated a special section for showing these lines into their main floor show room. They are stocking only high grade goods and report that the business is growing rapidly. A feature of this firm's business policy consists of keeping in the closest possible touch with the architects and contractors. They have specialized in builders' hardware and interior finishings for the home, such as tiling, bathroom fixtures, mantels and other lines. So many home builders come to the store to select one line or another and so many inquiries were made regarding electric fixtures that the firm saw an opening for big business and at once seized the opportunity.

Attractive Display

Attractive display is one of the features of the store of Kent, Garvin & Co., Ltd. Few stocks carried by hardware dealers lend themselves more effectively to making a really handsome showing than high grade lines of electric fixtures, bathroom fittings, etc. The accompanying photos will give some idea of the manner in which Kent, Garvin & Co., Ltd., have made the most of this. Their new department for electrical fixtures is right up at the front of their store. The goods make a most attractive showing under ordinary circumstances, but when the current is switched on and the play of lights on the metal work and from the many colored globes is given a chance to add its charm the effect can be better imagined than described. Unquestionably it is one to arouse in the home builder the desire of possession and once that desire is aroused it is only a question of making a selection. Goods like this displayed in this manner are half sold. They carry an appeal that wins the man or woman who is looking for something that will not only render real service in the home but make it more attractive.

An Ideal Setting

Kent, Garvin & Co., Ltd., have what seems to be an ideal setting for their new department. Right up in the front of the store, with a striking display of bathroom tiling and bathroom fixtures as a background, the cumulative effect from an artistic standpoint is one that is not often excelled in a store. As will



This is the electrical fixture display of Kent, Garvin & Co., Hamilton, which makes a most impressive display. The fixtures are neatly placed and are connected so that they can be turned on when wanted. A fine display of tiling is also apparent in this same view of the store.



The paint department here is not only a bright one from which the customer is served, but the firm of Kent, Garvin & Co., Hamilton, whose display this is, get the painters to bring their prospects there. Not only is the consumer solicited, but also the painter. It's an idea that's working well.

be seen from the photo the firm has two special display rooms arranged for no other purpose than to show house owners just how the tiling they handle and sell will look when in position. The walls are tiled in most attractive patterns and colors and the flooring shows a variety of designs.

Keep Them Handy

Immediately adjoining these display rooms, and within easy access of the salesman who may be showing the goods to prospective buyers, is a wall display made up of separate pieces of tiling. Any special shade or shape which may arouse the interest of the prospective customer can be handed to him in a couple of seconds for inspection, and he can make a close examination of its quality or any other points he wishes to investigate.

"This is a very handy arrangement," said Mr. Kent to HARDWARE AND METAL. "We find that people like to compare one piece with another and examine them thoroughly. We handle only the highest grade goods and this also is a big talking point. We can stand absolutely behind anything we are selling, and people appreciate the service we are in a position to give them. There is nothing like attractive store displays to get results in selling."

Good Window Displays

"In spite of the fact that the location of our store does not enable us to get anything like the results we should get from our windows, we find that they pull a lot of business," Mr. Kent continued. "If we had our two windows located on a main thoroughfare where thousands of people are constantly passing we would unquestionably get more business from them. We keep our windows changed regularly and always try to show lines that are seasonable, but to get the best results from window displays you have to have them where they will reach the greatest number of people."

Bathroom fixtures are good sellers with Kent, Garvin & Co., Ltd. As may be seen from the photo they are displayed in connection with the tiling stock and close to the electrical fixtures. In this way the full beauty of the fixtures is not only brought out but is enhanced by their surroundings, while they themselves also serve to show off to advantage the other lines.



With renewed building activity, the sale of carpenters' tools is again becoming a big factor in the Hardware Stores' trade. Here is shown the tool section of the Kent, Garvin & Co. Store in Hamilton. Hammers, hatchets, brushes, axes, braces, trowels, planes, bits, screw drivers, etc.—they are all out in plain sight. The arrangement is a good one.

Brings the Business

It is a common thing for a man who is building one or more houses to come into the store to make a selection of tiling, or fixtures or some other line, to end up by placing with the firm a complete order for everything he needs that Kent, Garvin & Co. carry. From the firm's standpoint this is, of course, a most satisfactory proceeding, and one of their aims in adding electrical fixtures was to secure more and more of this business.

"We find," said Mr. Garvin, "that people are not only willing to pay the prices for but insist on having quality goods. If we can show them goods that are obviously high grade, well finished and attractive, and will make for comfort, utility and beauty in the home it is never a question of how much they will cost. They are always willing to pay a fair price for good goods. Not only this but they take a pride in what they buy and talk about our goods and our store to their friends. We often have people come in and tell us that while at Mr. So-and-So's house they saw this or that and that he told them he got it at our store, and that it was giving the best of satisfaction and they want the same thing. We can get no better advertisement than satisfied customers of this kind."

Paints Big Seller

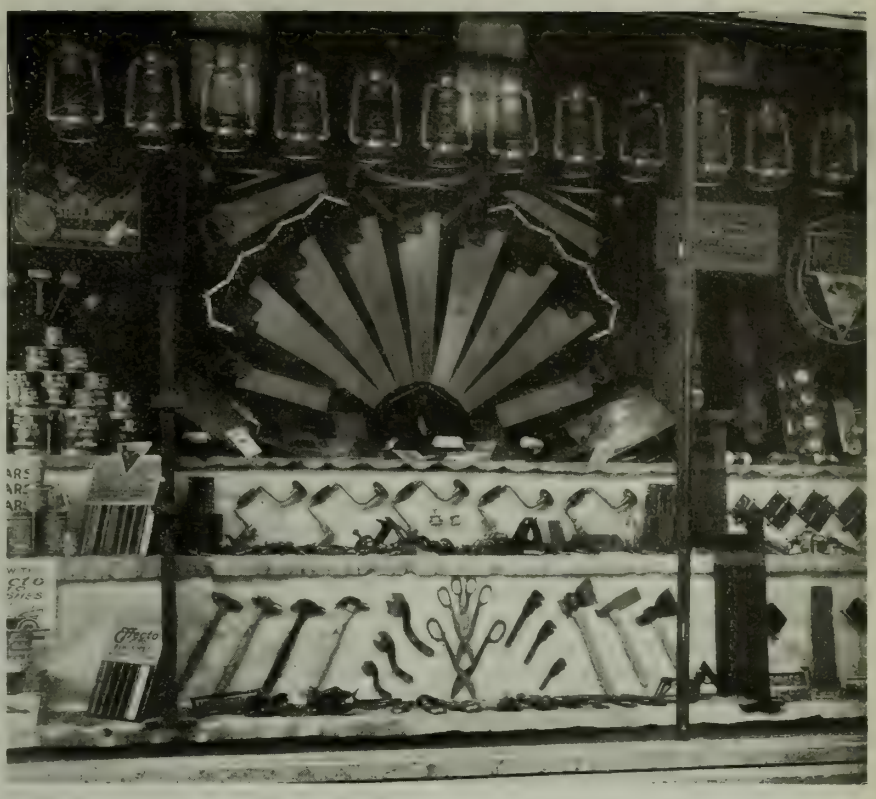
Paints have been proving a big seller with the firm. Mr. Garvin stated that they have doubled their paint sales in the past year and more than doubled the sales of varnishes. In the last few months they have been pushing the sales of auto varnishes, not only from a retail standpoint but by getting in touch with garages.

"Our sales have been showing a fine increase in this line," said Mr. Garvin. "I would say that we are now selling five times as much as formerly and the sales are still growing."

The paint department is another feature of this store. It is located just in the rear of the section where tiling and bathroom fixtures are displayed, and is a model of neatness and arrangement. As will be seen from the photo every line the firm carries can be seen by prospective buyers and can be got at quickly by the salesmen. The photo shows the neat arrangement of brushes, the display stand of sponges, and how the color cards and paint literature are kept near the door and neatly sorted so that any particular folder or card desired is instantly accessible.

Is Kept Spotless

The paint section, in fact the whole store, is kept in spotless condition. This is not only a part of the firm's general policy but is specially emphasized because so many women come to the store to make selections of goods. Kent, Garvin & Co., Ltd., have secured many a good order through praise of their store, their goods and their service from satisfied women customers to their friends. Every attention is paid by the firm to the comfort of women customers, and one of the results may be seen in the steadily growing business. Paints and varnishes as well as brushes usually form a part of one, and very often both window displays. In addition auto finishes are kept displayed at various points of vantage. This, Mr. Garvin says, has been a factor in increasing sales.



The window displays of Kent, Garvin & Co., Hamilton, are bright and attractive. They are so well arranged that there is an appeal even to those not directly interested in the class of goods shown. Space was also given to paint, which is just shown at the left, and builders' hardware, which appears at the right. These were in separate sections of the window.

Sell Many Tools

Strange as it may seem, Kent, Garvin & Co. have many customers whom they never see. These are among contractors who are too busy to come down to the store and do their ordering either through the city salesmen the firm keep out all the time or over the telephone.

One of the secrets of the business the firm is building up is that they not only look after all the business that naturally comes to the store but they go out after more. They make it a point to be in touch constantly with the builders, contractors and factories. They do not wait for this business to come to them, they go out and get it. The result of this aggressive policy is apparent each year in the increased volume of business.

Sold Four Cars

The second floor of the store is devoted entirely to a display of mantels, fireplaces and similar lines. While a big stock is shown every care has been taken not to spoil the general effect by overcrowding or by placing the goods so close together that it is impossible for prospective buyers to look them over from every side. The same taste in arrangement that is a feature of the main floor is noticeable in the mantel display section, and it is producing results.

"We have sold four carloads of these goods in the past year," said Mr. Garvin. "The business has been most satisfactory in every way and is an all year round business."

As may be gathered from what has been stated, and from the photos shown, attractive arrangement is one of the big features in the store of Kent, Garvin & Co., Ltd. Added to this is sales service, backed by a quality stock and lots of "pep" in not only going after but keeping after business.

ATLANTIC CITY SCHOOL CLOSED

Owing, it is claimed, to th exorbitant rental demanded by the pier owners, the E. I. Dupont de Nemours & Co., Wilmington, Delaware, announce that they are going to close their trapshooting school at Atlantic City about June 1.

Since the Dupont trapshooting school was started at Atlantic City in the spring of 1916, it is indicated more than 20,000 visitors have shot over its traps, and more than 11,000 novices have there learned for the first time the fascination of clay target shooting. More than a million targets have been thrown. The school had become quite an attraction at this famous resort and the attendance was increasing. The attendance up to May 17 this year was 2,543, as compared with 1,060 in 1918 and 954 in 1917, during the same period.

Getting After Big Quantity Business

Richmond Hardware Dealer Sells Carloads of Cement — Also Does Big Coal Business— Electric Goods Sellers as Well as Stoves—Getting Down to Spot Cash Basis

H. D. SMITH, of Richmond, Que., is one of the enthusiastic hardware dealers of the province. Mr. Smith has been in business many years and has conducted a number of departments in a way quite different to that obtaining with many firms.

Big Cement Sale

Portland cement, for instance, has been one of his big sellers. Mr. Smith pointed out to HARDWARE AND METAL that he sometimes disposed of ten carloads of this commodity yearly. Even last year, when the war was raging, and when some were complaining of a dearth of orders for building materials, Mr. Smith stated that he sold from 10 to 12 cars of cement. Asked as to how this was done, Mr. Smith replied that he had urged the farmers to buy it for foundations for their barns, stables and other outbuildings. Satisfied with a small margin of around 10c per bag, Mr. Smith said that he made a satisfactory profit through selling the large amounts referred to. Very often the farmers would come to the car and take their supplies direct. In this way the handling expense was small, and the narrow margin of profit allowed induced greater sales.

Stoves a Seller—Electric Irons

Stoves have been a good seller. These are disposed of largely to the railway men. One of the larger railway companies has a divisional point at Richmond, and the engineers, brakemen and other employees are free spenders. At the same time Mr. Smith pointed to the fact that many of these men, contrary to the usual example set in many parts of the country, had been learning to save.

"Our turnover is practically for cash," said Mr. Smith. "The railway men get their money every fifteen days, so that we consider our business is pretty close to a cash basis. One of our bankers has been urging the railway men to save, and suggesting that they open savings accounts, and many of them would rather put their money in the bank now than spend it." This should be a healthy condition.

Electric irons and toasters have sold freely at Richmond, there being plenty of electric power. Mr. Smith intimated that the wives of the railway men had been good buyers of these.

Benefit of Dairy District

The district adjacent to Richmond is one in which much dairying is done and considerable stock raised. This has meant a source from which a steady flow of money into the till of the merchant could be diverted.

Said Mr. Smith: "The French-Canadian is a good customer with money and buys fairly well. One man sold 20 head of cattle recently averaging about 2,200 lbs. apiece; at 15c per lb. he was getting a good return for his work and investment. This is a good stock country and those who are following this end of farming are making money."

With butter and eggs to sell, and with these commanding a higher price than ever before, the merchants of Richmond have been cashing in on their selling.

Other Leading Sellers

Mr. Smith is one of the successful sellers of wall paper. He has handled this for many years, and has found it to be satisfactory. A reasonably good assortment is carried and there is little difficulty in selling the line once a trade has been established. It also carries a good margin of profit.

Another line carried on the side, and which has yielded a profit to justify its being carried, is that of coal. This is bought by the carload, and while it requires careful checking to make a success of selling, seeing that all tonnage charged for is available from each car, it pays to handle this commodity.

A reader of his trade paper, Mr. Smith said that he did not see how the modern hardware dealer could get along without

Continued on page 72

Current Events in Photograph



A FINE WAR CAPTURE

Submarine UC-97, 1918 model, which arrived at the port of Montreal, May 27, on its way to the Great Lakes. This submarine comes from New York and was towed in by the "Iroquois" and will make way to Detroit where it will be exposed for a few days. The UC was the means of getting numerous subscribers to the last Victory Loan held in New York. On the turret is the Imperial Eagle with two heads bearing the legend "Gott mitt uns."

What Other Hardwaremen Are Doing

Advertising Campaigns Reveal Aggressive Methods Being Employed—Screen Doors and Windows, Lawn Mowers, Sporting Goods, Hammocks, Paints, Oil Stoves, are all Being Pushed—Bathroom Fixtures Mentioned Too.

SASKATOON HARDWARE CO., LTD., SASKATOON, SASK.

"Put your house in order," is the heading of a three column ad. run a couple of weeks ago by this enterprising firm. Following was an appeal on window screens, screen wire cloth, screen doors and paint. An appeal to the boys, big and little, was made in the mention of baseball, tennis and golfing goods, and coaster wagons. Electric irons and garden tools were also mentioned. The ad. was well illustrated and prices shown all the way through.

* * *

FRED W. KARN, WOODSTOCK, ONT.

"The hot weather is coming," is the statement leading off an ad. on oil stoves by this merchant. "Absolutely odorless, every stove guaranteed, a great saver in fuel and most convenient for hot weather cooking, absolutely safe." These are points mentioned in connection with these stoves and the style and price are also added. It's a good type of copy.

* * *

WRAY'S HARDWARE, GRIMSBY, ONT.

"Would you willingly endanger your health or that of your family?—then why disturb all the dust and lurking disease germs when you can get the latest up-to-date ——suction sweeper? We will be glad to demonstrate at your home. This —— sweeper can be bought for cash at $45 or on easy payments." There's the whole story, and it is incorporated in a neat little ad., which this firm recently ran.

* * *

CLARKE HARDWARE, HAMILTON

There are many to whom this firm's ad. will carry a direct appeal these days. Read this: "Isn't it fine to be able to spread yourself out in a hammock and enjoy the coolness of the evening after a hard day's work?" The answer is ob vious so the ad. continues: "We have the hammocks in different styles and colors, prices from $3.25 and up. Hammock hooks 12c and 30c a pair." Note that little extra there, too, on the hooks.

* * *

THE LAWRENCE HARDWARE CO., LTD., HALIFAX, N.S.

Practically every individual is interested in labor savers. The heading for this firm's ad. last week was: "A labor saver—for amateur gardeners," and then followed a description of what is termed "this ingenious tool," along with the selling price and an appeal to "let us demonstrate its efficiency." There's something about a merchant who advertises the fact that he is willing to demonstrate or guarantee goods that one can't get away from. The public to-day want to be shown, and many dealers are cashing in on this attitude of mind.

* * *

MARSHALL'S HARDWARE, KINGSTON, ONT.

"Seven timely needs," formed the heading of an ad recently used by this firm. Following this heading were listed lawn mowers, step ladders, washing machines, mops (two kinds), floor varnish and paint. Descriptive matter showing cuts, sizes and prices appeared with each item. The layout of the ad. was attractive, the firm's name in a standard form appearing at the top and bottom, with a little panel in each corner drawing attention to a certain class of goods.

* * *

J. N. ALLEN, GLACE BAY, N.S.

It is not often that at this time of year, attention is directed to the arrival of stoves and ranges. However, here is one merchant who advertises the arrival of a carload shipment of new stoves, gives the price and illustrations also, and indicates that his customers can secure "terms." At this point a 12 months' sale of stoves in evidently more pronounced than in some sections where their sale is made a seasonable affair. Isn't this merchant probably creating business when some would say there was none? Are you getting all the stove and range business you should?

* * *

A. R. A. BEAR, MONTREAL

In a neatly arranged advertisement, this merchant draws attention to "clean-up specials" in the shape of paints, varnishes, lawn mowers and garden tools. Attention is also directed towards sales of screen doors, screen windows, poultry netting, hammocks and sporting goods. Prices are shown and the lines listed given prominence through what might be termed an individual panel effect.

* * *

THE RODGERS HARDWARE CO.,LTD., CHARLOTTETOWN, P.E.I.

It was about three weeks ago that this company, in a neatly worded, attractively laid out advertisement drew attention to the approach of fly time. "Fly time is coming, be prepared before they arrive, have the screen doors and windows in place." That's timely advertising and following these suggestions is a list of screen doors and windows, the various styles and sizes being mentioned along with the price. Attention is also directed to the screen door sets, hinges and catches. The ad is illustrated and is one that contains real news. That is a sample of real advertising.

* * *

CRAGG BROS. CO., LTD., HALIFAX, N. S.

"Lawn mowers, smooth running, close clipping. For a lawn of velvety smoothness, such as delights the eye and enriches the appearance of the plainest house, frequent clipping is necessary. Little of the usual labor will attend the operation if you use one of our lawn mowers. They have finely tempered steel cutting knives, and are an easy-running machine that makes the grass fly." These are extracts from a splendid ad. that recently appeared in the local press. Read this too: "The three-knife 12 in. model at $7.50 is recommended for the lady operator, and for parked sidewalks where a light mower is required. Clip this list as a shopping guide." Following is given the list of three and four knife ball bearing models with the prices. This is an ad. that carries a splendid appeal. Here again is found an example of an advertiser giving his customers the news about the goods that the customer wants to know.

* * *

RANKIN'S, OTTAWA

It is probably not right to say that any single line in the hardware store is neglected, but at least some are not advertised as they might be. This was the thought that came when reading over an attractive little ad. of this Ottawa firm on "bathroom fixtures." Under this heading the firm goes on to say, "The proper furnishing of the bathroom is as necessary, if not more so, than any other room in the house. The results obtained from proper fixtures and their use cannot really be estimated." Following this is a list of a few articles most commonly called for, along with the price. The suggestion is good and arrangement of space for the appeal neat. Are you neglecting this or any other class of goods in your store? There may be an idea here for you to work out.

EDITORIAL COMMENT

BIG BUSINESS AHEAD

A FEATURE of the steadily improving business in the American steel market is the enormous purchases being made by the automobile and tractor interests. Orders have been placed by these firms for orders totalling 500,000 tons for delivery in the third quarter of the year. This indicates that continuous production is going to be necessary to try and catch up with the demand for autos and tractors. When business is so good with the auto and tractor firms it means that there is of necessity going to be a tremendous lot of auto accessories, tractor accessories and supplies of all kinds needed. While the tractor end of the game, so far as Canada is concerned, is perhaps where the auto accessory was seven or eight years ago, there is every indication that it is going to develop rapidly. In the meantime the sales of auto accessories are increasing by leaps and bounds. This is an absolutely legitimate field for the hardware dealer and any number of them are cashing in on it. The story of the development of their accessory departments is with most dealers a story of steady and in most cases rapid development. Most of them started in a small way when they thought they saw an opportunity and they freely confess that they have been more than satisfied with the way the business has developed. Many of them regard the business as still in its infancy and are planning for greater things than they ever dreamed of when they started in with one or two lines to "try it out." When the time comes and it is coming rapidly in some sections of the country when tractor accessories are to be added to auto supplies many dealers see in these two lines alone a splendid business.

A COSTLY EXPERIMENT

FIGURES which are now available indicate that the recent experiment made in the United States with Government ownership of railways was a most costly one. The taxpayers will have to pay $2,000,000,000 and nearly $2,000,000,000 more for two years through increased rates and fares. These figures are based on returns from forty-six companies operating 107,341 miles of lines. A profit was expected by Government operation, but instead the taxpayer and the consuming public will have to meet the huge deficits. By the end of this year the American express companies expect to have a deficit of at least $25,000,000. The water transportation lines, it is stated, are faring even worse under Government ownership than the railways. There may be some valuable lessons for Canada to learn from the experience they are having in the States. Retailers of hardware are vitally interested in all transportation matters and especially in the freight and express rates, even though the consuming public has in the final analysis to do the paying.

UNPARALLELED ELECTRIC OUTLOOK

REQUESTS for new power lines and extensions to existing power lines are pouring in to the power companies in numbers that show unmistakably the hold electricity has upon the public. It has gained this hold because of the real service, convenience and economy it has proven. Imagine what the average city home would be without electric lights, an electric washer, an electric sweeper or a dozen more utilities people have come to regard as part of their everyday comfort. And yet only a few years ago these devices were unknown. Because the farmers have learned from the city dwellers what electricity means they are clamoring for power lines, and they are getting them. Many millions of dollars are to be spent in the next few months in extending power lines into the rural districts. More millions are to be expended in providing for the additional power requirements of the cities. It is an ever growing business and it opens to the hardware dealer a field that is at once profitable and easily handled. Very few of the goods in his store will lend themselves more readily to display than the electric lines. Many of them practically sell themselves. Dealer after dealer will tell with real enthusiasm what good results have followed the taking on of electrical goods. When it is remembered that electrical development, vast as it has been, is still only in its infancy and that Canada is a land whose waterfalls contain boundless stores of electric energy, much of which is as yet untouched, some idea may be gained of what the electrical business of the future is going to be.

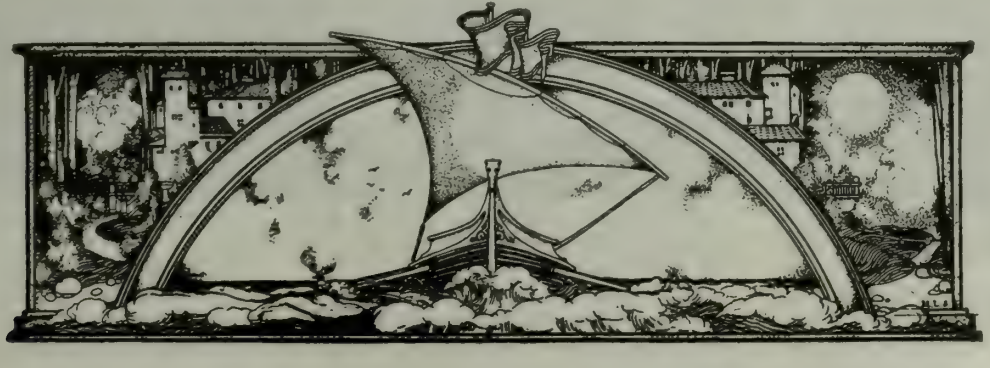
MEANS LARGER BUYING

THE last issue of the *Labor Gazette* gives some interesting figures showing how wages have advanced in the past year. The statistics also indicate

that there is little lack of employment this season, as compared with the same period a year ago when things were very busy and help scarce. In Montreal in April of 1918, 4,916 temporary workers in the first fortnight received in wages $90,352.12. In the same city during April, 1919, 4,417 temporary workers received in a fortnight $129,603.88. This indicates the much higher schedules in effect and the figures in other places show that the increase is general. In Victoria, for instance, in April, 1918, 200 workers received in wages $7,369.63, while in April, 1919, 198 workers received $9,019.80. At St. John, N.B., 247 workers received $8,161, as against only $7,627.27 received in the same period a year ago by 267 workers. All this has an important bearing upon retail trade in all its branches. People are making more and are spending more making full allowance for the fact that commodities have advanced. The average man is living better to-day than he ever did. The section of the buying public hit hardest by the increased cost of merchandise is the fairly well-to-do people working on a fixed salary, or those people who have money invested and receive from it an income that does not vary appreciably. These people have had to curtail their buying, while on the other hand, the average worker has been buying as he never bought before.

WANT TO KNOW PRICES

JUST how keenly interested the buying public is in knowing prices was shown at a meeting held at Goderich, Ont. In an effort to stop people buying out of town the retail merchants of Goderich have been putting on a "Spend Your Dollar at Home" campaign in one of the local papers. It seems, however, that people continued to buy out of town and with a view of securing co-operation from the workingmen a meeting was arranged to discuss the situation in general. The retail merchants were invited to attend a meeting of the Machinists' Lodge, one of the strongest in the town. The chief speaker for the machinists drew particular attention to the fact that many of the merchants did not put prices on goods they showed in the windows, also that when they advertised no prices were given. It was pointed out that women like to know the prices and that their strong personal liking is for shopping at home and not for buying by mail. As a result of the meeting a committee has been appointed to investigate the situation and make a report later. This meeting is one of the first of the kind ever held in the Province. It is significant, especially from the retailer's standpoint, as showing what is in people's minds and what course they are likely to take if they do not approve of the home merchant's methods. Putting prices on goods shown in the windows and on goods advertised seems a little thing to many dealers and very unimportant. As a matter of fact it is a most important matter and this was recognized by many of the leading business houses of the country long ago. One of the greatest features of all departmental store advertising is that they give the prices in large figures. Many firms not only give the figures, but spell the price out also so that there is no possibility of any mistake being made and also to emphasize it in the mind of the prospective buyer. This general policy of putting prices on all goods advertised and shown in the windows is declared by many of the largest firms in the country to be by far the best plan. They extend it in many cases to the goods on display in their stores, which bear plain price marks or tickets. Price is the very first thing the prospective buyer wants to know. A very large percentage of shoppers, especially women from the country, are timid about walking into a store and asking the price. Their fear is based on the idea that if the goods are dearer than they expect they may be forced into taking it. There are many people, many of them too, who would like to know the price and would probably buy, but do not like to go into a store and ask about goods and then come out without buying. The merchant who does not show prices of the goods in his windows is undoubtedly losing every day a percentage of sales he might easily make. Those who have investigated the situation state that the tendency almost invariably is for people to think that goods which bear no price mark are much higher than they really are. It is a simple thing and good business to let them know exactly what the price is.



Where and When Stores Are Closing

A List of Early Closings in Towns and Cities Throughout Canada Prepared From Information Supplied by Merchants——The Growing Prevalence of the Weekly Half Holiday Demonstrated—Additional List

ONTARIO

DESERONTO.—Stores close Wednesday at 12 noon, during June, July and August, and every evening except Saturday at 6 p.m. July 2 is an exception, stores remaining open until 6 p.m.

DUNDAS.—Stores close Wednesday at 12.30 p.m. all year, with exception of December, and every evening except Saturday at 6 p.m.

LAKEFIELD.—Stores close Thursday at 12.30 p.m., during June, July, August and September, and every evening except Wednesday and Saturday at 6 p.m.

PORT STANLEY.—No half holiday. Most stores close every evening except Saturday at 6 p.m.

PRESCOTT.—Stores close Wednesday noon, June, July and August, and nightly except Saturday at 7 p.m.

PRESTON.—Stores close Wednesday noon.

RICHMOND.—No half holiday. Stores close nightly except Saturday at 6 p.m.

RIDGETOWN.—Stores close Wednesday noon, May to August inclusive, and Monday, Wednesday, and Friday at 6 p.m.

RIDGEWAY.—Stores close Wednesday May to August inclusive.

RODNEY.—Stores close Friday 1 p.m.

SARNIA.—Stores close Wednesday 1 p.m., May to September inclusive, and nightly except Saturday at 6 p.m.

SAULT STE. MARIE.—Stores close Wednesday noon, May to end of August, and every evening except Saturday at 6 p.m.

SCOTLAND.—Stores close 12 o'clock Thursday afternoons, June, July and August.

SEAFORTH.—Stores close Wednesday, 12.30 p.m., May to August inclusive, and nightly except Saturday at 7 p.m.

SHELBURNE.—Stores close Thursday noon June 1 to September 14, and nightly except Saturday at 6 p.m.

SIMCOE. — Stores close Thursday noon, and nightly except Saturday at 7 p.m.

SIOUX LOOKOUT. — Stores close Wednesday at 1 p.m. from May to September inclusive, and every evening except Saturday at 7 p.m.

SMITHS FALLS.—No half holiday. Stores close Monday, Wednesday and Friday at 6 p.m.

SPRINGFIELD.—Stores close Wednesday noon, June, July and August, and Friday evening at 6.30 p.m.

STAYNER.—Stores close Thursday at noon during June, July and August, and every evening except Saturday at 6 p.m.

STRATFORD.—Stores close Wednesday, 12.30 p.m., May 14 to September 15 inclusive, and every evening except Saturday at 6 p.m.

STURGEON FALLS. — Stores close nightly at 6 p.m., except Monday 9 p.m. and Saturday.

ST. CATHARINES. — Stores close Wednesday noon; grocers and butchers the year round, others May to September inclusive, and evenings except Saturday at 6 p.m.

ST. MARYS.—Stores close Wednesday, 12.30 p.m., June, July and August, and nightly except Saturday at 6.30 p.m.

ST. THOMAS.—Stores close Wednesday, 1 p.m., May to October inclusive, hardware stores July and August, and evenings, except Saturday, at 7 p.m.

STOUFFVILLE.—Stores close Friday 12.30 p.m., May to November, and Monday, Wednesday and Friday evenings throughout the year at 6.30 p.m.

TEETERVILLE. — Stores close 12 o'clock Thursday afternoons, June, July and August.

TILBURY.—Stores close Thursday noon June, July and August, and every night except Wednesday and Saturday at 6 p.m., Wednesday and Saturday at midnight.

TILLSONBURG.—Stores close Wednesday noon May to September inclusive, and nightly except Saturday at 6 p.m.

TROUT CREEK.—No half holiday. Stores close nightly except Saturday at 6 p.m.

TOTTENHAM.—No holiday. Stores close Monday, Wednesday and Friday at 6 p.m.

TWEED.—Stores close Wednesday, 12.30 p.m., June, July and August, and nightly except Saturday at 7 p.m.

THAMESVILLE.—Stores close Wednesday noon, May 1 to September 1, and nightly except Friday and Saturday.

VANESSA—Stores close 12 o'clock Thursday afternoons, June, July and August.

WATERFORD.—Stores close Wednesday, 1 p.m., June, July and August, and every evening except Wednesday and Saturday.

WATERLOO.—Stores close Wednesday noon, June 1 to October 1, and nightly except Saturday at 6.30. p.m.

WELLAND.—Stores close Wednesday noon, May to October, and nightly except Saturday at 6 p.m.

WHITBY.—Stores close Wednesday, 1 p.m., May to September inclusive, and nightly except Saturday at 6.30 p.m.

WILSONVILLE. — Stores close 12 o'clock Thursday afternoons, June, July and August.

WINCHESTER.—No half holiday. Stores close Monday, Wednesday and Friday at 6 p.m., new time.

WINDHAM CENTRE.—Stores close 12 o'clock Thursday afternoons, June, July and August.

WINDSOR.—Stores close Thursday at 1 p.m., May to September inclusive, and nightly except Saturday at 6.30 p.m.

WOODSTOCK.—Stores close Wednesday, 12.30 p.m., June, July and August, and every evening except Saturday at 6 p.m.

WEST LORNE.—Stores close Friday noon May to September.

ZURICH.—Stores close Wednesday noon.

BRITISH COLUMBIA

COURTLAND.—Stores close Wednesday at 12.30 p.m. throughout year, and every evening except Saturday at 6 p.m.

CUMBERLAND.—Stores close Wednesday at 12.30 p.m. throughout year, and every evening except Saturday.

FERNIE, B.C.—Stores close Wednesday at 1 p.m. all year, and every evening at 5 p.m., except Saturday when they are open until 9.30 p.m.

PRINCE RUPERT.—Stores close Wednesday at 1 p.m. throughout year, and every evening except Saturday at 6 p.m.

ALBERTA

FORT SASKATCHEWAN.—No half holiday. Stores close every evening except Saturdays and days preceding holidays at 6 p.m.

GRANDE PRAIRIE—No half holiday. Stores open until 10 p.m. evenings.

SASKATCHEWAN

GULL LAKE.—Not decided on half holiday yet. Stores close every evening except Saturday and days preceding holidays at 6 p.m.

INDIAN HEAD.—Stores close Thursday noon from May 1 to August 15, and every evening except Saturday at 6 p.m.

LLOYDMINSTER.—No half holiday. Stores close every evening except Saturday at 6 p.m.

MELFORT.—No half holiday. Stores close every evening except Saturday at 6 p.m.

YORKTON.—Stores close Wednesday at 12.30, and every evening except Saturday at 6 p.m.

MANITOBA

CRYSTAL CITY.—No half holiday. Stores close every evening except Saturday at 6 p.m.

HAMIOTA.—Stores close Thursday at 12 noon, from May 15 to August 15, and every evening at 7 p.m.

MELITA.—Stores close Wednesday at 12 noon during May, June, July and August, and every evening except Saturday at 6 p.m.

RESTON.—Stores close Thursday at 1 p.m. during June and July, and every evening except Saturday at 6.30 p.m.

WINNIPEG.—Larger hardware and department stores close Saturday at 1 p.m. Grocery stores at 1 p.m. Wednesday, and every evening at 6 p.m.

And Now Here is the Bride's Month

June and the Brides Arrive—Big Opportunities for the Hardware Merchant to Develop Business—Electrical Household Appliances, Silverware, Cooking Utensils All in Demand

IN thinking of June one thinks of brides, and to the hardware merchant the June bride is a possible customer. Not only from the standpoint of the bride's purchases for the new home is this the case, but in the question of gifts the hardware store stands out as the logical headquarters for remembrances that are acceptable.

There are almost too many lines to mention them all, but not one should be overlooked. Take the question of electrical appliances for the home; a toaster and percolator bring pleasure to the preparation of the morning meal; an electric iron can be taken out to the porch where the cool breezes blow; the drudgery of sweeping is overcome by an electric vacuum sweeper. These are only a few of the lines which add to the pleasure of the home and start the bride on her household duties with a smile.

Or it may be silverware that is wanted—knives, forks and spoons; casseroles, bake dishes and kindred lines are called for—the hardware merchant is in a position to meet the demand and the goods should now be out on display.

In the photograph below is shown a very nice display arrangement of this class of goods by which business is being drawn. At the back are noted wall cabinets and directly in front are display cases carrying case goods and flatware. The arrangement as a whole is very neat, well thought out and a business-getter.

It may not be possible for all merchants to have such an extensive display, but this layout could be duplicated on a smaller scale with very little trouble. The main thing is to keep the stock bright, clean and out where the people can see it. Show cards can direct attention to the various lines, and price cards answer the unasked question.

The hardware man need only look through his house-furnishings department to see that stoves of some nature are necessary in the new bride's household equipment; a washing machine, wringer, refrigerator—the list is a long one when you start giving it a little thought. Do just that now and plan your sales campaign accordingly.



Here is an arrangement of goods that cannot fail in its appeal to the bride and those friends and relatives seeking gifts. Are you giving this class of merchandise the space it deserves at the present time? This layout is not a difficult one to duplicate, even though worked out on a smaller scale. Try it!

EVENTS IN THE TRADE

Business Changes

Elbow, Sask.—B. C. Booth, hardware, has given up business.

Toronto.—Canadian Oil Gas Heaters, Ltd., have obtained an Ontario charter.

Leamington, Ont.— Harry Lendon, hardware, has been succeeeded by Lendon and Cook.

Swansea, Ont.—H. Soper has purchased the business formerly run by Farrell & Eckersley.

Fort Saskatchewan, Alta.—W. A. Dubuc Hardware Co. has succeeded Gordon & Dubuc.

Leduc, Alberta.—H. A. Kelly has succeeded Mr. Skinner in the hardware business of Skinner and Dalgleish.

Hamilton, Ont.—Moncur & Cook, who deal in wholesale electrical supplies, have changed the firm name to James Moncur Electric Co.

Sudbury, Ont. — Purvis Bros., Ltd., make the announcement that contrary to expectations they will continue in business. New lines are being added, it is stated, to bring stocks up to their standard.

Obituaries

Georges Lanouette, of the Notre Dame Hardware Co., Montreal, is dead.

A former well-known business man of Owen Sound, Ont., Frederick N. LePan, died a few days ago, after a long illness, at the home of his daughter, Mrs. G. N. Griffin, Toronto. Mr. LePan, who was a son of the late F. N. D'Orr LePan, was born in Owen Sound, and spent his youth there, afterwards carrying on, for several years, a hardware business in partnership with the late J. W. Redfern.

The death occurred in Baltimore, following a brief illness of Robert H. Davies, of Toronto, vice-president of the Ontario Wind Engine and Pump Co., Ltd.

Anton J. G. Simmers, president of J. A. Simmers, Ltd., seed merchants, Toronto, was found dead in bed Wednesday morning at his home, 126½ Yonge street. Mr. Simmers was in his fifty-ninth year and had been in the best of health prior to his sudden death.

Upon the death in 1883 of his father, who had established the firm in 1856, Mr. Simmers was given control of the business along with his brother, Herman.

He was born in Toronto and educated at Upper Canada College. Six children survive, Charlotte, Joseph, Ralph, Otto, Victor and Price. Of the family three served with the Imperial and Canadian forces.

The late Mr. Simmers was a member of Christ Church, Deer Park. The funeral took place on Friday afternoon.

Fire Losses

In a fire which destroyed a number of business places at Fiske, Sask., R. G. Thrower, hardware, sustained a loss.

The Canada Iron Foundries Co., Hamilton, suffered loss to stock by fire to the extent of about $6,000 in the destruction of a G.T.R. warehouse this week. The Foundries Co. used the warehouse as a storage for patterns, sand and facing material.

Personals

W. G. Harris, president of the Canada Metal Co., Ltd., was in Montreal this week.

J. S. Hoffman, of the Canadian Ice Machine Co., was a recent visitor at Cardston, Alta., in the interests of his company.

W. H. Jones, hardware dealer, Amherstburg, Ont., who sustained a slight stroke of paralysis while in the store, is much improved.

W. A. Scott, South African representative of the Canadian Blower and Forge Co., Waterloo, Ont., was a recent visitor at the head office of the company.

An announcement in the May 24 issue stated that Joseph Giroux had joined the staff of the Cochrane Hardware Co at Sault Ste. Marie, Ont. It should have read at Sudbury, Ont.

J. E. Escheman, manager of the Canadian Hauck Burner Co., recently arrived at Port Hope, Ont., where the Canadian plant is now under construction, and will superintend completion of the plant. Fred Howell, secretary-treasurer of the company, accompanied Mr. Escheman.

Trade Notes

The Automobile Supply Co. has been registered at Halifax by H. G. Fraser.

H. A. Weiss has retired from the Albert Hardware and Junk Co., Edmonton, Alta.

S. J. Shaw & Co., wholesale and retail hardware, Quebec, have dissolved partnership, but a new firm has been registered under the same style.

The Hoover Suction Company's new Canadian plant is now under way in Hamilton. It is hoped to have the buildings ready in two months' time, enabling manufacturing to be started about the middle of July.

H. F. S. Gardner's hardware store at Bradford, Ont., has been the site selected by thieves for recent depredations.

The City Council of Kingston, Ont., accepted the tender of the Imperial Oil Co., Ltd., for 300 tons of asphalt concrete at $22.15 per ton.

The B. Greening Wire Co., Hamilton, instituted the nine-hour day voluntarily a few days ago, employees receiving 10-hour pay for the shorter day.

A new factory is planned for the manufacture of electrical equipment on Industrial Island, of New Westminster, B.C. The factory will be built by the Electrical Manufacturing Co.

The Rogers Hardware Co., Ltd., Charlottetown, P.E.I., are closing their store at 5 p.m. during the week and 1 p.m. on Saturdays during the summer months.

The Lake Huron Steel Corporation, which will have its head offices at Goderich, Ont., has been granted a Dominion charter. The new firm will be capitalized at $15,000,000.

Drummond, McCall & Co., iron and steel merchants, of Montreal, are now located in their new offices on the fifth floor of the Mark Fisher Building.

A company has been formed with offices at Calgary, Alta., with a capital of $2,000,000. It will be known as the Canadian Western Steel Corporation, Ltd.

Employees of the machine shop and foundry department of the Algoma Steel plant, Sault Ste. Marie, Ont., presented the superintendent, A. E. Stewart, with a silk honor flag, in memory of the 36 men who went overseas, 6 of whom made the supreme sacrifice.

A change was made in the directorate of the Canadian Malleable Iron Co., at a meeting a few days ago. The new directors are, it is understood, M. Kennedy, Sr.; D. J. Kennedy; M. Kennedy, Jr.; T. D. Kennedy, and E. Lemon. D. J. Kennedy is president, and M. Kennedy, Sr., vice-president. H. A. Gutenkunst will continue as manager.

A large amount of new machinery has been purchased and has arrived at the plant of the Kenwood Mills, Ltd., Arnprior. Mr. H. M. Ashby, executive manager for Huyck & Sons, Albany, and the Kenwood Mills, Ltd., Arnprior, stated that the Canadian field looks so promising that he expected the Arnprior Mills to be larger eventually than the plant in Albany, which covers several acres and employs hundreds of hands.

A meeting of the Builders' Exchange, Welland, Ont., was held, at which a board of nine directors was elected and other preliminary business transacted. The four original officers, W. J. Hickey, president; J. C. Diffin, vice-president; F. Dilworth, secretary, and Mr. Mitchell, treasurer, were elected to the directorate and retain their positions as officers, and the following were also added to the Board: Messrs. Gray, Hanlan, Geo. Scott, C. R. Hagen and A. D. Marshall. The meeting drafted a set of by-laws preparatory to taking out a charter. The exchange has now a total membership of forty-four.

A new by-law dealing with public health regulations recently passed in Saskatoon, Sask., is directed against the fly. It reads: "All outside doors on the ground floor and all windows so constructed that they can be opened or any building used as a dwelling shall be fitted with screens from May 1 to Nov. 1 in each year. The screens for all windows shall at least cover the entire lower sash and shall be fitted so that flies cannot gain access when the sash is raised." A further section says: "The screens on doors or other openings shall be fitted so that flies cannot gain access." The by-law provides: "It shall be the duty of the owner or occupant or agent of any building used as a dwelling house to fix and provide screens as above mentioned, and also to maintain them in such a state of repair that the entrance of flies or other insects shall be prevented."

It is stated that the designing of the Northern Aluminum Co.'s new skyscraper at Toronto will be proceeded with at once. The building is to be 280 x 60 ft., and will be 90 feet high. There will be 8 high stories, which will make it actually a 10-storey building, and it will be of reinforced flat slab concrete. C. A. P. Turner, C.E., a United States specialist, is in the city in reference to the designing of the large flat slab reinforced concrete building.

The tin goods trade in Japan has made such great strides that a large tin plate plant has been started to help supply the demand. In 1916 Japan imported 650,000,000 pounds of tin plate from the United States and England.

The plate glass industry in Japan has greatly expanded since the world war. Before the war about 550,000 boxes of glass were consumed annually, 420,000 boxes of which were imported from Belgium and Germany, the remainder being of home manufacture. During the past year 850,000 boxes were manufactured in Japan, of which 600,000 boxes were consumed at home, and the remaining 250,000 boxes were exported.

Montreal News

John Richardson, buyer for Caverhill, Learmont and Co., Ltd., wholesale hardware, is away on holidays. Mr. Richardson is spending some time in Hamilton, Toronto, and other Western centres.

R. H. Hancock, of the Osborn Manfg. Co., 395 Broadway, New York, was a Montreal visitor this week.

Good Roads Will Better Quebec Trade

WHAT Quebec needs mostly, from the standpoint of a trade developer, is better roads, in the opinion of George C. Davis, manager of the wholesale hardware firm of Frothingham and Workman, Ltd., Montreal. Mr. Davis has held this view for some time and his trips over the territory from time to time have impressed this need upon him the more.

Even adjacent to the City of Montreal the road conditions are anything but satisfactory, Mr. Davis pointed out to HARDWARE AND METAL. That there will be improvement in due time, Mr. Davis is hopeful, and the time is ripe, it would seem, when this great question should receive the careful attention of all who are interested in the bettering of trade conditions.

Farmers Are Prosperous

Mr. Davis pointed out that there was much wealth in the farming sections of the province. Fortune has smiled on the Quebec tiller of the soil, and some of this wealth is being used to develop the farms, to build more and better fences, etc. It presents an opportunity for the hardware dealer.

As an evidence of the prosperity existing, Mr. Davis referred to the better collections that were coming to hand. These had been splendid of late, and there is scarcely a truer index of the condition of a city, a community, or a country than that of the promptness with which debts are liquidated.

Fencing a Big Seller

Mr. Davis said that fencing had been a big seller. This indicates that more building has been undertaken and that there is an evident determination to keep properties fenced as crops are sown. Recent sales of fencing, barb wire, etc., have been so heavy in some instances that a temporary scarcity has been reported from one or two quarters. This, it transpired, had resulted from the failure of the trade to anticipate their wants far enough in advance. Then when more goods were wanted, and others also wanted their orders filled, the result was a grand rush, which taxed the jobbers' capacity to handle with their usual promptness.

Alex. Williamson, formerly travelling representative for Starke-Seybold Ltd., Montreal, and who enlisted in the First Canadian Tank Battalion, has returned and is again with the above firm.

J. G. Falls, of the New Haven Clock Co., with headquarters at Toronto, was in Montreal this week.

Mr. Schoeke, representing the Triumph Clock Co., Oneida, N.Y. is expected in Montreal this week.

Incorporations

The Spardon Electrical Products Co., Toronto, has been incorporated with a capital of $50,000.

The Mount Royal Rubber Co., Ltd., Montreal, has been incorporated to deal in rubber goods of all kinds, with a capital stock of $500,000.

Ontario Abrasive Wheels Co., Ltd., Prescott, Ont., has secured a Dominion charter to manufacture and deal in abrasive wheels of all kinds. The capital stock of the company is $30,000.

CHATHAM, ONT., RETAILERS TO HOLD PICNIC

The Retail Merchants' Association, of Chatham, Ont., at their meeting recently, unanimously passed a resolution setting aside Thursday, July 10, as a holiday and specifying that if it is possible to secure a suitable boat for the day, an excursion be run to Walpole Island, and if a boat is not available the picnic be held at Government Park.

The following committees were named to make the necessary arrangements, the first named to be the chairman of the committee: trip arrangements, E. Wanless, H. G. Hodges and S. Stone; publicity and printing, E. G. Gammage, H. Mounteer and E. White; refreshment, A. Sterling, C. R. Stevenson and W. J. Easton; sports, E. C. Brisco, B. F. Brown and E. E. Edgett; prizes, C. Austin, W. Foreman, N. Bilskey, A. C. Trudell and R. Boyes.

President Wanless reported that as a result of Organizer Newton's visit to the city last week about 16 new members were added to the organization.

L. H. Veale addressed the meeting on behalf of the retail clerks, asking that the weekly half holiday be extended to include the Thursdays of September. He stated that the clerks desired the half holidays to extend from the first of May until the last of September.

A NEW SERVICE FOR THE MERCHANT

Retail Merchants' Association Inaugurates an Advertising Department

Still another branch of service is being inaugurated from the provincial office of the Retail Merchants' Association at Saskatoon for the benefit of its members in Saskatchewan and Alberta, which should prove of value to every member who takes advantage of the service in extending his business, whether he lives in city, town, village or hamlet.

It is to be known as the "Advertisers' Service Department," and is meant to give practical service to every merchant who advertises or intends to advertise. Briefly stated, the idea of this new service is as follows:

To write newspaper advertisements for the members of the association. To supply illustrations for same. To draft direct mail advertising. To address and mail envelopes. To draw up complete advertising campaigns to pull both city and country trade. To write business-building envelope enclosures.

CLAY PRODUCTS MEN MEET

The 17th annual convention of the Canadian National Clay Products Association was held in Montreal last week.

The report of the secretary showed over one hundred clay products manufacturers. Among the delegates present was Sidney Higgins, of Wm. Higgins & Son, of Manchester, England.

The following addresses were delivered during the convention: "Use of firebrick in the steel and clay products industries." by W. H. Grant; "Pave with brick," by W. P. Blair; "Machinery and Dryers for large-size tile," by L. Haigh; "Brick tests and investigations," by W. W. Pearse, city architect, Toronto. Other speakers were A. F. Greaves-Walker, George Clifford, Theodore Randall and Col. Trotter. Officers elected for the year was as follows: Past president, Thos. Kennedy, Swansea, Ont.; president, W. M. Burgess, Todmorden, Ont.; vice-presidents, R. H. New, Hamilton; Millard F. Gibson, Toronto; T. H. Graham, Inglewood; secretary-treasurer, Gordon G. Keith, Toronto; councillors: J. S. McCannell, Milton, Ont.; N. T. Gagnon, Montreal; W. H. Freeborn, Brantford; H. H. Hallatt, Tilbury; F. B. McFarran, Toronto; C. B. Lewis, Toronto; C. A. Millard, Toronto; Andrew Dods, Mimico, Ont.; chairman technical education committee, M. F. Gibson; chairman title committee, H. H. Hallatt; chairman entertainment committee, C. A. Millar.

Vancouver Electrical Association Meets

A very successful electrical convention was held at Vancouver under the auspices of the Vancouver Association of Electrical Contractors and Dealers a few days ago. The gathering was a very representative and largely attended one of the leaders of the electrical industries of Canada and the United States.

Mr. E. Brettell, of the Electrical Supply & Contracting Company of Vancouver, presided, and William McNeill gave the opening address.

Other speakers who addressed the meeting were John D. Bell, general manager Canada Wire and Cable Company; Frank Groome, sales manager of Benjamin Electric Manufacturing Company of Toronto; R. E. Callaghan, manager Toronto branch of Majestic Electrical Supplies, Limited; H. Pim, Vancouver, district manager of the Canadian General Electric Company, and W. L. Goodwin of New York.

A luncheon was held at the Hotel Vancouver, at which the principal speaker was W. L. Goodwin, of New York. An interesting address by S. A. Chase, special representative Westinghouse Electric & Manufacturing Company of Pittsburgh, was a feature of the programme.

Among those attending the convention were: W. L. Goodwin, New York; Samuel Adams Chase, Pittsburgh; R. E. Callaghan, Toronto; Frank Groome, Toronto; A. J. Soper, Montreal; J. Short, Cumberland; S. W. Halls and W. T. Goward, Victoria; R. F. Hayward, Vancouver; W. McNeill, Vancouver, and A. Lewis, Nanaimo.

Returns From Overseas

Trooper Chas. A. Merrick, A squadron, C.R.C.R., Winnipeg, returned from overseas a few days ago, and is at present under canvas at the Fort Osborne Barracks, with his squadron, awaiting his discharge. Prior to going overseas Mr. Merrick had been associated for fifteen years with the Merrick-Anderson Co., Ltd., Winnipeg, coming from MacGregor, Man.



CHARLES A. MERRICK

Winnipeg, Who Has Recently Returned From Overseas.

His association with the company covered practically all the departments in office work as well as the warehouse, and for the past few years he represented the firm in Alberta.

He is the son of John B. Merrick, general merchant, of MacGregor, Man.

His many friends will be glad to know that Charlie, as he was familiarly called, has become an expert in peeling potatoes for the army.

G. C. DUFRESNE GOES TO CHICOUTIMI

G. C. Dufresne (Charlie), late with Lewis Bros., Limited, Montreal, leaves this week to assume the managership of the hardware department of the Cote-Boivin Company, Chicoutimi, Quebec.

Mr. Dufresne served six years with the firm of Prudhomme Freres, Montreal, with which firm he connected himself after leaving school. For the past fifteen years he has been associated with Lewis Bros., Limited, and for seven years of this time he has been head inside salesman.

Mr. Dufresne will be extended the best wishes of his many friends in Montreal and elsewhere, and in which HARDWARE AND METAL joins.

A CORRECTION

Inadvertently, in reporting an interview last week with A. C. McCuaig, Montreal manager of the Dominion Linseed Oil Co., Ltd., it was stated that Mr. McCuaig was manager of the Canada Linseed Oil Mills, Ltd. This should have read: "Dominion Linseed Oil Co., Ltd., and of which Mr. McCuaig is the manager."



STEEL TROUGH AND MACHINE CO., LTD.

Catalogue No. 30, issued by the Steel Trough and Machine Co., Ltd., of Tweed, Ont., contains thirty-two pages in which are listed steel tanks for cisterns, round galvanized tanks, stock watering and storage tanks, round galvanized steel tanks, wagon tanks, sheep dip tanks, pneumatic water supply systems, pressure tanks, steel shipping barrels, lawn rollers, tank heaters, gasoline tanks, water troughs, feed cookers, chimney tops, coal chutes, steel baths, sanitary chemical closets, ventilators, galvanized steel laundry tubs, lavatories and washstands, welded copper steel whey tanks, evaporators, sap pans, dough troughs, gasoline garage outfits, self measuring pumps, steel factory equipment, shelf boxes, shop and foundry barrels, garbage cans and special lines. The catalogue is profusely illustrated. Copies will be sent to readers of HARDWARE AND METAL upon request.

NATIONAL MANUFACTURING CO

The catalogue of National garage hardware issued by the National Manufacturing Co., of Sterling, Ill., lists the garage door sets made by the firm. It contains 32 pages and is attractively illustrated. Readers of HARDWARE AND METAL who desire copies may obtain them upon request.



Veranda Guards

J. L. Demers, Thetford Mines, Q.—Where can I buy veranda guards in Canada, made of cast iron of fancy pattern?

We refer you to Geo. B. Meadows Co., Ltd., Toronto, and the Dennis Wire and Iron Goods Co., Ltd., London, Ont.—Ed.

Water Boiler

Sakion Bros., Digby, N.S.—Will you advise us the maker of the Improved Buffalo water boiler, No. 016?

Your inquiry has been referred to the Canadian representatives, Steel and Radiation, Ltd., Toronto.—Ed.

Furniture Manufacturers

H. L. Martinson, Cottam, Ont.—Where can we buy furniture in Canada? Furniture manufacturers are: The Canada Furniture Manufacturers, Woodstock, Ont.; Knechtel Furniture Co., Hanover, Ont.; The Geo. McLagan Furniture Co., Stratford, Ont.; Waterloo Furniture Co., Waterloo, Ont.; Paquet & Godbout, St. Hyacinthe, Que.—Ed.

Importance of the Cash Discount

Being Extracts From a Pamphlet Issued by Wallace D. Simmons, president, Simmons Hardware Co., St. Louis—How It Works—Trade Acceptance Not a Substitute—A Subject of Interest to Canadian Merchants.

WALLACE D. Simmons, president of the Simmons Hardware Co., of St. Louis, has published a pamphlet entitled "The Importance of the Cash Discount in the American Credit System," in which he strongly opposes trade acceptances.

Explaining the origin of the American system, Mr. Simmons says:

"The wholesale merchants who worked out the American open account—single name paper—cash discount system recognized the risk involved in one type of credits as compared with another. They offered to the pioneer merchant of limited capital every assistance and facility to enable him to build up his business rapidly, to make it profitable and to get on a stronger financial footing. They gave him every inducement and encouragement through that course to get in position to pay his bills promptly upon receiving them, and in line with that policy they offered to the man who was in a position to eliminate or minimize credit risks, compensation for so doing. This was a practical, sound and farsighted adaptation of the idea of mutual or group credit insurance. The manner of working it out was somewhat unusual, but the principle was there and the effectiveness. While the situation in this country has changed somewhat, and at present materially differs in some sections, careful study will show that the difference is not so great after all."

Mr. Simmons says that we should keep carefully in mind the principal elements of the cash discount system, which he thinks are the following:

How It Works

First—That the cash discount is distinctly a quid pro quo. It is a price paid for a distinct value received. The quid is the amount of the discount allowed. The quo is the shortening of the period of credit risk effected by the payment of the account on or before a definite date much earlier than its net due date. The discount represents the value of the use of the money for a definite period, plus the value of eliminating the credit risk by final settlement of the account within a period very much shorter than that of its net due period. On terms sixty days, with 2 per cent. cash in ten days, it means that the debtor has the alternative of paying the bill in full sixty days from the date of the invoice, or he has the option of deducting 2 per cent. provided he places the funds in the hands of his creditor, so as to release him from all further risk at least fifty days before the account is due and payable. Two per cent. for fifty days is practically at the rate of 15 per cent. per annum.

When Custom Abuses Principle

There is, however, abuse of the "cash discount" plan to which I wish to refer. At least it seems to me to be an abuse of the principle involved and by those who can ill afford to abuse it—I mean those who offer the discount to others.

I refer to the custom of making the terms of credit so short and the so-called "cash discount" so large, as practically to make the terms net cash. It is either abuse or the evidence of conditions existing in that line of business which create extreme credit risks.

For instance, in some lines of merchandising the usual terms now are 30 days with 5 per cent. or cash in 10 days. That practically means that no man who cannot discount can afford to stay in business. His competitors with more capital, will buy goods under those circumstances so much lower as to make it only a question of time when they will force him out entirely.

A differential of that kind is not a "cash discount" as I see it. It is simply going through the motion of offering a "cash discount" but in reality selling goods on terms—10 days net.

I have no quarrel with the man who makes his terms 10 days net—and hence offers the goods only to those who have or can get ready cash to pay for them. I do quarrel with any plan which makes it very difficult, if not impossible, for any small merchant to do business in this country unless he has sufficient capital to buy all his goods for cash. I am a great believer in giving the able, thrifty, industrious young man of small means a chance to branch out for himself. I believe the American credit system gives just such an opportunity with adequate protection to all interests involved. I believe that plan is in line with one of the basic ideals of our country, one of the prime assets of American citizenship—the chance to prosper and progress to whatever extent each man has in him the requisite capacity, energy and business ability to take advantage of the opportunities which abound in this great republic.

There is another abuse of the "cash discount" which the business men of this country have lately been urged to adopt and which is so full of fallacies that it would take a large volume to cover them all in detail.

The idea is that we should allow the "cash discount" to a man who sends us a trade acceptance. That is simply giving the quid without getting the quo—giving the "cash discount" without getting the cash—giving the value of eliminating the credit risk, and then having it extended instead of eliminated—allowing each customer to borrow money on our credit by endorsing his paper, and then paying him for the privilege of doing so.

For instance, those of us who are doing business on terms of 60 days with 2 per cent. for cash in 10 days are urged to offer to our customers the privilege of sending us a 90 day trade acceptance within 10 days and deducting the 2 per cent. "cash discount." Let us see how that would work out as compared to the present arrangement.

Roughly speaking, about half of our customers discount their bills—it is probably more than half in dollars and cents, therefore we get half of our money within 10 days. We get cash and the transaction, together with the credit risk, is terminated. On the other half, the large majority pay their bills at the end of 60 days. Some few run over a little bit, but the average of the whole, including the half which pays in 10 days, results in about a 45-day credit period with an allowance of 2 per cent. on one-half of the total of 1 per cent. of the whole amount.

The plan we are urged to adopt instead of that, is to allow 2 per cent. to everybody, but to charge them 1½ per cent. interest for 90 days which interest we in turn would pay to the bank. Therefore, we would be out 2 per cent. discount on the whole business instead of 1 per cent.

Then, in order to transfer this loan to the bank we must endorse each customer's note for the full amount of his purchases and wait for an average of 90 days instead of 45 for the closing of the account and our liability and the elimination of the credit risk.

The "cash discount" system provides an adequate means of governing two important factors in domestic trade, one that of enabling the new merchant to take advantage of opportunities, to grow by availing himself of the credit accommodations offered by those firms whose representatives visit him regularly and are personally acquainted with his business, his methods and his likelihood of success.

It also provides amply and correspondingly for the man who does not need credit accommodations, but who can, so to speak, carry his own credit risk.

Mr. Simmons argues that the use of the trade acceptance would practically mean the abandonment of the cash discount and says: "If we should allow ourselves to be led to abandon the American systems by substituting acceptances for cash discounts, it would, of course, mean the substitution of the payment by notes for payment by cheques, and if the scheme is worked out according to the evident design, it would mean that for every one of our invoices we would have a note which we would have to pass to our banks for collection, and on each one of which there would be a collection charge. To sum it all up in a nutshell, our American system has proven itself to be a good system—and we would be very foolish to allow anyone to lead us to abandon it.

THE CLERKS DEPARTMENT

It's the Go-Getter That Wins Out

And the Time For Him to Go and Get Things is When the Other Fellow is Afraid to Start

An interview with Walter H. Cottingham, president of the Sherwin-Williams Co., by Mary B. Mullett in the "American Magazine."

A FEW months ago hundreds of business men were sitting in their offices, looking solemnly down their noses, and declaring that they were going to hold back on plans for the future, because no one could predict what conditions would be.

At precisely the same time, another man was sitting in *his* office, with a smile on *his* face, laying a campaign to *increase* the business of his organization by a million dollars a month!

This man was Walter H. Cottingham, president of the Sherwin-Williams Company of Cleveland, Ohio, a whole-souled optimist who works on the somewhat startling theory that a good time to make your own business better is when the other fellow believes that his is going to the bad.

Back in January, when some men were talking retrenchment, Cottingham talked Expansion. When others said "Caution!" he said, "Courage!" While some were holding back and wondering how business was going to be, he said "Business, with us, will be just what we make it—and we are going to make it better than it ever was before!" Whereupon he started his campaign for a million-a-month increase.

"In my opinion," said Cottingham to his men, "the big thing just now is to get rid of the idea in people's minds that the bottom is going to drop out of things. It's not going to do anything of the kind. Courage is what we need, courage to take hold when the weaklings are holding back.

"The time to get business is when the timid and hesitating are afraid they *can't* get it. This is the biggest campaign we ever started; and we have put some pretty hard ones across. Obstacles? Sure, there are some! But obstacles are the very things that develop strength, energy, and resourcefulness. We've got the confidence, the courage, and the enterprise. I know what you can do. I've never yet been disappointed in you, and I know I'm not going to be now."

Two months after he started this campaign I had a long talk with Walter Cottingham. The day was raw and depressing, but none of the outside gloom had found its way into his office. Across a desk as clean as a ship cleared for action, he talked about the great game of business with the enthusiasm of a boy; or, better still, of a man who never has lost the freshness and the fire of youth.

"You know," he said to me with a laugh, "I admit that I *love* business. To me it is the greatest game in the world; the one there is the most excitement in playing and the one that is the most worth winning. Because the man who wins, by conducting a fair, square, prosperous business, helps everybody in his community and the effects spread in a widening circle throughout the whole country.

"I honestly believe there is no way in which a man can be of greater public service than by running a legitimate and successful business. To do that, you have got to love it. It is because Americans are chock full of enthusiasm for their work that they are the greatest business men in the world."

One of his favorite sayings is, "A dead fish can float with the stream; but it takes a live one to swim against it." In his own career he has shown that he himself belongs among the live ones, for whenever the current sets against him it is just a signal to him to strike out all the harder.

As a boy and a young man the tide was dead against him. Fifty-two years ago he was born in the village of Omemee, in Canada. His English mother died when he was only six; and his Irish father lived only a year or two longer, leaving his affairs in such bad shape that there was no money for his children.

For a while the boy lived with an older sister. But, young as he was, he had the courage and independence which make him a fighter to-day; and before he was in his teens he began to shift for himself. He spent his days in work and his evenings at a night school.

At fifteen he got his first real position as clerk in a hardware store. Back in his mind, in all those years of his boyhood struggles, was one determined ambition; the ambition to have his own business and, especially, a business in which he could be manufacturing something, not merely selling what other men made.

"When I was about twenty," he told me, "I bought for twenty-five dollars a formula for mixing gold paint; and I used to experiment with it in my room in the boarding house where I lived. The result was most awful smells, which got me literally into bad odor with my landlady; but I myself was so pleased with what I accomplished that I gave up my position and, at twenty-one, hung out my sign and started in business for myself.

"Then I bought another formula, this time for a roller composition for printing presses, and I mixed the gold paint myself and made the roller composition in a kettle. I had one boy to help me; he and I constituted the whole "force." But I managed to get business, and I expanded it as fast as I could.

"That is one of my business creeds—that the more nets you have out, the more fish you are likely to get. I mean that your business should not depend on the sale of one product alone. Always be on the alert for new lines that you can add. Demands change; and you must be ready to meet, or to create, new markets when the old ones fall off. American business men have been learning this lesson during the war, and if they have really taken it to heart it is going to stand them in good stead now. You can't go on blindly making the same thing, year in and year out. You must be looking ahead and saying, 'This particular thing will be hard to sell this year, but it looks as if there would be a demand for that other thing, and we'd better be getting ready for it.' A policy like that has saved many a business failure. It is the old idea of not having all your eggs in one basket. Make as great a variety of products as you can within the scope of your business. Be on the alert for a change in demand, and give people what they want instead of pig-headedly trying to force sales of something for which there is no market.

"Well, I followed this idea myself. I knew there was a limit to the gold paint business, so I kept branching out, and before I was twenty-five I owned two companies and was a member of several other firms. I looked even younger than I was; so much so, in fact, that I was afraid to let people know I was the real head of the concern, for fear they would think I was only a boy and hesitate about giving me orders.

"I remember that one time a customer from another town came to my office and, when he found that my name was Cottingham, asked me patronizingly if my father was in.

"'No, sir,' I said.

"'Will he be in soon?' he demanded.

"'I'm afraid not,' I admitted. 'He—well, he's dead.'

"The man looked at me sharply, and then said, 'You don't mean that *you're* Walter Cottingham?'

"I owned up that I was—and I remember blushing like a girl as I did so. Another time a customer from the West, to whom I had shipped some pretty big orders, wrote that he was coming to Montreal and that he was looking forward to seeing our factory. As my 'factory' was merely a little room in a shed, I was considerably disturbed and asked a friend of mine what I should do.

"'Why,' said he, 'I guess the best thing you can do is to take him down to the canal and point to all those fine plants on the other side, and tell him the factory is over there. If he insists on being taken across the canal—well, I guess you'll just have to drop him into it!'

"I believe that the thing that developed me most in those early days was the fact that I married young, and got the right kind of a wife. I was only twenty-two when I married and I was just starting my little gold paint business, with no assurance that I could support a wife. But there are two ways of meeting responsibility: you can let it scare you and make you afraid to move; or you can get courage and inspiration out of it. As for marriage, the right kind of a wife *gives* her husband courage and inspiration. So I believe in marrying young; but I also believe in choosing the girl very carefully.

"Your wife can help you; so can your parents, your boss, your associates, your observation of other men. But, after all, the one person who can help you most is yourself. You've got to have fighting blood in you, or the world will walk right over

you and never know you were there. And you've got to have some incentive to make you *want* to fight. That is why so many successful men are those who began as poor boys. They *had* to fight or go under. Rich men's sons are actually at a disadvantage, because they don't have to put up any kind of struggle to get the things all normal human beings want—comfort and independence, pleasure, position, a reasonably sure future.

"Poor boys are not naturally any brighter or abler than rich boys. The reason they achieve is because they have an incentive, a spur. There is one incentive, though, which any young man can have, no matter what his circumstances are—that is, the determination to make something of himself. He may not be pushed by poverty, but he ought to be driven by the ambition to make himself count in the world. Sitting on the side lines and watching other men play the big game of life seems to me a pretty feeble part in the scheme of things. I don't want my own boys to be content with it. I want them to get into the business game and play it to win, for themselves and for their team-mates.

"That is why I did not send them to college. I'm not down on colleges. But it seems to me that when a young man has definitely chosen business for his career he can spend those four years getting actual experience which will be almost invaluable to him. There are good arguments on the college side, I know. But in my own experience the best records, take it as a whole, have been made by the men who went into business at the age when a boy would be going to college.

"That first boy I had in my little gold paint business is now the manager of one of our big branches. Four of our important managers began with us as office boys, and two began in minor clerkships. I am always on the watch for bright boys. One of the four I just mentioned was the son of a neighbor of mine, and I had my eye on him for quite a while. He was always eager and alert and doing things. I knew, too, that he was mighty good to his mother, and I liked that. So when there was an opening, I got him into our office. And to-day, as I said before, he is one of our branch managers.

"I think a good many parents don't have the right attitude toward a boy's work. They are very apt to think the chief thing is the amount of pay he gets, and they will let him take some easy job which perhaps pays him pretty good wages, but which doesn't give him the right training and experience. Boys ought to be started right; for the start is going to influence their whole future career. In my judgment, the best place to start them is in a big organization which is managed on sound principles and by up-to-date methods.

"And after he is started, neither he nor his parents should expect too much in the way of quick results. That is the time when you, if you are a boy, must be learning patience, perseverance, and pluck, just as surely as you must learn the routine of business. If you know the training is good, stick to it. Don't be impatient if your pay isn't increased as fast as you want it to be. You are probably getting more out of the business than your employer is getting out of you. Show your eagerness to learn, do even more than is expected of you, and the money question will take care of itself. Even if it does not, you will be ahead, just the same; for knowledge and industry never have to wait for a market.

"Backbone and pluck and staying power make a good fighter. A man met one of our salesmen a while ago, and said to him, referring to our organization:

"'I understand that's a fine place to work in, but a darned hard one.'

"I guess he was right, too; but from my point of view it was a compliment. I believe in hard work. I like it. I do ask my men to work hard. But I have never asked them to work harder than I have been willing to work myself. And hard work brings achievement—which is the greatest joy and satisfaction in the world.

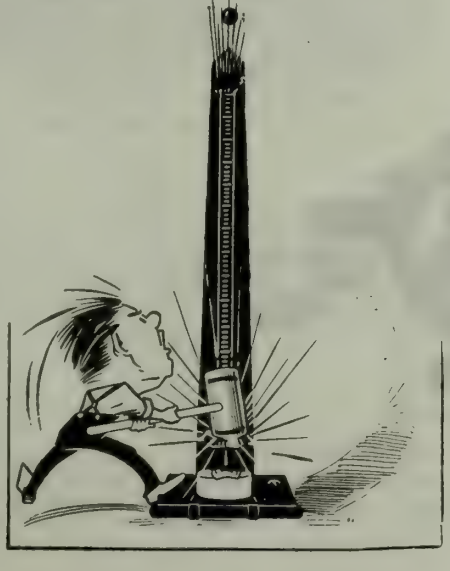
"In our organization we have what we call our 'Top-Notcher' competitions. I started them, and I have kept them going in the face of a certain amount of opposition. Each year we make out an estimate of the results which the men in the various positions should get during the twelve months. It is too elaborate for me to explain all the details; but every man who comes up to his individual estimate gets a bonus; while the ones who make the highest scores, above the estimates for *them*, are 'Top Notchers,' and receive special prizes. We have had men who were 'Top Notchers' several times. They make a score occasionally of two hundred and three hundred per cent. of the estimate for them. The 'T. N.'s, as we call them, belong to the Top-Notcher Club.

"I believe this plan is a good thing, both for the individual and for the organization. It stimulates a man to show what he is really capable of. And it helps me to pick out the live, energetic men. Every employer knows how hard that is in a great organization. When it is small, you know all your men and can watch their work. But when it grows so that they are scattered all over the country, it is impossible to do this. And it is discouraging to the men themselves to think that their best efforts may go unrecognized. But with the scheme that we have worked out a man can show what he is capable of, no matter where he is. And as we are always wanting to know where to put our hands on a good man when we need him, the plan is distinctly helpful to us.

"I believe in keeping a man in the organization if it can be done. I believe in making men feel that service and loyalty are appreciated. We give certificates and gold watches to our twenty-five-year men, and we always make a kind of celebration of it. In Canada, where I built up the business and started most of these men myself, I add my personal check for a thousand dollars.

"I believe in having convictions, getting our men together from all parts of the country, to swap ideas and tell each other the news and find out what the central office is doing and planning. We have regular 'Get-Together Clubs' where the men meet and talk and learn how to express themselves with clearness and confidence.

"That scheme grew out of my own experience. I used to think I had some pretty good ideas, but when it came to *telling* about them, I couldn't do it. I remember coming down here to a directors' meeting when I was a young chap up in Canada. I had some ideas I wanted to put across, but I couldn't argue with those men. I hadn't the confidence, nor the power of expressing myself. When it came to talking, they could put it all over me. Going back on the train, pretty discouraged and disgusted with myself, I made up my mind I'd learn how to talk and, if necessary, to talk on my feet. It is a good thing for anybody to learn; and, just as soon as I had the chance, I started the 'Get-Together Club,' and went into it myself.



"As I said before, I believe in conventions, banquets, celebration. Enthusiasm is contagious. It is an electric current, and men need to be brought close together, so that the spark can jump from one to another."

The great secret of Cottingham's success is his own fighting enthusiasm. He is not merely the kind of optimist who thinks it is a nice world, on the whole, and that conditions are pretty good, take them by and large. He is the kind that tries to make "pretty good" conditions better. And the way he does it is to fight poor conditions and to enlist everybody he can in the same spirit.

Because he loves business, his interest is naturally keenest in that direction. And because he considers men the most vital factor in any business, he is always working and talking and writing in the effort to develop them and to help them develop themselves. He is a lecturer at Harvard, in the School of Business Administration. But his greatest interest is in the men of his own organization, and, in the twenty years since he became general manager of the company, he has talked to them on one subject and another until he has formulated a definite sort of creed about men and business. The very first thing about which he talked to them was "enthusiasm." In a letter to "*The Chameleon*," the house organ of the company, he said:

"Enthusiasm is a good thing. It is good to be enthusiastic over what you sell. It is good to be enthusiastic over the firm you represent. It is not a bad thing to be enthusiastic over yourself. But it is even greater if you can instill enthusiasm in *others* for your goods, your firm, and yourself.

"If you cannot be enthusiastic over your business and your firm, drop it. Get into something where you *can* be enthusiastic; your chances of success will be greater there. Enthusiasm makes the heart light and the mind bright. But it must always be genuine, or it is *not* enthusiasm, but poor hypocrisy and easily detected."

I spoke of his desk being like a ship cleared for action. It was a flat-topped affair without the inviting pigeonholes which are so often a temptation to store up unfinished business. On the wall opposite the desk was a framed placard which bore the inscription in large letters:

DO IT NOW

Cottingham is a great believer in slogans and mottoes; and this is one of his favorites.

"There is only one way in which a busy person can keep up with his work," he said; "and that is to do it *now*. One postponement merely leads to another. There are days when the work on your desk will pile up so that it seems impossible to get it out of the way. The temptation is to turn away from it and wait until you have more leisure.

"Don't do it! Wade into the pile. Tackle the first thing that lies in front of you. Never mind if it is the most difficult. Get rid of it, and take up the next. Clean up the desk. It's the only way to keep abreast of your work and to be ready for more. It will develop in you a great capacity for work. *And the difference between a big business man and an ordinary one is largely a matter of capacity for work.*

"If you have any work left undone—do it now. If you have planned work which you haven't begun—do it now. More good ideas perish than ever see the light of day; and they do it simply for the want of action.

"The most valuable thing in the world is time; for time is opportunity. There is always a way, no matter what the conditions, for the man who learns how to use time. The man who has learned how to make the

Continued on page 67

NEW HARDWARE GOODS

OFFERED TO CANADIAN HARDWAREMEN

WIDE MOUTH OILERS

Whereas a wide mouth oiler is not a new line to the Canadian trade, the Wrico line of wide mouth copper plated heavy steel oilers now being turned out by the E. T. Wright Co., Ltd., Hamilton, is, and further it is indicated that this is the first time this line of heavy steel copper

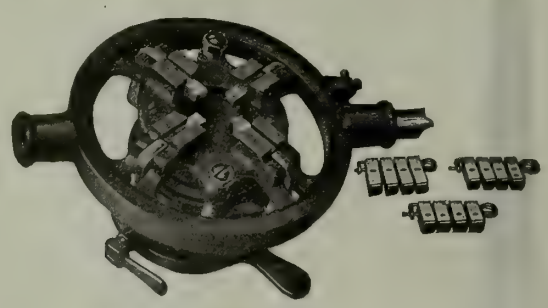


Wrico Wide Mouth Oiler.

plate oilers has been made in Canada. The manufacturers state that these oilers have the collar attached to body of can without soldering or brazing. Screws are made from 24 gauge high grade steel, with rolled thread, and bottoms are made of spring steel. They are made in six sizes.

RATCHET RECEDER

To provide for the performance of pipe threading operations in trenches or near to walls, and other places where the amount of space is limited, a ratchet receding pipe threader has been placed on the market by the Greenfield Tap & Die Corporation, Greenfield, Mass. The ratchet mechanism, it is stated, is incorporated right into the die stock instead of being made an attachment. The head is so designed, it is claimed, that the pulling strain of the handles comes directly back of and in line with the chasers, thus minimizing the pull and preventing danger of trouble caused by twisting strains. The threader, it is stated, is made with two-handle lugs, and two handles are furnished with the tool. When it is to be used with the ratchet mechanism, one of these handles is taken off, and the tool will then, it is stated, swing in a 14-inch circle; but it is equally feasible to disengage the ratchet, screw the second handle into place in its lug, and use this tool just as the regular receding pipe threader is operated.



Pipe Receder

LIBERTY ADJUSTABLE CULTIVATOR

The J. E. Gilson Co., of Port Washington, Wis., has just announced a new 5-tooth Liberty adjustable cultivator, which, it is claimed, is an ideal tool for all-round garden work in the city garden or on the truck farm. The special design of its cutting teeth makes quick and thorough work of cutting weeds, the



Liberty Adjustable Cultivator.

manufacturers state, and at the same time thoroughly cultivates the soil between the rows. The cultivator is adjustable to different widths between the rows and the teeth are so sharpened as to be in cutting alignment at all widths. The teeth of the Liberty cutter are made of malleable iron, and the cutting edges are properly sharpened. The Liberty cultivator is furnished for either hand use or in connection with a wheel outfit.

BLOW TORCH

The Detroit Torch and Manufacturing Co, Detroit, Mich., have recently put on the market what they term their No. 2 quart size Detroit torch. It has a brass



Detroit Blow Torch

tank, said to be heavily reinforced, thus being made rigid. The burner is tapered and of special design, it is claimed, giving equally good service in or out of doors. It has hook and support for soldering coppers. It is indicated that the feed vein encased in the burner body makes a powerful generator, as it preheats the gas, making it possible to produce an intense blue flame. Other points the manufacturers enumerate are that the pump is automatic and of simple construction. Lead gaskets used on all fittings make the joints tight. The wire wheel on needle never gets hot and the concave bottom takes the place of a funnel in filling the tank. Every part is thoroughly inspected and tested.

DOUGALL DA-COTE

The Dougall Varnish Co., of Montreal, has introduced a new line of motor car enamel. Dougall Da-Cote, as the new line is called, is put up in quart, pint, and half pint cans. There is a range of ten shades in Da-Cote, including black and white.

While essentially a motor car enamel, it is stated Da-Cote may also be used for bicycles, velocipedes, buggies, baby carriages, etc. It dries overnight.

CONTRACT LET FOR WIRE FACTORY

The contract for the erection of a factory for making wire gates, fencing, etc., for the Page Wire Fence Company, Montreal, at Three Rivers, Quebec, has now been let. The contract price is $150,000. This is the factory referred to in a special news paragraph in HARDWARE AND METAL some months ago. E. Laurie and Co., Montreal, are the contractors.

WEEKLY HARDWARE MARKET REPORTS

STATEMENTS FROM BUYING CENTRES

THE MARKETS AT A GLANCE

LINSEED oil is again to the fore in the hardware markets, quotations showing advances ranging from 15c to 21c per gallon over figures in effect just seven days ago. This is in line with predictions made last week and there seems every reason to believe that the peak is still to be reached.

Argentine seed seems to be finding its way to European markets rather than American and consequently supplies of seed are not accumulating from this source. Five dollar seed is talked of now. Paint manufacturers are big buyers of linseed oil now to complete orders for mixed paints which are pouring into their offices. Retailers are buying their absolute requirements which, however, aggregate a very nice total.

Turpentine seems to vie with linseed oil for premier position in hardware featuredom. A sharp jump has occurred during the week, amounting to 20c per gallon. An unusual situation is revealed in the South where supplies at this time of year usually aggregate 7,000 to 8,000 barrels, but at the present time are very little over 2,000. Demand from Europe continues to be heavy and no easing away in the sale is apparent. What the outcome of present unusual developments is is uncertain, but high prices seem to be a prospect for some little time to come.

A reduction of automobile tire prices, which is variously estimated at from 12½ to 15%, was determined upon the first of this week. The big factor in bringing about the lower prices has been, it is stated, the releasing of large stocks of rubber which had accumulated at far Eastern points awaiting shipping space. Space has been secured and outlook is for ample deliveries from now forward.

Some points record a further advance in shellac this week. Supplies of this commodity are decidedly limited and there seems to be no immediate prospect of any improvement in this respect.

Jobbers report business for the month of May well ahead of last year. Great activity is now manifest in lawn mowers, screen doors, garden hose, refrigerators and kindred lines. All summer lines of stoves are decidedly active and prospects for business are decidedly good.

MONTREAL MARKETS

MONTREAL, June 5.—Changes of importance have been made this week in hardware markets. Shot basis has been reduced to $16.20 per 100 pounds. Screw hinge discount is now 12½ per cent. Clothes pins of the common variety are materially advanced and iron handles are reduced. Wire goods, such as screw hooks and eyes, etc., are reduced in price, while horse clippers are higher. Celluloid handle table cutlery is also advanced. Some lines of inner tubes and also automobile tires are being quoted on a reduced basis. Lead wool is down one cent and wire solder is up. Yellow brass has advanced one cent per pound. There is a steady demand from the country and nails, coal oil and gasoline are decidedly active.

Shot Base, $16.20; Screw Hinges Down

Montreal.

SHOT, SCREW HINGES.—Reduced prices are in effect for screw and strap hinges. The new discount quoted here is 12½ per cent. Ordinary chilled shot is new being quoted at a base price of $16.20 per hundred pounds.

Clothes Pins Up; Iron Handles Down

Montreal

CLOTHES PINS, HANDLES.—Advances are made in this market for clothes pins. This is very considerable, the common style advancing from 80c to $1.50 per box and the square style from 80c to $1.25. Potts' iron handles are reduced in price from $16 per gross to $15.

Wire Goods Less; Tires Also Decline

Montreal.

WIRE GOODS. TIRES.—Through a change of discount prices are lower on various wire goods such as screw hooks, gate hooks and eyes, etc. The new discount is 85 per cent., the previous one being 82½ per cent. Declines are made in various automobile tires. As an indication of this tendency the following prices will serve to illustrate: For 3 in. plain, prices are reduced from $17.90 to $16.55; studded, $19.25 to $17.40; nonskid, $20.60 to $18.20, while inner tubes (grey) are down to $2.50 from $3 each.

Horse Clippers and Table Cutlery Up

Montreal.

CLIPPERS, CUTLERY.—Advances have been recorded for horse clippers of Newmarket variety. These, selling previously at $32.50 per dozen, are now priced at $37.80. Table cutlery is also higher. This is for the celluloid handle varieties and the change is effective at once.

Steel and Iron On Held Basis

Montreal

STEEL AND IRON.—Features of the iron and steel market here are limited. The basis is still unchanged and selling is conducted on a fair and seasonable demand. Country orders are rather heavier than those from the local trade.

Common bar iron, per 100 lbs.	3 75
Refined iron, per 100 lbs.	4 75
Mild steel	3 75

Iron finish machinery steel	3 80
Norway iron	12 00
Single reeled machinery steel	5 50
Spring steel	5 50
Sleigh shoe steel	3 75
Tire steel	3 95
Toe calk steel, per 100 lbs.	4 65
Band steel	3 75
Harrow tooth steel	3 90
Mining tool steel, per lb.	0 17½-0 19
Black Diamond tool steel, per lb.	0 18 -0 19
Black Diamond cast steel, lb.	0 22

Country Demand Steady For Nails

Montreal.

NAILS AND WIRE.—Demand has been well maintained for nails from the country, and this evidences a considerable amount of building there. Orders are frequent and the tonnage each week is considerable. Within the city there is not so much demand as work in hand is more limited. Prices remain unchanged at $4.75 for standard wire and cut nails. There is a steady and even quite a heavy movement of various kinds of wire fencing, and barb wire is a big seller. Smooth steel wire base is still $5 per 100 pounds.

Ample Stock of Cordage; Steady

Montreal

CORDAGE.—No indication of any increases this week, and the raw material supplies remain plentiful. Maritime orders are well up to the mark, with a more or less steady price in sight. Prices are unchanged with pure manila based at 34c, British manila at 30c, and sisal 27½c per pound.

Dealers Buy Stoves; Summer Wares, Too

Montreal

STOVES AND WARES.—The markets are very firm on stoves, and in view of the firmness there is not the holding back from buying that there has been. Oil stoves, gas, and electric lines of these are in big demand. The market for various summer goods, watering cans, pails, etc., has been active in a general way.

Gasoline Sale Heavy; Coal Oil Active, Too

Montreal

COAL OIL, GASOLINE.—There has naturally been a stimulated selling of gasoline, with hot weather conditions so conducive to car driving. Price remains at 34c. Coal oil is also very active and selling still on the unchanged basis of 20 to 23 cents per gallon.

Sheets Are Bought For Present Needs

Montreal.

SHEETS AND PLATES.—Since it is possible to procure requirements of sheets and plates promptly from day to day there is little evidence of dealers stocking beyond present needs. The buying basis is rather a favorable one, and importers would like to see a heavier movement.

BLACK SHEETS—	Per 100 lbs.	
10 gauge	$5 25	$6 25
12 gauge	5 30	6 30
14 gauge	5 35	6 35
16 gauge	5 45	6 50
18-20 gauge	6 00	6 35
22-24 gauge	6 05	6 40
26 gauge	6 10	6 50
28 gauge	6 40	7 00
GALVANIZED SHEETS—		
10¾ oz.	$8 35	$9 25
28 gauge	8 30	8 85
26 gauge	....	8 50
22 and 24 gauge	7 70	8 35
20 gauge	7 50	8 35
18 gauge	7 50	8 35
16 gauge	7 30	8 00

NOTE—These prices are for full bundles, an extra charge of 25c to 35c per 100 lbs. is made

Lead Wool Down; Wire Solder Up

Montreal.

LEAD PRODUCTS. — Advance has been made for wire solder of the various grades of three-quarters of a cent to one cent per pound. On the other hand lead wool is down, the price being 13 cents as revised. There is not a great deal of buying, some withholding of orders being apparent still in anticipation of reduced prices being made effective, which jobbers say is unlikely.

Lead pipe	0 11½
Lead waste	0 12½
Lead traps and bends	15%
Lead wool, lb.	0 13
Lead sheets, 3 to 3½ lbs., sq. ft., lb.	0 10½
Lead sheets, 4 to 8 lbs, sq. ft.	0 09½
Cut sheets ¾c lb. extra, and cut sheets to size, 1c. lb. extra.	
Solder, guaranteed, lb.	0 35½
Solder, strictly, lb.	0 31
Solder, commercial, lb.	0 29
Solder, wiping, lb.	0 27
Solder wire (8 gauge)—	
40-60	0 35
45-55	0 37½
50-50	0 40¼
Zinc sheets, casks	0 17
Do., broken lots	0 18

Yellow Brass Has Advanced One Cent

Montreal.

BRASS.—Yellow brass has been in a somewhat firmer position this week and the price is advanced one cent. This is due more to the desire of the trade to stimulate sales. The list, as a rule, is biding time and changes are lacking.

Dealers' Buying Prices—		
Pipe scrap, ton	7 00	8 00
Stove plate, ton	....	15 00
No. 2 busheling	....	5 00
Old rubbers, boots and shoes	0 06½	0 07
Overshoes, lumbermen's rubber boots	....	0 08½
Bicycle tires	....	0 03
Automobile tires	....	0 03
Yellow brass	....	0 07
Red brass	....	0 08½
Light brass	....	0 05
Scrap zinc	....	0 05
Heavy copper	0 13	0 13½
Wrought iron, No. 1, per gr. ton	....	11 00

Tin and Pig Iron Higher; Lead Less

Montreal.

INGOT METALS.—The sales on lead being dull, a slight easing in the price has been made. Pig iron is up $3 per ton, and tin is a cent higher, with other markets firm.

COPPER.—The market is steady and the price of 18½c per pound stands.

TIN.—The price last week was 58c. Jobbers are asking 59c this week. A good volume of business is being transacted.

LEAD.—The dullness of the market, with fair stocks on hand has caused a decline of ½c, leaving the market this week at 7¼c per pound.

ANTIMONY.—Firm sales are made and supplies are fair. This market is held at 9½c per pound.

ALUMINUM.—Trading steady; has a tendency to stabilize the present price of 38c per pound.

PIG IRON.—This commodity has jumped to $48 over last week's quotation of $45, and the steady trading with further demands will prove sound to buyer and seller.

SPELTER.—Very quiet trading with a quotation of 8c per pound ruling.

TORONTO MARKETS

TORONTO, June 5.—Revised prices are again in evidence on tin plate and ferne plate, the new level of quotations providing for a decline from figures formerly ruling. Some changes in the lubricating oil list have also been made with fuel oil down another ½c per gallon. Ingot metals show some revisions downward with copper and antimony showing a somewhat stronger tone.

Jobbers report business for the month of May well ahead of last year. Great activity is manifest in lawn mowers, screen doors, garden hose, refrigerators and kindred lines.

Tin Plates Quoted Lower

Toronto.

TIN PLATES.—Quotations on tin plates have been revised again, and figures now being named to the trade show a slight decline from former levels. The following are the figures in effect to-day on tin plate: I C 20x28 base $18 per box; I X 20x28 base, $21; I X X 20x28, base, $23; I X X X 20x28, base, $25.

Terne plate has also declined, the price to-day for I C 20x28, 112 sheets, being $19, representing a decline of $1.50 per box.

Some Lines Oils Revised

Toronto.

OILS.—There have been some revisions made in the price of lubricating oils this week, the tendency in all lines being downward. New prices which are

being quoted on the more familiar lines are: machine oil, regular grade, 57½c per gal., and paraffine oil, 22c per gal., both these figures being list and subject to discount of 15 per cent.

Fuel oil has also been revised downward, the decline amounting to about ½c per gal. On the present basis in barrels the price is 8c per gal., net, and in tank cars the price is 7c per gal.

Summer Stoves Active; Wares Too

Toronto.

STOVES, WARES.—There have been no new developments in regard to stoves and ranges this week. There is very little movement as far as the manufacturers are concerned. There has been a big demand for all lines of summer stoves, including coal oil, electric, gas and gasoline. Jobbers report sales as being very active and indications point to a record season.

The outlook in regard to all kinds of wares is unchanged. Manufacturers report a very fair volume of business coming to hand, and seem to be satisfied with prospects. The hot weather of the past ten days has stimulated sales of all summer lines.

Repeat Orders Rope Yet to Come

Toronto.

CORDAGE.—Sales are still very much restricted on all kinds of rope. Repeat orders which are usually commencing to materialize by this time are somewhat slow in coming and it looks very much as though retailers are going to confine their purchases to absolute needs. Whereas the market at the present time is steady, the fluctuations which were apparent some couple of months ago are still remembered and the tendency will be to keep away from heavy purchases at the present level of prices. Quotations which are now being named to the trade are for pure manila, 34c per lb.; British manila, 30c; New Zealand hemp, 30c; sisal 27½c, and sisal lath yarn, 27½c.

Steady Market on Iron and Steel Bars

Toronto.

IRON AND STEEL.—Jobbers report a very fair volume of business and indications point to the market being steadily maintained for some little time. Stocks are very well assorted and the difficulty which was so recently experienced in getting special prices is gradually being overcome. The range of quotations on the more familiar lines is given herewith.

Common bar steel	4 25	4 50
Common bar iron	$4 25	$4 50
Refined iron	4 65	4 90
Angle base	4 50	4 75
Horseshoe iron	4 50	4 75
Tire steel	4 45	4 70
Mild steel	4 25	4 50
Norway iron	11 50	15 00
Toe caulk steel	5 15	5 45
Sleigh shoe steel	4 25	4 50
Band steel, No. 10	4 50	4 75
Do., No. 12	4 75	5 00
Spring steel	9 50	11 50
Mining drill steel	21 00	30 00
Sheet cast steel	0 42	0 45

TIRE PRICES REDUCED

A reduction in prices, which will figure out on an average of about 12½ per cent., went into effect on Monday on tires. The big factor in bringing about the lower prices, it is stated, has been the releasing from Singapore and other far Eastern points, of the huge stocks of rubber that accumulated there, because of lack of shipping accommodation. These have now been moved and are available for the manufacturers. Another factor in bringing down the price has been by taking advantage of the opportunity to get some cheaper cotton. In connection with the new schedule of prices the dealers who handle tubes will benefit through the establishment of a new resale price to dealers only.

Sheets Maintain Steady Level

Toronto.

SHEETS, PLATES.—There have been no new developments in the market on sheets. Business is coming along quite satisfactorily and jobbers report sales as maintained at a very good level. Reports from the U. S. indicate a general improvement in operations of the steel industries, and reports would tend to the feeling that the outturn from now on will show a steady gain. Prices are ruling without any change at the levels shown below:

10 gauge	$4 75	$5 45
12 gauge	4 80	5 50
14 gauge	4 85	5 10
16 gauge	4 95	5 20
18-20 gauge	5 80	....
22-24 gauge	5 85	....
26 gauge	5 90	....
28 gauge	6 00	....
3-16 inch plate	4 90	6 25
¼-inch boiler plate	4 50	5 80

Prices shown are for full cases. An extra charge of from 25c per 100 lbs. is made for less than case lots.

GALVANIZED SHEETS.

10¾ oz.	$7 80	$8 10
U.S. 28	7 40	7 70
U.S. 26	7 10	7 40
22 and 24	6 95	7 25
18 and 20	6 80	7 10
16	6 65	6 95
12 and 14	6 50	6 80

An extra is now charged on galvanized sheets. 10¾ oz. and 28 ga., when shipped out in sheets 3 feet wide. The extra charged over prices shown above is 20c per 100 pounds. Other gauges show no change for different widths.

Prices shown are for full cases. An extra charge of 25c per 100 lbs. is made for less than case lots.

Sales Corrugated Sheets Improve

Toronto.

CORRUGATED SHEETS.—The gradual increase in building activities is being reflected in the sale of corrugated sheets, and manufacturers report that the outlook is one which can be considered satisfactory. The labor troubles which have been threatening seem pretty well on the way to adjustment and another couple of weeks will probably see all industries humming again. There has been no change in market quotations, which are given as follows:

	Per 100 sq. ft. Gal'zed	Painted
Corrugated Sheets—		
No. 28 gauge	$8 25	$7 00
No. 26 gauge	9 00	8 00
No. 24 gauge	13 50	10 00
No. 22 gauge	16 00	12 50
No. 20 gauge	19 00	16 00
No. 18 gauge	24 00	19 50

Discount, 7½ per cent.

On shipments of 300 lbs. and over, freight is allowed south and east of and including North Bay; also several western counties in Quebec Province. Places north and west of North Bay, the freight is equalized on North Bay. For Quebec and Maritime Provinces, freight is equalized on Montreal.

Wrought Pipe, Boiler Tubes Hold Firm

Toronto.

WROUGHT PIPE, BOILER TUBES.—Business on wrought pipe, whereas not reported as excessively large, is considered very good. Manufacturers are accumulating very satisfactory stocks, and they report sales coming along in increasing volume. Prices have undergone no revision and no immediate change is looked for. Prices appear in the current market quotations.

There is very little doing in boiler tubes as yet, and the outlook seems to be that this condition will prevail for another month or so. By that time it is hoped that more activity will be manifest and jobbers indicate that they should be in a position to take care of all business from the standpoint of supplies. There is no difficulty now being shown in getting through shipments promptly. The range of prices follows:

	Per 100 feet Seamless	Lapweld
BOILER TUBES—		
1¼ inch	27 00	.....
1½ inch	28 00	.....
1¾ inch	30 00	26 00
2 inch	30 00	26 00
2¼ inch	33 00	28 00
2½ inch	40 00	32 00
3 inch	46 00	38 00
3¼ inch	.....	45 00
3½ inch	56 00	42 00
4 inch	70 00	54 00

Market Holds on Solder; Lead Products

Toronto.

LEAD AND ZINC PRODUCTS.—The market maintains a steady level and whereas some slight change is reported this week in quotations on tin and lead, this has not been sufficient as yet to influence the price of the manufactured lines. Quotations now being made by the trade are as follows:

Lead pipe, lb.	....	$0 11½
Lead waste pipe, lb.	....	0 12½
Lead traps and bends	....	15c
Lead wool, lb.	....	0 14
Lead sheets, 4 to 6 lbs., sq. ft., in rolls, lb.	0 11	0 12½
Cut sheets ½ to ¾c lb. extra and cut sheets to size, 1c lb. extra.		
Solder, guaranteed, lb	0 35	0 39
Solder, strictly, lb.	0 33	0 35
Solder, commercial, lb.	0 30	0 33
Solder, wiping, lb.	0 29½	0 32
Solder, wire, lb.	0 36	0 42
Zinc sheets, per lb.	....	0 17

Old Material List Unchanged

Toronto.

OLD MATERIALS.—The list of old materials remains without change this week. An inquiry early in the week revealed the fact that some dealers are not offering stove plate and machinery cast, but generally stocks are considered ample in view of the light demand. Range of buying prices to-day follows:

Dealers' Buying Prices—		
Tea lead		0 03
Heavy lead pipe		0 04
Pipe scrap		8 00
Stove plate, per ton		10 00
No. 2 busheling		8 00
Yellow Brass		0 07
Red Brass		0 10
Light Brass		0 05½
Scrap zinc		0 04½
Heavy copper		0 15
Wrought iron, No. 1, per gr. ton		15 00
No. 1 machinery cast		14 00
Heavy melting steel		9 00
Old rubbers, boots and shoes	0 06	0 06¼
Overshoes, lumbermen's rubber boots		0 04½
Bicycle tires		0 04½
Automobile tires	0 03½	0 04

Gasoline Active; Coal Oil Too

Toronto.

OILS, GASOLINE.—The situation in respect to coal oil remains unchanged. Business is coming along at a very satisfactory rate, the increased use of oil stoves being a factor in this increased turnover. Quotations remain unchanged for the week at 19½c to 22½c per gal., according to grade.

There is a remarkably heavy sale of gasoline reported in all quarters, with prices ruling at 33c per gal., which is an unchanged figure.

Nails Hold; Wire Unchanged

Toronto.

NAILS, WIRE.—There is a very fair volume of business in nails, jobbers report, and they view the situation with general satisfaction. There has been no change in prices reported during the week, the wire nails selling at a base of $4.70 per 100 lbs., and the cut nails at $4.75 base.

There have been no particularly new or interesting developments in the situation on smooth steel wire and kindred products. The base for smooth steel wire is maintained at $5 per 100 lbs.

Waste Affected by Strike; Oakum Quiet

Toronto.

WASTE, OAKUM.—The better demand for waste which was reported last week is still noticeable and manufacturers and jobbers report a fair volume of business being done. The tie-up in Western business has affected sales to some extent. There has been no change in price recorded during the week, and there seems to be no immediate prospect that the level of quotations shown in the current market page will be revised.

Oakum is moving out fairly well, but the demand is by no means heavy. Quotations have held steadily and without change at figures shown on the current market page.

Antimony, Copper Register Advances

Toronto.

INGOT METALS.—There is very little change in the situation as it effects ingot metals although slightly lower prices are shown in some lines than those prevailing last week. Antimony and copper are exceptions which have recorded further advances in the last few days.

COPPER.—The market has stiffened slightly in view of the outlook in the States, and the market here has reacted as a result. Price locally is now around 18½c per lb., which shows an advance of ½c over last week's figures.

TIN.—There is lots of tin available and about the limit in price which is being asked here to-day is 60c per lb. This is slightly easier than the highest figures named a week ago, but the market shows little indication of any great recession.

SPELTER.—The situation seems to have eased away again somewhat on this metal. Stocks are ample and the buying movement is as yet rather restricted. Prices which are being named to the trade to-day are 8c per lb.

LEAD.—Although 7c per lb. was quoted in some quarters last week, the general tendency has been to stick around the 6½c level, and this is the figure most generally heard to-day. There is little new in the situation, stocks being sufficient and there being a fair demand.

ANTIMONY.—The market has stiffened still further this week, prices are up around 9c per lb. There is a very good demand in evidence and there is no indication that stocks are any too heavy. This does not mean that there is a scarcity of the metal, but from reports available there is no huge surplus lying around.

ALUMINUM.—As far as can be learned there is really no great activity in this metal. From all accounts there is enough stock available, but the demand is still along rather narrow channels. Price ranges around 40 to 42 cts. per lb.

LONDON MARKETS

LONDON, Ont., June 5.—Linseed oil is again a feature of the markets this week, showing an advance of 15c per gallon over figures prevailing seven days ago. Turpentine has also kept up in the feature class by showing an advance of 20c per gallon. The market on both these commodities is very strong. Shellac has undergone a further advance this week along with nail pullers, one line of auto tire pumps and calf meal. Potts' sad irons are lower, with window rubbers showing an increase.

Business is reported exceptionally good, jobbers and retail merchants being kept going to full capacity. Paints, lead, oil, screen doors and windows, screen wire cloth, lawn mowers and refrigerators are among the lines in most demand.

Nail Pullers, Tire Pumps Go Higher

London, Ont.

NAIL PULLERS, TIRE PUMPS.—A higher price has been named on the "Sure Grip" nail puller in figures issued to-day. The present basis of quoting to the trade on this line is $1.50 each. Yankee auto tire pumps have also reached higher levels and are now selling to the trade at $4.75 each.

Calf Meal Registers Advance

London, Ont.

CALF MEAL.—Quotations just named to the trade on Royal Purple calf meal show an increase over figures formerly ruling. The present schedule of prices is given as follows: 25 lb. bags, $4.90 per 100 lbs.; 50 lb., $4.85 per 100 lb.; 100 lb., $4.80.

Sad Irons Show Decline

London, Ont.

SAD IRONS.—Potts' sad irons have come in for revision this week, the new schedule of prices providing for a decline. The quotations that are now in effect are for the plain, $1.80 per set, and nickel-plated, $1.90 per set.

Higher Prices on Window Cleaners

London, Ont.

WINDOW CLEANERS.—A revision in the price of window rubbers or cleaners has occurred this week. The new range of quotations shows a substantial advance. Figures quoted to the trade now are: XLCR, metal frame, 10 in., $2.75 per dozen; 12 in., $3.25; 14 in., $3.75; 16 in., $4. Peerless, wood frame: 10 in., $3.75 per dozen; 12 in., $4.15; 14 in., $4.50.

Garden Hose Selling Freely

London, Ont.

GARDEN HOSE.—Sales of garden hose are numerous, and for good quantities, the result being that stocks are rapidly being absorbed. The markets have held steadily and without change at levels below. Hose fittings are selling well at firm prices. Range of quotations on hose and fittings follows:

Lawn Hose, price per foot, Corrugated—½ inch, 17½c; ⅝ inch, 20½c; ¾ inch, 23½c. Less 5% in 500 ft. reels.

Three Ply—½ in., 11½c; ⅝ in., 13½c; ¾ in., 15½c.

Four Ply—½ in., 13c; ⅝ in., 16c; ¾ in., 17½c.

Five Ply—½ in., 14½c; ⅝ in., 17½c; ¾ in., 18½c.

Hose Reels—No. 10, McKinnon, $1.80 each; No. 20, $2.65.

Hose Nozzles—Gem, $6.30 dozen.

Hose Bands, galvanized, per dozen: ½ in, 35c; ⅝ in., 38c; ¾ in., 38c; 1 in., 60c; 1¼ in., 95c.
Hose Couplings, brass, per dozen: ½ in., $1.85; ⅝ in., $1.90; ¾ in., $1.90; 1 in., $3.60.

Great Activity in Oil Stoves, Ovens

London, Ont.

OIL STOVES, OVENS.—Great activity is manifest in oil stoves, ovens and wicks, and jobbers report sales of these reaching very large proportions. The hot weather experienced during the past few days has proved a great stimulus to the sale of these. Prices remain firm and unchanged, one line being quoted herewith:

Perfection Stoves, 2 burners, $14.06 each; 3 burners, $18.19; 4 burners, $23.06.
Perfection Ovens—No. 21G, $4.31 each; No. 22G, $5.44; No. 41G, $4.31; No. 42G, $5.44.
McClary Ovens, No. 70, $4.25 each.
Perfection Oil Stove Wicks, $3.15 dozen.

Higher Prices Named on Shellac

London, Ont.

SHELLAC.—The advance on shellac continues and quotations this week have again been shoved up somewhat. Supplies are hard to get and there is no immediate prospect of any improvement in this respect. Figures reached in this week's advance are:

Size Container.	Orange	White
1 gal.	$5 15	$5 65
1½ gal.	5 35	5 85
¼ gal.	5 55	6 05
Pints	8 40	9 15
½ pints	4 95	5 15
¼ pints	3 15	3 25
⅛ pints	2 30	2 35

Wheat Lead Active; Putty Very Firm

London, Ont.

WHITE LEAD, PUTTY.—More activity is noticeable in white lead in oil, with prices holding at very firm levels. The situation in linseed oil is influencing present strength of undertone to the market. Quotations are for pure white lead in oil in ton lots, $16.30 per 100 pounds, and smaller quantities, $16.65. There is a better demand for putty, and on account of high prices being reached on linseed oil, market tends towards higher levels. Range of prices this week is as follows: Standard in 100 lb. drums, $6.75 per 100 lbs.; 25 lb. drums, $7; pure in 100 lb. drums, $8.75 per 100 lbs.; 25 lbs., $9.

Linseed Oil Up 15c; Turpentine 20c Higher

London, Ont.

LINSEED OIL, TURPENTINE. — Higher prices are again in evidence this week on linseed oil, the advance in the last seven days amounting to 15c per gal., with indications that even higher levels are considered. Some factors are predicting $2.50 oil, and at the moment there seems to be no reason to think that this figure won't be reached. Quotations in effect to-day are: 1 to 2 bbls., raw, $2.30 per gal.; boiled, $2.33; 3 to 5 bbls, raw, $2.29; boiled, $2.32; 6 to 9 bbls., raw, $2.27; boiled, $2.30. Less barrels, add 10 cents per gallon. Turpentine has moved up 20c per gallon and is now around $1.50 per gallon in single barrel lots. Strength marks the situation at primary points and a very firm level of quotations is the prospect for some time to come. Range of prices now being named is: 1 bbl. lots, $1.50 Imp. gal.; 2 to 4, $1.49; 5 gal., $1.60.

WINNIPEG MARKETS

WINNIPEG, June 5.—The strike situation in Winnipeg shows very little changes as far as the wholesale hardware jobbers are concerned. Practically all their men are still out and very little freight has been shipped since May 15.

The postal service is gradually getting back to normal with the volunteer workers and new men which have been taken on to fill the places of the strikers, and the street car service is being resumed this week. The railways are doing all in their power to make shipment of goods to Western points with the limited staff still working.

Again this week there are no price changes to report owing to no mail being received from outside points, but from all indication markets in general appear steady, with all jobbers preparing for a big rush of business as soon as the labor troubles are settled.

Firmness Marks Sheet Situation

Winnipeg.

SHEETS.—Prices on black and galvanized sheets show no change over previous quotations, all markets showing a firmness, with no immediate change anticipated. Prices now ruling are confirmed as follows: Black sheets, 28 ga., $7.50; 26 ga., $7.40; 24 ga., $7.35; 22 ga., $7.35; 20 ga., $7.30; 18 ga., $7.30; 16 ga., $6.70; 14 ga., $6 60; 12 ga., $6.55; 10 ga., $6.50 per 100 lbs. Galvanized sheets, 10¾ oz., $9.40; 28 ga., $9; 26 ga., $8.70; 24 ga., $8.85; 22 ga., $8.55; 20 ga., $8.40; 18 ga., $8.40; 16 ga., $8.25 per 100 lbs. For 36 in. widths in either 28 ga. or 10¾ oz. add to above prices 20c per 100 lbs. net.

Wrenches Hold At Steady Levels

Winnipeg.

WRENCHES.—Prices on all lines of wrenches are holding firm and manufacturers advise that no reduction in price is looked for this season as the demands of labor are offsetting any reductions in the price of material. Prices now in effect on many of the various lines are as follows:

Agricultural wrenches.—6 inch, $6.70; 8 inch, $8; 10 inch, $9.40; 12 inch, $12 dozen.
Engineers' Wrenches, Single End.—No. 0, 9c; No. 1, 11c; No. 3, 16c; No. 4, 20c; No. 5, 23c; No. 6, 28c; No. 7, 36c each.
Engineers' Wrenches, Double End.—No. 25, 15c; No. 29, 22c; No. 31, 27c; No. 34, 41c; No. 37, 60c each.
Knife Handle Wrenches, 6 inch, $12; 8 inch, $14.40; 10 inch, $16.80; 12 inch, $21.60; 15 inch, $28.80; 18 inch, $38.40; 21 inch, $46.80 dozen.
Perfect Handle Wrenches.—6 inch, $12; 8 inch, $14.40; 10 inch, $16.80; 12 inch, $21.60; 15 inch, $28.80; 18 inch, $38.40 dozen.
Railroad Special Wrenches.—8 inch, $12; 10 inch, $14; 12 inch, $18; 21 inch, $39 dozen.
Pipe Wrenches, "Stillson."—6 inch, $1; 8 inch, $1.15; 10 inch, $1.25; 14 inch, $1.75; 18 inch, $2.50; 24 inch, $3.65; 36 inch, $6.75 each.
"Perfect Handle"—8 inch, $1.25; 10 inch, $1.40; 14 inch, $1.90; 18 inch, $2.75; 24 inch, $4 each.
Trimo.—8 inch, $1.35; 10 inch, $1.50; 14 inch, $2.10; 18 inch, $3; 24 inch, $4.35 each.

No Revision Looked For in Wringers

Winnipeg.

CLOTHES WRINGERS.—Prices on all lines of clothes wringers continue firm and no revision is looked for in the immediate future. Sales so far this year are reported as very favorable. Prices now ruling on a few of the more familiar lines are as follows: Universal, $39.75 doz.; Royal Canadian, $57.95 doz.; Crest, $55.25 doz.; Eze, $62.55 doz.; Signet, $60.50 doz.; Reliance, $73.70 doz.; Eureka, $49 doz.

Lower Prices on Burners Expected

Winnipeg.

BURNERS.—Prices on lamp and lantern burners which have held firm for the past year have as yet showed no change. However recent advice from other markets would indicate a reduction in this line within the next 30 days. Prices now in effect are given herewith: lamp burners, Banner, size A, $1.27; size B, $1.60; Security, size A, $1.52; size B, $1.90; Canada, size A, $1.02; Regal, size, D, $3.30 per doz. Lantern burners, No. 1, $1.03; No. 2, $1.80 doz.

Turpentine Shows Firm Undertone

Winnipeg.

TURPENTINE. — Turpentine prices show no change during the week. Markets in the South are reported as firm, with advances in evidence which will surely be reflected here. Practically no sales are reported locally just now. Prices now ruling are confirmed as follows: barrel lots, $1.35 gal.; ½ barrel lots, $1.38 gal.; 5 gal. lots, $1.40 gal.; 1 gal. lots, $1.40 gal., plus the usual extras for containers.

Linseed Oil Decidedly Firm

Winnipeg.

LINSEED OIL. — Linseed oil prices continue unchanged, but are very firm on the local market. Owing to the strike situation sales are very small. To-day's prices are given herewith. Revisions upward are expected to follow a resumption of normal business. Boiled linseed oil, $1.96 gal., raw linseed oil, $1.93 gal., in single barrel lots.

PITTSBURGH MARKETS

PITTSBURGH, Pa., June 5.—The increased rate of buying of steel products already reported is receiving more attention and on all hands it is being said that the market situation is greatly improved. In new shipping orders, and in specifications or shipping orders against contracts, the Steel Corporation had a tonnage in May equal to about 75 per cent. of its capacity, while its actual shipments were probably in the neighborhood of 60 per cent. This in itself would not mean that the statement of unfilled obligations, to be made public June 10, will show an increase, for that statement includes tonnage merely sold under contract, much of the actual business received in May being in specifications against contracts which stood on books as unfilled obligations at the close of April. By reason of the increased bookings the Steel Corporation is increasing its production along some lines. The independent producers have also been in receipt of considerably more business, but in their case the business is chiefly in the form of new orders, as they had relatively few contract obligations.

Steel mill operations probably averaged about 60 per cent. of capacity at the beginning of May, dropping to about 55 per cent. by the middle of the month. Since then there does not seem to have been any decrease and there may be a slight increase this month.

Summer Usually Dull

No one, except perhaps a few ultra-optimistic among the producers, contend that the improvement recently inaugurated represents the actual beginning of a full-fledged buying movement such as would set the steel industry to operating at capacity and cause prices soon to begin moving upwards. About the most that is claimed is that the continued decline in demand, with its weakening influence upon prices, has ended, and that whatever changes occur in future will be for the better. For there to be a full all-around demand for steel it would be necessary that there be large orders for steel for construction purposes, such orders being but little in evidence, and that there should be a fair volume of railroad buying, while, as a matter of fact, there is practically none. The 200,000 tons of rails bought about ten days ago do not count for much, and there does not seem to be anything else definitely in sight, at least until the railroads are returned to their owners at the end of this year.

July and August are always very dull months in the steel market, unless conditions are altogether exceptional. This improvement in the market, therefore, is going to be submitted to a crucial test in less than four weeks, and its behaviour then will no doubt throw considerable light upon its prospects. To illustrate this point, in the summer of 1915 there was much activity, as the foundation for the great war boom in the steel industry was being laid, while in 1916, when the steel trade was going strong at full speed, there was not only a summer dullness, but the dullness began in June. Correspondingly, the market began picking up in August, not waiting for September.

Price Cutting

Even the steel producers who insist that they are adhering strictly to the price schedule of March 21 in all particulars admit that there is considerable shading of prices by some of their competitors, but this shading is usually only a couple of dollars a ton, four dollars a ton being an altogether extreme case. Such cutting, however, is not altogether unfavorable to market stability in general, because it furnishes a proof, formerly lacking, that there is business to be attracted at approximately the present prices. When the reductions of $5 to $7 a ton were made in March it was thought that if those cuts did not produce a reasonable amount of business, further and still larger cuts would have to be made. Now such extensive reductions are regarded as altogether improbable. Recent predictions that there would be another general reduction in June, following those of December and March, have been withdrawn.

Divergent Conclusions

As formerly, altogether divergent conclusions can be reached from practically the same facts. The facts are substantially that buyers are very conservative, purchasing only what they know they must have early deliveries only, and seeking price guarantees even at that, investment buying not being into the market to any extent, as large construction jobs are conspicuous by their absence, and there is practically no railroad steel being bought. The conditions for a good, strong, broad market are practically all absent. Construction work is usually assumed to absorb half or more than half the steel output when it is at normal rate and it is stated everywhere that ordinarily the railroads take a large part of the steel made, estimates of the railroad proportion of the total steel made in a good year ranging from 20 to 35 per cent. Obviously then the steel situation is very bad. Viewing matters from another angle the conclusion must be diametrically opposite. The steel mills have not averaged less than about a 55 per cent. operation, and earlier in the year when conditions were still more unsettled they ran at much higher rates than that. Orders are being received at more than 55 per cent. If the irreducible minimum of buying is so high then when all the other buyers now absent from the market come in there must be a very heavy demand indeed. Some time there is going to be construction buying as many large projects are on the boards, simply deferred, and there must be heavy railroad buying some time or the country is going to tread the path of having hardly any railroad facilities at all in a few years.

For "the long pull" at any rate one cannot possibly avoid being very sanguine as to the American steel trade. As to prices, and "price readjustment," the idea six months ago was that there would have to be great reductions, as the war-time steel prices averaged 111 per cent. above the ten-year pre-war average. During the intervening six months the steel situation and prospects have been helped not so much by what has gone on within the trade, though the December and March reductions brought prices to only 81 per cent. above the pre-war average, as by what has occurred or has failed to occur outside the steel market. Other commodities, in general, have come down but little, and it is now admitted that they are not going to come down to any extent. The inflation is to be more or less permanent. The deflation will proceed slowly, with many stoppages. The latest Dun and Bradstreet index numbers, based on a wide range of commodities, show prices approximately double the pre-war average. When commodities in general are not coming down there is no particular reason why steel should be an exception.

Pig iron remains practically at the March 21 prices. There are some irregularities, but there have been no outright declines of any consequence, and none are expected now, with so many furnaces out of blast.

The Connellsville coke market shows a stiffening tone. Coke operators are thinking of higher prices for second half furnace coke than they would have entertained three weeks ago. The furnaces will hardly agree, and if they do not the purchases will be made from month to month instead of for the half year.

FAMOUS BESSEMER MEDAL STOLEN

LONDON, ENG.—The British Institute of Civil Engineers have presented to Leon Greiner, son of the late Dr. Greiner, a replica of the medal that was awarded to his father, and was stolen by the Germans during their occupation of Belgian terrtiory.

"Well, Rastus, I hear you are working again. What business are you engaged in?"

"Ise don be engaged in de mining business, sah."

"What kind of mining are you doing—gold, silver or diamond?"

"Ise doing calsimining, sah."—Detroit "Free Press."

IT'S THE GO GETTER THAT WINS OUT

(Continued from page 59.)

most of his time has learned how to make the most of himself. I believe in fixing your time for everything you do—rising, dressing, eating, working, study, recreation, and sleeping. And keep your eyes and ears open, and your mind active. Be curious. Know the why and the wherefore of things. It's better to run the risk of being a nuisance than never to learn anything unless it is pounded into you.

"I've been talking about the qualities which boys and young men should have, but this is the time for the heads of business to show the stuff that is in *them*. The country isn't poor. People have the money to buy what they need—and now that the war is over and the period of restriction is past, they need a lot of things. The man with courage and enterprise is going to sell them those things. The man who hesitates and holds back is going to miss getting the prizes.

"People are saying that the boys coming back from the front are going to miss the excitement of war; and I suppose they will. But I believe the men in our organization will tell you that *they* don't find life unexciting. We have our campaigns, like the one that is now on; and they are good stiff ones, too. When we start a 'drive' we do it with as much preparation as an army corps does when it launches a big offensive.

"I believe in business campaigns, just as I believe in military campaigns. And the time of all others to put up a big fight is the time when the situation is the most critical. If you were a general, you wouldn't demobilize part of your forces when things were going against you. You would not put your men into rest billets, and tell them to take it easy for a while and that, when things look more encouraging, you will get them into action. Not much! If you were any kind of a fighter, you would say:

"'Boys, we're in a tight pinch. If we don't get the enemy, they'll get us! I don't intend to let that happen, and I know you'll back me up. The thing for us to do is to *attack*. Here are your marching orders. Let's go to it—and win!'

"Bad trade conditions—panics, depressions, lack of confidence—are the 'enemy' the business man has to meet. And the way I have tried to meet them is not by standing still and marking time, but by mobilizing every man in our force and starting a big offensive.

"The time to pull the hardest is when the tide is against you; not when you can ride on the flood. That's the way my men do. And it succeeds, as I know by experience. This is the fourth time within eleven years that we have met an emergency in business, and *made use of it*. Here is the list of our four big campaigns:

"Marching Orders"	1908
"Forward Again"	1914
"Jubilee Campaign"	1916
"Million-a-Month Gain"	1919

"When business is unsettled and there is hesitation and timidity in the air, you can take one of two courses: you can call in your salesmen, curtail production, and go slow, or you can send out every available man, fill them full of pep and enthusiasm, get out new lines of goods, shove your goal ahead, instead of setting it back, and speed up the whole organization. I believe in the latter way.

"Anybody can *accept* orders when customers are eager to give them. But it takes energy and courage and enthusiasm to *get* orders when people are hanging back, fed up with doubts and pessimism. The first man to show energy, courage, and enthusiasm must be the head of the business. If the general doesn't believe his campaign will win, his soldiers will be half-hearted fighters. When we start a campaign, in some business emergency, I stand to lose more than anybody else does in case of failure. The fact that I am willing to take the big risk is proof to my 'soldiers' that I believe we can win. And Confidence, backed by preparedness, will win almost any battle. That was the way we went into this present campaign. And as things look now we are going to win it—and *then* some.

"I don't pretend to say that my way of running an organization is the best one possible, but I do know that in an emergency like the one with which business is now confronted it is a great thing to have a body of good live fighting men ready to back up your own confidence with their courage and enthusiasm. This country is going to do a greater business in the future than we dreamed of before the war. I expect to see an unprecedented expansion of foreign trade. We won't get it by mere talk and hot air. But we will get it if we have the enterprise to go after it in the right way.

"This company had already established its business in England and Australia before the war came, and had learned a good many lessons from that experience. Most Americans make the mistake of wanting to impose their business methods on the foreigner, regardless of his preferences or prejudices. We want him to take our product, put up the way we like it, paid for according to our system of credit, and so on.

"When I first went to England that was the way I tried to start. I thought, and still think, our ways are best. For instance, I tried to force the English agents to take our goods in our own packages. But I found that they wanted things not only *when* they wanted them, but *as* they wanted them. At least, they knew that their customers would insist on having them that way.

"I'll never forget one man saying to me: 'Why, if I got an order from India to send out two hundred gallons of paint in *plug hat* containers, I'd send it that way!'

"It is the willingness to meet the customer's wishes, no matter how eccentric they may seem, that helped the British to establish themselves in foreign trade. And we must imitate them in that respect. We ought to be training men for the export business right now. For the ideal arrangement is to have Americans at the head of our foreign branches, with agents and salesmen under them who belong to the country itself.

"I read once that Andrew Carnegie compared a successful business to a three-legged stool and called the three legs, capital, labor, and business ability. It seems to me it would be more exact to call it a four-legged stool, with co-operation as the fourth leg. For the other three would be pretty wobbly if there wasn't harmony of action and a common purpose and enthusiasm to inspire them.

"As for business ability, there are two kinds—natural and acquired; and I put more faith in the latter than the former. What you get by hard knocks usually sticks. And the business ability you acquire by doing things over and over, always watching and comparing the results, by learning how not to make the same mistake twice, and how to follow up and develop each success, will be the kind of business ability which will stay by you in every emergency. Master every detail of each piece of work that comes to you. The genius of success is nothing more, in most cases, than doing *well* whatever you do. It is more important to know how to do a few things well than to do a great many things indifferently. Begin by being a specialist in one thing, and then take on, besides, some other thing. Get your feet firmly on one rung of the ladder and then reach up for a handhold above you. But *climb;* don't stand still. And don't try to get onto the next rung without looking up, getting a handhold, and making sure of your footing. I believe a man can be practically whatever he wants to be, *if he is willing to pay the price.*

"The price is, chiefly, concentration. I suppose there never was a man who didn't *want* to be a success. If he fails, it is generally because he wanted *more* to be something else. If he puts time and strength and thought into other things than business, for instance, he shows where his real interest lies. He wants to be a politician, or a society man, or a sportsman, more than he wants to be a business man. He may say that he doesn't, but he is fooling himself.

"Concentration is the surrendering of one's self to one definite aim. That is the price—and few are willing to pay it. Don't misunderstand me. A certain amount of outside activity is not only right, but necessary. A man needs diversion, friends, physical exercise. But when he allows these things to rob his main effort, instead of *contributing to* it, he is not concentrating his powers, he is dispersing them.

"For example: to play tennis for the sake of exercise, the amusement, and the friendly association with other men is a good thing. But if a young man becomes so wrapped up in tennis that he takes time from his work to go around playing in tournaments here, there, and everywhere, it is certain that he cares more about being a tennis champion than about becoming a general manager or a head salesman. Or perhaps he begins to speculate a little on the side. Before long he will be reading the stock reports instead of his trade paper. The thing he wants is to get rich quick, not to climb steadily and surely in his own business. If you want to own a piece of property, you have got to pay the price for it. If you want a great reputation, you must pay the price for it. And if you want success in business, you must pay the price for that, too.

"Backbone, enthusiasm, and staying power are what enable men to win any fight. Backbone makes a man stand up for his principles, his opinions, and his rights. Enthusiasm makes him love the game and feel that it is worth playing with all his heart and soul. And staying power gives him the grit and endurance to overcome all the disappointments and discouragements that come to him.

"A great many young men go into the game full of confidence and hope. They make great plans, have high aims and ideals; but the wear and tear of opposition, the discouragement of making mistakes, the constant need of new effort, are too much for them. They can't stand the knocks. They fret and worry, and finally throw up the sponge.

"'Oh, what's the use?' they say. 'Luck's against me; and you can't beat luck.'

"But business is not a game of luck. It is a game of skill and endurance. Don't expect relief from outside yourself. It is up to you personally. Don't give up the fight. Rub your dimmed eyes, stir up your tired mind, freshen up your enthusiasm—and hang on. With you, just as with the organization itself, the way to meet a discouraging situation is to *attack*. Be your own general, and give yourself your own marching orders. Mobilize within yourself, and say, 'I'm in a tight place. The enemy will get me if I don't get him. I'm going to put every gun I have into action. And I'm going to win'."

A SEASONABLE WINDOW IDEA

A timely and very attractive window display of sporting goods in a Toronto store this week has for its central idea a camp scene. In the centre is shown a canoe, at the left is a small tent, and at the right a cedar tree. By the side of the tree stands a man with a steel fishing rod. In front of the tent is a flag-pole, with flag waving. An electric fan is so arranged that, while invisible, it keeps the flag floating and also stirs the cedar tree. The arrangement, while simple, adds a most realistic touch to the whole window display. In the various spaces between tree, canoe and tent is arranged an attractive display of goods, such as are required by every camper. A price ticket is attached to every article.



Develop Paint-Up Idea with Children

Young Hopefuls Can Brighten Up Old Articles Dear to Their Hearts—Teaching Economies of Property Values—Early Impressions Sink Deepest—Building for the Future

WHAT are you going to do to-morrow, son?" I enquired idly of the young hopeful on Friday night. "Don't know, Dad; I've got my garden all in, but Billy and me was thinking of painting up some of our things in the woodshed, if you'll set us up with the paint," came an earnest reply, tinged with hopeful expectancy.

"Sure, I'll set you up," was the only reply I could make as a paint man. "What do you want? Got a list of things to do?"

"Have we got a list? I'll tell the world we have" came the joyous reply, as he bounded for pencil and paper.

"There's Billy's bicycle and my express cart and the garden swing, and little Teddy's scooter and Billy's old go-cart," and there followed a long line of old articles dear to every boy's heart, together with his sister's miniature domestic furniture, that promised a busy morning for the two boys.

Children Get the Idea.

"What's the big idea?" I ventured to make enquiry into the youthful objectives and purposes.

"Well, I've heard you talking up 'Paint-up and Clean-up' and 'Save the Surface' and 'Protection and Preservation with Paint and Varnish,' so I thought we'd try it out and perhaps get some fun out of it too."

Being interested in advertising, as every paint man is, the boy's idea gave me a starter on a more serious line of thought. If all these advertising ideas are good for the grown-ups, why not implant them early in the minds of the children?

Just then Billy hove in sight. "Hey, Billy," shouted the boy. "Dad's promised to set us up with enough paint to fix up all the things we were talking about after four to-night. Are you on for the job to-morrow morning?"

"Sure I'm on," agreed Billy, and forthwith the list grew.

"Would you let us do the tool house, and the arbor in my back yard?" asked Billy.

"Go the limit," I replied, "but first of all, how are you going about it, and what paint do you want for all these things?" I enquired.

Absorbing Idea

A spirited exchange of ideas followed, in which I was able to direct them into methods of preparation of the surfaces, and application of the different lines required.

What struck me most forcibly was the intense manner in which the youthful minds of the two boys absorbed the ideas I was able to give them. From that I was led on to the thought that no more fertile ground for profitable future trade promotion could exist than by implanting in the minds of children the value of paints and varnishes as a means of protection and preservation of property.

They are bound to become the property owners of to-morrow. To them will be given sooner or later the trusteeship of the welfare of our villages, towns, cities and country. To them the problem of conservation of our national resources will become more keen as we draw upon and diminish these each year.

When paint can become such a large factor in protecting and preserving our property values, why not seek some means of instilling its most prominent economic service into the minds of the children, when the lesson will obtain its most deep and lasting impression??

Economies of Property Value

Our schools are teaching economics, both domestic and political, but the writer has never heard of any direct emphasis having been placed on the economics of property values in the sense that it represents real dollars and cents, and should be made to last as long as human ingenuity can make it last.

A man can be prosecuted for whittling his initials on another's property. Yet that same property owner will permit the ravaging factors of deterioration to carve their initials into every square inch of his buildings through lack of paint. And, what's more reprehensible, will defend himself for doing it because of prices or some other false so-called idea of economy.

Every board or brick, or piece of structural steel that must be replaced because of deterioration through lack of paint is an economic sin against the welfare of the nation, whether or not the property owner willingly pays the shot for his negligence.

The writer does not know the technical limits of legislation or jurisprudence. Some enactments have made some pretty deep inroads into the personal liberty of the individual. But it does not seem to be a possibility of too drastic a nature to enact some measure whereby a property owner should be compelled to paint his property with sufficient frequency to keep it protected and well preserved.

Continued on page 72

MOORE'S LINE

A PAINT VARNISH AND ENAMEL FOR EVERY PURPOSE

"Save the surface and you save all" *Paint & Varnish*



The constant and ever-increasing demand for IMPERVO PORCH and DECK PAINT is the Best Proof we have of its Good Qualities.

IMPERVO PORCH and DECK is not an ordinary Floor Paint and must not be classed with such. It is made on Moore's House Color Base with Spar Varnish added to make it tough and durable.

IMPERVO PORCH and DECK PAINT is made especially for Porches, Verandah Floors and Steps and dries perfectly hard with a High Gloss. It produces a Hard-wearing Surface that satisfactorily resists the wear and tear and continual scrubbing to which such floors are subjected.

EVERY CAN IS FULL OF QUALITY AND CUSTOMER-SATISFACTION

MOORE'S PRODUCTS are sold on the most modern and up-to-date business methods. There are no expensive and ineffective advertising frills attached to our proposition. This insures the consumer getting a FULL DOLLAR'S WORTH for every dollar expended. It also insures the Merchant BIGGER PROFITS.

What other line can boast of such SPECIALTIES:—

MOORE'S HOUSE COLORS—A Pure Linseed Oil Paint.
MURESCO —The Best Wall Finish
SANI-FLAT —A Superior Flat Wall Paint
TILE-LIKE —A Varnish and Stain Combined
MOORAMEL —A Perfect White Enamel

Give us an opportunity to show you a REAL AGENCY PROPOSITION which will bring you BIGGER PROFITS.

BENJAMIN MOORE & CO., LIMITED

ONE OF THE LARGEST PAINT AND VARNISH INDUSTRIES ON THE AMERICAN CONTINENT

TORONTO - HALIFAX - WINNIPEG

The Brush Department

Better Display Sells the Brushes

B. Mongeau Attributes Bigger Sales to His Better Displays—Let Customer See and Handle Brushes—Is Also a Time-Saver

B. MONGEAU, 252 Laurier Avenue West, Montreal, attributes the big increase of turnover in his brush department to a display idea that has been adopted and carried out for the past two years. Until this more complete display was made, sales were very small compared with what they are today. And there is reason to expect that sales will increase in paint and wall brushes.

"We sell from $600 to $700 worth of brushes per year now," said Mr. Mongeau, "and we believe that display has made this possible. People come into our store and look around. They see the brushes and can pick out what they want without any trouble. Our sales are very much larger than they were before."

Small Trays Used

The idea is a simple one, but effective. Small trays are employed to hold the brushes. These are really regular knife trays carried by the hardware trade, and which are usually inexpensive. They may be retinted if this is desired, and with the centre division and sawed out "handle hold," the trays may be readily lifted for dusting.

Some of the trays have a middle section and some are used without. They are about 9 by 14 inches in size and rather shallow. The Mongeau store uses these on the housefurnishings side of its store and they are placed at an angle of about 35 to 40 degrees, and slanted back toward the wall of the store. In this way they retain their position, and have the advantage of attracting. This is the big thing with brush selling, Mr. Mongeau believes, and his idea has won out, for the turnover in brushes was much smaller before the idea was developed two years ago.

Show Cheaper Brushes

HARDWARE AND METAL raised the question as to whether there was not a certain loss through the operation of this plan, brushes being open to the pilfering menace of those minded that way. "We usually display only the less expensive brushes in this manner," said Mr. Mongeau, "and the others are kept in drawers. We sell brushes up to $7 and $8 apiece, and take no chances with these being stolen."

There is really no need to show all one's stock, and Mr. Mongeau has believed this to be the case. With the plan used, hundreds of brushes can be displayed of the less costly kind, and if the prospect wants something better, it is simply a matter of diverting the attention to the better brushes where they are kept.

The idea of letting the customer see and handle a brush is a good one. There are many who wish to take their time in selecting. In addition there are many more who will buy a brush when same is displayed before them, who had no intention of making such a purchase when they entered the store. With this firm this type of display has worked well.

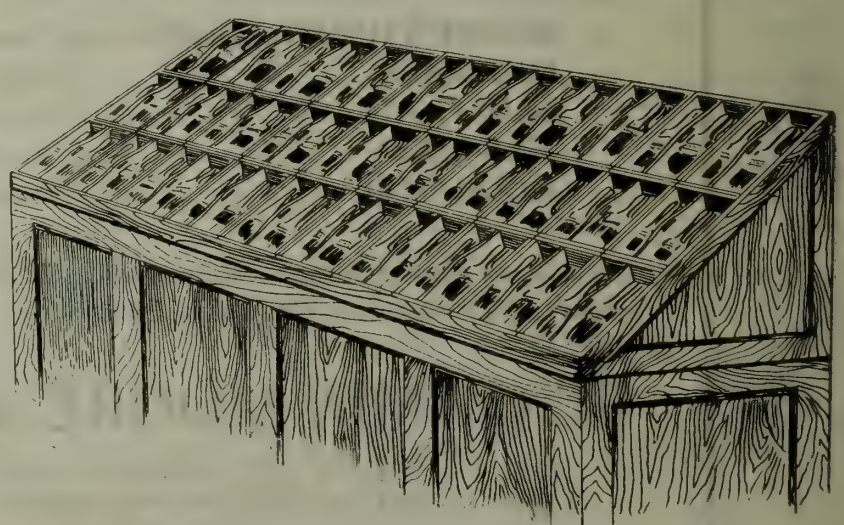
Industrial Varnish Co. For Hamilton

The latest industry to be established in Hamilton is the Industrial Varnish Co., whose plans for erecting a plant are already well under way. The president of the new company is W. J. Wix, who for many years was general manager of the International Varnish Co. of Toronto. Prior to that time Mr. Wix was associated with the Standard Varnish Works of New York City.

In connection with the new plant, it is understood Mr. Wix has practically completed arrangements to install an absolutely new method in this country for building gum melting houses. Instead of the type with brick chimney, from which it is said smoke and fumes constantly escape during the time when gums are being melted, the new melting house will be without chimneys. The fumes from the kettles will be drawn off by strong suction fans into one large main leading to a series of tanks where the fumes from the gums and oils or thinners will be caught separately and reclaimed. Not only will this method be a great saving in money to the company, but, it is said, much comfort and safety will be given the varnish maker through the absence of escaping fumes while the melting gums are being stirred. Although this method of building melting houses is a new one in this country, it has been successfully used for a number of years in England, and a few of the newer plants have installed this system in the United States during the past two years. Manufacturing operations are planned to start about July 15.

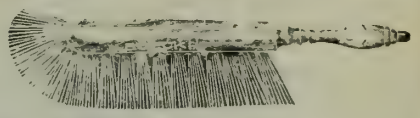
Elected to the Montreal C.M.A.

In last week's issue of HARDWARE AND METAL, a list of those elected to the Montreal branch of the Canadian Manufacturers' Association appeared. This was incomplete, in that the name of W. S. Fallis, managing director of the Sherwin-Williams Co. of Canada, Ltd., was omitted. The list appearing was that given HARDWARE AND METAL as a complete one by the office of the C.M.A. and this explains the omission of Mr. Fallis' name. Mr. Fallis was elected with others whose names appeared.



Brush display idea used by B. Mongeau, 252 Laurier Ave. West, Montreal. Small knife trays such as sold in Hardware Store may be used and adjusted to such shelving on either side of store, or arranged on counter as shown herewith. These are in some cases divided to suit the smaller brushes. Trays are placed at angle of about 35 to 45 degrees.





BOECKH'S HOUSEHOLD BRUSHES

You can confidently recommend Boeckh's Household Brushes to your customers for ease in operation, length of service, and maximum accomplishment.

BOECKH'S HOUSEHOLD BRUSHES



stand up to the hardest kind of work and wear longer than other makes. Boeckh's Brushes satisfy customers, besides giving you handsome profits.

Stock and display Boeckh's Household Brushes. Our extensive advertising makes them easy to sell.

THE BOECKH COMPANY, LTD.
TORONTO, CANADA

Here's a Dependable Electric Washer That Sells at a Popular Price



There is a big, responsive market in Canada to-day for a dependable electric washer that sells at a nominal price. It will not be long before an electric washer will be found in every enterprising home. As yet the demand has only got nicely started. RIGHT NOW is the time for dealers to get in.

The "AJAX" ELECTRIC WASHER

is an easy washer to sell because it is both highly efficient and moderately priced. **It is the best washer in its class on the market to-day.** It is strongly built in every part so that it will stand up for years under the heaviest kind of work. Once it is installed there are no complaints or "come-backs" from customers. In fact, every "AJAX" Washer is fully guaranteed by us, so that you take no risk in selling it. And we help you get customers by supplying you with attractive advertising literature.

Let us send you complete information about the "AJAX," and the handsome profit you can make in your own territory selling it.

McDonald & Willson, Limited

347 Yonge Street **TORONTO**

DEVELOP "PAINT-UP" IDEA WITH CHILDREN

(Continued from page 68)

Early Impressions

But, as is a common saying amongst educationists, "The earlier impressions of childhood are the deepest and the more lasting." It is to be hoped that the "Save the Surface" idea will be both extensive and broad enough to impress its significance in the growing minds of the children in such an indelible manner that it will bear fruit in the years to come.

During the public school days of many men now in business, lessons were given in temperance, the evils that followed the use of John Barleycorn, with reasons and results. Undoubtedly those lessons of by-gone days have had influence in producing the dry wave that has swept this continent. They were taught, and it is now being taught, the economic value of birds in ridding the country of insect pests. Methods of overcoming destructive fungi, and insects that were a hindrance to agriculture are largely the outcome of educational work in our rural schools, agricultural colleges, farm papers, and grange societies.

Many other present day advancements can be directly or indirectly traced to educational work in one form or another. Many of these movements did not overlook the children in their work.

Property Economy.

So why not with paint? Few advertised commodities have as deep and as sound economic reasons for educational work, whether one views the problem from a national protective standpoint, or from a purely commercial standpoint. Why not incorporate paint amongst other articles and advocate property economy in schools and elsewhere, as well as domestic economy, in which many food products have been benefited?

Better Paint Than Back-alley Politics

If little Johnny Jones wants to paint, let him paint, and more power to him. He might better soil his clothes in applying paint than his mind with a lot of "back-alley" politics that the "gang" will contrive because they have nothing else to do.

If Johnny's mother objects, sell her a pair of overalls for the boy, and pour a little educational material on the value of paint, into her ear. Fill Johnny up with all the educational material you have. If he's interested, he'll absorb a great sight more of it than his mother or dad, if they're not interested. Keep it in mind that if Johnny is on the right track, it will not be many years before he'll be leading the family around with ideas of his own.

Children's Week Opportunities

I do not know the details of how the St. John, N.B., merchants worked out their children's day recently in featuring goods pertaining to children, but it is a good idea. Fact of the matter is, merchants who are on their toes, could work out a dad's day, a mother's day, and a children's day any week in the year with seasonable goods, and if it works any week in the year, it wouldn't be a long step to every week.

There's never a week, but what the educational value of paint can be impressed on someone. A week directed towards the children in regard to paint would not come amiss in either the spring or the fall.

Building for Future

Every father of a growing family realizes the constantly increasing purchasing demands that his children bring before him. If it isn't for amusements, it's for necessities. Perhaps some of your paint dealers can take a suggestion from this idea and devise some novel idea of developing paint business from this never ending development which takes place with every generation.

If you can teach the young idea how to shoot in this direction and buy paint for the real economic services that it can render, you will be laying a permanent foundation for your paint department in the future.

TO ALL SALESMEN

ANONYMOUS Says:

When the train pulls in and you grab your grip,
And the hackman's there with his frayed-out whip,
You call on your man and try to be gay,
And all you get is "Nothing doing today,"
Then you're a peddler,
By gad, you're a peddler.

When you travel along and everything's fine,
And you don't get up till half past nine,
When you see each concern and talk conditions,
And write it all home with many additions,
Then you're a travelling man,
By gad, you're a travelling man.

When you call on your trade and they talk "slow times,"
"Lower prices" and "decided declines,"
But you talk and you smile—make the world look bright,
And send in your orders every blamed night,
Then you're a salesman,
By gad, you're a salesman.

TORONTO PAINT, OIL, VARNISH AND ALLIED INDUSTRIES FORM CLUB

Manufacturers and wholesale distributors of paints, oils, varnishes and kindred lines met at a dinner in the King Edward Hotel on Thursday evenng last, and adopted a constitution and by-laws for the formation of a club of all those interested in this branch of the business in Toronto and vicinity.

The organization of the club was attended by representatives from a large majority of firms interested.

The purposes of the club, it is indicated, will be to promote fraternal and social relationships among those engaged in the allied trades, as well as the promotion and stimulation of their business. Matters of common interest, such as the removing of customs and practices contrary to sound business principles and ethics, will be dealt with by committees appointed for such purposes.

The club will be affiliated with the National Paint, Oil and Varnish Association, and strong co-operation with other organizations of a similar character throughout the Dominion will be sought and developed.

The officers elected for the ensuing year are:

President, T. F. Monypenny; vice-president, John Anthony; secretary, H. E. Mihell; treasurer, W. W. Scholes; members of the executive, F. J. Penberthy, W. N. Burden and A. C. Ransom.

HOW MUCH PAINT NEEDED?

One of the first questions that arises in the prospective paint buyer's mind is how many gallons of paint do I require for the house?

While the quantity of paint required varies somewhat with the nature of the surface to be covered, and the conditions under which it is applied, yet the following method of measurement will serve as an accurate guide:

A good grade of prepared paint will cover at least 350 square feet to the gallon, two coats.

First, measure the distance around the house and multiply it by the average height; then divide by 350 and the result will be approximately the number of gallons to buy. Of this quantity one-fifth will represent the paint required for trimmings, cornices, etc.

For blinds or shutters of average size, you will require one gallon of paint to each 12 pairs of blinds, two coats.

GETTING AFTER THE BIG QUANTITY BUSINESS

(Continued from page 48)

a good paper bearing on his business. He thought he must have had a hard time and a great deal of difficulty to know just where he was in the matter of prices and general information.

Referring to the future, Mr. Smith was optimistic. He feels that there will be a revival of building activity before a great while. In the matter of book accounts, while, as before stated, the greater portion of business is now done on a cash basis, there has been little trouble to get these in. "These are readily collectible, and we have not lost any money to speak of on book debts." This is saying much, since this business was established about 50 years ago, and for the past 25 years hardware lines have been handled quite exclusively.



It Pays To Push "Berry" Brands

It's easy to sell any varnish once but a lucrative and growing varnish trade can only be built on quality. The wide reputation of Berry Brothers' Varnishes, Enamels and Stains for giving the utmost in quality values has caused "Berry" label to be known and trusted by all varnish buyers.

It pays to recommend and sell "Berry" Finishes, they create satisfied and permanent customers.

PARTIAL LIST OF DISTRIBUTORS OF BERRY BROTHERS' PRODUCTS

Marks, Clavett, Dobie Co., Ltd., Port Arthur, Ont.
Whites, Ltd. - - Collingwood, Ont.
Sanderson Pearcy & Co., Ltd. - Toronto
A. M. Bell & Co., Ltd. - - Halifax. N.S.
Lariviere, Inc. - - - Montreal, Que.
L. H. Gaudry & Co. - - Quebec, P.Q.
Wood, Vallance, Ltd. - - Winnipeg, Man.
Wood, Vallance & Adams, Ltd., Calgary, Alta.
Revillon Wholesale, Ltd. - Edmonton, Alta.
Hunter-Henderson Paint Co., Ltd., Vancouver, B.C.
Wood, Vallance Hardware Co., Ltd., Nelson, B.C.
Frank A. Gillis Co. - - Halifax, N.S.

BERRY BROTHERS INC
World's Largest Makers
Varnishes and Paint Specialties

WALKERVILLE, ONT.

(301)

WEEKLY PAINT MARKETS

MONTREAL

MONTREAL, June 5.—Turpentine has the interest of the week in point of market change and the price has advanced to $1.40 per gallon. It is very scarce and may advance more. Linseed oil is very scarce of course, and there is a probability of prices being higher than the present basis. An excellent trade is passing in mixed paint and no changes have been made on any of the regular lines bepond that for turpentine.

Oil Now Matter Of More Stock

Montreal.

LINSEED OIL.—In view of the strike situation being little changed, some of the dealers in this market are not quoting. Very reserved selling is practised and the indications are that if shippers in the West experience continued difficulty further advances may be looked for.

	Imp. Gal.	
Raw—		
1 to 4 barrels	$2 14	$2 22
5 to 9 barrels	2 13	2 21
10 to 25 barrels	2 12	2 20
Boiled—	Imp. Gal.	
1 to 4 barrels	$2 17	$2 25
5 to 9 barrels	2 16	2 24
10 to 25 barrels	2 15	2 23

Turpentine at $1.40; Is Very Scarce

Montreal.

TURPENTINE.—The price on this commodity has risen to $1.40 this week and this follows the definite trend pointed out in last week's issue of HARDWARE AND METAL. It is quite probable that $1.50 may yet be reached for this, and the supplies are light.

	Imp. Gal.
Turpentine—	
1 to 4 barrels	$1 40
Small lots	....
(Packages extra.)	

Putty in Demand On Held Basis

Montreal

PUTTY.—Demands have been made on putty stocks in a steady manner and there has been quite a volume of business all around. The basis is a steadier one but quite unchanged.

Bulk, in barrels	$5 00	$5 25	$5 60
Do., ½ barrels	5 15	5 40	5 75
Do., 100 lbs.	5 85	6 10	6 45
Do., 25 lbs.	6 10	6 35	6 70
Do., 12½ lbs.	6 35	6 60	6 95
3 and 5 lb. tins	5 10	5 35	5 70
1 and 3 lb. tins	8 60	8 85	9 20
Do., in 100 lb. cases	7 15	7 40	7 75

Pure linseed oil putty, $2 per 100 lbs. advance on above prices.

Glaziers' putty—$1.60 per 100 lbs. advance on above prices.

Terms—2%, 15 days, net 60.

Good Summer Sale White Lead in Oil

Montreal.

WHITE LEAD IN OIL.—Seasonably speaking, the demand for white lead in oil is satisfactory and the market is steadily held. The price basis on standard grade remains at $15.50 per 100 pounds for five-ton lots, and at $16 for ton lots, while smaller quantities are quoted at $16.35.

Mixed Paint On Most Active Basis

Montreal.

MIXED PAINTS.—This excellent outside painting weather is leaving the dealer and manufacturer little cause for complaint and the factories are particularly busy. That this condition will probably continue is dependent upon the weather man largely. The basis is steadily firm.

TORONTO

TORONTO, June 5.—Many of those who are in closest touch with the linseed oil situation are now predicting $5 flax seed and $2.50 oil. The market for flax seed shows steadily increasing strength, and yesterday's quotation was $4.50. During the week oil has advanced from fifteen to twenty-one cents. The paint manufacturers have been big buyers. The retailers in general are buying only for immediate needs. Turpentine during the week has made an advance of twenty cents and the market is very strong. Advices from Savannah tell of heavy shipments overseas, with supplies lower than they have been for a long time. Usually there are from 75,000 to 80,000 in the port, but the latest figures state that there are only 2,000 barrels. Dealers are awaiting with keen interest the announcements of Sir Thomas White, and there is much speculation as to whether or not the war tax will be removed.

$2.50 Linseed Oil Is Predicted Shortly

Toronto.

LINSEED OIL.—There is no telling at this writing what is going to happen to linseed oil prices. With seed supplies in great demand and not nearly enough being offered to meet the requirements, many crushers see $5 seed in the very near future and oil at $2.50. "Business has never been better," said one crusher. "We are swamped with orders. Many manufacturers are placing business as far ahead as the end of August." The supply situation is being further complicated by overseas demands for Argentine seed, and reports indicate that shipments are being made to European points. According to dealers further advances in linseed oil prices are likely to occur at any time. The quotations are:

Linseed Oil—	Raw	
1 to 2 barrels, gal.	$2.30	$2.36
3 to 5 barrels, gal.	2 29	2 35
10 barrels and over	2 27	2 33
	Boiled	
1 to 2 barrels, gal.	$2 33	$2 39
3 to 5 barrels, gal.	2 32	2 38
10 bbls. and over	2 30	2 36

Prices shown are those ruling on Thursday of current week and subject to daily fluctuation of the market.

Twenty-cent Advance In Price of Turpentine

Toronto.

TURPENTINE. — Turpentine prices have advanced twenty cents, and there is every indication that still higher quotations may become effective very shortly. There is a large volume of business offering. Stocks at Savannah have been reduced to the lowest point in many years, there being only about 2,000 barrels in port. Legitimate demands are absorbing all offerings there and still more orders are coming in. In the Canadian markets the splendid business that the paint manufacturers have been doing and expect to do is a big factor in the large orders they are placing, not only for immediate, but for future delivery. Overseas demands for turpentine are reported to be steadily increasing, and according to importers there cannot possibly be any reduction of prices before September, and there is nothing now to indicate that they will go down very much then. The quotations are:

	Imp. Gal.
Turpentine—	
1 barrel (barrel included)	$1 50
2 to 5 barrels (barrel included)	1 49
5 gallon lots	1 60

Livingston

THE SUPREME PRE-EMINENCE OF

Livingston Brand

Linseed Oil was not achieved in a day or in a year. It is the result of over 50 years' persistent effort and honest service. During all these years there has never been a time when Livingston Brand was not what it claimed to be—

SIMPLY THE BEST

The Science of Expressing like every other branch of learning moves forward. Better constructed warehouses, steam-heating, cleaning and drying machinery make possible to create ideal conditions for the ageing of Livingston Oils.

This is technical talk and may not interest you. After all, what you want to know is, which is the best? There should be but one answer to that question.

LIVINGSTON BRAND

BEST IN QUALITY, MOST RELIABLE, GUARANTEED ALWAYS



BE SATISFIED WITH NOTHING SHORT OF THE BEST

The DOMINION LINSEED OIL CO.
LIMITED

BADEN
MONTREAL
TORONTO
WINNIPEG

Paint Makers Still Working Overtime

Toronto.

MIXED PAINTS.—Despite the fact that they have greatly increased their staffs and have been working overtime for weeks, the paint manufacturers are still unable to keep pace with the volume of orders that have been pouring in. Business has been more than good, they say, it has broken all past records, even those of pre-war days. The best part of it all is that the manufacturers declare it is going to continue good, and they are looking for a banner season. No price changes are looked for.

Prices of Brushes Pointing Upward

Toronto.

BRUSHES.—All indications point to higher prices for brushes, and while these are not expected to become effective immediately there is little doubt, according to manufacturers, that advances will be made during the next couple of months. Two of the main factors in the situation centre around the scarcity and advanced quotations of Chinese bristles and the higher costs of production. As a result of the situation in Russia no supplies of bristles will be available from the country for some time, and the world will be dependent upon Chinese sources.

Plate Glass, Putty Expected to Advance

Toronto.

GLASS, PUTTY.—The advance of ten per cent. in plate glass prices, which was announced in last week's issue of HARDWARE AND METAL, has been withdrawn by American firms and a new and higher price is to be named shortly. It is stated that the ten per cent. was found not to be sufficient to take care of the increasing costs of production. An enormous business is being done by the American firms.

The greatly increased cost of linseed oil is expected to result before long in higher quotations on putty. In the meantime prices show no change, and are as follows:

Standard Putty—	5 ton	1 ton	Less
Bulk, in barrels	$5 30	$5 55	$5 90
Do., 100 lb. iron ...	6 15	6 40	6 55
Do., 25 lb. irons ...	6 40	6 65	6 80
Do., 12½ lb. irons..	6 65	6 90	7 25
Bladder, in barrels ..	7 05	7 30	7 45

Pure putty advance $2 per 100 lbs. over above.

No Changes Shown In White Lead in Oil

Toronto.

WHITE LEAD IN OIL.—With an excellent volume of business offering, quotations for white lead in oil show no change. The prices are as follows: 5-ton lots, $15.80 per hundred pounds; one-ton lots, $16.30; in smaller quantities, $16.65.

"Every Clothesline Represents a Washing Machine Prospect," Says Dealer

"EVERY clothesline represents a washing machine prospect." That is the slogan adopted by a Western Ontario hardware dealer who has been building up a steadily increasing business in washers. This dealer is located in one of the most prosperous farming sections in the province. Discussing with HARDWARE AND METAL the changes noticeable in the past three or four years in the buying viewpoint of the farmer and his wife, he said:

"Practically everybody is interested in labor-saving devices. The women are just as anxious to get away from heavy, hard work as the men, and there is a big field open to the dealer who can supply the goods.

The duties of the household are being curtailed and drudgery eliminated by adopting modern time and labor-saving methods. The national need of economy has brought the home-keeping proposition down to a basis of work without waste. Even in the modern homes nowadays the housekeeper spends her money freely for all the utensils of comfort and convenience. The possibilities for the hardware merchant in the power washer line are very great. There is a steadily growing popularity for everything electric. This is due to the fact that it is found the work can be done thoroughly and economically with electrical appliances and thus save a lot of drudgery.

Most women in the country either own or know about hand washers and the advantage they have over the tub and washboard. Now, where they have electric or water power or gasoline engine a power washer is easily installed. The power washer is so much better than the hand washer as an up-to-date harvester is ahead of a sickle for cutting grain. It is not hard to prove this to farmers' wives, especially if they see a demonstration of an electric machine.

The whole farming community has changed its views on buying.

We find that what a father was satisfied with five years ago is much behind the times for the boy to-day. Take, for instance, the machinery they are using to-day. They are all buying the machines that will save labor and at the same time do the work much quicker and easier, such as tractors and gasoline engines; in fact everything that will lighten farm work. Why should a man do the work a machine will do for him? is the new cry.

A few years ago a good horse and buggy was all right, but to-day this is much too slow. They find that with a car they are able to do their shopping much quicker, not spending so much time on the road.

Three or four years ago when a farmer came in to see about wire fence the first thing he would enquire was the price. This seemed to be the most important thing. If your price was high he would remark, "Oh, I can get it down street much cheaper than that!" He didn't stop to consider that the fence down street might not be as good a quality and have such a secure lock. To-day when the farmer refers to the subject he wants to know what make of fence you handle, and demands the best. They do not mind paying a few extra cents per rod, when they know that they are not going to have any trouble with it—that it will stand up to the test and give them real service. They also take into consideration that it takes the same time and labor to put up a cheap fence as to put up the best.

If you handle goods that you can guarantee to give satisfaction—quality goods—you need not fear any comebacks. Your customer will remember where he gets the best line of goods and will not forget you. A satisfied customer always tells someone else how well pleased he is with his purchase, and doubtless when his friend wants anything in that line he will come to you.

If you have a good thing to offer to the public advertise it. Let them know you have it and explain thoroughly its advantages. The paint season is at hand. If you have a good paint or varnish to offer advertise it, showing that although the price is higher than other makes on the market it will give much better results. The average customer has realized more thoroughly than ever the last few years that there is no gain in buying a cheap article just because it is cheap in price. They are demanding a better class of goods in every line.

"I always buy the best class of goods—no seconds for mine. It doesn't pay to disappoint a customer by giving him inferior goods. When he buys anyting, no matter what price, he expects to get something good. If the article doesn't give good satisfaction, he fails to consider the price paid and comes back and complains how short a time he has had it. If you had sold him something better which you really knew would have given him service you would have had a satisfied customer. Even if they do object a little to the price at the time, they forget all about it once they are away and the goods give entire satisfaction."

The successful merchant, though he may not know it, is one who has a knowledge of psychology. Not only does he know quality in the commodities handled but he has learned by careful observation and experience how best to approach his customers to sell them goods and maintain their confidence in his integrity, which is his idea of business building. He is as courteous to a buyer who makes a ten cent purchase as to one who spends as many dollars over his counter.

QUALITY

"Save the surface and you save all" *Paint & Varnish*



The *Practical* Value of Paint—

Is determined by the quantity and REAL body that is requisite to cover that surface that is sure to decay without a good coat to protect it from the weather conditions that will try the best of material unless it is covered with JAMIESON'S building preserving and protecting paints and varnishes, that have been at the forefront of paint sales in the enterprising and successful hardware store for over sixty years.

Both dealer and consumer have long since been educated to the fact that it pays to pay a little more for good paint especially when such a paint *returns this slight extra first cost by giving better and longer service.*

"Sixty years preserving properties, wherever a Jamieson product has been used."

FIRST

R. C. Jamieson & Co. LIMITED

MONTREAL, CANADA

Branches: CALGARY and VANCOUVER
Owning and Operating P. D. Dods & Co., Ltd.

CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION

Dominion Metallics — B.B. Caps 25%. B.B. Caps, 20%; 22 short black, 22 long, black, 22 long smokeless, 20%; 22 short lesmok or 22 long lesmok, 20%; 22 short, smokeless, 30%; 22 long rifle, black, 22 long rifle, smokeless, 7½%; other rim fire, 10%; center fire pistol, add 35% list; center fire sporting, add 60%; shot cartridges same as ball; brass shot shell, 20%; primers, add 35% list; empty shot shells, 5%; blanks, add 25%; bullets, add 40%.

Terms: Net 90 days, or 2% discount for cash in 30 days.

"Dominion" Loaded Paper Shells "Crown" Black Powder, 10% on list; "Sovereign" Bulk Smokeless Powder, net list; "Regal" Dense Smokeless Powder, net list; "Canuck" Shells, Smokeless, $41 per M. net; Empty Shells, 5%; 90 days net.

F.O.B. Montreal, Toronto, London, Hamilton.

AMERICAN AMMUNITION

List of Prices.

Subject to 15% advance on list.

B.B. caps, $3.50 per M.; B.B. caps, concave ball, $4.40; 22 short $5; 22 long, $6; 22 long rifle, $7; 22 short smokeless, $5.35; 22 long smokeless, $7.50; 22 long rifle, smokeless, $8.75 per M.

Sporting Cartridges—Centre Fire Smokeless 303 Winchester, $72.25 per M.; 303 Savage, $72.25; 303 British, $95; 32 Winchester special, $72.25; 38-55 Winchester, $76; 401 Winchester self-loading, $76 per M.

Primers—Nos. 1, 1½ and 2½, $3.60; Nos. 1 and 2 (100 in box), $3.80; Nos. 1-W, 1½-W, 2½-W and 3-W and 5, and 5½, 100 in box, $3.80; Berdan Nos. 1, 1½, 2 (250 in box), $3.60; Berdan Nos. 1, 1½, 2 (100 in box), $3.80; new No. 4, $5.50; U.M.C., 33, $5.50.

Shot, standard, 100 lbs., Toronto, $16.45-$17.35; Montreal, $18; net extras, as follows, subject to cash discount only: Chilled, $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

AUGER BITS

Standard List Prices per dozen.

3/16	$ 6.00	18/16	$12.00
4/16	5.00	19/16	14.00
5/16	5.00	20/16	14.00
6/16	5.00	21/16	16.00
7/16	5.00	22/16	16.00
8/16	5.00	23/16	18.00
9/16	6.00	24/16	18.00
10/16	6.00	25/16	21.00
11/16	7.00	26/16	21.00
12/16	7.00	27/16	24.00
13/16	8.25	28/16	24.00
14/16	8.25	29/16	27.00
15/16	9.50	30/16	27.00
16/16	9.50	31/16	30.00
17/16	12.00	32/16	30.00

Discounts from Standard List prices:

Beaver, 57½%.
Ford's Auger Bits, 35 to 27½%
Gilmour Auger Bits, 47½%.
Gilmour Car Bits, 37½%.
Gilmour Eye Augers, 35%.
Gilmour Ship Augurs, add 10%
Rockford Auger Bits, 50 and 10%.
Irwin Auger Bits, 10% off list in Catalogue o. 10, 1905.

F.O.B. Toronto, Montreal, London and Hamilton.

AXES

Single Bits, doz.	$13 25	$16 00
Double Bit	16 50	19 50
Boys' Axes	12 00	14 00
Hunters' Axes	11 00	12 00
Bench—No 2, doz.	12 50	13 20
No. 3, doz.	13 50	14 20
No. 4, doz.	14 50	15 25

BABBITT

Prices on babbitt fluctuate with the metal markets and prices are quoted on application. Prices range from 8c to 75c a lb.

BARS, CLOTHES

No. 1, dozen	$ 8 00
No. 2, dozen	10 80
No. 3, dozen	8 40
No. 4, dozen	$10 00
No. 5, dozen	12 00
No. 6, dozen	14 00

BELTING (Leather)

Discounts apply to Revised List of Feb 14, 1907.

Extra Quality, 30%.
Standard Quality, 30, 10%.
Side Lace Leather, lb..$1.70-$1.90
Cut Lace Leather, lb... 1.90- 2.20
F.O.B. Montreal, Toronto.

BELLS (Farm)

No. 1 x 40, lb.	$4 00
No. 2 x 50, lb.	5 00
No. 3 x 60, lb.	7 50
No. 4 x 100 lb.	10 00

F.O.B. Montreal, Toronto.

BOARDS, BAKE

No. 1, 18 x 24 in., dozen	$ 8 50
No. 2, 18 x 28 in., dozen	10 50
No. 3, 20 x 30 in., dozen	12 00

BOARDS, IRONING

No. 1, dozen $19 20

BOARDS, SLEEVE—

No. 3, dozen ..... $ 5 50

BOARDS, SKIRT—

No. 11, dozen	$11 00
No. 32, 5 x 12 in., doz.	$11 00
No. 35, dozen	25 00
No. 36, dozen	29 00

BOLTS AND NUTS

Discounts apply to list of Feb. 1, 1913.

Carriage Bolts ($1 list), ¾ in. dia. and smaller, 6 in. and shorter, 35%.
Carriage Bolts ($1 list), ⅝ in. dia. and smaller, longer lengths, 20%.
Carriage Bolts ($1 list), 7-16 dia. and larger, 15%.
Machine Bolts, ¾ in. dia. and smaller, 4 in. and shorter, 40%.
Machine Bolts, ⅝ in. dia. and smaller, longer lengths, 25%.
Machine Bolts, 7-16 in. dia. and arger, 25%.
Sleigh Shoe Bolts, all sizes, net list.
Coach and Lag Screws, 50%.
Square Head Blank Bolts, 25%.
Bolt Ends,, 25%.
Plow Bolts, 25%.
Elevator Bolts 25%.
Fancy Heal Bolts, 25%.
Shaft Bolts ($3 list), 25%.
Step Bolts, large head ($3 list), 25%.
Whiffltree Bolts, 25%.
Nuts, square, blank, add to list, .75.
Nuts, square, tapped, add to list $1.00.
Nuts, hexagon, blank, add to list $1.00.
Nuts, hexagon, tapped, add to list, $1.25.
Stove Bolts, 65%. Tire bolts, 50%
Terms: 2% off 30 days from date of shipment.
F.O.B. Montreal, Toronto, Hamilton, London, Ont.

BORAX

Lump Crystal Borax, lb. ...11c-12c
F.O.B. Montreal, London, Toronto.

BRASS

Sheets, 24 gauge and heavier, base	$0 33
Rods, base ½ to 1 in., round	0 32
Tubing, seamless, base	0 38

F.O.B. Montreal and Toronto.

BOILERS (Range)

30-gal., extra heavy	$14 50
30-gal., Standard	12 25

BOARDS (Wash), Zinc

	Doz.
Pony	$2 35
Improved Globe	5 15
Neptune	5 15
Standard Globe	5 15
Original Globe	5 65
Jubilee	5 80
Newmarket King	5 80
Western King (enamel)	8 00
Beaver (brass)	7 35
Diamond King (glass)	6 30

F.O.B. Newmarket.

BUTTS Wrought Steel:—

No. 840	5%
No. 800	2½%
No. 838	5%
No. 808	5%
No. 80 4	15%
Nos. 802, 842, 844	5%
Nos. 810 and 814	net list
No. 830	2½%

F.O.B. Toronto, Montreal, London, Hamilton.

Spring Butts

Chicago Spring Hinges, list + 5%.
Triplex Spring Hinges, 20-10%.
Chicago Mortise Floor (5,000), 20, 7½ and 5%.
Chicago Relax Floor (6,000), 25-10-10-2½%.
Chicago Premier (4000), 12½%.
Chicago Ajax (3,000), 12½%.
Chicago Fire Station, add 10% to list.
Lavatory Door Hinges, 20%.
Chicago Screen Door (2000), 40-2½%.
Chicago Screen Door (3000), 16 2-3 %.
Non-Hold Back Screen Door, on application. F.O.B. Chicago.

CANS

For discount on milk and cream cans, etc., see list under head of wares, etc.

CHAIN

	Proof Coil Mont'l	Proof Coil Tor'to	Welded Mont'l	Welded Tor'to
3-16 in.	$22.75	$21.40	$.....	$27.40
¼ in.	16.75	17.75	20.60	23.60
5-16 in.	14.75	14.60	16.40	18.40
⅜ in.	13.00	13.40	15.00	17.25
7-16 in.	12.75	13.15	14.40	16.65
½ in.	12.50	12.80	14.15	16.50
5/8 in.	12.35	12.75	13.85	16.15
¾ in.	12.25	12.70	13.50	16.00
⅞ in.	12.05	12.40	13.40	15.80
1 in.	11.90	12.30	13.30	15.65

Electric Welded

	B.B.	B.B.B.
¼ in.	.....	18.05
3-16 in.	.....	16.35
¼ in.	14.95	16.00	14.95	.....
5-16 in.	12.55	13.50	13.00	.....
⅜ in.	11.35	12.25	11.55	.....
7-16 in.	11.10	12.00	11.30	.....
½ in.	10.95	11.80	11.00	.....
5/8 in.	10.70	11.55	10.75	.....
¾ in.	10.40	11.25	10.40	.....

Montreal and Toronto American Proof Coil Chain

	B.B.	B.B.B.
3-16 in.	$17.25	$.....
5-16 in.	14.25	17.25
⅜ in.	13.00	16.00
7-16 in.	12.75	15.45
½ in.	12.55	15.25
5/8 in.	12.25	.....

Electric Welded B.B.B.—Chain. ¼ in., $13.75; 5-16 in., $12; f.o.b. Toronto.

Cow ties, 20%; trace chains net list; dog chains, 12½%; halter chains, 12½%; tie-out chains, 37½%; stall fixtures, No. 1 or heavy, $2 dozen; stamped, No. 3 or Dominion, $1.40 dozen; breast chains, No. 220, $16 dozen pairs. F.O.B. Montreal, Toronto, Hamilton, London.

CEMENT

Cement, per bbl., $3.25 in car lots; 80c. pe rbbl., or 20c each is allowed for sacks returned in good condition, freight paid.

Paris plaster, five-barrel lots $4.00; single barrel, $4.50. F.O.B. Toronto.

CHAIRS

Step ladder, dozen $27 00

CHURNS

List price hand churns—No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.

List prices power churns—No. 0 $11; No. 1, $11; No. 2, $12; No. 3, $13; No. 4, $17; No. 5, $20.

Discount of 20% f.o.b. Toronto Hamilton, Fergus, London, St. John, N.B.

Discount of 17½% f.o.b. Montreal, Ottawa, Kingston.

CHOPPERS, FOOD

Universal—Dozen—No. 0, $19.25; No. 1, $23.30; No. 2, $28.35; No. 3, $36.45.

Russwin—Dozen—No. 0, $19.20; No. 1, $23.40; No. 2, $28.20; No. 3, $36 60.

F. o. b. Montreal, Toronto.

CLOTHES LINE (Galvanized)

No.	Per 1000 ft
17—7-strand, 100 ft. lengths	$6.85
17—7-strand, 50 ft. lengths	7 00
18—6-strand, 100 ft. lengths	5 60
18—6-strand, 50 ft. lengths	5 33
19—6-strand, 100 ft. lengths	4 50
19—6-strand, 50 ft. lengths	5 00

F.O.B. Montreal, Toronto, London.

COPPER .. ... Montreal Toronto

Casting ingot, see weekly report.

Rods, ½ to 2 in.	0 30	0 31
Plain sheets, base, 16 oz. and heavier	0 32	0 31
Hot rolled (tinned outside)	....	0 36
Copper sheet, planished, base 16 oz. and heavier	0 40	0 50
Tubing, lb.	....	39

Above prices are full sheets and bars. Cut sheets and bars are 5c per lb. higher.

COMBS

Curry combs: No. 111 $1.55; No. 121, $1.70; No. 122, $2.25; No. 127 $2.25; No. 100, $2.80 per dozen

F.O.B. Montreal, Toronto, Hamilton, London

CORD (SASH)

No. 6, lb.	71
No. 7, lb.	70
Nos. 8, 9, 10, 12	69

F.O.B. Montreal, Toronto, Hamilton, London

CANADA PLATES

	Montreal	Toronto
Prices nominal.		
Ordinary, 52 sheets	$7 75	$7 35
Do., 60 sheets	7 85	7 45

COKE, TIN PLATES

	Per-box
IC, 20x28 base	$18 00
IX, 20x28 base	21 00
IXX, 20x28 base	23 00
IXXX, 20x28 base	25 00

F.O.B. Toronto

TERNE PLATES

I. C. 20x28, 112 sheets $19 00

F.O.B. Toronto.

"DOMINION CROWN BEST"—DOUBLE COATED TISSUE

	Nominal
IC, 14x20 base	$15 00
IX, 14x20 base	17 00
IXX, 14x20 base	19 00

F.O.B. Montreal.



Goods Well Displayed Are Half Sold

Every Hardwareman Who Sells

BABBITT METALS

MAY HAVE A HANDSOME SHOW STAND FREE

Write Us for Particulars

We Manufacture Babbitt, Solder, Lead Pipe, Sheet Lead---and we have Large Stocks of Ingot Metals.

Write our Nearest Branch for Prices

THE CANADA METAL CO., LIMITED

Head Office: TORONTO

BRANCH FACTORIES:

HAMILTON	MONTREAL	WINNIPEG	VANCOUVER
34 Jackson St. E.	50 Brennan St.	301 Chambers St.	1428 Granville St

Settled Warm Weather Means More Bicycle Sales

THE very best part of the bicycle selling season is just before us.

To take full advantage of it, two things are most necessary:

First—As complete a stock as possible of Men's, Ladies' and Juvenile models of the most popular and best-selling make of bicycles.

Second—The same earnest selling effort that is necessary to successfully push other lines of goods.

How's your stock of

The Principal C. C. M. nameplates are:

Massey
Gendron
Columbia
Ivanhoe
Perfect
Cleveland
Brantford
Red Bird

C·C·M· Bicycles

For Prices, Agency Terms, Etc., write Head Office or nearest Branch

Canada Cycle & Motor Co., Limited

Montreal Toronto WESTON Winnipeg Vancouver

CLOCKS

Big Ben	$3 00
Good Morning, each	1 [illegible]
Lookout	1 45-1 50
Sleepmeter	1 65

F.O.B. Montreal, Toronto, London, Hamilton

CROWBARS, $10.50 per 100 lbs

DRILLS—

Standard Lists.
Blacksmiths', ½ in. x 2½ in. shank.

List each.			
1/8	$0.45	19/32	$1.20
5/32	.45	5/8	1.30
3/16	.50	21/32	1.40
7/32	.55	11/16	1.50
¼	.60	23/32	1.60
9/32	.65	¾	1.70
5/16	.70	25/32	1.80
11/32	.75	13/16	1.90
3/8	.80	27/32	2.00
13/32	.85	⅞	2.10
7/16	.90	29/32	2.20
15932	.95	15/16	2.30
½	1.00	31/32	2.40
17/32	1.05	1	2.50
9/16	1.10		

Intermediate sizes take list of next larger.

Bit Stock, list per dozen—

3/32	$2 70	⅝	$ 8 50
⅛	3 00	7/16	10 50
5/32	3 50	½	13 00
3/16	4 00	9/16	15 50
7/32	4 50	⅝	18 00
¼	5 00	11/16	21 00
9/32	6 00	¾	24 00
5/16	7 00	⅞	30 00

Bit Stock Drills	45%
Blacksmiths', ½-in. shank	40%
Straight Shank	40%
Straight Shank, wire	40%
Taper Shank	40%

DOORS

See Screen Doors.
F.o.b. Toronto.

EMERY CLOTH

See under Sandpaper.

ENAMELWARE

See prices under heading Wares.

FILES AND RASPS

Discounts below apply to list of Nov. 1, 1899.

	%
Great Western, Amer	50
Kearney & Foot, Arcade	50
J. Barton Smith, Eagle	50
P. H. and Imperial	50
Disston Brand	40
Globe	50
Nicholson	35
Black Diamond	35
Delta Files	20
Firth Files	50

F.o.b. Toronto, Montreal, London and Hamilton.

FITTINGS

Cast iron fittings, 20%; Malleable bushings, 30%-35%; cast bushings, 30-35%; unions, 40-45%; plugs, 35% off list. Net prices Class B, black, 21c lb.; Class C, 14c lb.; galvanized, Class B, 30c lb.; Class C, 21c lb.
Toronto and Montreal.

GRILLS, ELECTRIC

Single heat, round	$7 50
Three heat, round	8 25

F.o.b. Toronto.

GRINDSTONES Per 100 lbs.

Over 40 lbs. and 2 in. thick	$3 00
Under 40 lbs.	3 25
Bi-Treadle, each	7 00

F.o.b. Toronto.

HALTERS (SNAP AND RING)

	Doz.
Russet rope shank, 1"	$11.25-$12.75
Perfect, No. 1½	13 20-13 80
Russet rope shank, 1¼ in.	13 85
Black rope shank, 1 in.	13 75
Black rope shank, 1¼"	12.50-13 85
Hand sewn, no shank, 1 in.	17 40
Hand sewn, no shank, 1¼"	18 75

Halters (Sisal)

7-16 in. gross, $24; 9-16 in., $36
F.o.b. Toronto. London—7-16 in., $2.10 doz.; ½ in., $2.65 doz.

HAMMERS, SLEDGE

Can, 5 lbs. and over, cwt.	$17 50
Masons, 5 lbs. and over, per cwt.	20 00
Masons, 5 lbs. and under	22 50
Napping, up to 2 lbs.	25 00

F.o.b. Montreal, Toronto, Hamilton, London.

HANDLES (WOOD)

All hickory handles, list, plus 10%. All fork, hoe, rake, shovel and mall. D handles, 10%. All other handles, net list. All neck-yokes, whiffletrees and double-trees, 10%. Wood hay rakes, horse pokes, 10%. Pike poles, ash or maple, net list.
F.o.b. St. Thomas, London, Strathroy, Toronto, St. Mary's.

HANGERS, BARN AND PARLOR

	List
Atlas, No. 0	$13 30
Atlas, No. 1	13 80
Atlas, No. 2	15 80
Stearns, 4 in.	9 75
Stearns, 5 in.	13 20
Perfect, No. 1	10 45
Storm King and safety hangers, doz.	10 60
Steel track, 1¼ in.	9 00-12 00

F.o.b. Montreal, Toronto.

HEATERS, ELECTRIC

Majestic, 1 Burner	7 50
Majestic, 2 Burner	11 25

F.o.b. Toronto.

HINGES, TEE AND STRAP

Heavy, Net Prices.

	Strap Doz.	Tee pairs.
4-inch	$ 2 70	$ 2 30
5-inch	3 33	2 88
6-inch	3 60	3 24
8-inch	4 86	3 69
10-inch	8 64	6 57
12-inch	10 71	10 44
14-inch	12 24	10 62

Light, Net Prices, figured at discount 10%.

3-inch, doz. pairs	$0 90	$0 90
4-inch	1 08	0 99
5-inch	1 26	1 17
6-inch	1 53	1 35
8-inch	2 25	1 60
10-inch	....	....

Screw Hook and Strap Hinges—List prices, per dozen pairs—6 in., $4.30; 8-in., $4.80; 10-in., $6.40; 12-in., $7; 15-in., $7.50; 18-in., $11; 21-in., $12.40; 24-in., $16; 27-in., $17.20; 30-in., $18.50; 33-in., $21.50; 36-in., $24.50.
Discount, 25%.
F.o.b. Toronto, London, Hamilton and Montreal.

HAY KNIVES

Spear Point	$14 00
Lighting	12 50
Heath's	12 50
HOES, Grub	$10.50 11 00

HOOKS, GRASS

	Canadian	English Fox
No. 2, per doz.	$4 15	$5 00-$5 50
No. 3, per doz.	4 25	5 50- 6 40
No. 4, per doz.	4 35	6 00- 7 40
Little Giant	6 00	....
Barden Patent	6 00	....

F.o.b. Montreal, Toronto.

HORSESHOES Price per keg

Patterns	Sizes made	No. 2 and larger Less 20c.	No. 1 and smaller
Light iron	0-7	$7 75	$8 00
Long heel light iron	3-7	7 75	....
Medium iron	1-8	7 75	8 00
Heavy iron	6-8	7 75	....
Snow	1-6	8 00	8 25
New-light "XL" steel	1-6	8 20	8 45
Featherweight "XL" steel	0-4	9 60	....
Special-countersunk	0-4	10 10	....
Toe-weight (front only)	1-4	10 60	....

Packing—Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra.
F.o.b. Montreal and Belleville.
Terms—Cash in thirty days, less 2% discount.

TOE CAULKS

Nos. 0, 1, 2 and larger, sharp and blunt, $2.25 to $2.90 box.

HOSE, LAWN Toronto

Corrugated, ½ in., 100 ft.	$17 50
Corrugated, ⅝ in., 100 ft.	20 50
Corrugated, ¾ in.	23 50
Corrugated, 1 in., 100 ft.	35 00

Less 5% for full reels, 500 ft.
F.o.b. Toronto and London.

HAT AND COAT HOOKS

Coppered wire, 3 in., $1.10 gross.
F.o.b. Montreal, Toronto, Hamilton, London.

IRON AND STEEL

See weekly report.

IRON, TINNED

Prices nominal. Subject to premium where stocks are obtainable.

72x30 up to 24 gauge, case lots	....
72x30, 26 gauge, case lots	....

Less than case, 50c per 100 lbs. extra. F.o.b. Montreal.

IRONS, (SAD)

Mrs. Potts, No. 55, polished, per set	$1 85
Mrs. Potts, No. 50, nickel-plated, set	1 90- 1 95
Mrs. Potts, handles, japanned, doz.	1 65
Sad irons, common, plain, 3, 4 and 5 lbs.	9 20
Sad irons, plain, 6 lbs. up	7 00
Sad irons, common, plated	5 50
Princess Electric, each	$4 00 4 10
Canadian Beauty Electric Irons—	
Style A	4 50
Style B	4 88
Hotpoint Domestic Electric Irons, each	5 25
Gasoline Sad Irons, each	4 25

F.o.b. Montreal, Toronto, London, Hamilton.

LADDERS, Etc.

Step Ladders	Per ft.
Perfect, 6 to 16 ft. only	$0 32
Hercules, 4 to 10 ft.	0 34
Hercules, 12 to 14 ft.	0 39
Faultless, 4 to 10 ft. only	0 30
Ontario, 4 to 10 ft. only	0 27
Shelf Lock, 4 to 8 ft. only	0 22
Gardner, No. 1	0 19
Do., No. 2, bolted	0 22
Dominion, No. 3	0 23
Do., No. 4, bolted	0 26

Single and Fruit Picking

10 ft. to 16 ft.	20c ft.
18 ft. to 20 ft.	23c ft.
Chair ladders, each	2 00

F.o.b. Toronto, Hamilton, London.

Roped and Straight Extension Ladders	Per ft.
20 to 32 ft.	$0 24
36 to 40 ft.	0 27
44 ft.	0 30
Over 44 ft.	0 40

F.o.b. Toronto, London, Montreal, Stratford.

Fire ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

LANTERNS Per doz.

Short Globe, plain	$12 50
Do., Japd.	13 25
Long Globe, plain	12 50
Do., Japd.	13 25
Dash, plain	15 50
Do., Japd.	16 25
Do., Search (r'nd reflec.)	17 00
Little Bobs	2 10-4 20

F.o.b. Toronto, Hamilton, London, Montreal.

LANTERN GLOBES Dozen

Cold blast, short	$0 95-$1 10
Cold blast	1 00- 1 10

3 doz. cases, 95c doz.; 6 doz. cases, 90c doz.

Cold blast, genuine ruby	$4 75

F.o.b. Toronto, London, Hamilton and Montreal.

LATCHES Per doz.

Steel Thumb, No. 2	$1 90-$2 00
Steel Thumb, No. 3	2 50- 2 70
Steel Thumb, No. 4	4 75
Barn Door, No. 5	2 75
Barn Door, No. 9	5 10

F.o.b. Montreal, Toronto, London.

LEAD

For pig lead and lead and zinc products see weekly report.

MACHINES (WASHING)

	List each
Canadian	$11 00
Dowswell	11 25
Noiseless	15 50
Hamilton	12 50
Ottawa	11 50
Peerless	11 50
Snowball	17 00
Momentum	18 50
New Century, style A	16 50
New Century, style B	18 00
Playtime, engine drive	22 00
Ideal Power	28 00
Seafoam, electric	110 00
Seafoam, engine drive	50 00
New Idea, electric	118 50
Sunshine	10 25
Popular, No. 1	11 50
Popular, No. 2	11 00
Economic	13 50
Champion	18 50
New Excell-All	18 00
Blue Bell, without stand	16 50
Puritan Water Motor Washer, complete	28 00
Hydro, 1 Tub, engine drive	51 50
Do., do., electric	111 50
Low pressure water motor washer, each	30 00
Connor ball-bearing, with rack	18 50
I X L	18 50
Perfection, engine drive	59 50
Perfection, electric	119 50
Gem	18 50
Winner	17 00
Connor Improved	10 75
Jubilee	10 25
Canada First	21 00

Discount, 30% and 10%. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

MALLETS Per doz.

Tinsmiths, 2½ x 5½ in.	$1.00-$1.75
Carpenters', No. 3	5.80

F.o.b. Montreal, Toronto, Hamilton.

MATTOCKS

Cutter, doz.	$12 50	$13 25
Pick, doz.	12 50	13 25

F.o.b. Montreal, Toronto, London, Hamilton.

MIXERS, BREAD

Canuck—	
No. 4, dozen	$29 40
No. 8, dozen	33 60
Universal—	
No. 4, dozen	$38 10 39 60
No. 8, dozen	46 40 48 60

MOPS

O-Cedar, doz. net	$12 00
Sprustex, No. 2, doz.	$8 00 8 40
S.W. Mops, complete, doz.	5 25 5 40
Mop Sticks, doz., No. 8	2 00
Cast Head Mop, doz.	2 00
Crescent, doz., No. 10	2 50 3 35
Crank wringing, doz.	8 25

F.o.b. Montreal, Toronto, Hamilton, London.

MOWERS, LAWN

Adanac	40-10%
Woodyatt	35%
Empress	35%
Mayflower	35%
Star, Ontario, Daisy	35%

F.o.b. Toronto, Guelph, London, Hamilton.

NAILS

List adopted July 10, 1912.
Advance over base on common wire nails in kegs.

		2¾ inch	15c
1 inch	$1	3 inch	10c
1⅛ inch	1	3¼ inch	10c
1¼ inch	65c	3½ inch	10c
1½ inch	40c	4 inch	5c
1¾ inch	40c	4½ inch	5c
2 inch	30c	5-inch base.	
2¼ inch	30c	5½-inch base.	
2½ inch	15c	6-inch base.	

6½ to 12-inch-2 Ga. and heavier, 25c over base.

Standard Steel Wire Nails, f.o.b. Toronto, London, Hamilton, Milton, $4.70 base.

Freight equalized on above points.

F.o.b. Montreal, Gananoque, Collingwood and Owen Sound, $4.75 base.

Freight equalized on above points.

Windsor, Walkerville, Sandwich f.o.b. factory prices, carload freight allowed, $4.80.

Sault Ste. Marie, Port Arthur, Fort William, $5.05 base, f.o.b. factory; no freight allowance.



"Save the surface and you save all" *Paint & Varnish*

BUY W-S-S WAR-SAVINGS STAMPS

"The Right Paint To Paint Right"

Quality products that "SAVE THE SURFACE."

Every SURFACE THAT YOU HELP SAVE by selling RAMSAY'S SURFACE-SAVING PRODUCTS means profit to you and your customer. Boost the "SAVE THE SURFACE" campaign by selling RAMSAY'S property preserving paints and varnishes.

"Save the surface and you save all" *Paint & Varnish*

A. Ramsay & Son Company

Makers of Property Preserving Paints & Varnishes for 77 years

Toronto MONTREAL Vancouver

DISTRIBUTORS:

Edmonton District: Revillon Wholesale Limited, Edmonton

Calgary District: The McDonald-Baker Co., 818 8th Ave. W., Calgary

Moulding, Flooring, Slating, Box, Fence, Barrel Nails, 25c per 100 lbs. over common nail prices. Finishing Nails, 50c per 100 lbs. advance over common nail price. Clinch Nails and Sash Pins, 75c per 100 lbs. over common nail price.

Miscellaneous wire nails, 60% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton, London.

Cut Nails—Montreal, $4.75 base; Toronto, $4.75 base; London, $4.75; Hamilton, $4.75; no equalization of freights.

Roofing Nails—American, large head, keg, $8.50; 25-lb. boxes, per 100 lbs., $9.00.

F.o.b. Montreal, Toronto, Hamilton.

NAILS (HORSE)

C Brand

Size Capewell—	Per 100 lbs.
No. 5	$23 00
No. 6	22 00
No. 7	21 00
No. 8	20 00
Nos. 9 to 12	19 00

Discount, 10%

"M.R.M." BRAND

No.	Net Price List Lengths	Per box of 25 lbs.
3	1⅝"	$20 00
4	1¾"	10 00
5	1 15-16"	5 00
6	2⅛"	4 75
7	2 5-16"	4 50
8	2½"	4 50
9	2 11-16"	4 25
10	2⅞"	4 25
11	3 1-16"	4 25
12	3¼"	4 25

F.o.b. London, Hamilton, Montreal, Toronto

NETTING, POULTRY

List prices per roll of 50 lineal yards. Adopted March, 1909.

2-inch mesh and 19 ga. wire.

12 inch...	$1 80	48 inch...	$ 6 20
18 inch...	2 65	60 inch...	7 70
24 inch...	3 40	72 inch...	9 20
30 inch...	4 00	84 inch...	10 50
36 inch...	4 75	96 inch...	12 00
42 inch...	5 50		

1½ inch mesh and 19 ga. wire.

12 inch...	$3 50	42 inch...	$10 50
18 inch...	5 00	48 inch...	12 00
24 inch...	6 30	60 inch...	15 00
30 inch...	7 75	72 inch...	18 00
36 inch...	9 90		

1 inch mesh and 20 ga. wire.

12 inch...	$4 00	42 inch...	$12 00
18 inch...	5 50	48 inch...	14 00
24 inch...	7 00	60 inch...	17 00
30 inch...	8 50	72 inch...	20 00

¾ inch mesh and 20 ga. wire.

24 inch..	$10 50	36 inch...	$15 00
30 inch..	12 75		

½ inch mess and 22 ga. wire.

24 inch...	$16 50	36 inch...	$24 00
30 inch...	20 10		

Discounts at present quoted apply only to 1 and 2 inch mesh netting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Montreal, Canadian netting 15% off list.

American netting, 10% off list.

	Per rod
Invincible—1640	$ 0 75
1848	0 85
2060	0 95

Put up in 10, 20 and 30-rod rolls. F.o.b. Montreal.

Blue Ribbon—	
24-inch, per roll	$4 95
36-inch, per roll	6 50
48-inch, per roll	7 60
60-inch, per roll	9 00
72-inch, per roll	10 85

Put up in 10 rod rolls.

OAKUM

Best (American)	$21 00-$22 00
U.S. Navy (unspun)	.....
Clipper (spun)	21 00
Clipper (unspun)	19 50
U.S. Navy (unspun)	.....
U.S. Navy (spun)	21 50
Plumbers (spun)	9 00

F.o.b. Montreal, Toronto.

OILS

	Montreal	Toronto
Royalite, gal.	0 20½	0 19½
Palacine, gal.	0 23½	0 22½
Gasoline, net, gal.	0 34	0 33
	List	Gallon
Black oil (Summer)	0 19½	0 16
Black oil (Winter)	0 20½	0 17
Imperial Kerosene		
Tractor	0 60	
Capital Cylinder	0 62	0 61
Machine oil, regular grades	0 36	0 37½
Standard gas engine oil	0 40½	0 39½
Parafine	0 25	0 22

List, less 15% on above.

Polarine Oil, list	0 90
Polarine Oil, heavy, list.	0 90
Polarine A, list	1 00
Gargoyle Mobiloil, list	1 33

List, less 25% on above.

Fuel oil, bbls. net	0 08
Fuel oil, tank cars, net	0 07

Prices shown are barrel basis unless otherwise specified. Barrels charged extra.

OLD MATERIALS

See weekly report.

PACKING

	Per lb.
Fine jute	$0 20
Coarse jute	0 15
Hemp	0 34
Square braided hemp	0 38
No. 1 Italian	0 44
No. 2 Italian	0 36

F.o.b. Montreal and Toronto.

PAPER

	Per 400-ft. roll
Dry Fibre, No. 1 roll	$1 10-$1 20
Dry Fibre, No. 2 roll	0 60
Anchor Brand	1 20
Rosin Sized Sheeting, red	1 05
Do., blue	0 70
Tarred Fibre, No. 1 roll	1 25- 1 30
Tarred Fibre, No. 2 roll	0 78
Surprise Fibre	0 66
Tarred felt, per cwt.	3 75
Cyclone (dry)	1 20
Cyclone (tarred)	1 30
Joliet (dry fibre)	0 60
Monarch Sheathing (per 100 lbs.)	4 00
Asbestos sheeeting (per 100 lbs.)	13½ 0 15
Carpet Felt, 16 oz. per 10 100 lbs.)	4 75
Straw, sheathing, dry, per cwt.	3 05
Do., Do., tarred, per cwt.	3 20

F.o.b. Toronto and Montreal.

PASTE

Stick-Fast

1-lb. pkgs., gross	$22 00
2-lb. pkgs., gross	42 00
In barrels 250 lbs., lb.	0 12½
Barrels of 5 lbs., cotton bags, lb.	0 13½
In kegs 125 lbs., lb.	0 14
In 50-lb. boxes, lb.	0 16
In 25-lb. boxes, lb.	0 17

PICKS

Clay—	
5 to 6 lbs., doz.	$12 00
6 to 7 lbs., doz.	12 75
7 to 8 lbs., doz.	13 50
Rock—	
7 to 8 lbs., doz.	12 50

F.o.b. Montreal and Toronto.

PINS, CLOTHES

	Per case
5 gross, 4-in. (loose)	1 45
4 gross (cartons), 4½ in.	1 45

F.o.b. Montreal and Toronto.

WROUGHT PIPE

Price List No. 39, April 3, 1919

Standard Buttweld

Per 100 feet.

	Steel Blk.	Steel Gal.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Gal.
⅛ in.	$ 6 00	$ 8 00	$.....	$.....
¼ in.	4 53	6 60	5 13	7 23
⅜ in.	4 53	6 66	5 13	7 26
½ in.	5 99	7 57	6 84	8 42
¾ in.	7 53	9 66	8 68	10 81
1 in.	11 14	14 28	12 84	15 98
1¼ in.	15 07	19 32	17 37	21 62
1½ in.	18 01	23 10	20 76	25 85
2 in.	22 24	31 08	27 94	34 78
2 in.	22 24	31 08	27 94	34 78
2½ in.	38 90	49 73	....	....
3 in.	50 87	65 03	....	....
3½ in.	64 86	81 88	....	....
4 in.	76 85	97 01	....	....

Standard Lapweld

	Steel Blk.	Steel Gal.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Gal.
2 in.	$27 94	$34 78	$31 64	$38 11
2½ in.	40 66	51 48	46 51	57 35
3 in.	53 17	67 32	60 82	74 97
3½ in.	66 70	83 72	75 90	92 92
4 in.	79 03	99 19	89 93	110 09
4½ in.	88 00	113 00	107 00	132 00
5 in.	103 00	132 00	125 00	154 00
6 in.	133 00	171 00	162 00	200 00
7 in.	175 00	224 00	211 00	259 00
8 L in.	184 00	235 00	221 00	273 00
8 in.	212 00	271 00	255 00	314 00
9 in.	254 00	324 00	305 00	376 00
10 L in.	235 00	301 00	283 00	349 00
10 in.	303 00	387 00	365 00	449 00

Terms 2% 30 days, approved credit.

Freight equalized on Chatham, Guelph, Hamilton, London, Montreal, Toronto, Welland.

WROUGHT NIPPLES

4" and under, 60%.

4½" and larger, 50%.

4" and under, running thread, 30%.

Standard couplings, 4" and under, 40%.

4½" and larger, 20%.

Terms, 2% 30 days. Approved credit, Ontario, Quebec and Maritime Provinces.

PIPE (Conductor)

	Plain	List
2 in., in 10-ft. lengths, list.	$ 8 00	
3 in., in 10-ft. lengths, list.	9 70	
4 in., in 10-ft. lengths, list.	12 80	
5 in., in 10-ft. lengths, list.	17 50	
6 in., in 10-ft. lengths, list.	21 30	

List less 10%.

F.o.b. Toronto, Ottawa, Oshawa.

PIPE, LEAD

See weekly report.

PIPE (SOIL)

Medium and extra heavy pipe, to to 6 inch	20%
Medium and extra heavy fittings, 2 to 6 inch	35%
8 inch pipe and fittings	15%

F.o.b. Toronto, Montreal.

PIPE (STOVE)

See prices under Wares, etc.

PITCH

Pine, black, per bbl.	10 00
Navy pitch, per bbl.	6 50

F.o.b. Montreal, Toronto.

PLANTERS, CORN

King of Field, dozen	$11 25
Triumph, doz.	9 40

POLISH (O-Cedar)

4-oz. bottles, doz., list.	3 00
12-oz. bottles, doz., list.	6 00
1-qt. can, doz., list.	15 00
½-gal. cans, doz., list.	24 00
1-gal. cans, doz., list.	36 00

Discount, 33 1-3 per cent.

Liquid Veneer—	
4 oz., doz.	$2 00
12 oz., doz.	4 00
32 oz., doz.	8 40
64 oz., each	1 20
128 oz., each	2 10

F.o.b. Toronto, London.

POLISH, METAL

Bon-Ton

Size	Case	Doz.	Case
¼ pts., 3 doz.		$1 15	$3 40
½ pts., 3 doz.		2 10	6 00
Pints, 2 doz.		3 15	6 00
Quarts, 2 doz.		4 65	9 00
½ gal., 1 doz.		8 40	8 40
Gal., ½ doz.		....	6 90

PUMPS

	Pitcher Spout	Closed Spout
No. 1	$2 75	$2 95
No. 2	3 05	3 30
No. 3	3 40	3 65

F.o.b. Montreal, Toronto, Hamilton, London.

RIVETS AND BURRS

Iron rivets, 7-16 inch and smaller, blacked and tinned, 40 and 5%; Iron Burrs, 40 and 5%.

Copper rivets, usual proportion of burrs, discount 15%; burrs, add 20 to 25%.

Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¾-lb. pkgs., 2c lbs. Coppered Rivets, net extras, 3c per lb.

F.o.b. Montreal, Toronto, London.

ROOFING

	Per square
Samson, 1-ply, roll	$2 30
Samson, 2-ply, roll	2 75
Samson, 3-ply, roll	3 30
R. S. Special, 1 ply	1 75
R. S. Special, 2 ply	2 00
Everlastic, 1-ply	1 80
Everlastic, 2-ply	2 10
Everlastic, 3-ply	2 40
Good Luck, 1-ply	1 70
Good Luck, 2-ply	2 00
Good Luck, 3-ply	2 35
McCombe Sp., 1-ply	1 60
McCombe Sp., 2-ply	1 85
McCombe Sp., 3-ply	2 20
Black Cat, 1-ply	1 95
Black Cat, 2-ply	2 25
Black Cat, 3-ply	2 60
Black Diamond Ready Roofing, 2-ply	1 85
Black Diamond Ready Roofing, 3-ply	1 65
Liquid roofing cement, per gal., in barrels	0 31
5 and 10 gal. lots, per gal.	0 44
Coal Tar (refined), bbl.	8 25
Roofing Pitch, per cwt.	1 20

F.o.b. Toronto and Montreal.

ROPE

	Lb.
Pure Manila basis	34
British Manila basis	30
New Zealand hemp basis	30
Sisal basis	27½

Above quotations are basis prices, ¾ in. and larger diameter. The following advances over basis are made for smaller sizes:—⅝ in., ½c; 9-16 to 7-16 in. inclusive, 1c; ⅜ in., 1½c; ¼ and 5-16 in., 2c; 3-16 in., 2½c extra.

Single lath yarn basis	27½
Double lath yarn	28
Yacht marline, tarred	54
Halyards	47
Hemp, deep sea line basis	47
Hemp, tarred ratline basis	40
Hemp, tarred bolt rope basis	42
Marline and Houseline	42
Italian rope basis. On application	
Cotton, ⅛ in.	0 81¾
5-32 in.	0 80¾
3-16 in.	0 64
¼-in. and up	0 63

F.o.b. Toronto, Montreal, Brantford, London, Hamilton.

RULES, BOXWOOD (LUFKIN)—

651B (68), $2.10 dozen; 761 (61), $2.70; 851 (51), $3.25; 771 (84), $6.35; 781 (62), $7.80; 861A (53½), $7.85; 852 (73), $5.10; 762B (7), $6; 386 (32), $6.90; 3851 (66½), $5.85; 465 (69), $1.80; 171 (36), $4.60.

F.o.b. Montreal, Toronto, London.

TAPES, MEASURING (LUFKIN)—

	Each
263, 50 ft. Challenge Steel	$3 95
103, 50 ft. Reliable Jr. Steel	4 05
243, 50 ft. Rival Steel	3 50
1243, 50 ft. Rival Jr. Steel	3 50
603, 50 ft. Metallic	3 00
604, 66 ft.	3 30
403, 50 ft. Linen	2 15
	Dozen
713, 50 ft. Ass Skin	5 40
714, 66 ft. Ass Skin	6 50
143, 3 ft. Steel Pocket	7 10
145, 5 ft. Steel Pocket	9 65
175, 5 ft. Linnine Pocket	5 55
165, 5 ft. Cotton Pocket	1 00

F.o.b. Montreal, Toronto, London.

SANDPAPER

B. & A. sandpaper, 12½% off list.

Star sandpaper, 12½% off list.

B. & A. emery cloth, 30% on list.

F.o.b. Toronto, Montreal.

SCALES

Champion—	List	Scale Stamping extra
4 lb.	$5 50	$0 80
10 lb.	7 50	0 30
240 lb.	12 50	0 50
600 lb.	28 00	1 00
1200 lb.	35 00	1 00
2000 lb.	50 00	1 00
2000 lb. Drop lever	57 00	1 00
10-lb. Household	5 00	0 10
25-lb. Household	6 00	0 30

Champion list prices subject to discount of 5%; Standard scales, 10% discount; Weigh Beams, 5% discount. No discount allowed on stamping charge. F.o.b. Toronto, Montreal, Hamilton.

SCYTHES

	Doz.
Cast Steel	$15 00
Golden Clipper	16 00
Little Giant	17 00

Every Simms' Brush Sold Sells ANOTHER

The selling of Simms' Set-in-Rubber Paint and Varnish Brushes is like an endless chain. Each one used means another sold soon. They advertise themselves by solid merit. And there is a good profit on every brush you sell.

TRADE SIMMS SET IN RUBBER MARK

This Set-in-Rubber is our own patented process. You can find no other Brushes anywhere so good. The bristles are set in forever—they are absolutely guaranteed **never** to come out.

Each Brush is a perfect tool for the painter—doing everything that a good paint brush should do—and then a little more.

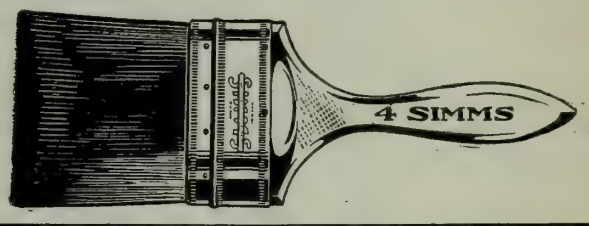
Made in every shape and style by skilled workmen for use in skilled work.

Don't let your stock run low. Order a new supply **now.**

T. S. SIMMS & CO., Limited

ST. JOHN, N.B.

Branches: Montreal, Toronto, London



TRADE MARK "MORRISCA"

When you see the above Trade Mark on anything pertaining to Fishing Tackle you need have no hesitation in recommending it to your customers.

There is no possibility (except in a few articles) of prices for Fishing Tackle being reduced before next season, so that during the period of transition you would be well advised to place orders well ahead of your every-day requirements.

Orders for future delivery are now being booked, but owing to the great pressure we have had with Government work it will be some time yet before we are able to attain our pre-war output.

Our new General Catalogue is now in preparation, and we are placing on a Register the names of Fishing Tackle Dealers who will obtain a copy on publication. Have you sent in your name? If not, do so now.

In the meantime we invite and welcome your enquiries and will be pleased to quote you for anything we can supply. We are Wholesale only, and all enquiries from consumers direct are referred to the nearest retailer. We don't cut into his business.

Morris Carswell & Co., Ltd.

118 Howard Street, Glasgow, Scotland

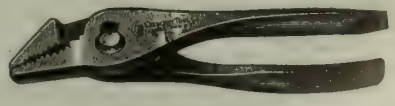


Wrenches, Pliers, Screw Drivers

MEHASCO

On this line of goods we have built a reputation. We have taken care of the trade on Crescent Pliers and Wrenches particularly well, and at the present time are guaranteed deliveries by the manufacturers to the end of 1919. In addition to the well-known Crescent lines we handle the Bemis & Call Adjustable, the No. 80 Motor Wrench, the Carll Wrench, which is interchangeable, can be used as a nut or pipe wrench. The Bonney Stillson, the Special Auto Stillson, the Como Pipe, and Eagle Claw, the Imperial Angle, the Lane Set of Ratchet Wrenches and the Allen-Eureka Ford Ratchet Sets. In Screw Drivers we have the Crescent Hammer Handle, the No. 35 assortment with Oak Display Stand, and the small Screw Driver for hard-to-get-at-places. If your stock runs low on Pliers, Wrenches or Screw Drivers at any time we are the people to write.

Merchants' Hardware Specialties
LIMITED
CALGARY



Bush 15 50
F.o.b. Toronto, London.

SCREEN DOORS
Kasement No. 1—2 ft. 8in. $28.80; 2 ft. 10 in., $30; 3 ft., $31.20; Nos. 2, 3 and 4, 2 ft. 8 in., $31.20; 2 ft. 10 in., $32.40; 3 ft., $34.20 dozen.

SNATHS Doz.
00 Patent $13 75
1 ..... 13 20
2 ..... 12 65
3 ..... 11 55

SCREWS
Discounts off Standard List adopted Aug. 1, 1903.
Wood, F. H., bright 77½%
Wood, R. H., bright 75%
Wood, O. H., bright 75%
Wood, F. H., brass 55%
Wood, R. H., brass 52½%
Wood, O. H., brass 52½%
Wood, F. H., bronze 50%
Wood, R. H., bronze 47½%
Wood, O. H., bronze 47½%
Square cap 20
Hexagon cap 20
Wooden Bench Screws
Dozen $7 00

SHEETS, BLACK
See Montreal and Toronto report.

SHEETS, CORRUGATED
See weekly report.

SHEETS, GALVANIZED
Premier Galvanized
10¾ oz. $8 10
U.S. 28 ..... 7 70
U.S. 26 ..... 7 40
22 and 24 ..... 7 25
18 and 20 ..... 7 10
16 ..... 6 95
14 ..... 6 80
F.o.b. Hamilton and Toronto.

SHINGLES METAL
Standard galvanized $10 00
Standard painted 8 00
Discount 7½%.

SIDING METAL
Standard galvanized $8 50
Standard painted 6 50
Discount 7½%.

On shipments of 300 lbs. and over, freight is allowed south and east of and including North Bay; also several western counties in Quebec Province. Places north and west of North Bay, the freight is equalized on North Bay. For Quebec and Maritime Provinces, freight is equalized on Montreal.

SOLDERING COPPERS
Base, 3 to 8 lbs., 42c, F.o.b. Toronto and Hamilton.

SOLDER, BAR
See weekly report.

SPOUTS, SAP
Eureka, per M.....$13 50 $16 50

STAPLES
See Wire Products.

STOVES
Oil Burning Cooking List each
Perfection No. 32, 2-burner 18 75
Perfection, No. 33, 3-burner 24 25
Perfection, No. 34, 4-burner 30 75
No. 22G oven for above stoves 7 25
Discount, 25% off list.
Freight allowed on shipments of 12 stoves.
McClary Glass Front Oven No. 70, each, net..... 4 25
Detroit Glass Front Oven, No. 85, each, net..... 4 50
F.o.b. Sarnia, London, Toronto, Ottawa.
Oil Burning Heaters. List
No. 525, each 7 00
No. 530, each 8 25
No. 630, each 10 25
Discount 25% off list.
Freight allowed on shipments of 24 heaters.

STRETCHERS, CURTAIN—
No. 33, per doz. $34 50
No. 98, per doz. 18 50
No. 99, per doz. 23 00
Star, No. 1, doz. $21 00
Star, No. 2, doz. 24 00
Adjustable Pin, No. 44, doz. 30 00

STRETCHERS, WIRE
Hercules, doz. $2 60
Sampson, doz. 7 50

SPADES, SHOVELS AND SCOOPS

	1st Grade %	2nd Grade %	4th Grade %
Plain Back Shovels and Spades	25 and 25	25 and 25	25 and 25
Draining Tools	25 and 25	25 and 25	.....
Hollow Back Scoops	25 and 25	.....	25 and 25
Sand Shovels	25 and 25	.....	25 and 25
Hollow Back Shovels	25 and 25	.....	25 and 25
Hollow Back Coal Shovels	25 and 25	.....	25 and 25
Riveted Back Scoops	25 and 25	25 and 25	25 and 25
Miners' Spring Point Shovels	25 and 25	.....	.....

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as follows:

BLACK LIST PRICES

Plain Back Shovels and Spades	$29.00	$28.00	$25.00
Draining Tools, No. 2, black	29.00	27.50	.....
Hollow Back Scoops, No. 2, black	34.50	.....	32.00
Coal Shovels, Hollow Back, No. 2, black	32.00	.....	30.00
Sand Shovels, No. 2, black	27.50	.....	24.00
Hollow Back Shovels, No. 2, black	27.50	.....	24.00
Riveted Back Scoops, No. 2, black	37.50	35.50	34.00
Miners' Spring Point Shovel, No. 2, black	36.50	.....	.....

NET EXTRAS—
For each size larger than No. 2, add 25c dozen net.
F.o.b. London, Hamilton, Toronto, Gananoque, Ottawa, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon.

SWEEPERS, CARPET Bissell's Doz.
American Queen, Nickeled Fittings, Cyco Ball Bearing $48 00
Club, Jap. Cyco Bearing ...102 00
Champion, Nickeled Fittings 40 00
Champion, Japan'd Fittings. 34 00
Grand, Nic., Cyco B.B. 61 00
Grand, Jap., Cyco B.B. 55 00
Grand Rapids, Nic., Cyco B.B. 45 00
Grand Rapids, Jp., Cyco B.B. 39 00
Parlor Queen, Nic., Cyco, B.B. 51 00
Princess, Nic., Cyco B.B... 46 00
Standard, Nickeled Fittings.. 42 00
Standard, Jap'd Fittings ... 36 00
Universal, Nic., Cyco Bearing 43 00
Universal, Jap., Cyco Bearing 37 00

SWEEPERS, VACUUM Bissell's Doz.
Grand Rapids, Nic. $98 00
Household, Jap. 88 00
Superba, Nic. 114 00
F.o.b. factory Niagara Falls, Ont.
Prices guaranteed by manufacturers against their own decline to Dec. 31, 1919. Also stocked by jobbers.

SWEEPERS (ELECTRIC)
Steel frame $36 40
Aluminum frame 43 90
Attachments, set 8 25
F.o.b. Toronto, Hamilton, London.

TACKS Discount
Wire Tacks ....60 and 10%
Revised Hardware Tack List adopted Jan. 1, 1916 ....60 and 15%
Double pointed tacks ... 60 10%
Shoe findings list adopted July 5, 1917..... Net List
List of Capped Goods adopted Jan. 1, 1916...60 and 15%
F.o.b. Toronto, Hamilton, Montreal, London.

TINNERS' TRIMMINGS
See prices under head of Wares.

TOASTERS, ELECTRIC
Canadian Beauty $4 50
Upright, with rack 6 40

TOOLS, HARVEST
Waverly, Wellandvale, Rixford, Maple Leaf, Bedford, 17½% discount. Samson, 12½% discount.
F.o.b. Montreal, Toronto, Hamilton, London.

TROUGH (EAVE)
O. G. Square bead and half round:

Size in girth	Per 100 ft.		
8 in.	$ 6 90	15 in.	$12 50
10 in.	7 70	18 in.	16 00
12 in.	9 10	List less 10%.	

F.o.b. Toronto, Oshawa, Ottawa.

TRAPS (GAME) Doz. with chain
Victor, No. 1 ..... $2 20
Jump, No. 1 ..... 2 95
Hawley & Norton, No. 1 ... 3 45
Newhouse, No. 1 ..... 5 00
F.o.b. Toronto, London, Hamilton, Montreal.

TWINE (BINDER) Per lb.
500 ft. $0 22
550 ft. 0 23¾
600 ft. 0 25
650 ft. 0 26½
In 5-ton lots, ¼c discount from above; 10 tons and upwards, ¼c discount. Freight paid on 300 lbs. and over to nearest station.
F.o.b. Montreal, Toronto, Brantford, Hamilton, London.

TWINE (COTTON)
3-ply wrapping, lb. 0.65½
4-ply wrapping, lb. 0.69
F.o.b. Toronto, Hamilton, London.

WOOD TUBS
No. 0, per dozen $19 80
No. 1, per dozen 17 60
No. 2, per dozen 15 40
No. 3, per dozen 13 20
F.o.b. Newmarket.

VALVES %
Compression work, standard... 50
High grade 49
Fuller work, standard 45
High grade 38
Basin cocks, No. 0, Standard 40
High grade 40
Bath cocks, compression 50
Flatway stop and waste cocks, standard 50
High grade 47
Roundway stop and waste cocks, standard 50
High grade 47
Brass steam cocks, standard 10% advance on list
Radiator valves, standard 31
Do., removable seat .....Net list
Patent quick opening valves.. 30
Globe, angle and check valves, standard 23
Do., Jenkins Disc, ... 22
Jenkins Valves 17½
Standard Gate 35

F.o.b. Toronto.
Penberthy Brass Valves
Compodisk Valves 15
Gate Valves 25
Regrinding Valves 10
Swing Check Valves 10

WARES, ETC.
Scotch Grey Ware, 50 and 10%.
Colonial, 33 1-3%.
Imperial Ware, 33 1-3%.
Pearl, 33 1-3%.
Premier, 10%.
Canada Ware, 10%.
Diamond, 10%, White Ware, 50%.
Japanned Ware, list plus 20%.
Japanned Ware. White, list, plus 30%.
Plain and Jap. Sprinklers, list plus 20%.
Stamped Ware, plain, 50%.
Stamped Ware, retinned, 45%.
Copper Bottoms, net list.
Tinners' Trimmings, 50%.
Tinners' Trimmings, retinned, 45%.
Tinners' Trimmings, general, list plus 10%.
Factory Milk Cans, list plus 50%.
Milk Can Trimmings, list, plus 60%.
Cream Cans, list, plus 25%.
Railroad Cans, list, plus 20%.
Sheet Iron Ware, list, plus 10%.
Pieced Ware, ordinary, list, plus 30%. Fry pans, 40 and 10%.
Pieced Tinware, C.B., list, plus 50%.
Spiders, steel, 10% off; cast iron, 10%.
Fire Shovels, Japanned, list, plus 10%.
Steel Sinks, painted, list plus 25%.
Steel Sinks, painted, list plus 15%.
Light Galv. Pails and Tubs, list plus 20%.
Heavy Galv. Pails and Tubs, list, plus 10%.
Garbage Pails, list, plus 10%.
Jap. Coal Hods, list, plus 25%.
Galv. Coal Hods, list, plus 40%.
Paper Lined Boards, 40 and 5%.
Wood Lined Board, 30% and 5%.
Stove Pipe, Standard, list plus 33 1-3%
Stove Pipe Thimbles, 50%.
Copper Boilers, net list.
Copper Tea Kettles, net list.
Copper Tea Kettles, 3 doz. lots, list less 10%.
Copper Tea and Coffee Pots, net list.
Copper Tea and Coffee Pots in 3 doz lots, less 10%.
Nickel-plated Ware, 50%.
F.o.b. Montreal, Toronto, London, Hamilton.

WROUGHT WASHERS
Round plain. Sizes given are size of hole. In boxes of 50 lbs., list prices, per 100 lbs.—¼ in., $28.00; 5-16 in., $24.40; ⅜ in., $22.80; 7-16 in., $21.00; ½ in., $19.60; 9-16 in., $18.80; ⅝ in., $18.60; 11-16 in., $18.40; ¾ in., $18.20; 13-16 in., $18.00; 1 1-16 in., 1⅛ in., 1¼ in., $18.00; 1 1-1½ in., 1⅜ in., 1¼ in., 1 5-16 in., $18.00; 1⅜ in., 1½ in., 1⅝ in., $18.40; 1¾ in., 1⅞ in., 2 in., 2⅛ in., $19.00. Discount 45 per cent. Net extras, 26 to 49 lbs. of a size, $1.00; 25 lbs. of a size or less, $2.00 per 100 lbs. Package allowances—if taken in kegs about 175 lbs. each, allowance 10c per 100 lbs.; if taken in bags about 100 lbs., allowance 15c per 100 lbs

WEIGHTS, SASH

	Tor'to	Lond'n	Mont'l
Sectional, 1 lb., per 10 0lbs...	$4.75	$4.00	$4.75
Section, ½ lb., per 100 lbs. ..	4.75	4.50	4.50
Solid, 3 to 30 lbs., per cwt.	3.25	3.25	3.25

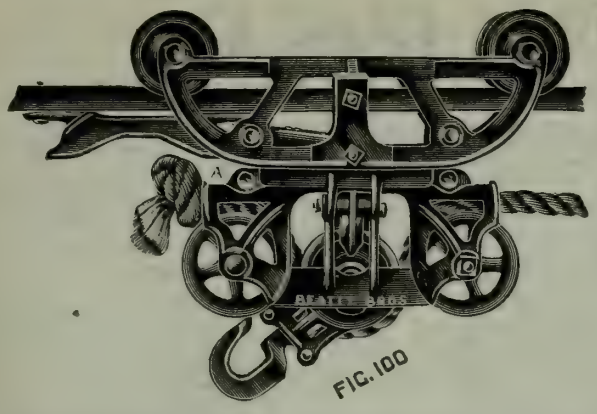
WHEELBARROWS
Navvy, steel wheel, doz. $60 00
Garden, steel, doz. 64 25
Light garden, doz. 46 80
F.o.b. Montreal, Toronto, London.

WIRE PRODUCTS
F.o.b. Toronto, London, Hamilton Montreal, St. John, freight equalized.

Cut Hay Wire Per 100 lbs.
No. 9 ..... $5 40
No. 10 ..... 5 50
No. 11 ..... 5 55
No. 12 ..... 5 65
No. 13 ..... 5 75
No. 13½ 5 75
No. 14 ..... 5 95
No. 15 ..... 6 15
No. 16 ..... 6 35

Stovepipe Wire
No. 18 ..... 8 25
No. 19 ..... 8 75
Fine wire, list plus 20%.

Smooth Steel Wire
Nos. 0-9 gauge, base 5 00
Extras over base sizes on smaller gauges are as follows:
No. 10, 6c extra; No. 11, 12c; No. 12, 30c; No. 13, 30c; No. 14, 40c; No. 15, 55c; No. 16, 70c extra.
Extra net per 100 lbs.—Oiled wire 10c; spring wire, $2.50; bright, soft drawn, 15c; charcoal (extra quality), $1.25; packed in casks or cases, 15c; bagging and paperings,



There Will Be A Big Demand For Hay Carrier Goods

There is every indication of a larger demand for Hay Carriers, Forks, Slings, Pulleys, etc., this year than in any year for some time.

Farmers will soon be wanting these goods and wanting **them in a rush.** The dealer who has the material in stock will get the business.

A Bumper Hay Crop

Everything points to a bumper hay crop. All through the country the hay is showing up in splendid shape.

Hay is still high in price, making it a very profitable crop. Farmers will not want to take a chance on getting it spoiled by rain, and will be buying hay carriers to get it into the barns quickly.

Great Scarcity of Help

Not only is there a promise of an extra big crop, but the labor situation is still difficult. Farm help is practically unobtainable in many sections and scarce all over the country. A good hay carrier saves the work of two men in the busy harvest season.

We Have the Stock

We are carrying a full stock of all hay carrier goods now. When the rush comes we cannot guarantee not to run short on some lines.

The late and backward spring has given the farmer a lot of extra work, because so many things have to be done at once.

In a short time now, he will be needing repairs for his old carrier, or a new, up-to-date outfit to replace his old one. Many new barns are being built or remodelled and will need new carriers.

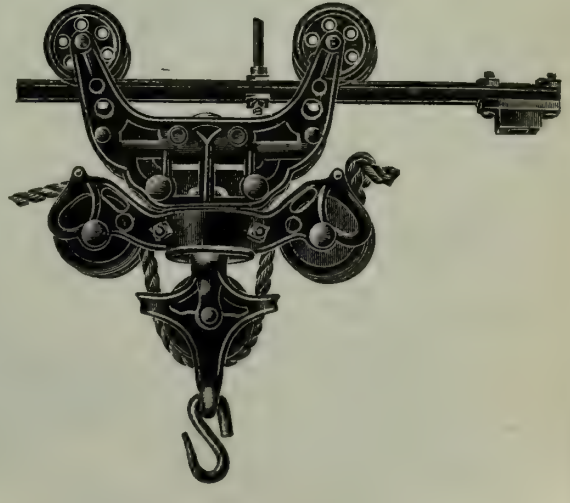
Get your stock in now. Cut out telephone and express charges. The dealer who has the stock gets the business.

Is Your Stock Complete?

This is a splendid time to sort over your hay carrier stock and see that outfits are complete. Have you rope hitches, rafter brackets, hoisters, pulleys, rope, sufficient track and a good assortment of carriers?

Your order will be shipped immediately now. There will be no telephone charges on rush orders to pay and no express charges to decrease your profits.

Let us have your order. The demand is going to be big as we can tell from the orders coming in. Have your Hay Carrier stock safely in hand before the rush comes.



Beatty Bros., Limited

Winnipeg, Man.	Fergus, Ont.	Montreat, Que.
Edmonton, Alta.	London, Ont.	St. John, N.B.

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE
Colors and white—2½-lb. packages, $8.90 for 100 lbs.; 5-lb. packages, $8.40 for 100 lbs. F.o.b. Montreal, Toronto, London.

BRONZING LIQUID

Bronzing liquid, No. 1	$1.50-$2.00
Banana oil, gal.	3.50- 7.00

F.o.b. Montreal, Toronto.

BLUE STONE Montreal Toronto

Per lb.	11-12c	12

COLORS (DRY)	Per lb.
Raw Umber, No. 1, 100-lb. kegs	0 07
Do., pure, 100-lb. kegs	0 15
Burnt Umber, No. 1, 100-lb. kegs	0 07
Do., pure, 100 lb. kegs	0 15
Raw Sienna, No. 1, 100-lb. kegs	0 07
Do., pure, 100-lb. kegs	0 15
Burnt Sienna, No. 1, 100-lb. kegs	0 07
Do., pure, 100-lb. kegs	0 15
Imp. green, 100-lb. kegs	0 17
Chrome green, pure	0 35
Chrome yellow	17-31
Brunswick green, 100-lb. kg	0 12
Indian red, 100-lb. kegs	0 15
Indian red, No. 1, 100-lb. k.	0 06
Venetian red, best bright	0 04
Venetian red, No. 1	0 02½
Lamp black, pure dry	0 15
Golden ochre, 100-lb. kegs	0 06½
White ochre, 100-lb. kegs	0 04
White ochre, barrels	0 03
Yellow ochre, barrels	0 03½-5
French ochre, barrels	0 06
Spruce ochre, 100-lb. kegs	0 07-8
Canadian red oxide, bbls	0 02-2½
Super magnetic red	0 02¼-2½
Vermilion	0 40
English vermilion	2 50

F.o.b. Montreal, Toronto

COLORS IN OIL, PURE
1 lb. tins—

Venetian red	0 21
Indian red	0 35
Chrome yellow, pure	0 53
Golden ochre, pure	30-32
French spruce ochre, pure	25-28
Greens, pure	28-35
Siennas	0 32
Umbers	0 32
Ultramarine blue	0 52
Prussian blue	1 50
Chinese blue	1 50
Drop black	0 30
Ivory black	0 31
Signwriters' black, pure	0 40
Lampblack	0 40
Marine black, 5-lb. irons	0 20

F.o.b. Montreal, Toronto

ENAMELS (white)	Gal.
Duralite	$6 50
Albagloss	3 50

GLUE	Per lb.
Brantford All Round Glue—	
Case No. 7—50 1-lb. pkgs	$25 00
Case No. 8—100 ½-lb. pkgs	28 00
Case No. 9—200 ¼-lb. pkgs	35 00
Discount—	
French medal (prices withdrawn).	
English common sheet	32-34
English prima	35-38
White pigsfoot	0 50
Cake bone, 112-lb. bags	0 35
Hide, 112-lb. bags	0 45
Gelatine, 112-lb. bags	45-60
Ground glues, 112-lb. bags, No. 1	28-30
Ground glue, No. 2, 112-lb. bags	22-24
Do., No. 2, less than bags	0 24

GLASS	Single Thick	Double Thick
Per 100 ft.		
Under 25	$16 80	$22 90
26 to 34	17 80	24 85
35 to 40	18 35	26 40
41 to 50	23 50	30 00
51 to 60	24 60	30 80
61 to 70	26 50	32 70
71 to 80	29 70	35 40
81 to 85	....	45 45
86 to 90	....	48 85
91 to 94	....	49 80
95 to 100	....	58 55
101 to 105	....	65 35
106 to 110	....	73 10

Discount box glass, 20 to 25%.
Sheet glass, 5 to 10%. Cash 2%.
F.o.b. Montreal, Toronto, London, Hamilton.

GLASS, PLATE

Plates up to 1 foot, each	$0 80
Plates from 1 to 2 feet, each	0 90
" 2 to 3 "	0 95
" 3 to 4 "	1 15
" 4 to 5 "	1 35
" 5 to 7 "	1 50
" 7 to 10 "	1 70
" 10 to 12 "	1 75
" 12 to 15 "	1 85
" 15 to 25 "	1 95
" 25 to 50 "	2 15
" 50 to 75 "	2 20
" 75 to 90 "	2 25
" 90 to 100 "	2 30
" 100 to 120 "	2 60
" 120 to 140 "	2 90
Plates 101 to 110 wide containing not over 100 ft. each	3 00
Plates 111 to 120 wide containing not over 100 ft., each	3 40
Plates 101 to 110 wide containing over 100 ft., each	3 40
Plates 111 to 120 wide containing over 100 ft., each	3 75

Trade Discount, 25%.
City deliveries, 33 1-3%.
Montreal, London, Hamilton, Toronto, Kitchener.

GLAZIERS' POINTS
Zinc coated, $1.45 per doz. packpackages 6 lbs. gross.
Zinc, pure, prices withdrawn.
F.o.b. Montreal, Toronto.

LEAD, WHITE (Ground in oil).
Prices are per 100 lbs. in ton lots. Less than ton lots are 35c per 100 lbs. higher than quoted below. F.o.b. Ottawa, 20c advance per 100 lbs. F.o.b. London and Windsor, 40c per 100 lbs. F.o.b. Toronto and Hamilton, 30c per 100 lbs. F.o.b. Fort William and Port Arthur, ... per 100 lbs.
Maritime differential 35c per 100 lbs. over Montreal

	Montreal	Toronto
Anchor, Pure	$16 00	$16 30
Crown Diamond	16 00	16 30
Crown, Pure	16 00	16 30
Green Seal	16 00	16 30
Ramsay's Pure	16 00	16 30
Moore's Pure	16 00	16 30
Tiger, Pure	16 00	16 30
O.P.W. Dec. Pure	16 00	16 30
Red Seal	16 00	16 30
Decorators' Pure	16 00	16 30
O.P.W. English	16 20	16 50
Elephant Genuine	16 50	16 80

B.B. Genuine Lead, less than tons, $18.45, Toronto; $18.15, Montreal. Ton lots 5% off; five-ton lots, 10% off.

LEAD (RED DRY)

Genuine, 560-pound casks, per cwt.	$12 50	$14 50
Genuine, 100-pound kegs, per cwt.	13 75	15 50
Less quantity	15 50	17 00

F.o.b. Montreal, Toronto.

LEAD, ARSENATE

	Per pound Dry	Paste
Barrels, 600 lbs.	$....	$0 21
200s	0 32½	....
100s	0 33	0 22
50s	0 33	0 23
25s	0 34½	0 23
10s	0 35	....
5s	0 36	0 25
2s	....	0 26½
1s	0 39½	0 29
½s	0 43½	....

F.o.b. Toronto, Montreal, Hamilton and London.

MURESCO
Tints, 5-lb. packages, per 100 lbs., $9.60; white, 5-lb. packages, $9.00.
F.o.b. Toronto.

LINSEED OIL
For prices see weekly report.

PAINTS, PREPARED
Price per gallon, 1 gallon can basis

Elephant, white	$4 20
Elephant, colors	3 80
B.H. English, white	4 30
B.H. English, colors	4 05
B.H. Floor	3 50
B.H. Porch Floor	4 05
Minerva, white	4 15
Minerva, colors	3 90
Crown Diamond, white	4 05
Crown Diamond, colors	3 80
Crown Diamond, floor	3 50
B.H. Fresconette, white	3 35
B.H. Fresconette, colors	3 25
Moore's House Colors, white	4 05
Moore's House Colors, colors	3 90
Moore's Egyptian Paint, all colors	3 25
Moore's Floor Paint	3 50
Moore's Sani-Flat	3 00
Moore's Mooramel	6 50
Jamieson's Crown Anchor	3 55
C.P.C. Pure, white	4 30
C.P.C. Pure, colors	4 05
O.P.W. Canada Brand, white	4 05
O.P.W. Canada Brand, colors	3 75
O.P.W. Canada Brand, floor	3 50
O.P.W. Flat Wall, white	3 35
O P.W. Flat Wall, colors	3 25
Ramsay's Pure, white	4 15
Ramsay's Pure, colors	3 85
Martin-Senour, 100%, white	4 30
Martin-Senour, 100%, colors	4 05
Martin-Senour, Porch Paint	4 05
Martin-Senour, Neutone, white	3 35
Martin-Senour, Neutone, colors	3 25
Senour's Floor Paint	3 50
Sherwin-Williams, white	4 30
Sherwin-Williams, colors	4 05
Sherwin-Williams, floor	3 50
Flat Tone, white	3 35
Flat Tone, colors	3 25
Lowe Bros., H.S., white	4 30
Lowe Bros., H.S., colors	4 05
Lowe Bros., hard drying floor	3 50
Mellotone, white	3 50
Mellotone, colors	3 35
Sanitone, white	3 35
Maple Leaf, white	4 30
Maple Leaf, colors	4 05
Maple Leaf, floor	3 50
Pearcy's Prepared, colors	3 50
Pearcy's Prepared, white	3 75

F.o.b. Montreal, Toronto.

PARIS GREEN	Per lb.
In barrels, about 600 lbs.	$0 48
In kegs, about 250 lbs.	0 48½
In 50 lb. and 100 lb. drums	0 49
In 25 lb. drums	0 50
In 1 lb. packets, 100 lbs. in case	0 52
In ½ lb. packets, 100 lbs. in case	0 54

F.o.b. Montreal, Quebec, Moncton, St. John and Halifax, Toronto, Hamilton, London and Ottawa. Terms one month net or 1% in 15 days.

PUTTY Montreal Toronto

Standard	Less than tons
Bulk, in casks	$5 60 $5 90
Bulk, 100-lb. drums	6 45 6 75
Bulk, 25-lb. drums	6 70 7 00
Bulk, 12½-lb. irons	6 95 7 25
Bladder, in bbls.	7 35 7 65

Ton lots standard are 35 per hundred pounds less; five-ton lots 60c less than above prices.
Pure Putty, $2 cwt. advance.
Ottawa prices are 20c; Hamilton 30c; London and Windsor 40c per 100 lbs. over Montreal quotations.

ROSIN

Barrels, 100 lbs.	$8 00
Less, per lb.	0 10

SHELLAC
Pure White, gal. (1 gal. tins) $5 55
Pure Orange, gal. (1 gal. tins) 5 15
Gum Shellac, TN, 74-76c lb.; finest orange, 79-95c; bone dry white, 85c. F.o.b. Toronto, London.

PAINT AND VARNISH REMOVER

Taxite, 1 gal. cans	$3 30
B.H. Vanisher	3 00
Cumoff	3 30
Takof	2 75
O.P.W. Presto	2 75
Lingerwett	2 80-3 25
Sovex	3 00

F.o.b. Montreal, Toronto.

VARNISHES	Per gal. cans
No. 1 Furniture, extra, barrels, $1.10-$1.21 gal.; gal. tins	$1.32-$1.43
B.H. Stovepipe Varnish, Anchor, ½ pints, per doz.	1 40
Depend-on, list	3 50
B.H. Maritime Spar, list	7 20
Everlastic, Depend-on and Maritime Spar subject to discount of	40%.
Elastilite	3 50
Granitine Floor Finish	3 50
Hydrox Spar	3 50
Sun Varnish	2 60
Sun Spar	4 63
Sun Waterproof Floor	3 40
Jasperite Interior and Exterior	3 00
Jasperite Pale Hard Oil	2 25
Jasperite Indestructo Floor Varnish	3 00
Jamieson's Copaline	3 02
M-S Marble-Ite Floor	3 29
M-S Wood-Var	3 29
M-S Double Spar	4 57
M-S Finest Interior	3 84
Elastic Interior	2 64
Mar-not	3 40
Quick Action House	2 40
Rexspar	4 62
Smear-Not	3 34
Kyanize Spar	4 94
Kyanize Cabinet Rubbing	3 84
Kyanize Interior	3 84
Luxeberry light	3 80
Luxeberry granite	3 52
Luxeberry spar	4 93
Ramsay's Universal	2 92
Crown Diamond Floor	2 60

F.o.b. Montreal, Toronto.

WATER PAINTS

Opalite, 300 lb. bbls.	0 13½
Opalite, 100 lb. kegs	0 14
1 gal. packages, per pkg.	0 75
½ gal. package, per pkg.	0 40
Coralite, 5-lb. pkgs., white	0 07
Coralite, 5-lb. pkgs., colors	0 07½
B.H. Frescota, 5-lb. pkge., white	7 80
B.H. Frescota, 5-lb. pkge., colors	8 40

F.o.b. Montreal, Toronto.

WASTE	
Cream, Polishing	$0 21½

WHITE

XXX	0 19
XX	0 18
X	0 16½
XC	0 15
Japanese	0 14
XXX Extra	0 19½
XX, grand	0 18¼
XLCR	0 17
X Empire	0 15½
X Press	0 14

COLORED

No. 5	0 15
No. 1	0 13½
No. 7	0 12
No. 1A	0 10¾
No. 1B	0 09½
Fancy	0 15½
Lion	0 14
Standard	0 12½
Popular	0 11
Keen	0 09½

Above lines subject to trade discount for quantity.

WAX	Per lb.
C. & B. Floor Wax	$0 40
B.H. Wax	0 40
Ronuk Floor Wax, lb.	0 38
Berry Bros.	0 34
Imperial Floor Wax	0 40
Anchor	0 33
O.P.W. Lion Brand	0 45
Old English	0 53 0 62
Johnson's	0 62
Jamieson's liquid wax, gal.	2 75
Gold Medal	0 42
Edwards, lb.	0 40
Ramsay's	0 45
S. & W.	0 54
Crown Diamond	0 45

F.o.b. Montreal and Toronto.

WHITING	
Plain, in bbls.	$2 50

F.o.b. Montreal, Toronto, London
Gilders, bolted, in bbls. $3 00

WOOD ALCOHOL	Per gal.
In five gallons	....
In barrels	....

$4 extra for barrels.
F.o.b. Montreal, Toronto, London.

Alex. McArthur & Co., Ltd.

Established 1879

82 McGILL ST., MONTREAL, QUE.

TO THE TRADE

We co-operate with you in supplying your customers.
We work with you to give your customers satisfaction. Our interests are mutual.
You cannot make any mistake in specifying our *"Black Diamond"* Tarred Felt or any line of *Building Paper* made at our own mills.

Write us for any particulars desired.

PROMPT SERVICE FOR
SPRING BUSINESS

Our Stock is Complete in the following Lines:

Pratt and Lambert's Varnishes
Berry Bros. - - Varnishes
Crown Diamond Paints
Old English Floor Wax
Johnson's Floor Wax
O-Cedar Products
Liquid Veneer
Window Glass
Paint Brushes
Linseed Oils
White Lead
Dry Colors
Turpentine
Putty

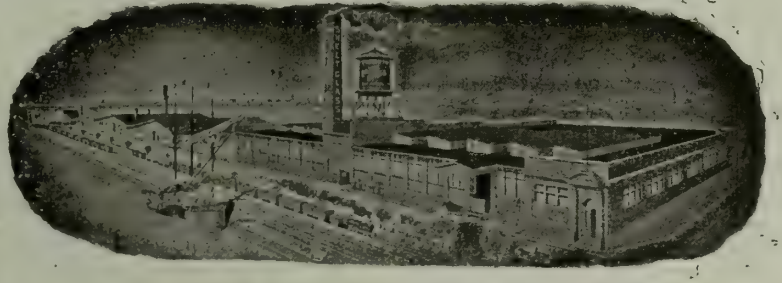
Write for Quotations

STEWART & WOOD

LIMITED

82-84 York Street, Toronto, Ont.

RED
S
BRAND
WINDOW
GLASS



GLASS
BENDERS
TO
THE
TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

DON ROADWAY TORONTO

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863
Twelve Medals of
Award at
INTERNATIONAL
Expositions.



INCORPORATED 1895
Special Grand
Prize
GOLD MEDAL
Atlanta, 1895.

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY - - - - PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, $11.00.

Shot, soft, per cwt., $17.20; chilled, $18.70; buckshot, $18.00; ball, $18.40.

Dominion Metallics—B.B. Caps, $2.80; C.B. Caps, $3.50; 22 Short Black or Lesmok, $4; 22 Long Black or Lesmok, $4.80; 22 Short Smokeless, $4.30; 22 Long Smokeless, $6; 22 Long Rifle Black, $5.60; 22 Long Rifle Smokeless, $7 per M. net. Center Fire Pistol, 22%; Center Fire Sporting, 25% off American list.

American Metallics—B.B. Caps, $3.06; C.B. Caps, $3.85; 22 Short Black, $4.35; 22 Long Black, $5.25; 22 Long Rifle Black, $7.70; 22 Short Smokeless, $4.89; 22 Long Smokeless, $6.55; 22 Long Rifle Smoke, $7.65 per M. net. Center Fire Pistol, 10% on list; Center Fire Sporting, 10% on list.

Loaded Shells—Crown Black Powder, 12 ga., $31; Sovereign Smokeless, 12 ga., $38; Regale Smokeless, 12 ga., $38; Nitro Club Smokeless, 12 ga., $45; Canuck Smokeless, 12 ga., $41 per M. net. Empty Paper Shot Shells, $14 per M.; Empty Brass Shot Shells, $6.65 per 100.

ANVILS

Peter Wright, 80 lbs. and up, 25c per lb.; clip horn, 26c lb.

Norris, 80 lbs. and over, 16c.

AXES

Single Bit	$14 50	$20 00
Rouble Bit	16 50	21 50
Broad Axes	32 00	35 00

AUGER BITS

Standard List Prices per Dozen

3/16	$6 00	18/16	$12 00
4	6 00	19	14 00
5	5 00	20	14 00
6	5 00	21	16 00
7	5 00	22	16 00
8	5 00	23	18 00
9	6 00	24	18 00
10	6 00	25	21 00
11	7 00	26	21 00
12	7 00	27	24 00
13	8 25	28	24 00
14	8 25	29	27 00
15	9 50	30	27 00
16	9 50	31	30 00
17	12 00	32	30 00

Discounts from standard list prices

Irwin	10%
Gilmour	45%

BARS, CROW. $11.25 per 100 lbs.

BAR IRON

Bar Iron—$5.25 base; Swedish iron, $5.25; sleigh shoe steel, $5.50; spring steel, $6.50; machinery steel, $3.00.

BELTING

Rubber, 6 in. and under, 20-5%; over 6 in., 15-2½%.

Agricultural or No. 1 leather belting, 30-10-7½% off list.

Standard, 27-10% off list. Extra 27%.

"The "double" list is just twice the price of "single."

BELT LACING

In sides, tanned, $1.60 per lb.; cut, $1.80 per lb.; rawhide, sides, $1.55; cut, $1.75.

Blue Stone (Vitriol) 11¾c.

BOLTS

Carriage, ⅜ and smaller, up to 6 inch, 30%; over 6 inch. 15%; 7-16 inch and larger, 10%, machine, ⅜ and under, up to 4 inch, 35%; over 4 inch, 20%; 7-16 and over, 20%; machine set screws, 20%; plough bolts, 25%; stove bolts, 50%; shaft bolts, 5% on list; tire bolts, 45%; sleigh shoe bolts to ⅜ and smaller, 5% on list; 7-16 and up, 5% on list.

BORAX. Borax, per lb., 14c.

BUILDING PAPER

Tarred, $1.10 to $1.60 per roll, according to quality; plain, 80c to $1.45.

BUTTS

Plated—No. 241 Antique Copper and Dull Brass Finish

	Per pr.
2½ x 2½ in.	37
3 x 3 in.	39
3½ x 3½ in.	40
4 x 4 in.	52
4½ x 4½ in.	75
5 x 5 in.	94

Wrought Steel—

No. 840	Net list
No. 800	5% on list
No. 838	Net list
No. 804	5% off list

CHAIN

Coil, 3-16 in., $19.20; ¼, $16.25; 5-16 in., $13.75; ⅜, $12.75; 7-16, $12.35; ½, $12.25; 9-16, $12.25; ⅝, $12.00; ¾, $11.65; 1 in., $11.40; Logging, 5-16 in., $15.55; ⅜, $14.55; ½, $14.05; tie-out, 47½%.

CHURNS

Barrel, No. 0, $6.75; No. 1, $6.75; No. 2, $7.50; No. 3, $8.25; No. 4, $9.75 each.

CLEVISES, MALL. 15c per lb.

CLOCKS—Alarm

	Each
Big Ben	$2 90
Baby Ben	2 90
America	1 35
Lookout	1 75
Sleepmeter	1 85

COPPER

Sheet and planished copper, 60c per lb. Tinned, 55c.

CORD SASH

Coils or Hanks

8, 9, 10 ..... 70 lb.

DRILLS

Bit stock, 45%; Blacksmith, ½ in. round shank, 40%.

EAVETROUGH

Eavetrough, per 100 ft., 3 in., $6.10; 10 in., $6.80; 12 in., $8.00.

Conductor pipe, 2 in., per 100 ft., $7.15; 3 in., $8.65; 4 in., $11.40.

ENAMELWARE

See Wares.

FILES

Globe	Discount 40-5%
Nicholson Gen.	Discount 30%

FITTINGS—Malleable.

Class A	60-10%
Class B and C, off new list	20%
Bushings	20%
Unions	40%
Nipples 4" and under	55%

FORMALDEHYDE

400-lb. bbls., 32c lb.; 200-lb. bbls., 33c lb.; 100-lb. bbls., 34c lb.; 10-lb. jugs, $3.75 each; 5-lb. jugs, $2.00 each; 2-lb. jugs, 85c each.

GALVANIZED WARE

See Wares

GLASS, WINDOW

	Single	Double
Up to 25 in.	$15 50	19 50
26 to 40	16 50	22 00
41 to 50	19 50	25 00
51 to 60	20 50	25 50
61 to 70	21 50	27 00

GLASS (Plate)

Net list.

GLOBES—LANTERN

	Doz.
Short Pattern	$1 05
Cold Blast, regular	1 05

GRINDSTONES

Per 100 lbs., $3.50.

Mounted on steel frames, $6 to $7.50.

HARVEST TOOLS. 17½%.

HINGES

Light T and strap, 15% off.

Corrugated Strap Hinges — 4, $1.60; 5, $2.20; 6, $3.00; 8, $4.75; 10, $7.00; 12, $10.80.

Corrugated Tee Hinges—4, $2.00; 5, $2.50; 6, $3.40; 8, $5.70; 10, $8.50; 12, $12.00.

HORSESHOES

Iron, No. 0 to 1, $8.35; No. 2 and larger, $8.10; snowshoes, No. 0 to No. 1, $8.60; No. 2 and larger, $8.35; steel, No. 0 to 1, $8.80; No. 2 and larger, $8.55; featherweight, $9.95.

IRON, GALVANIZED

	Apollo and "Fleur de Lis" Premier
10¾ oz. or 2 8Eng.	$9 40
28 Am. or 26 Eng.	9 00
26 Am. or 26 Eng	8 70
24	8 55
22	8 55
18 and 20	8 40
16	8 25

IRONS, SAD

Common Sad Irons, 8 lbs., 11c uer lb.; 4 lbs., 14c per lb.

Mrs. Pott's No. 55, set	$2 00
Mrs. Pott's No. 50, set	2 15

Mrs. Pott's common and iron handles, $1.60 dozen. Mrs. Pott's improved, $2.10 a dozen.

JACKSCREWS

20% off list.

KNIVES—HAY

	Doz.
Heath's	$12 50
Lightning	12 50

LAMP CHIMNEYS

A, per case, 8 doz., $9.10 per doz., $1.25; B, per case 6 doz., $7.80; per doz., $1.40.

LANTERNS

No. 2, plain	$13 00
No. 25, Dash-board	17 50
Short Globe, doz.	13 00

LEAD PIPE, $12.40.

LEAD WASTE, $13.40.

LATCHES—THUMB, STEEL

	Doz.
2	$1 90
3	2 50
4	4 50

Barn Door

5	2 95
8	3 20
9	5 50

LINSEED OIL

See weekly report.

MACHINES—WASHING

	Each
Dowswell	....
New Century B	....
New Idea	....
Snowball	....

Prices on application.

MATTOCKS

Pick, $13.85; cutter, $13.85.

MOPS

	Doz.
O'Cedar Polish, No. 1	$12 00
O'Cedar Polish, No. 3	12 00
Self-Wringing	5 75

MOWERS—LAWN

	14 in.	16 in.
Woodyatt	$ 6 50	$ 9 00
Empress	11 00	11 50
Daisy	6 60	.....
Star	7 50	8 00

NAILS

Wire, f.o.b. Fort William, $5.35 base; Winnipeg, $5.85 base. Cut f.o.b. Winnipeg, $6.55.

NETTING—POULTRY

Net Prices per Roll.

1 in. mesh x 24 in.	$6 30
30 in.	7 65
36 in.	9 00
2 in. mesh x 24 in.	3 05
30 in.	3 60
36 in.	4 20
48 in.	5 60
60 in.	6 95
72 in.	8 30

NETTING. Poultry, Hexagon, 10%.

Banner Netting, 24 in., $4.75; 36 in., $6.10; 48 in., $7.25; 60 in., $8.50; 72 in., $9.75.

NUTS

Square, small lots, blank, 4½c tapped, 4¾c advance on list; Hexagon, small lots, blank, 4¾c; Tapped, 5c advance on list; case lots all styles, 1c less than above.

OILS

"Buffolite," 25c; Ideal Thresher, 50c; "B" Castor machine oil, 41c; Buffalo engine gasoline, 37c; Buffalo "A" gas engine oil, 55c; Royal gasoline, 37c; Family safety coal oil, 24½c; Summer black oil, 24½c; Kelso engine oil, 60c; Electro oil, 45c; Royalite oil, 21c; Standard gas engine oil, 45½c; Prairie Harvester oil, 55c.

PAINTS

Stephens' Out White, $4.45; Stephens' House, $4.20; Stephens' Floor, $3.65; Silkstone colors, $3.40; Silkstone white, $3.50; Stephens' Barn Paint, $1.45.

POLISH

O'Cedar —

	Doz.
4 oz.	$2 00
12 oz.	4 00
1 quart	10 00
½ gal.	16 00
1 gal.	24 00

Liquid Veneer—

4 oz.	$2 00
12 oz.	4 00
1 quart	8 40
½ gal.	14 40

(Continued on second page)

Bon Ton—

	Doz.
¼ pints	1 35
½ pints	2 10
Pints	3 15
Quarts	5 10
½ gal.	9 00
Gal.	15 00

If You Knew—

THE economic reasons, alone, as a motive for housewives in selecting "Silkstone" as a wall covering, are a big factor in promoting sales.

SILKSTONE

(REGISTERED TRADE MARK)

FLAT WALL COLOURS

Silkstone is cheaper than wall-paper (and decidedly more sanitary), lasts longer than other wall finishes, can be washed often, and won't rub off. It gives a beautiful soft, silky finish that will outwear any other wall covering. The economy of a finish that costs little to apply and lasts so long will forcibly appeal to all.

Set "Economy" to make sales of Silkstone for you. If there is no Stephens' Agent near you, write for our good proposition.

G. F. STEPHENS & CO., LIMITED

Paint and Varnish Makers

WINNIPEG and CALGARY

Winnipeg Hardware Quotations—Continued

PIPE, WROUGHT IRON

Per 100 ft.	Black	Galv.
¼ inch	$ 4 91	$ 7 20
⅜ inch	5 00	7 34
½ inch	6 66	8 37
¾ inch	8 33	10 71
1 inch	12 33	15 75
1¼ inch	16 65	21 29
1½ inch	19 94	25 43
2 inch	26 82	34 25
2½ inch	43 07	54 77
3 inch	56 40	71 70
3½ inch	73 86	.....
4 inch	87 25	.....
4½ inch	100 26	.....
5 inch	116 82	.....
6 inch	151 52	.....

PLASTER. Paris, per bbl., $4.50.

PLATES, CANADA

18 x 21 per box, half polish, $9.25; full polished, ...; 18 x 24, half polished, $9.25; full polished, ... 20 x 28, half polished, $9.50; full polished, ...

PUTTY

100-lb. irons	$7 20
25-lb. irons, per cwt.	7 80
1½-lb. tins	14½

RIVETS AND BURRS

Iron rivets, 30-10%; copper, No. 7, 45c lb.; No. 8, 46c; No. 10, 50c; No. 12, 54c.

Five-lb. assorted boxes, No. 8, 52c; No. 10, 55c lb.

Copper Burrs, No. 7, 45c; No. 8, 46c; No. 10, 50c; No. 12, 54c.

ROPE

Sisal, 28¼c base; pure Manila, 35¼c base; British Manila, 31¼c base; lath yarn, 28¼c base; African hemp, 31¼c base; cotton rope, ¼ and over, 66c lb.

Tarred Marline Hanks, per lb., 50c.

SANDPAPER—

Star—	Quire	Ream
00, 0	$0 33	$6 05
½	0 36	6 50
1	0 40	7 30
1½	0 45	8 25
2	0 52	9 30
2½	0 58	10 50
3	0 66	11 90

B. & A.—

00, 0	$0 37	$6 75
½	0 40	7 15
1	0 45	8 10
1½	0 52	9 45
2	0 60	10 90
2½	0 70	12 50
3	0 80	14 30

SASH BALANCES (Caldwell). 10% on list.

SAWS, BUCK

Happy Medium, $12.00; Watch Spring, $12.50; Lance Tooth or Lightning Blades, $13.20.

SCREWS

Bright iron round head, 65%; flat head, 70%; round head, brass, 30%; flat head, brass, 35%; coach, 45%. Set Screws, 20-10%.

SCYTHES—

	Doz.
Bramble	$15 50
Bush	15 50
Excelsior	17 00
Cast	15 00

SNATHS—

No. 2 loop	13 25
Bush	15 00

SWEEPERS, CARPET—

See list in regular "Current Market Quotations" Column, f.o.b. factory, Niagara Falls, Ont.

SWEEPERS, VACUUM—

	Doz.
Grand Rapids, Nic.	$101 00
Household, Jap.	91 00
Superba, Nic.	117 00

F.o.b. Jobbers' Warehouse, Winnipeg. Prices guaranteed by manufacturers against their own decline to December 31, 1919.

STEEL SHEETS, BLACK

10 gauge	$7 05
12 gauge	7 10
14 gauge	7 15
16 gauge	7 25
18-20 gauge	7 80
22-24 gauge	7 85
26 gauge	7 90
28 gauge	8 00

SHOVELS AND SPADES—

Shovels—Fox and Olds, D.H., Sqr. Pt., $15.05 per doz.; D.H. Rd. Pt., $15.05 per doz.; L.H. Sqr. Pt., $15.05; L.H. Rd. Pt., $15.05; Bulldog & Jones, D.H., Rd. Pt., $16.30; D.H. Sqr. Pt., $16.30; L.H. Rd Pt., $16.30; L.H., Sqr. Pt., $16.30; L.H., Rd. Pt., $16.30; Black Cat and Crescent Scoops—No. 4, $19.00 doz.; No. 6, $19.50; No. 8, $20.00; No. 10, $20.50; Moose & Jones Scoops, No. 4, $19.90; No. 6, $20.90; No. 8, $21.40.

SOLDER. Per pound, 34 to 35.

SPIKES

Pressed, ⅛ in., $8.30; 5-16, $7.95; ¾, $7.75; ½, $7.55.

STAPLES

Bright wire, per cwt., $5.15 at Fort William, $5.65 Winnipeg; galvanized staples, $5.95 Fort William, $6.45 Winnipeg.

STEEL

Sleighshoe, $5.50 base per cwt.; plow, common, $6.50; crucible plow, $7.50; angle, $5.35; harrow, $5.75 base; cast, octagon tool steel, 20c base; square tool, 20c base; spring, $7.50; machine, $8.00 base; tire, $5.90. Mild, 3-16, ¼, 5-16, $7.75 base; other sizes $5.50 base. Band steel, $5.50 base.

STEEL HOOPS

½ in., $8.35; ⅝ in., $8.00; ¾ in., $7.40; ⅞ in., $7.10; 1 in., $7.00; 1¼ in., $6.90; 1½ in., $6.80.

STEEL SQUARES

15% on list.

TACKS. Carpet, 65% list.

TIES. Cow, 10%.

TIN AND TERNE PLATE—

20 x 28 I.C. box	$23 50
20 x 28 I.X. box	27 00
20 x 33 I.C. box	28 50
20 x 33 I.X. box	32 50
Terne plates	24 00

TRAPS, GAME—

	Victor	H. & N.	Jump
No. 0	$1 95	$....	$....
No. 1	2 30	3 60	3 10
No. 1½	3 45	5 40	4 55
No. 2	4 80	7 50	6 70
No. 3	6 75	10 00	....

TUBS—

	Wood	Fibre
No. 0	$21 35	$26 40
No. 1	18 80	22 65
No. 2	16 40	18 80
No. 3	14 00	15 95

TURPENTINE

See weekly report

TWINE (WRAPPING)

	Lb.
Cotton, 3-ply, cones	$0 66
Cotton, 3-ply, balls	0 69
Cotton, 4-ply, cones	0 70
Cotton, 4-ply, balls	0 73

VARNISHES—

Stephens Luminette, gal.	$2 20
Stephens Exalite, gal.	3 00

WARES, ETC.—

Scotch Grey, 40% discount.

Colonial, Imperial, Pearl, 20-7½% discount.

Premier, Canada, Diamond, discount 2½%.

Whiteware, 40-10% discount.

Japanned Ware, list, plus 30%.

Japanned Ware, white, list, plus 40%.

Japanned Sprinklers, list, plus 30%.

Stamped Ware, plain, 40-10% discount.

Stamped Ware, ret'd, 40% discount.

Pieced Tinware, ordinary, list, plus 40%.

Pieced Tinware, copper bottoms list, plus 60%.

Sheet Iron Ware, list, plus 20%.

Light Galv'd Pails and Tubs, list, plus 20%.

Heavy Galv'd Pails and Tubs, plus 30%.

Jap. Coal Hods, list, plus 35%.

Galv'd Coal Hods, list, plus 50%.

WASHERS—

Iron, small lots, 45% off list plus $1.50; full boxes, iron, 33 1/3% off list plus $1.00.

WHITE LEAD—

Decorators' pure, ton lots, $16.90; less than ton lots, $17.25.

WIRE, BARB—

Lyman, 4-point, $4.85 Winnipeg; Glidden Cattle, 2-pt., $4.65 Winnipeg; Baker, 2-pt., $4.55 Winnipeg; plain twist, cwt., Winnipeg, $7.00 100 lbs.; plain galvanized; Winnipeg, No. 9, $5.50; No. 12, $5.65; coil spring, Winnipeg, No. 9, $5.55; No. 12, $5.70.

Patented screen in 100-ft rolls, $3.50 per hundred sq. ft.; in 50-ft rolls, $3.60 per 100 sq ft

WIRE, PLAIN—

Bale ties, 14 gauge single loop, $7.25 Winnipeg; $6.75 Ft. William

Brass snare wire, per lb., 80c.

WIRE, ANNEALED—

No. 9, $6.00; 10, $6.06; 12, $6.20; 14, $6.40; 15, $6.55; 16, $6.70 per 100 lbs.

WRENCHES (NUT)—

Agricultural—	Doz.
6 in.	$6 70
8 in.	8 00
10 in.	9 40
12 in.	12 00
15 in.	16 80

Perfect Handle—	
6 in.	12 00
8 in.	14 40
10 in.	16 80
12 in.	21 60
15 in.	28 80
18 in.	38 40

WRENCHES (PIPE)—

Stillson—	Each
6 in.	$1 00
8 in.	1 15
10 in.	1 25
14 in.	1 75
18 in.	2 50
24 in.	3 65
36 in.	6 75

Trimo—	
10 in.	$1 60
14 in.	2 10
18 in.	3 00
24 in.	4 35

Always Ready—	Dozen Black	N.P
No. 1	$4 20	$4 50
No. 2	5 75	6 90

WRINGERS—

Eze, $62.55 per doz. Reliance

STEEL IRON METALS

WINNIPEG WAREHOUSE STOCK

REINFORCING BARS IN ALL SIZES, IN LENGTHS UP TO 60'
BOLTS: MACHINE, CARRIAGE, DRIFT, SHIPBUILDING, ELEVATOR
BAR IRON: FLAT, ROUND AND SQUARE, SMALLEST TO THE LARGEST
HEXAGON BARS MACHINE STEEL

BOILER TUBES	NUTS	RIVETS	SHAFTING
ANGLES	CHANNELS	RAILS	TEES
FORGING BILLETS	CAP SCREWS	WASHERS	SET SCREWS

GAUGE SHEETS, BLACK AND GALVANIZED, IN ALL GAUGES

GET OUR MONTHLY STOCK LIST

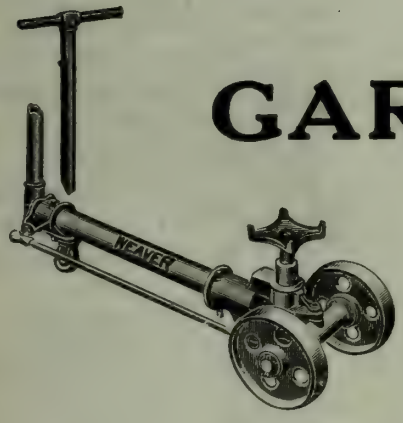
A COMPLETE LINE FOR

THE MANUFACTURER — THE WHOLESALER—THE CONSUMER

IF IT'S STEEL OR IRON WE HAVE IT

The MANITOBA STEEL & IRON COMPANY.

WINNIPEG, MANITOBA LIMITED



WEAVER GARAGE AND SHOP EQUIPMENT

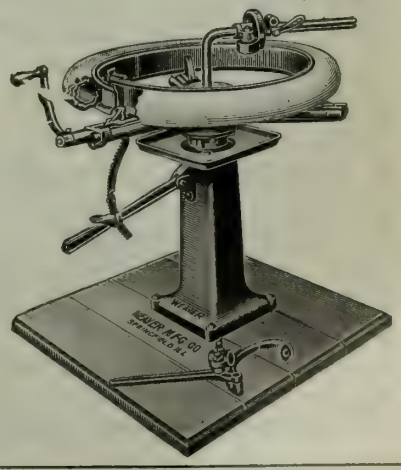
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Quickly and Economically

and with a minimum of labor.

Each device in this very complete line is an article of real merit and a practical necessity to the garage or repair man.

Ask for a copy of the WEAVER BOOKLET and also a copy of our 1919 ACCESSORY CATALOGUE.



GREAT WEST ELECTRIC CO., LTD.

WINNIPEG

Distributors of LACO TUNGSTEN and NITRO LAMPS.

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British Aluminium Co., Toronto.
Canada Metal Co., Toronto.
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Louis McLain Co., Ltd., Winnipeg, Man.

Aluminum Ware
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Art Glass
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Ash Sifters
Furnival & Co., Toronto.
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Homer & Wilson, Hamilton, Ont.
Hyslop Bros., Toronto.
North American Hardware Co., Ltd., Montreal.
Prairie Motor Sales Co., Moose Jaw, Sask.
The Royal Canadian Specialties, Hamilton, Ont.
Samuel Trees & Co., Ltd., Toronto.
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The All-Way Mfg. Co., Toronto, Ont.
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W. H. Banfield & Sons, Ltd., Toronto.
Benjamin Electric Co., Toronto.
Boston Varnish Co., Everett Station, Boston, Mass.
Barcalo Mfg. Co., Buffalo, N.Y.
Canada Cycle & Motor Co., Ltd., Weston, Ont.
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Canadian Winckley Co., Ltd., Windsor, Ont.
Cannon Oiler Co., Keithsburg, Ill.
The Carborundum Co., Niagara Falls, N.Y.
Canada Dry Cells, Ltd., Winnipeg.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
The Durkee-Atwood Co., Toronto, Ont.
Gutta Percha & Rubber, Ltd., Toronto.
Kinzinger, Bruce & Co., Niagara Falls, Ont.
Line, Kimball Co., Moose Jaw, Sask.
The Lockwood-Ash Moter Co., Jackson, Mich.
The Marquette Manufacturing Co., Inc., St. Paul, Minn.
M. H. Merchant Corporation, Syracuse, N.Y.
Metal Specialties Mfg. Co., Chicago, Ill.
The Locktite Mfg. Co., Windsor, Ont.
Frank Mossberg Co., Attleboro, Mass.
McKinnon Industries, Ltd., St. Catharines, Ont.
Northern Electric Co., Ltd., Montreal.
The Prismolite Sales Co., Westfield, N.Y.
Will B. Lane, Chicago, Ill.
Perfection Sanitary Brush Co., Toronto.
Rock Island Mfg. Co., Chicago, Ill.
C. A. Shaler Co., Waupun, Wis.
The Steel Trough & Machine Co., Ltd., Tweed, Ont.
The Sterns Tire & Tube Co. of Canada, Ltd., Toronto.
Thermoid Rubber Co., Trenton, N.J.
Trimont Mfg. Co., Roxbury, Mass.
Van Cleef Bros., Chicago, Ill.
The Van der Linde Rubber Co., Toronto.
Wilkinson & Kompass, Hamilton.
Williams & Co., J. H., Brooklyn, N.Y.
Wilson Auto Specialties, Ltd., Hamilton, Ont.

Automobiles
Canadian Pneumatic Tool Co., Ltd., Montreal.

Automobile Parts
Kinzinger, Bruce & Co., Ltd., Niagara Falls, N.Y.
McKinnon Industries, Ltd., St. Catharines, Ont.

Awnings
Finnie & Murray, Ltd., Winnipeg.
Grant, Holden & Graham, Ltd., Ottawa, Ont.
J. J. Turner & Co., Peterboro, Ont.

Axes
Canada Foundries & Forgings, Brockville, Ont.
Can. Warren Axe & Tool Co., St. Catharines.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.
Shurly-Dietrich Co., Ltd., Galt, Ont.

Axles
Guelph Spring & Axle Co., Ltd., Guelph, Ont.

Babbitt Metal
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal.
Hoyt Metal Co., Toronto.
Owl Metal Co., Winnipeg.
Lewis Bros., Ltd., Montreal.
Plewes, Ltd., Winnipeg, Man.
Tallman Brass & Metal Co., Hamilton.

Barb Wire
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Bars and Racks, Clothes
Stratford Mfg. Co., Ltd., Stratford, Ont.
Otterville Mfg. Co., Ltd., Otterville, Ont.

Barrel Covers
E. B. Eddy Co., Ltd., Hull, Que.

Barrel Liners
J. N. Warminton & Co., Montreal, Que.

Batteries, Dry
Canadian National Carbon Co., Ltd., Toronto.
Canada Dry Cells, Ltd., Winnipeg.
Great West Electric Co., Ltd., Winnipeg, Man.
Canadian General Electric Co., Toronto.
Dominion Battery Co., Ltd., Toronto, Ont.
North American Hardware Co., Ltd., Montreal.
Northern Electric Mfg. Co., Montreal.
Usona Mfg. Co., Windsor, Ont.

Batteries, Flashlight
Canadian National Carbon Co., Ltd., Toronto.
Dominion Battery Co., Ltd., Toronto, Ont.
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Baths, Enamelled and Copper
Canada Metal Co., Toronto.

Bath Room Fixtures
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Bends, Brass, Iron and Lead
Jas. Morrison Brass Mfg. Co., Toronto.

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Jas. Morrison Brass Mfg. Co., Toronto.
The United Brassfounders, Ltd., Manchester, Eng.
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Brass Castings and Goods
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Jas. Morrison Brass Mfg. Co., Toronto.
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The United Brassfounders, Ltd., Manchester, Eng.
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Brass, Sheets and Rods
Canada Metal Co., Toronto.
A. C. Leslie & Co., Montreal.
Tallman Brass & Metal Co., Hamilton.

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Bevels
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.
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Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

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Can. Consolidated Rubber Co., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.
Plewes, Ltd., Winnipeg, Man.

Belting, Cotton
Dominion Belting Co., Hamilton, Can.
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Wilkinson & Kompass, Hamilton.

Bolts, Eye
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The Steel Co. of Canada, Ltd., Hamilton, Ont.
Williams & Co., J. H., Brooklyn, N.Y.

Bolts, Panic
Wm. Newman & Sons, Birmingham, Eng.

Boring Bars
Williams & Co., J. H., Brooklyn, N.Y.

Boxes, Tin
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Boots, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Boot Calks and Tools
Steel Co. of Canada, Ltd., Hamilton.

Boring Bars
Pratt & Whitney Co. of Canada, Ltd., Dundas.

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Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Bale Ties
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
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National Mfg. Co., Sterling, Ill.
Safety Door Hanger Co., Hamilton, Ont.
Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Guelph, Ont.

Barrel Stands
Wakyte Mfg. Co., Winnipeg.

Barrels, Steel
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

Balers, Steel
Climax Baler Co., Hamilton.
Spielmann Agencies, Montreal.

Bit, Braces
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Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Black Sheets
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Brackets, Shelf
Canada Steel Goods Co., Hamilton.
The Stanley Works, New Britain, Conn.

Brake Shoes for Ford Cars, Lined and Unlined
Adamson Mfg. Co., Hamilton, Ont.

Box Strapping
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The Stanley Works, New Britain, Conn.
J. N. Warminton & Co., Montreal, Que.

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Dupont Powder Co., Wilmington, Del.

Building Papers
Alex. McArthur & Co., Montreal, Que.

Burlap
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The Trade Mark behind the "Hardware House of Quality"

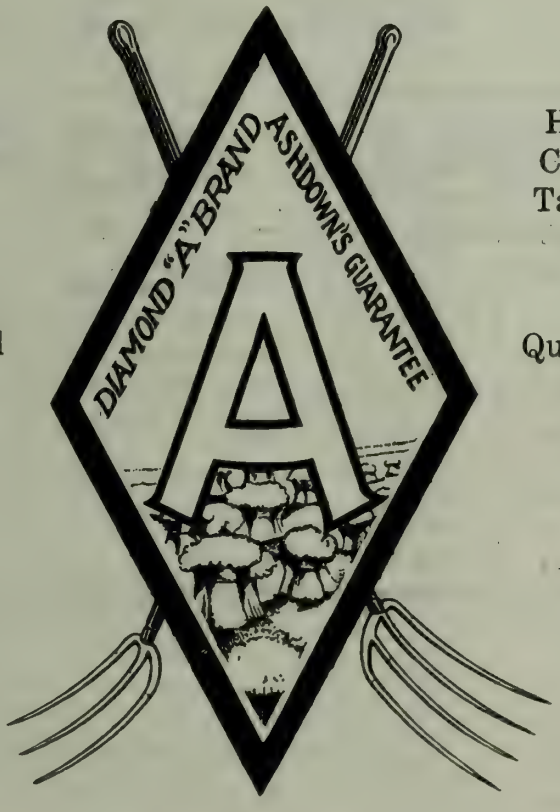
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Diamond "A" Harvest Tools

There is a vast difference between buying just Harvest Tools and Diamond "A" Harvest Tools. By stocking up on Diamond "A" Harvest Tools you can be assured of every sale producing absolute satisfaction. The Diamond "A" Brand is a mark of quality that farmers have come to recognize as better service in Tools.

Tines are made of Highest Grade Steel.

Strength combined with durability.



Handles Extra Choice Selected Tapered Pattern

Quality reputation unsurpassed.

It's "good business" on your part to sell **Diamond "A"** Harvest Tools. Write us for special information and prices.

THE J. H. ASHDOWN HARDWARE CO., LIMITED

CALGARY WINNIPEG SASKATOON

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Butter Tubs (Covered)
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Butter Molds
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Walter Woods & Co., Hamilton, Can.

Butter Workers
Beatty Bros., Ltd., Fergus, Ont.

Butts and Hinges
Canada Foundries & Forgings, Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Caverhill, Learmont & Co., Montreal.
Chicago Spring Butt Co., Chicago, Ill.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Burrs
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton.
Parmenter & Bulloch, Gananoque.

Bread and Cake Makers
Thos. Davidson Mfg. Co., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.

Breast Drills
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.

Brushes and Brooms
The Boeckh Co., Limited, Toronto.
Meakins & Sons, Ltd., Hamilton.
Perfection Sanitary Brush Co., Toronto.
The Rubberset Co., Limited, Toronto.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Walter Woods & Co., Hamilton.
Yates & Co., Halifax, Eng.

Bits, Auger
Caverhill, Learmont & Co., Montreal.
Russell Jennings Mfg. Co., Chester, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.
Wilkinson & Kompass, Hamilton.
Scythes, Ltd., Toronto.

Bits, Forstner
Progressive Mfg. Co., Torrington, Conn.

Bicycles
Canada Cycle & Motor Co., Toronto.
Crown Cycle & Motor Co., Montreal, Que.
Hyslop Bros., Ltd., Toronto.
Iver Johnson Arms & Cycle Works, Ltd., Fitchburg, Mass.

Birch Seats
Canadian Veneering Co., Montreal, Que.

Brake Lining
Crown Cycle & Motor Co., Montreal, Que.

Brooms
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.
Walter Woods & Co., Ltd., Hamilton, Ont.

Brushes, Shaving
The Boeckh Co., Limited, Toronto.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Meakins & Sons, Ltd., Hamilton, Ont.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Brushes, Scrub, Shoe and Stove
The Boeckh Co., Limited, Toronto.
Meakins & Sons, Ltd., Hamilton, Ont.
Perfection Sanitary Brush Co., Toronto, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.
Yates & Co., Halifax, Eng.

Brushes, Floor
Boeckh Co., Limited, Toronto.
Perfection Sanitary Brush Co., Toronto.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Brushes, General
The Boeckh Co., Limited, Toronto.
Perfection Sanitary Brush Co., Toronto, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.
Yates & Co., Halifax, Eng.

Buckles, Harness and Trunks
McKinnon Industries, Ltd., St. Catharines, Ont.

Builders' Hardware
Allith Mfg. Co., Ltd., Hamilton, Ont.
Caverhill, Learmont & Co., Montreal.
Canada Steel Goods Co., Hamilton.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
R. Johnson, Clapham & Morris, Ltd., Manchester, Eng.
National Hardware Co., Orillia, Ont.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.
Stratford Brass Co., Ltd., Stratford, Ont.

Bumpers, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Cabinet Hardware
Stratford Brass Co., Ltd., Stratford, Ont.

Canoes and Boats
Canadian Canoe Co., Ltd., Peterborough, Ont.
Peterborough Canoe Co., Lt., Peterborough, Ont.

Calks, Boot
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Calipers and Dividers
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
L. S Starrett Co., Athol, Mass.

Caliper Gauges
Williams & Co., J. H., Brooklyn, N.Y.

Camp Furniture and Goods
Finnie & Murray, Ltd., Winnipeg.
J. J. Turner & Sons, Ltd., Peterboro, Ont.
Otterville Mfg. Co., Ltd., Otterville, Ont.

Cans, Milk
The A. R. Whittal Can. Co., Ltd., Montreal.

Cans, Paint
The A. R. Whittal Can. Co., Ltd., Montreal.

Cans
The A. R. Whittal Can. Co., Ltd., Montreal.

Cans, Oil
Cannon Oiler Co., Keithsburg, Ill.

Caps for Hubs
McKinnon Industries, Ltd., St. Catharines, Ont.

Carriage Hardware
Stratford Brass Co., Ltd., Stratford, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Cartridges
Dominion Cartridge Co., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.

Castings, Brass, Bronze and Aluminum
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Cash Carriers
Gipe-Hazard Store Service Co., Toronto.

Cash Registers
The National Cash Register Co. of Canada, Ltd., Toronto.

Casters
Canada Foundries & Forgings, Ltd., Brockville.
The Faultless Caster Co., Evansville, Ind.

Castor Oil
B. & S. H. Thompson & Co., Ltd., Montreal, Que.

Carpet Sweepers
Bissell Carpet Sweeper Co, of Canada. Ltd., Niagara Falls, Ont.
Caverhill, Learmont & Co., Montreal.
Walter Woods & Co., Hamilton.

Carriage Castings
McKinnon Industries, Ltd., St. Catharines, Ont.

Casseroles
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Chains, Coil, Boom, Hammock, Tether, Dog, Halter, Cow, Breast, Trace, Tire
McKinnon Chain Co., St. Catharines, Ont.

Cable Carriers
Gipe-Hazard Store Service Co., Toronto.

Cellar Drainers
The Penberthy Injector Co., Ltd., Windsor, Ont.

Cement, Asbestos
Canadian Asbestos Co., Montreal, Que.

Cement, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Van Cleef Bros., Chicago, Ill.

Cement, Roofing
Geo. W. Reed & Co., Ltd., Montreal, Que.

Chains, Cut-Link
The Niagara Falls Metal Stamp'g Works, Niagara Falls, N.Y.

Chains, Folding
J. E. Beauchamp & Co., Montreal, Que.

Chain Pipe Wrenches
J. H. Williams & Co., Brooklyn, N.Y.

Chair Seats
J. E. Beauchamp & Co., Montreal, Que.
Canadian Veneering Co., Acton Vale, Que.

Chairs for Automobile, Camp and Boat
McKinnon Industries, Ltd., St. Catharines, Ont.

Choppers, Ice
L. & I. J. White Co., Buffalo, N.Y.

Chisels, Cape, Cold, etc.
Brown-Boggs Co., Ltd., Hamilton.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Check Protectors
W. G. Patrick & Co., Ltd., Toronto.

Checking Floor Hinges
Chicago Spring Butt Co., Chicago, Ill.

Chemical Closets
Wakyte Mfg. Co., Winnipeg, Man.

Chemical Specialties
B. & S. H. Thompson & Co., Ltd., Montreal, Que.
Van Cleef Bros., Chicago, Ill.
Vol-Peek Mfg. Co., Montreal.

Choppers, Food
Landers, Frary & Clark, New Britain, Conn.

Chucks, Tap
Wells Bros. of Canada, Galt.

Churns, Hand and Power
Beatty Bros., Ltd., Fergus.
Caverhill, Learmont & Co., Montreal.
Dowswell, Lees Co., Hamilton.
Landers, Frary & Clark, New Britain, Conn.
Medalta Stoneware Co., Ltd., Medalta, Ont.
Merchants Hardware Specialties, Ltd., Calgary.
Walter Woods & Co., Hamilton.

Clamps "C"
J. H. Williams & Co., Brooklyn, N.Y.

Clothes Bars and Racks
Otterville Mfg. Co., Ltd., Otterville, Ont.

Clothes Racks
Walter Woods & Co., Hamilton.

Clamps
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Williams & Co., J. H., Brooklyn, N.Y.

Clippers
Chicago Flexible Shaft Co., Chicago, Ill.

Closets
Wakyte Mfg. Co., Ltd., Winnipeg, Man.

Closet Seats
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Clothes Dryers
The Coleman Fare Box Co., Ltd., Toronto.
Dowswell, Lees Co., Ltd., Hamilton, Can.

Clothes Lines
The Coleman Fare Box Co., Ltd., Toronto.

Clothes Line (Wire)
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Clothes Horses
Stratford Mfg. Co., Stratford, Ont.

Coal Chutes
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Coffee Percolators and Urns
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Landers, Frary & Clark, New Britain, Conn.

Corrugated Fasteners
J. E. Beauchamp & Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

Collar Balls
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Collar Pads
American Pad & Textile Co., Hhatham.
Burlington Windsor Blanket Co., Toronto, Ont.

Cotton Duck
Scythes & Co., Ltd., Toronto, Ont.

Cotton Gloves
American Pad & Textile Co., Chatham.

Coal Chutes
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Coal Hods
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

Cobblers' Sets
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Cookers, Steam
Louis McLain Co., Ltd., Winnipeg, Man.

Cookers, Fireless
Royal Fireless Cooker Co., Ottawa, Ont.

Conductor Pipe, Hooks, Heads, etc.
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Winnipeg Ceiling & Roofing Co., Winnipeg.
Wheeler & Bain, Toronto.

Connecting Rods
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Williams & Co., J. H., Brooklyn, N.Y.

Coping Saws
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Cordage
Brantford Cordage Co., Ltd., Brantford, Ont.
Consumers Cordage Co., Montreal.
Plymouth Cordage Co., North Plymouth, Mass.
Scythes & Co., Ltd., Toronto, Ont.

Corners, Chest
The Brainerd Mfg. Co., East Rochester, N.Y.

Crank Pulls (Wire)
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Crank Shafts
Williams & Co., J. H., Brooklyn, N.Y.

Crowbars
B. J. Coghlin & Co., Montreal.

Crocks, Butter
Medalta Stoneware Co., Ltd., Medicine Hat, Alta.

Crucibles
Canadian Asbestos Co., Montreal, Que.

Cultivators
The Bateman-Wilkinson Co., Ltd., Toronto, Ont.
J. E. Gilson Co., Port Washington, Wis.
C. S. Norcross & Sons, Bushnell, Ill.

Cutlery
The Acme Shear Co., Bridgeport, Conn.
Bridgeport Hdwe. Mfg. Co., Bridgeport, Conn.
The Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.
Geo. Butler & Co., Ltd., Sheffield, Eng.
The Canadian Wm. A. Rogers Co., Ltd., Toronto.
Caverhill, Learmont & Co., Montreal.
Geneva Cutlery Co., Geneva, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
James Hutton & Co., Montreal.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
Lewis Bros., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Oneida Community, Ltd., Oneida, N.Y.
Henry Rogers' Son & Co., Ltd., Sheffield, Eng.
Wm. Rogers Mfg. Co., Niagara Falls, Ont.

Cutters
Butterfield & Co., Inc., Rock Island, Que.
The Rapid Tool & Machine Co., Ltd., Montre
Trimont Mfg. Co., Roxbury (Boston, Mass.).

Curry Combs
The Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.

Cut-outs for Ford Cars
Adamson Mfg. Co., Hamilton, Ont.

Cuspidors
Thos. Davidson Mfg. Co., Ltd., Montreal.

Cuspidors (Fibreware)
E. B. Eddy Co., Ltd., Hull, Que.

Brake-lining for Ford Cars
Adamson Mfg. Co., Hamilton, Ont.

Dairy Pails
Thos. Davidson Mfg. Co., Ltd., Montreal.
Soren Bros., Toronto, Ont.

Dampers, Stove Pipe
Canada Foundries & Forgings, Brockville, Ont

Dashes, Buggy and Carriage
McKinnon Industries, Ltd., St. Catharines, Ont.

Desks, School
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Diaphragms, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Dies, Stocks, etc.
Butterfield & Co., Rock Island, Que.
Canadian Fairbanks-Morse Co., Montreal.
Pratt & Whitney Co. of Canada, Ltd., Dundas.
The Rapid Tool & Machine Co., Ltd., Montreal.
Wells Bros. Co. of Canada, Galt.

Disinfectants
J. E. Beauchamp & Co., Montreal, Que.

Display Racks and Stands
Cameron & Campbell, Toronto.
National Mfg. Co., Sterling, Ill.

Doors
Sanderson-Harold Co., Ltd., Paris, Ont.

Door Bolts
Canada Steel Goods Co., Hamilton, Can.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.

Door Knobs
Cartland & Son, Ltd., James, Birmingham, Eng.



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Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Steel Goods Co., Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.
National Mfg. Co., Sterling, Ill.

Door Springs
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Wm. Newman & Sons, Birmingham, Eng.

Door Pulls
Stratford Brass Co., Ltd., Stratford, Ont.

Doubletrees
McKinnon Industries, Ltd., St. Catharines, Ont.
West-Woods, Ltd., Winnipeg, Man.

Drain Pipe Cleaners
Herbert Terry & Sons, Redditch, Eng.

Draining Tools
Canadian Shovel & Tool Co., Hamilton, Can.

Drills, Breast
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.

Drill Chucks
Goodell-Pratt Co., Greenfield, Mass.

Drills, Blacksmiths'
Canada Foundries & Forgings, Brockville.

Drills
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Butterfield & Co., Inc., Rock Island, Que.
Goodell-Pratt Co., Greenfield, Mass.
Jones & Shipman, Ltd., Leicester, Eng.
North Bros. Mfg. Co., Philadelphia, Pa.
Plewes, Ltd., Winnipeg, Man.
Stanley Rule & Level Co., New Britain, Conn.
Wilkinson & Kompass, Hamilton, Ont.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.
Pratt & Whitney Co. of Canada, Ltd., Dundas, Ont.
Wilt Twist Drill Co. of Canada, Ltd., Walkerville, Ont.

Drills, Twist
Wilt Twist Drill Co. of Canada, Ltd., Walkerville, Ont.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Drop Forgings
McKinnon Industries, Ltd., St. Catharines, Ont.
Williams & Co., J. H., Brooklyn, N.Y.
Spielmann Agencies, Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Dry Colors
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
Ottawa Paint Works, Ottawa.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.
Martin-Senour Co., Ltd., Montreal.
McArthur Irwin, Montreal.
Stewart & Wood, Toronto.

Dusters
Channell Chemical Co., Toronto.
Perfection Sanitary Brush So., Toronto, Ont.

Dynamite
Du Pont American Industries, Wilmington, Del.

Dry Cells
Canada Dry Cells, Ltd., Winnipeg.
Canadian National Carbon Co., Toronto.
Canadian H. W. Johns-Manville Co., Toronto.
Canadian General Electric Co., Ltd., Toronto.
Dominion Battery Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man
Spielmann Agencies, Ltd., Montreal, Que.

Eavetrough
Pedlar People, Limited, Oshawa.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Metal Shingle & Siding Co., Ltd., Preston, Ont.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Egg Beaters
Louis McLain Co., Ltd., Winnipeg, Man.
Collette Mfg. Co., Collingwood.

Egg Cases
Miller Bros. Co., Ltd., Montreal, Que.
Walter Woods & Co., Hamilton.

Egg Case Fillers
Miller Bros. Co., Ltd., Montreal, Que.
Walter Woods & Co., Hamilton, Can.

Ejectors and Syphons
The Penberthy Injector Co., Ltd., Windsor, Ont.
Jas. Morrison Brass Mfg. Co., Toronto.

Elbows
Thos. Davidson Mfg. Co., Ltd., Montreal.
Pedlar People, Ltd., Oshawa, Ont.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Electric Bells
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man

Electric Fans
Canadian General Electric Co., Ltd., Toronto
Great West Electric Co., Ltd., Winnipeg, Man
Northern Electric Co., Ltd., Montreal.

Electric Fixtures
W. H. Banfield & Sons, Ltd., Toronto.
Canadian General Electric Co., Ltd., Toronto
Great West Electric Co., Ltd., Winnipeg, Man
Northern Electric Co., Ltd., Montreal.
Tallman Brass & Metal Co., Hamilton.

Electric Grates
Barton-Netting Co., Ltd., Windsor, Ont.
Great West Electric Co., Ltd., Winnipeg, Man

Electric Plates
Louis McLain Co., Ltd., Winnipeg, Man.

Electric Specialties
Benjamin Electric Co., Toronto.
Canadian General Electric Co., Ltd., Toronto
Canadian National Carbon Co., Toronto.
The Clemens Electrical Corporation, Hamilton.
Dominion Battery Co., Ltd., Toronto, Ont.
Great West Electric Co., Ltd., Winnipeg, Man
The Hessco Electric Mfg. Co., Toronto, Ont.
Landers, Frary & Clark, New Britain, Conn
National Electric Heating Co., Toronto
North American Hardware Co., Ltd., Montreal Que.
Northern Electric Co., Ltd., Montreal.
Spielmann Agencies Ltd., Montreal, Que.
Usona Mfg. Co., Windsor, Ont.

Electric Supplies
W. H. Banfield & Sons, Ltd., Toronto.
The Can. General Electric Co., Ltd., Toronto.
The Hessco Electric Mfg. Co., Toronto, Ont.

Emery
Dominion Glue & Emery Co., Montreal, Que.

Enamels
Boston Varnish Co., Everett Station Boston
British America Paint Co., Ltd., Victoria, B.C.
Wm. Harland & Sons, Toronto.
Sturgeons, Ltd., Toronto.

Enamelled Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.
E. T. Wright & Co., Hamilton, Ont.
Sheet Metal Products Co. of Canada, Ltd., Toronto

Emery Glues and Papers
John Oakey & Sons, London, Eng.

Emery (Grain and Sheets)
DesRochers, Ltd., Montreal, P.Q.

Eveners for 2, 3, 4, 6 and 8 Horses
Gregg Mfg. Co., Ltd., Winnipeg, Man
D. Ackland & Son, Ltd., Winnipeg, Man.
McKinnon Industries, Ltd., St. Catharines, Ont.
West-Woods, Ltd., Winnipeg, Man.

Evaporators
Steel Trough & Machine Co., Ltd., Tweed, Ont.

Excelsior
Rankin & Co., Ltd., Toronto.

Explosives
Du Pont Powder Co. Wilmington Del.
Hercules Powder Co., Wilmington, Del.

Escutcheon Pins
Parmenter & Bulloch Co., Ltd., Garneaque, Ont
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Exterminator, Rat and Roach
The Common Sense Mfg. Co., Toronto.

Extinguishers, Fire
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man
H. W. Johns-Manville Co., New York.
Northern Electric Co., Montreal.
Pyrene Mfg. Co., Ltd., Montreal, Que.

Fanlight Openers
Jas. Cartland & Son, Ltd., Birmingham, Eng

Fasteners, Storm, Sash and Screen
National Mfg. Co., Sterling, Ill.
Stratford Brass Co., Ltd., Stratford, Ont.
The Stanley Works, New Britain, Conn.

Farm Lighting Outfits
Canadian General Electric Co., Ltd., Toronto.
Northern Electric Co., Montreal.

Faucets, Petroleum
Can. Foundries & Forgings, Ltd., Brockville, Ont

Feed Boxes
Canada Foundries & Forgings, Brockville.

Feed Cookers
Wheeler & Bain, Toronto.

Felts (Tarred and Carpet)
Alex. McArthur & Co., Montreal, Que.
J. H. McComb, Ltd., Montreal, Que.

Fencing and Gates
Banwell-Hoxie Wire Fence Co., Hamilton.
McGregor-Banwell Fence Co., Ltd. Walkerville
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
B. Greening Wire Co., Hamilton, Ont.
Standard Tube & Fence Co., Woodstock.
Steel Co. of Canada, Ltd., Hamilton

Fences, Woven Wire, Farm and Ornamental
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

Fenders for Buggy and Carriage
McKinnon Industries, Ltd., St. Catharines, Ont
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Fire Appliances and Liquids
Pyrene Mfg. Co., Ltd., Montreal, Que.

Fire Arms
Colts Patent Fire Arms Mfg. Co., Hartford Conn.
Harrington & Richardson Arms Co., Worcester, Mass.
Johnson Iver Arms & Cycle Works, Fitchburg Mass.

Files
E. C. Atkins Co., Hamilton, Can.
G. & H. Barnett Co., Philadelphia.
Delta File Works, Philadelphia.
Henry Disston & Sons, Ltd., Philadelphia, Pa
The Ingersoll File Co., Ingersoll, Ont.
Nicholson File Co., Port Hope, Ont.
Plewes, Ltd., Winnipeg.
Simonds Canada Saw Co., Montreal
Wilkinson & Kompass, Hamilton.
DesRochers, Ltd., Montreal, P.Q.

Fillers
Boston Varnish Co., Everett Station Boston, Mass

Fire Door Fittings
Allith Mfg. Co., Ltd., Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.

Fire Extinguishers
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Pyrene Mfg. Co., Ltd., Montreal, Que.

Fire Department Supplies
Canadian Consolidated Rubber Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
Northern Electric Co., Montreal.

Fire Escapes
The Dennis Wire & Iron Works Co., Ltd., London

Fire Pails
E. B. Eddy Co., Ltd., Hull, Que.

Fireplace Fixtures
Barton-Netting Co., Ltd., Windsor, Ont.
Stover Mfg. & Engine Co., Freeport, Ill.

Fireplace Screens
Canada Wire & Iron Goods Co., Hamilton, Ont.

Fishing Tackle and Accessories
Marble Arms & Mfg. Co., Gladstone, Mich.

Flags
Finnie & Murray, Ltd., Winnipeg, Man.
Scythes & Co., Ltd., Toronto, Ont.
Grant, Holden & Graham, Ltd., Ottawa, Ont.
J. J. Turner & Sons, Ltd., Peterboro, Ont.

Flashlights, Electric
Canadian General Electric Co., Ltd., Toronto
Canadian National Carbon Co., Toronto.
Canada Dry Cells, Ltd., Winnipeg.
Crown Cycle & Motor Co., Montreal.
Dominion Battery Co., Ltd., Toronto, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
Metal Specialties Mfg. Co., Chicago
Northern Electric Co., Montreal.
Usona Mfg. Co., Windsor, Ont.
Ward & Gladstone, Manchester, Eng.

Flatware
Canadian Wm. A. Rogers, Toronto.
Oneida Community, Ltd., Oneida, N.Y.

Flower Pots
E. B. Eddy Co., Ltd., Hull, Que.

Fly Swatters
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Food Choppers
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Merchants Hardware Specialties, Ltd., Calgary.

Force Cups
Canadian Consolidated Rubber Co., Toronto.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber, Ltd., Toronto.

Ford Car Parts
Crown Cycle & Motor Co., Montreal.

Ford Car Specialties
Benjamin Electric Co., Toronto.
Royal Canadian Specialties, Hamilton, Ont.

Forgings
McKinnon Industries, Ltd., St. Catharines, Ont
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Forgings, Drop
McKinnon Industries, Ltd., St. Catharines, Ont

Funnels
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Furnaces
The Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.
Canada Foundries & Forgings, Brockville.
Enterprise Mfg. Co., Sackville, N.B.
The Empire Stove and Furnace Co., Ltd., Owen Sound.
The Gurney Foundry Co., Ltd., Toronto.
The Hall-Zyrd Foundry Co., Ltd., Hespeler, Ont.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont
Merchants Hardware Specialties, Ltd., Calgary.
Record Fdry. & Machine Co., Ltd., Moncton, N.B

Fruit Jars
Walter Woods & Co., Hamilton.

Furniture Polish
Buffalo Specialty Co., Buffalo, N.Y.
Canada Paint Co., Montreal.
Channell Chemical Co., Toronto.
Imperial Oil Co., Ltd., Toronto.
Saunders & Co., Montreal, Que.
Sherwin-Williams Co., Montreal
The Vlit Mfg. Co., Montreal, Que.

Fuses, Electric
The Hessco Electric Mfg. Co., Toronto.

Fuses, Electric, Refillable
The Clemens Electrical Jorporation, Hamilton.

Fuse Wire
Canada Metal Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Floor Stands
Jenkins Bros., Ltd., Montreal.

Floor Checks, Single or Double
Chicago Spring Butt Co., Chicago, Ill.

Flanges for Wheels
McKinnon Industries, Ltd., St. Catharines, Ont

Flag Holders
J. E. Beauchamp & Co., Montreal.

Flint Cloths
John Oakey & Sons, London, Eng.

Floor Dressing
Imperial Oil Co., Ltd., Toronto, Ont.

Galvanizers
McKinnon Industries, Ltd., St. Catharines, Ont.

Galvanized Steel Sheets
Dominion Sheet Metal Co., Ltd., Hamilton
A. C. Leslie & Co., Montreal
Pedlar People Ltd., Oshawa, Ont.
R. & S. H. Thompson & Co., Ltd., Montreal, Que.
Winnipeg Ceiling & Roofing Co., Winnipeg



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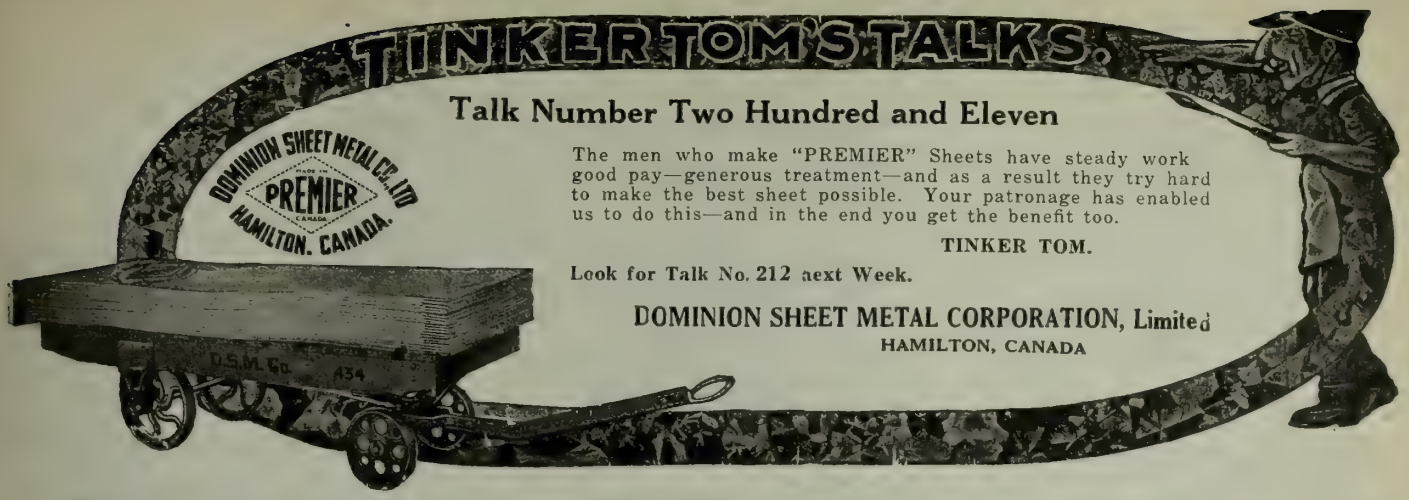
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Glue, White
W. Harris & Co., Toronto.
Canada Glue Co., Ltd., Brantford, Ont.

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Canada Glue Co., Ltd., Brantford, Ont.
Superior Electrics, Ltd., Pembroke, Ont.

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DesRochers Ltd., Montreal, Que.
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Sharratt & Newth, London, Eng.
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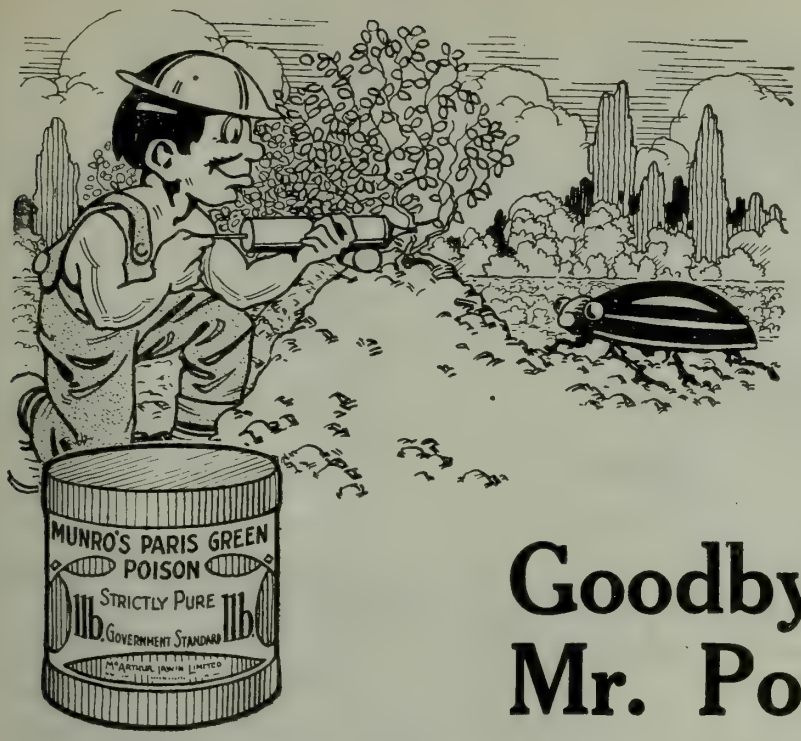
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Hamilton Gas Mantle Co., Hamilton, Can.

Malleable Iron Castings
The Gurney Foundry Co., Ltd., Toronto.
McKinnon Industries, Ltd., St. Catharines, Ont

Malleable for Carriages
McKinnon Industries, Ltd., St. Catharines, Ont

Marine Hardware
Scythes & Co., Ltd., Toronto, Ont.

Marine Supplies
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont.

Matches
E. B. Eddy Co., Hull, Que.

Mats, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Mauls
Can. Foundries & Forgings, Ltd., Brockville, Ont

Measures, Copper Plated
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Meat Choppers
Landers, Frary & Clark, New Britain, Conn.

Mechanical Rubber Products
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Metal Boxes and Drawers
Cameron & Campbell, Toronto.

Metals, Heavy and Shelf
Henry Rogers, Sons & Co., Ltd., Wolverhampton, Eng.

Metal Stamping
The Niagara Falls Metal Stamp'g Works, Niagara Falls, N.Y.

Metals, Expanded, Ingot, Sheet, Tubes, etc.
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
Tallman Brass & Metal Co., Hamilton, Can.
A. C. Leslie & Co., Montreal.

Metallic, Ceilings, Walls, Roofing, Skylights Siding, Cornices, Ventilators, Valley Windows Doors, etc.
Pedlar People, Oshawa, Ont.
Winnipeg Ceiling & Roofing Co., Winnipeg

Metal Specialties
Hamilton Stamp & Stencil Works, Hamilton, Ont.

Mica
Mica Co. of Canada, Ltd., Hull, Que.

Meters
Canadian General Electric Co., Toronto.

Menders, Graniteware, Pot and Pan
Collette Mfg. Co., Collingwood.
H. Nagle Co., Montreal.
North American Hardware Co., Ltd., Montreal
Vol-Peek Mfg. Co., Montreal.

Micrometers
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.
Canadian Fairbanks-Morse Co., Ltd., Montreal

Milling Cutters
Pratt & Whitney Co. of Canada, Ltd., Dundas

Millboard
E. B. Eddy Co., Ltd., Hull, Que.

Milk Cans
Thos. Davidson Mfg. Co., Ltd., Montreal

Milk Pails
E. B. Eddy Co., Ltd., Hull, Que.

Mirrors
Toronto Plate Glass Importing Co., Toronto
Leeks and Potts, Limited, Hamilton, Ont.

Mitre Boxes
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn

Mitre Box Saws
H. Disston & Sons, Ltd., Toronto.

Molasses Gates
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Mops
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Mop Sticks
Stover Mfg. & Engine Co., Freeport, Ill.

Motors
Canadian General Electric Co., Ltd., Toronto

Motor Cycles
The Enfield Cycle Co., Ltd., Redditch, Eng.
Iver Johnson's Arms & Cycle Works, Fitchburg Mass.
North American Hardware Co., Ltd., Montreal Q

Motor Generators
Canadian General Electric Co., Ltd., Toronto
Great West Electric Co., Ltd., Winnipeg Man
Northern Electric Co., Montreal.

Mullboard, Asbestos
Canadian Asbestos Co., Montreal, Que.

Nails, Wire
Canadian Tube & Iron Co., Ltd., Montreal
Caverhill, Learmont & Co., Montreal.
The Canada Metal Co., Ltd., Toronto.
Dominion Iron & Steel Co., Ltd., Sydney N S
The Graham Nail Works, Toronto.
H. S. Howland, Sons & Co., Toronto.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Lewis Bros., Ltd., Montreal.

BOWSER

PAINT OIL STORAGE

enables workmen to handle paint oils without loss. They prevent leakage, evaporation and gumming of oils. The pumps deliver accurate quantities, no over-running cans or other containers —no loss through dripping faucets — no oils left in barrels.

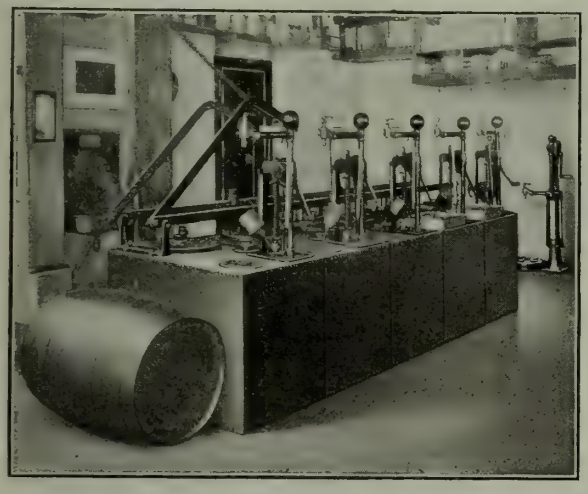


Illustration shows a Battery of Bowser Figure 109 First Floor Paint Oil Outfits with one Bowser Long Distance Paint Oil Pump, Figure 41.

There is no fire hazard from such oil storage. All oils are kept in a uniform consistency which means better results in the Finishing Room.

There are Bowser Systems suitable for all requirements in storing and handling paint oils as well as gasoline, lubricating and other oils.

S. F. BOWSER COMPANY
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NAILS

BRIGHT — BLUED — COATED
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WIRE

COPPERED, TIN, BRIGHT
ANNEALED, OILED & ANNEALED
HAY BALING WIRE

BALE TIES

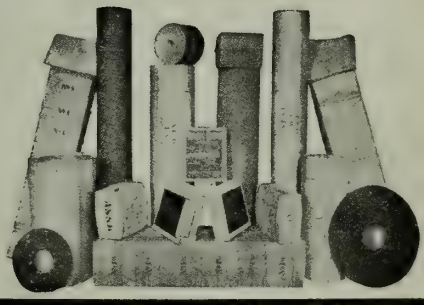
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Operated by the CANADA METAL CO., Ltd.

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VANCOUVER



Our wide and varied experience in successful manufacturing enables us to offer you a line of extraordinary saleable products. We make—

Emery Paper and Cloth, Garnet Paper and Cloth, Flint Paper and Cloth, Discs and Circles.

A complete stock of these lines will enable you to better serve your customers. Send us a postal for full particulars and prices.

Canadian Sales Representatives:

Messrs. Moncrieff & Endress, Galt Bldg., Winnipeg, Man. 'Phone Garry 3389.

Mr. Alexander Gibb, 3 St. Nicholas St., Montreal, Can. 'Phone Main 2343.

United States Sand Paper Co.
Williamsport, Penn.

THE BUYERS' GUIDE

Steel Co. of Canada, Ltd., Hamilton, Ont.
Parmenter & Bulloch, Gananoque, Ont.
Western Wire & Nail Co., London.

Nail Pullers
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Nails, Horse Shoe
Steel Co. of Canada, Ltd., Hamilton, Ont.

Neatsfoot Oil
W. Harris & Co., Toronto.

Neckyokes
McKinnon Industries, Ltd., St. Catharines, Ont.
Gregg Mfg. Co., Ltd., Winnipeg, Man.

Nipples
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Nipples for Radiators
McKinnon Industries, Ltd., St. Catharines, Ont.

Newsprint Paper
E. B. Eddy Co., Ltd., Hull, Que.

Oakum
Canadian Asbestos Co., Toronto, Ont.
Scythes & Co., Ltd., Toronto, Ont.

Oil Burners, Kerosene
The Canada Oil Burner Co., Toronto, Ont.

Oil Cans
Cannon Oiler Co., Keithsburg, Ill.

Oil Cake and Meal
Canada Linseed Oil Co.
Dominion Linseed Oil Co., Toronto.

Oarlocks
McKinnon Industries, Ltd., St. Catharines, Ont.

Oil, Coal
Imperial Oil Co., Toronto.

Oils, Cylinder
Imperial Oil Co., Ltd., Toronto.
Prairie City Oil Co., Winnipeg, Man.

Oil Hole Covers
Canadian Winkley Co., Windsor.

Oil, Motor, Road, Harness, Neatsfoot, Separator and gas Engine
The Continental Oil Co., Ltd., Winnipeg, Man.
Imperial Oil Co., Ltd., Toronto.
Prairie City Oil Co., Ltd., Winnipeg, Man.

Oil, Neatsfoot
W. Harris & Co., Toronto.

Oil Stoves
Thos. Davidson Mfg. Co., Ltd., Montreal.

Oil Tanks and Pumps
S. F. Bowser & Co., Inc., Toronto, Can.
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Gilbert & Barker Mfg. Co., Springfield, Mass.

Oiled Clothing
Scythes & Co., Ltd., Toronto, Ont.

Oil Stains
British America Paint Co., Ltd., Victoria, B.C.

Oil Storage and Distributing Systems
The S. F. Bowser Co. of Canada, Ltd., Inc., Toronto, Ont.

Oilers
The All-Way Mfg. Co., Toronto.
Cannon Oiler Co., Keithsburg, Ill.
Thos. Davidson Mfg. Co., Ltd., Montreal
Sheet Metal Products Co. of Canada, Ltd., Toronto

Orange Derinders
J. E. Beauchamp & Co., Montreal.

Ornamental Fence
Banwell Hoxie Wire Fence Co., Ltd., Hamilton.
McGregor, Banwell Fence Co., Ltd., Walkerville.

Ornamental Gates
McGregor, Banwell Fence Co., Ltd., Walkerville.

Ornamental Iron and Wire Work
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works, London, Ont.

Packings
Consumers Cordage Co., Montreal.
Canadian Asbestos Co., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Jenkins Bros., Ltd., Montreal.
Scythes, Ltd., Toronto.

Paint, Ready Mixed, House, Barn, Roof, Flat Wall, Concrete, Floor, Cement, Aluminum, Marine and Deck
Brandram-Henderson, Ltd., Montreal.
Canada Paint Co., Montreal.
R. C. Jamieson & Co., Montreal.
Imperial Varnish & Color Co., Toronto.
Lowe Bros, Ltd., Toronto.
Martin-Senour Co., Montreal.
McArthur-Irwin, Ltd.
The Ottawa Paint Works, Ottawa.
A. Ramsay & Son Co., Montreal.
Sanderson, Pearcy Co., Ltd., Toronto.
Standard Paint & Varnish Co., Ltd., Windsor Ont.
Stewart & Wood, Toronto.
Sherwin-Williams Co., Montreal.
G. F. Stephens Co., Winnipeg.
Benjamin Moore & Co., Toronto.
British America Paint Co., Ltd., Victoria, B.C.

Paint Brushes
Boeckh Bros., Toronto.
Meakins & Sons, Hamilton.
The Rubberset Co., Limited, Toronto.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.

Paint, Copper
British America Paint Co., Ltd., Victoria, B.C.

Paint and Varnish Remover
Brandram-Henderson, Ltd., Montreal, Que.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Martin-Senour Co., Ltd., Montreal.
Sherwin-Williams Co., Montreal.
A. Ramsay & Son Co., Montreal.

Paper Balers
Climax Baler Co., Hamilton.
Spielmann Agencies, Montreal.

Paint Oil Storage and Handling Systems
The S. F. Bowser Co. of Canada, Ltd., Inc. Toronto, Ont.

Parcel Carriers
Gipe-Hazard Store Service Co., Montreal.

Paris Green
Canada Paint Co., Montreal.
McArthur Irwin, Montreal.
Sherwin-Williams Co., Montreal.

Paper Bags
E. B. Eddy Co., Ltd., Hull, Que.
Walter Woods & Co., Hamilton.

Paper Napkins
E. B. Eddy Co., Ltd., Hull, Que.

Paper, Wrapping
Walter Woods & Co., Hamilton.

Packing Rubber
Canadian Consolidated Rubber Co., Montreal
Dunlop Tire & Rubber Co., Toronto.
Gutta Percha & Rubber Co., Ltd., Toronto.

Pads
D. Ackland & Sons, Winnipeg.
E. B. Eddy Co., Ltd., Hull, Que.

Pads for Horses
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto.

Patches
W. C. Wood Co., Minneapolis, Minn.

Pails
E. B. Eddy Co., Ltd., Hull, Que.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Soren Bros., Toronto.

Pails, Household
E. B. Eddy Co., Ltd., Hull, Que.

Pails, Wooden
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Paper, Wrapping
E. B. Eddy Co., Ltd., Hull, Que.

Pastes
Stuart & Foster, Toronto.

Paste, Dry
Stuart & Foster, Toronto.

Perforated Sheet Metals
B. Greening Wire Co., Ltd., Hamilton.
Canada Wire & Iron Goods Co., Hamilton, Ont.

Percolators, Coffee
Canadian General Eletric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Landers, Frary & Clark, New Britain, Conn.
Northern Electric Co., Ltd., Montreal.

Pickling Machines
Cushman Motor Works, Ltd., Winnipeg.

Peelers, Vegetable
John Burns & Co., Montreal, Que.

Pick Handles
J. H. Still Mfg. Co., St. Thomas, Ont.

Pidgeon Nests
E. B. Eddy Co., Ltd., Hull, Que.

Piston Rings
The Brown Engineering Co., Toronto, Ont.
The Ever Tight Piston Ring Co., St. Louis, Mo.

Piston Rod Packing
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Piston and Valve Packings
Canadian Asbestos Co., Montreal, Que.

Pitch
Scythes & Co., Ltd., Toronto, Ont.

Pistols
Ivei Johnson's Arms & Cycle Works, Fitchburg, Mass.

Phosphor Tin and Copper
Canada Metal Co., Ltd., Toronto.

Phonographs
Canadian Phonograph & Sapphire Disc Co., Winnipeg, Man.
Dominion Sewing Machine-Phonograph Co., Winnipeg

Pig Iron
A. C. Leslie & Co., Ltd., Montreal
Nova Scotia Steel Co., New Glasgow, N.S
Steel Co. of Canada, Ltd., Hamilton

Pins, Escutcheon
Parmenter & Bulloch, Gananoque

Pine Cutters (Stand)
Trimont Mfg. Co., Roxbury (Boston), Mass

Pine Stocks and Dies
The Rapid Tool & Machne Co., Ltd., Lachine, Que.
Wells Bros. Co., of Canada, Ltd., Galt

Pipe, Black and Galvanized
American Rolling Mills, Middletown, Ohio
Canada Metal Co., Toronto
Canadian Tube & Iron Co., Ltd., Montreal
Caverhill, Learmont & Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton
Thos. Davidson Mfg. Co., Ltd., Montreal
Lewis Bros., Ltd., Montreal

Pipe, Galvanized, Conductor
Pedlar People, Ltd., Oshawa
Thos. Davidson Mfg. Co., Ltd., Montreal
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg

Pipe, Lead
Canada Metal Co., Toronto
Hoyt Metal Co., Toronto
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Pipe, Stove
Collins Mfg. Co., Toronto
Soren Bros., Toronto

Pipe, Rain Water Conductor
Canada Metal Co., Toronto

Planters, Corn
Otterville Mfg. Co., Otterville, Ont.

Planters and Diggers, Potato
The Bateman-Wilkinson Co., Ltd., Toronto, Ont.

Pliers, Cutting
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Pliers, Combination
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn
Barcalo Mfg. Co., Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.

Plowshares
D. Ackland & Son, Winnipeg

Plugs, Rubber
Canadian Consolidated Rubber Co., Montreal
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Plumbers' Supplies
John Stevens Co., Ltd., Winnipeg, Man.

Plumbers' Supplies, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber Ltd., Toronto.

Plumbers' Tools
Barcalo Mfg. Co., Buffalo, N.Y.
J. H. Williams & Co., Brooklyn, N.Y.

Planes
Caverhill, Learmont & Co., Montreal
Stanley Rule & Level Co., New Britain, Conn.
Stewart Spiers, Ayr, Scotland.

Plow Rings
The International Malleable Iron Co., Ltd., Guelph, Ont.

Polishes
Stuart & Foster, Toronto.
Vlit Mfg. Co., Montreal, Que.

Polishes, Auto and Furniture
D. Ackland & Son, Ltd., Winnipeg, Man.
Buffalo Specialty Co., Buffalo, N.Y.
Channell Chemical Co., Ltd., Toronto.
Imperial Oil Co., Ltd., Toronto.
Stuart & Foster, Toronto.
Saunders & Co., Montreal, Que.
Vlit Mfg. Co., Montreal, Que.

Polishes, Brass
Stuart & Foster, Toronto.

Polishing Heads
Goodell-Pratt Co., Greenfield, Mass

Polish, Silver
Stuart & Foster, Toronto.

Polishes, Knife
Jno. Oakey & Sons, London, Eng.
Stuart & Foster, Toronto.

Polish, Cream, Metal
Stuart & Foster, Toronto.

Poles, Electric Light
Northern Electric Co., Montreal

Pole Line Material
Canadian General Electric Co., Ltd., Toronto
Great West Electric Co., Ltd., Winnipeg Man.
Northern Electric Co., Montreal
Pedlar People Ltd., Oshawa
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Pony Kars
J. E. Beauchamp & Co., Montreal, Que.

Post Hole Diggers
Otterville Mfg. Co., Otterville, Ont.

Poultry Netting
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
A. C. Leslie & Co., Ltd., Montreal
B. Greening Wire Co., Ltd., Hamilton.

Powder, Gun
Hercules Powder Co., Delaware.

Poultry Leg Bands
Rideau Specialty Co., Smith's Falls, Ont.

Pulls
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Stover Mfg. & Engine Co., Freeport, Ill.

Pumps
Beatty Bros., Ltd., Fergus
Can. Foundries & Forgings, Ltd., Brockville, Ont
R. McDougall Co., Ltd., Galt.
F. E. Myers & Bro. Ashland, Ohio.
Steel Trough & Machine Co., Ltd., Tweed, Ont.

Pumps, Hand and Power for Paints, Oils, Oil and Gasoline
The S. F. Bowser Co. of Canada, Ltd., Inc., Toronto, Ont.

Pumps, Curb, for Oil and Gasoline
The S. F. Bowser Co. of Canada, Ltd., Inc., Toronto, Ont.

Pumps (Electric)
Hurley Machine Co., Ltd., Toronto.

Pump Oilers
Cannon Oiler Co., Keithsburg, Ill.

Punches, Centre Drive, etc.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.

Punches, Ticket
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Putty
Brandram-Henderson, Montreal.
R. C. Jamieson & Co., Ltd., Montreal
Canada Paint Co., Montreal
Benjamin Moore & Co., Ltd., Toronto
A. Ramsay & Son Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton
G. F. Stephens & Co., Winnipeg
Stewart & Wood, Toronto.
Sherwin-Williams Co., Montreal

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DOMINION
RUBBER
SYSTEM
AND ASSOCIATED COMPANIES

Now is the time to sell Lawn and Garden Hose

Dominion Rubber System Hose

is the Best Hose to sell

"Daylight Saving" means lots of business for you, if you take full advantage of the opportunities it presents.

"Daylight Saving" means hundreds and hundreds of extra home gardens which must be watered; to say nothing of lawns and flower plots.

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Like all other Dominion Rubber System products, our Garden and Lawn Hose has stood the test of quality, and has given satisfaction to dealers and customers alike.

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Ottawa	Fort William	Lethbridge
Belleville	Winnipeg	Vancouver
Toronto	Brandon	Victoria

THE BUYERS' GUIDE

Pneumatic Tubes
Gipe Hazard Store Service Co., Toronto

Putty Irons
The A. R. Whittal Can. Co., Ltd., Montreal.

Pulleys
Canada Foundries & Forgings, Brockville
Stover Mfg. & Engine Co., Freeport, Ill.

Quoits
Can. Foundries & Forgings, Ltd., Brockville, Ont

Racks, Hay
Can. Foundries & Forgings, Ltd., Brockville, Ont

Radiators
The Dominion Radiator Co., Ltd., Toronto.
The Gurney Foundry Co., Ltd., Toronto.
Rapid Radiators, Limited, Toronto, Ont.

Radiator Valves
Jenkins Bros., Ltd., Montreal

Radiolite Watches
R. H. Ingersoll & Bro., Montreal, Que.

Railroad Supplies, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Jas. Morrison Brass Mfg. Co., Toronto

Rat Poison
The Common Sense Mfg. Co., Toronto.

Rakes
Coleman Fare Box Co., Toronto.
Shurly-Dietrich Co., Ltd., Galt, Ont.
Ward & Payne, Sheffield, Eng.

Razors
Auto-Strop Safety Razor Co., Toronto
Geo. Butler & Co., Ltd., Sheffield, Eng.
Caverhill, Learmont & Co., Montreal
Geneva Cutlery Co., Geneva, N.Y.
James Hutton & Co., Montreal
Gillette Safety Razor Co., Ltd., Montreal
Landers, Frary & Clark, New Britain, Conn
Wilkinson Sword Co., Limited, London, Eng.

Reamers
Pratt & Whitney Co. of Canada, Ltd., Dundas
Butterfield & Co., Rock Island, Que
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Ratchet Drills
Goodell-Pratt Co., Greenfield, Mass.

Reciprocating Drills
Goodell-Pratt Co., Greenfield, Mass.

Refrigerators
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sanderson-Harold Co., Ltd., Paris, Ont.
Soren Bros., Toronto

Refrigerator Drip Pans
E. B. Eddy Co., Ltd., Hull, Que.

Registers
Barton Netting Co., Ltd., Windsor, Ont.
Canada Foundries & Forgings, Brockville
Enterprise Mfg. Co., Sackville, N.B.
Jas. Stewart Mfg. Co., Woodstock, Ont.

Rifles
Harrington & Richardson Arms Co., Worcester Mass.

Rivets
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Parmenter Bulloch Co., Gananoque, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Rivet Burrs
The Union Iron & Metal Co., Ltd., Toronto.

Rods, Straightened
The Graham Nail Works, Toronto.

Roofing Cement and Paint
The Alpine Chemical Co., Ltd., Toronto.

Roofing, Ready
Bird & Son, Hamilton, Can.
Barrett Co., Ltd., Toronto, Ont.
Bishopric Wall Board Co., Ltd., Ottawa, Ont.
Brantford Roofing Co., Ltd., Brantford, Ont.
Canadian Roofing Co., Ltd., Windsor, Ont.
Standard Paint Co., of Canada, Ltd., Montreal
Alex. McArthur & Co., Montreal, Que.

Roofing, Rubber
Canadian Asbestos Co., Montreal, Que.

Rope Grips
Coleman Fare Box Co., Toronto.

Rope
Deon Twines, Ltd., Kitchener, Ont.
Plymouth Cordage Co., North Plymouth, Mass
Consumers Cordage Co., Montreal, Que.
Independent Cordage Co., Toronto, Ont.
Brantford Cordage Co., Brantford, Ont.

Rosin
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont.
Fred Smith, Toronto, Ont.

Rubber Products
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber, Ltd., Toronto.

Rubber, Vulcanizing
Adamson Mfg. Co., Hamilton, Ont.

Rules
Jas. Chesterman & Co., Sheffield, Eng.
L. S. Starrett Co., Athol, Mass

Rules, Steel, Straight and Folding Rules, Folding Boxwood
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Rules, Spring Joint
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Rules, Board and Log
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Sand Paper
United States Sand Paper Co., Williamsport, Pa.

Saddlery Hardware
McKinnon Industries, Ltd., St. Catharines.

Sap Pans
Steel Trough & Machine Co., Ltd., Tweed, Ont.

Saws, Crosscut and Band
T. F. Shurly Co., Ltd., St. Catharines, Ont.
Shurly-Dietrich Co., Ltd., Galt, Ont.

Sawset
Taylor-Forbes Co., Limited, Guelph, Ont.

Saws, Butcher's
Shurly-Dietrich Co., Ltd., Galt, Ont.

Saws, Hand and Circular
E. C. Atkins Co., Hamilton, Can.
Henry Disston & Sons, Toronto.
Fry's (London), Limited, London, Eng.
T. F. Shurly Co., Ltd., St. Catharines, Ont.
Simonds Canada Saw Co., Montreal.
Shurly-Dietrich Co., Ltd., Galt, Ont.
Victor Saw Works, Hamilton, Ont.

Saws, Hack
The Millers Falls Co., Millers Falls, Mass.

Scissors
The Acme Shear Co., Bridgeport, Conn.

Scales
The Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.
Canadian Fairbanks-Morse Co., Ltd., Montreal
Renfrew Scale Co., Ltd., Renfrew, Ont.
The Northern Electric Co., Montreal.

Scales, Machinists'
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Scrap, Iron and Steel (Buyers)
S. Solway & Sons, Toronto, Ont.

Scrapers, Drag and Wheel
Bateman-Wilkinson Co., Ltd., Toronto.

Scoops
Canadian Shovel & Tool Co., Hamilton, Can.

Screws
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Screws, Wood
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Screen Doors
The Kasement Skrene Dore Co., Toronto.
J. H. Williams & Co., Brooklyn, N.Y.
Sanderson-Harold Co., Ltd., Paris, Ont.

Screen Windows
The Kasement Skrene Dore Co., Toronto.
Sanderson-Harold Co., Ltd., Paris, Ont.

Screw Machines
Stratford Brass Co., Ltd., Stratford, Ont.

Seals
Canadian Veneering Co., Acton Vale, Que.
J. E. Beauchamp & Co., Montreal, Que.

Gorden Seats
J. E. Beauchamp & Co., Montreal, Que.

Seats, Fibre
J. E. Beauchamp & Co., Montreal, Que.

Separators
Sharples Separator Co., West Chester, Pa.

Sewing Machines
Northern Electric Co., Ltd., Montreal, Que.

Shades, Electric
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Shears
The Acme Shear Co., Bridgeport, Conn.

Sheeting
Alex. McArthur & Co., Montreal, Que.

Sheets, Galvanized and Black
American Rolling Mills, Middleton, Ohio.
A. C. Leslie & Co., Montreal, Que.
Dominion Sheet Metal Co., Hamilton.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
B. & S. H. Thompson, Montreal, Que.

Ships' Bottom Composition
British America Paint Co., Ltd., Victoria, B.C.

Shovels
Canadian Shovel & Tool Co., Hamilton, Can

Shovels, Snow
J. E. Beauchamp & Co., Montreal, Que.
Coleman Fare Box Co., Toronto.

Shingle Stains
The Alpine Chemical Co., Ltd., Toronto.
British America Paint Co., Ltd., Victoria, B.C.
Sturgeons, Ltd., Toronto.

Sifters, Ash
Furnival & Co., Toronto.
J. Samuels & Co., Toronto.

Signs, Street
The Niagara Falls Metal Stamp'g Works, Niagara Falls, N.Y.

Silo Lugs
Otterville Mfg. Co., Otterville, Ont.

Silverware
Can. Wm. A. Rogers Co., Ltd., Toronto.
Messrs. Wm. Rogers and His Son, Niagara Falls, Ont.
Caverhill, Learmont & Co., Montreal, Que.

Sinks
Can. Foundries & Forgings, Ltd., Brockville, Ont

Silver Plated Ware
Oneida Community, Ltd., Niagara Falls, Ont.

Sleighs
J. E. Beauchamp & Co., Montreal, Que.

Snow Shoes
The Northland Ski Co., St. Paul, Minn.

Snow Shoe Harness
The Northland Ski Co., St. Paul, Minn.

Skis
The Northland Ski Co., St. Paul, Minn.

Ski Accessories, Bindings, Wax and Poles
The Northland Ski Co., St. Paul, Minn.

Skates
The Canada Cycle & Motor Co., Ltd., Weston, Ont.
The Can. Flexible Skate Co., Ltd., Parry Sound

Sifters, Ash
Collins Mfg. Co., Toronto, Ont.
Soren Bros., Toronto, Ont.

Solder
J. E. Beauchamp & Co., Montreal, Que.
Canada Metal Co., Toronto
Hoyt Metal Co., Toronto
Northern Electric Co., Montreal
Owl Metal Co., Ltd., Winnipeg
Geo. W. Reed, Montreal
Tallman Brass & Metal Co., Hamilton, Ont.

Soldering Paste
Canada Metal Co., Toronto
Great West Electric Co., Ltd., Winnipeg, Man.

Soldering Irons (Electric)
The Clemens Electrical Corporation, Hamilton.

Solderall
Thos. Davidson Mfg. Co., Ltd., Montreal.

Soles, Half
Anglo-Canadian Leather Co., Toronto.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Goodyear Tire & Rubber Co. of Canada, Ltd., Toronto, Ont.
Plewes Ltd., Winnipeg, Man.

Soot, Destroyer
Canada Witch Co., Ltd.
Moncrieff & Endress, Ltd., Winnipeg, Man.

Soap Dishes
Kinzinger Bruce & Co., Niagara Falls, Ont.

Spades
Canadian Shovel & Tool Co., Hamilton, Ont.

Spark Plugs
The Canadian National Carbon Co., Ltd., Toronto.
Canada Cycle & Motor Co., Ltd., Weston, Ont.
Canada Sales Co., Toronto, Can.
Great West Electric Co., Ltd., Winnipeg, Man.
Champion Spark Plug Co., Windsor, Ont.
Dominion Battery Co., Ltd., Toronto, Ont.
Eclipse Mfg. Co., Indianapolis, Ind.
W. T. Evans, 1694 St. Urbain St., Montreal
Hyslop Bros., Toronto
The Lockwood-Ash Motor Co., Jackson, Mich.
Northern Electric Co., Ltd., Toronto
The Royal Canadian Specialties, Hamilton.
Sharp Spark Plug Co., Cleveland, Ohio
Walker, Vallance, Limited, Hamilton, Ont.

Spanners
Herbert Terry & Sons, Redditch, Eng.
Williams & Co., J. H., Brooklyn, N.Y.

Spice Tubs
E. B. Eddy Co., Ltd., Hull, Que.

Spiders
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Spinnings
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Spring and Presswork Specialties
Herbert Terry & Sons, Ltd., Redditch, Eng.

Spoke Shaves
Stanley Rule & Level Co., New Britain, Conn

Sponge Baskets
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Sporting Goods
J. E. Beauchamp & Co., Montreal, Que.

Sportsmen's Specialties
The Marble Arms & Mfg. Co., Gladstone, Mich.

Sprayers
Bateman-Wilkinson Co., Ltd., Toronto
Collins Mfg. Co., Toronto
Thos. Davidson Mfg. Co., Ltd., Montreal
Eureka Planter Co., Woodstock

Springs
R. J. Coghlin Co., Ltd., Montreal
Guelph Spring & Axle Co., Ltd., Guelph, Ont.

Spring Dies
Wells Bros. Co. of Canada, Galt

Stable Fittings
Beatty Bros., Fergus, Ont.
Canada Foundries & Forgings, Brockville

Stains
Brandram-Henderson, Montreal
Canada Paint Co., Ltd., Montreal
Dougall Varnish Co., Ltd., Montreal
The Lowe Bros. Co., Toronto
R. C. Jamieson & Co., Ltd., Montreal
Manton Bros., Toronto.
Martin-Senour Co., Ltd., Montreal
McArthur-Irwin, Ltd.
Benjamin Moore & Co., Ltd., Toronto
A. Ramsay & Sons Co., Montreal
The Ottawa Paint Works, Ottawa

PENBERTHY

REGRINDING VALVES

PENBERTHY



AUTOMATIC INJECTOR

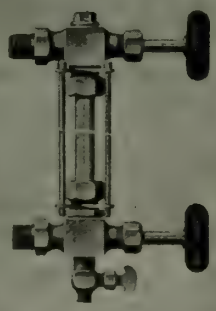
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PENBERTHY



SAFEGUARD AUTOMATIC WATER GAGE

PENBERTHY



AUTOMATIC CELLAR DRAINER

We manufacture a complete line of Brass Valves.
Compodisk—(with the composition disc), Registered for 175 lbs.
Regrinding—(with the metal disc), Registered for 200 lbs.
Gates—(with the solid wedge gate), Registered for 150 lbs.

Registered by Public Works Department of Ontario.

If you sell Brass Valves, Injectors, Oil and Grease Cups, Lubricators, don't overlook this reliable line.

Write for Prices and Free Catalog.

Penberthy Injector Co., Limited - Windsor, Ont.

THE BUYERS' GUIDE

Sanderson Pearcy & Co., Toronto.
Sherwin-Williams Co., Montreal
Spielman Agencies Ltd., Montreal
G. F. Stephens & Co., Winnipeg
Stewart & Woods, Toronto.
Sturgeons, Ltd., Toronto.

Stains (Wood Preservatives)
Sturgeons, Ltd., Toronto.

Stampings
Coleman Fare Box Co., Toronto.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Staples
Canada Steel Goods Co., Hamilton
Laidlaw Bale-Tie Co., Ltd., Hamilton
National Mfg. Co., Sterling, Ill.
Steel Co. of Canada, Ltd., Hamilton
Western Wire & Nail Co., London

Steel Wool
The American Steel Wool Mfg. Co., New York.

Stoneware
Medalta Stoneware, Ltd., Medicine Hat, Alta.

Store Fixtures
Cameron & Campbell, Toronto.

Stoves
Beach Foundry Co., Ltd., Ottawa, Ont.
Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.
Canada Foundries & Forgings, Brockville
Canada Stove & Foundry Co., Ltd., St. Laurent, Montreal, Que.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Enterprise Foundry Co., Sackville N.B
The Empire Stove and Furnace Co., Ltd., Owen Sound.
Findlay Bros. & Co., Ltd., Carleton Place, Ont.
The Galt Stove & Furnace Co., Ltd., Galt, Ont.
The Gurney Foundry Co., Ltd., Toronto.
Hall, Zyrd Foundry Co., Ltd., Hespeler, Ont.
The Hamilton Stove & Heater Co., Hamilton, Ont.
Merchants Hardware Specialties, Ltd., Calgary.
Record Foundry & Machine Co., Moncton, N.B
Jas. Stewart Mfg. Co., Ltd., Woodstock

Stove Renovators
The Flexible Conduit Co., Ltd., Guelph, Ont.

Stoves, Vapor Oil
The Detroit Vapor Stove Co., Detroit, Mich.

Stoves, Fireless Cook
Louis McLain Co., Ltd., Winnipeg, Man.
Royal Fireless Cooker Co., Ottawa, Ont.

Stoves, Gas and Coal
The Gurney Foundry Co., Ltd., Toronto.
The Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.

Stoves, Gasoline
National Stamping & Electric Works, Chicago

Stove Lining
Geo. W. Reed, Montreal.

Stove Pipe
Collins Mfg. Co., Toronto
Thos. Davidson Mfg. Co., Ltd., Montreal.

Steel Bands
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Steel, Cold Rolled Band
J. E. Beauchamp & Co., Montreal, Que.
J. N. Warminton & Co., Montreal, Que.

Strapping, Box
The Acme Steel Goods Co., Ltd., Montreal.

Stretchers, Curtain
Otterville Mfg. Co., Otterville, Ont.

Stretchers, Wire
Banwell Hoxie Wire Fence Co., Ltd., Hamilton
Merchants Hardware Specialties, Ltd., Calgary.
Otterville Mfg. Co., Otterville, Ont.

Steel, Reinforcing
Canadian Rolling Mills Co., Ltd., Montreal
Canadian Tube & Iron Co., Ltd., Montreal
London Rolling Mill Co., London, Ont
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Steel, Strip
Dominion Sheet Metal Co., Ltd., Hamilton

Steel Lockers and Shelving
Dennis Wire & Iron Works, London, Ont.

Stencils and Ink
Hamilton Stamp & Stencil Co., Hamilton

Steamers and Boilers
Thos. Davidson Mfg. Co., Ltd., Montreal.

Steel, Mild, Sleigh Shoe, Tire
Canadian Rolling Mills Co., Ltd., Montreal
Canadian Tube & Iron Co., Ltd., Montreal
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Steel Co. of Canada, Hamilton

Steel Wagon Hardware
McKinnon Industries, Ltd., St. C[illegible]s, Ont

STUCCO BOARD
Bishopric Wall Board Co., Ltd., Ottawa, Ont.

Sweat Pads
American Pad & Textile Co., Chatham

Burlington Windsor Blanket Co., Toronto.

Switches, Switchboards
Canadian General Electric Co., Ltd., Toronto
Great West Electric Co., Ltd., Winnipeg, Man
Northern Electric Co., Montreal.

Tacks
Steel Co. of Canada, Ltd., Hamilton, Ont.

Tanks, Cistern
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, On
R. McDougall Co., Ltd., Galt, Ont.

Tanks, Galvanized Steel
Steel Trough & Machine Co., Ltd., Tweed, Ont.
Winnipeg Ceiling & Roofing Co., Winnipeg

Tanks, for Paint Oils, Oil, Gasoline, Kerosene, etc.
The S. F. Bowser Co. of Canada, Ltd., Inc., Toronto, Ont.

Tanks and Pumps, Lubricating Oil Storage
The S. F. Bowser Co. of Canada, Ltd., Inc., Toronto, Ont.

Taps
Butterfield & Co., Rock Island, Que.
Pratt & Whitney Co. of Canada, Ltd., Dundas
Wells Bros. Co. of Canada, Galt, Ont.

Tap Holders
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa

Tapping Attachments
Pratt & Whitney Co. of Canada, Ltd., Dundas
Wells Bros. of Canada, Galt

Tape, Rubber Friction
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Tapes, Measuring, Steel and Woven
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Tapes, Measuring
Caverhill, Learmont & Co., Montreal
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
L. S. Starrett Co., Athol, Mass.

Tapes, Pocket
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Tarpaulin
Scythes & Co., Ltd., Toronto, Ont.

Tea Pots and Urns, Tea Ball
Landers, Frary & Clark, New Britain, Conn.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Tents
Finnie & Murray, Ltd., Winnipeg.
Grant, Holden & Graham, Ltd., Ottawa, Ont.
Scythes & Co., Ltd., Toronto, Ont.
J. J. Turner & Sons, Ltd., Peterboro, Ont.

Terne Plates
A. C. Leslie & Co., Ltd., Montreal

Thimbles, Smoke Pipe
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Tiling, Walls and Floor
Barton Netting Co., Windsor

Tiling, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber Co., Ltd., Toronto.

Tinsmiths' Machinery
Brown, Boggs Co., Hamilton, Ont.

Tinware
Soren Bros., Toronto, Ont.

Tin Plate
Joseph R. Martin & Co., Montreal, Que.
B. & S. H. Thompson & Co., Ltd., Montreal, Que

Tire Carriers, Automobile
Kinzinger Bruce & Co., Niagara Falls, Ont.
North American Hardware Co., Ltd., Montreal, Q

Tires and Tubes, Automobile and Motor Truck
Canadian Consolidated Rubber Co., Montreal.
Crown Cycle & Motor Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber, Ltd., Toronto.
Hyslop Bros., Toronto, Ont.
K. & S. Canadian Tire & Rubber Co., Ltd., Toronto, Ont.
North American Hardware Co., Ltd., Montreal.
The F. E. Partridge Rubber Co., Ltd., Guelph.
The Sterns Tire & Tube Co. of Canada, Ltd. Toronto, Ont.
The Van Der Linde Rubber Co., Toronto.

Ties, Wall and Veneer
The Niagara Falls Metal Stamp'g Works, Niagara Falls, N.Y.

Tire Patch
Dunlop Tire and Rubber Goods Co., Ltd., Toronto
The Locktite Mfg. Co., Windsor, Ont.
W. C. Wood Co., Minneapolis, Minn.

Tires and Tubes, Automobile, Aeroplane, Bicycle, Carriage, Motorcycle, and Motor Trucks
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Tire Accessories
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber, Ltd., Toronto.
W. C. Wood Co., Minneapolis, Minn.

Tire Repairs
W. C. Wood Co., Minneapolis, Minn.

Trucks
Canadian Pneumatic Tool Co., Ltd., Montreal, Q
Kribs, Wm. A., Hespeler, Ont.

Truck Supplies
Canadian Pneumatic Tool Co., Ltd., Montreal, Q

Toboggans
J. E. Beauchamp & Co., Montreal, Que.
Peterborough Canoe Co., Peterborough, Ont
The Northland Ski Co., Ltd., St. Paul, Minn.

Toboggan Cushions and Accessories
The Northland Ski Co., St. Paul, Minn.

Toilet Paper
E. B. Eddy Co., Ltd., Hull, Que.

Tools
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
R. J. Coghlin Co., Ltd., Montreal, Que.
J. J. Turner & Sons, Ltd., Peterboro, Ont.
Jardine & Co., Ltd., A. B., Hespeler, Ont.
The Millers Falls Co., Millers Falls, Mass.
Northern Electric Co., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.
Pratt & Whitney, Dundas, Ont.
The Rapid Tool and Machine Co, Ltd., Montreal.
Smith & Heminway, Inc., Irvington, N.Y.
Ward & Payne, Sheffield, Eng.

Tools, Blacksmiths'
D. Ackland & Son, Winnipeg.
Jardine & Co., Ltd., A. B., Hespeler, Ont.

Tool Cabinets
Eagle Mfg. Co., Hamilton, Ont.

Tools, Garden
The Bateman-Wilkinson Co., Ltd., Toronto, Ont.
Coleman Fare Box Co., Toronto, Ont.
Eureka Planter Co., Woodstock
Ward & Payne, Sheffield, Eng.

Tools, Harvest
Beatty Bros., Ltd., Fergus, Ont.
F. E. Myers & Bro., Ashland, O.

Tools, Hay
Louden Machinery Co., of Canada, Ltd., Guelph.

Tools, Logging and Lumbering
Canadian Warren Axe & Tool Co., St. Catharines.
Thos. Pink Co., Ltd., Pembroke, Ont.

Tool Holders
Williams & Co., J. H., Brooklyn, N.Y.

Toys
J. E. Beauchamp & Co., Montreal, Que.
The Belleville Hardware & Lock Mfg. Co., Belleville, Ont.
Coleman Fare Box Co., Toronto.
The Crown Mfg. Co., Hamilton, Ont.
Gendron Mfg. Co., Ltd., Toronto.

Tools, Machinists'
L. S. Starrett Co., Athol, Mass.
Goodell-Pratt Co., Greenfield, Mass.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.

Tools, Small
Pratt & Whitney Co. of Canada, Ltd., Dundas

Towel Bars
Kinzinger Bruce & Co., Niagara Falls, Ont.

Traps, Brass, Iron, Lead
Canada Metal Co., Toronto.

Traps, Game
The Niagara Falls Metal Stamp'g Works, Niagara Falls, N.Y.
Oneida Community, Ltd., Niagara Falls, Ont.

Troughs
Beatty Bros., Fergus, Ont.

Trammel Points
Stanley Rule & Level Co., New Britain, Conn.

Trowels
H. Disston & Sons, Toronto
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Ward & Payne, Sheffield, Eng.

Trucks, Warehouse
Canadian Pneumatic Tool Co., Ltd., Montreal.
Canada Foundries & Forgings, Brockville
Wm. Kribs, Hespeler, Ont.
John Watson Mfg. Co., Ltd., Winnipeg, Man.

Try Squares
Henry Disston & Sons Co., Toronto
Stanley Rule & Level Co., New Britain, Conn.

Truing Devices
Cleveland Stone Co., Cleveland, Ohio

Tube Rubber
K. and S. Canadian Tires, Ltd., Toronto, Ont.

Tungsten Lamps
Canadian Lace-Phillips Co., Toronto
Great West Electric Co., Ltd., Winnipeg, Man
North American Hardware Co., Ltd., Montreal.

Turning Tools
Ward & Payne, Sheffield, Eng.

Tube
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Listen to Mr. Lauder!

Many interesting letters from dealers come to the desk of our Sales Manager, Mr. Burdette. Here is one from a North American dealer, George P. Lauder, of Elphinstone, Minnesota, who formerly handled the Sharples line. There is a lot of food for thought for dealers in Mr. Lauder's brief but pointed letter.

"Your letter of the 19th received, and I regret that I am unable to secure the agency for the Sharples this season. I have been out of business for the last two years and am only now opening up in the machine line alone, and would very much like to get your agency this year.

"I am handling the . . . . . and . . . . . makes of separators at present, but find them slow sellers, as the price is high and I do not like them as well as the Sharples, which I handled for about ten years or so. I have sold four separators, so far, and think if I had the Sharples next spring I would sell a dozen at least.

"Kindly let me know if there is any chance of getting back the Sharples contract at any time."

We hope the above will catch the eye of the dealers who are still handicapping themselves by handling makes of separators that do not represent the modern principle in separator construction—separators that are slow sellers—separators that cannot possibly give the dairyman efficient service.

As Mr. Lauder's letter indicates, the Sharples contract is not being hawked around and is not handed out to every dealer just when he wants it. If you are a progressive dealer, in a good territory, and that territory is open on Sharples we will be glad to acquaint you with the many advantages of the Sharples contract.

Address nearest office.

The Sharples Separator Company - TORONTO, ONT. REGINA, SASK.

The Lounsbury Co. NEWCASTLE, N.B.

Distributors through all their branches

"Over 2,425,000 Sharples Separators in daily use."

J. Clark & Son FREDERICTON, N.B.

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THE BUYERS' GUIDE

Tubs, Butter (Covered)
E. B. Eddy Co., Ltd., Hull, Que.

Tub Stands, Folding
Otterville Mfg. Co., Otterville, Ont.

Tube, Rubber
K. & S. Canadian Tire and Rubber Co., Ltd., Toronto, Ont.

Tumbler Holders
Kinsinger, Bruce & Co., Niagara Falls, Ont.

Tubing, Brass
B. & S. H. Thompson & Co., Ltd., Montreal, Que.

Tubing, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
K. & S. Canadian Tire and Rubber Co., Ltd., Toronto, Ont.

Tubing, Steel
Standard Tube & Fence Co., Woodstock.

Turpentine
Brown Corporation, Portland, Maine.
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont.
Fred Smith, Toronto.
Stewart & Wood, Toronto.

Twines
Consumers' Cordage Co., Montreal.
Doon Twines, Ltd., Kitchener, Ont.
Scythes & Co., Ltd., Toronto.
Walter Woods & Co., Hamilton.

Vacuum Cleaners and Sweepers
Bissell Carpet Sweeper Co. of Canada, Ltd., Niagara Falls, N.Y.
The Clements Mfg. Co., Ltd., Toronto.
The Daisy Vacuum Cleaner Co., London, Eng.
The Hurley Machine Co., Ltd., Toronto.
McDonald & Willson, Ltd., Toronto, Ont.
Northern Electric Co., Ltd., Montreal, Que.

Valves, Air
The Penberthy Injector Co., Ltd., Windsor, Ont.

Valves, Brass
National Brass Co., London, Ont.
The Penberthy Injector Co., Ltd., Windsor, Ont.
United Brassfounders Ltd., Manchester, Eng.

Valves, Standard, Globe, Angle and Check
Canadian Fairbanks-Morse Co., Montreal.
Jenkins Bros., Montreal, Que.
The Penberthy Injector Co., Ltd., Windsor, Ont.
Jas. Morrison Brass Mfg. Co., Toronto.

Valves, Radiator and Air, Iron Body, Composition, Globe, Angle, Check
Canadian Fairbanks-Morse Co., Montreal.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Jenkins Bros., Ltd., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
United Brassfounders Ltd., Manchester, Eng.

Varnishes—Auto, Coach, House, Marine
Berry Brothers, Walkerville.
Boston Varnish Co., Everett Station, Boston.
Brandram-Henderson, Ltd., Montreal.
British America Paint Co., Ltd., Victoria, B.C.
Canada Paint Co., Montreal.
Dougall Varnish Co., Ltd., Montreal.
Glidden Varnish Co., Ltd., Toronto, Ont.
Wm. Harland & Sons, Toronto, Ont.
Imperial Varnish & Color Co., Ltd., Toronto.
International Varnish Co., Ltd., Montreal, Que.
McArthur Irwin, Montreal.
Martin-Senour Co., Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son, Montreal.
R. C. Jamieson & Co., Montreal.
Pratt & Lambert, Bridgeburg, Ont.
Sanderson Pearcy & Co., Toronto.
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.
Stewart & Wood, Toronto.
Ottawa Paint Works, Ottawa.
Wilkinson & Kompass, Hamilton.

Vehicles, Business
Canadian Pneumatic Tool Co., Ltd., Montreal, Q.

Veneer Seats
J. E. Beauchamp & Co., Montreal, Que.
Canadian Veneering Co., Acton Vale, Que.

Ventilators, Metallic
Winnipeg Ceiling & Roofing Co., Winnipeg.

Vermin Exterminator
The Common Sense Mfg. Co., Toronto.

Vises
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
Lewis Bros., Ltd., Montreal.
National Machinery & Supply Co., Hamilton.
North Bros. Mfg. Co., Philadelphia, Pa.
Plewes Ltd., Winnipeg, Man.
The Rock Island Mfg. Co., Rock Island, Ill.
The Rapid Tool and Machine Co., Ltd., Montreal.
Stanley Rule & Level Co., New Britain, Conn.
Stover Mfg. & Engine Co., Freeport, Ill.

Vises, Chain Pipe
Williams & Co., J. H., Brooklyn, N.Y.

Vulcanizers
Adamson Mfg. Co., Hamilton.
Northern Electric Co., Montreal.
The Presto Patch Co., Toronto, Ont.
C. A. Shaler Co., Waupun, Wis.

Wagon Hardware
Gregg Mfg. Co., Ltd., Winnipeg, Man.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Wagon Woodwork
West-Woods, Ltd., Winnipeg, Man.

Wallboard
Bishopric Wall Board Co., Ltd., Ottawa, Ont.

Wall Finish
British America Paint Co., Ltd., Victoria, B.C.

Walnut Seats
Canadian Veneering Co., Acton Vale, Que.
C. Kloepfer, Ltd., Toronto.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Stanley Works, New Britain, Conn.

Warmers, Foot
Chicago Flexible Shaft Co., Chicago, Ill.

Washers
Beauchamp & Co., J. E., Montreal, Que.
DesRochers, Ltd., Montreal, P.Q.
Steel Co. of Canada, Ltd., Hamilton.
Otterville Mfg. Co., Otterville, Ont.
The Union Iron & Metal Co., Ltd., Toronto.
Wilkinson & Kompass, Hamilton.

Washers, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Washing Machines, Electric, Hand and Power
Beatty Bros., Fergus, Ont.
J. H. Connor & Son, Ltd., Ottawa.
Dowswell, Lees & Co., Hamilton.
The Gurney Foundry Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
The Hurley Machine Co., Ltd., Toronto.
Kribs, Wm., Hespeler, Ont.
Geo. C. Kaitting & Son, Galt, Ont.
Maytag Co., Ltd., Winnipeg, Man.
Maxwells Ltd., St. Mary's, Ont.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
McDonald & Willson, Ltd., Toronto.
Nineteen Hundred Washer Co., Toronto, Ont.
The One Minute Washer Co., Toronto, Ont.

Waste, Cotton
Acme Waste Mfg. Co., Toronto.
E. Pullan Waste & Wipers Co., Toronto.
Scythes & Co., Ltd., Toronto.
Wilkinson & Kompass, Hamilton.

Wash Boards
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
E. B. Eddy Co., Ltd., Hull, Que.

Wash Tubs
E. B. Eddy Co., Ltd., Hull, Que.
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Watches
R. H. Ingersoll & Bro., Montreal, Que.

Watch Specialties
R. H. Ingersoll & Bro., Montreal, Que.

Waterproof Clothing
The Tower Canadian Ltd., Toronto, Ont.

Weather Stripping
Best Weatherstrip Co., Ltd., Hamilton, Ont.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
The Swan Mfg. Co., Winnipeg, Man.

Wedges
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canadian Warren Axe & Tool Co., St. Catharines, Ont.

Whitewash Outfits
Collins Mfg. Co., Toronto.
Spramotor Co., London, Ont.

Waterproof Goods
J. J. Turner & Sons, Ltd., Peterboro, Ont.

Weeders, Garden (hand)
J. E. Gilson Co., Port Washington, Wis.
C. S. Norcross & Sons, Bushnell, Ill.

Weights
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Wheelbarrows, Garden and Contractors
Erie Iron Works, Ltd., St. Thomas, Ont.
Bateman, Wilkinson Co., Ltd., Toronto, Ont.

Wheels, Well
J. E. Beauchamp & Co., Montreal, Que.
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Wheeled Goods
The Crown Mfg. Co., Hamilton, Ont.

Whips
J. E. Beauchamp & Co., Montreal, Que.

Whistles
The Penberthy Injector Co., Ltd., Windsor, Ont.

Wholesale Hardware
J. H. Ashdown Hardware Co., Ltd., Winnipeg.
Caverhill, Learmont & Co., Montreal.
J. E. Beauchamp & Co., Montreal, Que.
Frothingham & Workman, Montreal.
H. S. Howland Sons & Co., Toronto.
Lewis Bros., Ltd., Montreal.
Merrick Anderson Co., Winnipeg, Man.
Miller-Morse Co., Winnipeg, Man.
Morrison Blackwood Hardware Ltd., Moose Jaw, Sask.
Rice Lewis & Sons, Ltd., Toronto.
W. Walker & Sons Ltd., Toronto, Ont.
White's, Ltd., Collingwood, Ont.

Windshield Cleaner
The Outlook Co., Cleveland, Ohio.

White Lead
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
Carter White Lead Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
McArthur Irwin, Montreal.
Stewart & Wood, Toronto.

Window Guards, Wire
Canada Wire & Iron Goods Co., Hamilton, Ont.

Wipers
Scythes & Co., Ltd., Toronto, Ont.
E. Pullan Waste & Wipers Co., Toronto.

Wire
Canadian Tube & Iron Co., Ltd., Montreal.
Canada Wire & Iron Goods Co., Hamilton, Ont.
Caverhill, Learmont & Co., Montreal.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
B. Greening Wire Cloth Co., Ltd., Hamilton.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Lewis Bros., Ltd., Montreal.
Northern Electric Co., Montreal.
Northern Bolt Screw & Wire Co., Owen Sound.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Western Wire & Nail Co., London.

Wire, Annealed
The Graham Nail Works, Toronto.

Wire, Bright
The Graham Nail Works, Toronto.

Wire Cloth
Canada Wire & Iron Goods Co., Hamilton, Ont.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
B. Greening Wire Cloth Co., Ltd., Hamilton.

Wire, Coppered
The Graham Nail Works, Toronto.

Wire Cutters
Bridgeport Hardware Co., Bridgeport, Conn.
Northern Electric Co., Ltd., Montreal, Que.

Wire, Hay
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Steel Co. of Canada, Ltd., Hamilton.

Wire, Oiled and Annealed
The Graham Nail Works, Toronto.

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The Graham Nail Works, Toronto.

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Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

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Trimont Mfg. Co., Roxbury, Mass.
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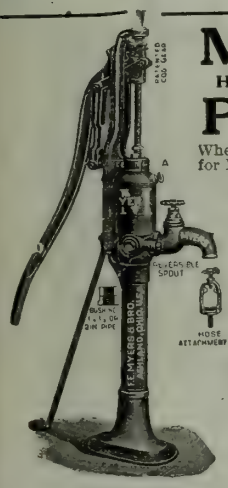
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Elongation in 8 in.	25%	27%	29%	26%
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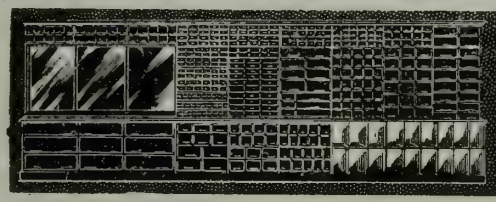
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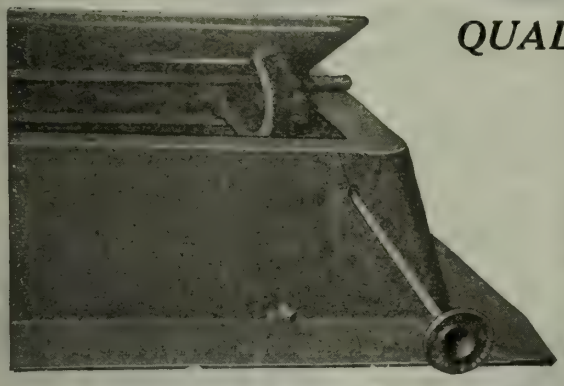
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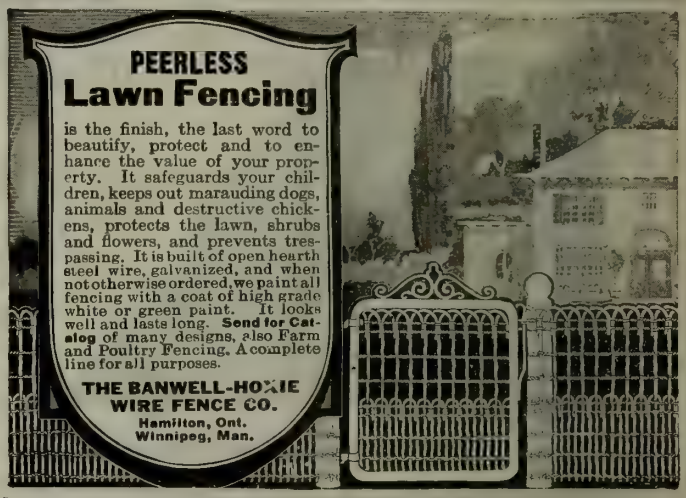
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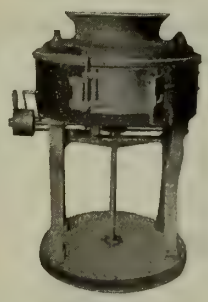


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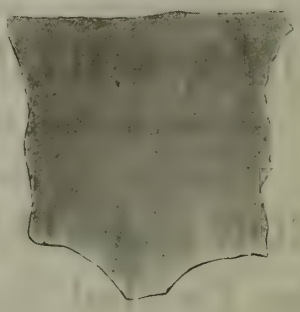
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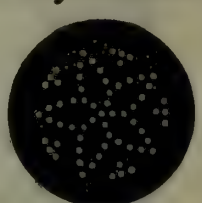
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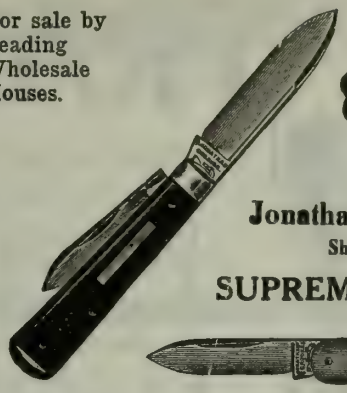
stamped on the round of our

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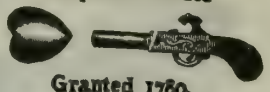
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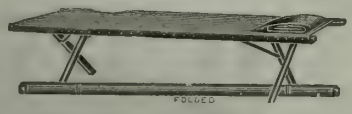
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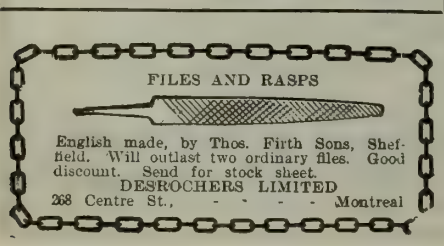
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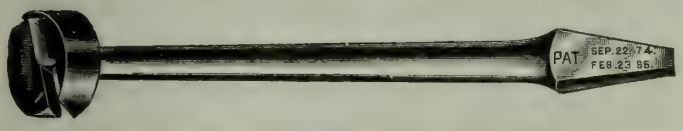
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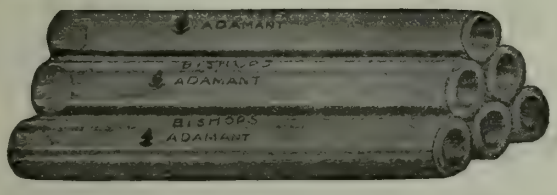
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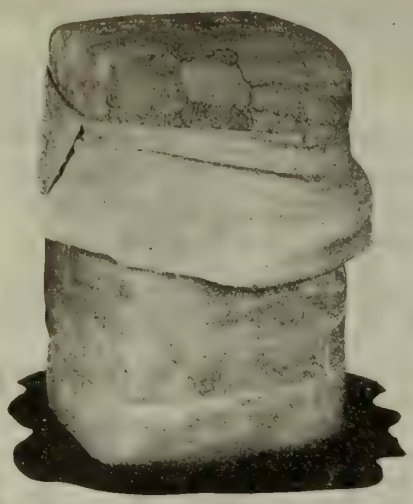
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Toronto - Ontario



We make prompt delivery at lowest market prices consistent with quality and packing. Write for our prices, and keep them before you. We have all grades and sizes Bahama, Cuban and Florida Sponges in stock.

Evans & Co., Limited
(Importers and Exporters)
Coristine Building :: Montreal, Que.

ADVERTISING to be successful does not necessarily have to produce a basketful of inquiries every day.

The best advertising is the kind that leaves an indelible, ineffaceable impression of the goods advertised on the minds of the greatest possible number of probable buyers, present and future.

Do You Conduct a Plumbing and Heating Department?
IF YOU DO, YOU SHOULD SUBSCRIBE TO
SANITARY ENGINEER

It is published in Canada in the interests of the plumbing and heating trades. It contains articles specially prepared for men engaged in the trade. Problems are solved for its readers.

Write for a sample copy. It only costs $1.00 a year, and is published on the 1st and 15th of every month.

HARDWARE & METAL, 143-153 University Ave., TORONTO, CAN.

Did You Receive Stockdale's Lectures?

HARDWARE AND METAL has reprinted an additional supply of the four Stockdale lectures, as follows:

"Many Businesses Wrecked by Details"
"How to Make Figure Facts Earn Profits"
"How to Measure the Value of Turnover"
"How to Get the Information the Customer Wants"

We have had these printed for our readers and will gladly supply copies free upon request, so long as our supply lasts. Send for your copy now.

HARDWARE AND METAL 143-153 University Ave., Toronto, Canada.

Wanted

POSITIONS WANTED

HARDWARE CLERK AND WINDOW DRESSER, with seven years' experience in the East and West, would like a position. Apply Box 315, Hardware and Metal.

NOTICE—MANUFACTURERS OF BUILDERS hardware interested in Western Canada trade. A strong selling representative specializing in builders' hardware for a Winnipeg house would like to join up with the manufacturer direct as representative. Port Arthur to Coast or Prairie Provinces only. Have had big success selling extra quality lines. If you manufacture quality and quantity here is your man. Correspondence confidential. Box 314, Hardware and Metal.

VARNISH, PAINT OR BRUSH MANUFACturers note—A well known representative for 10 years with a Winnipeg jobber selling to the hardware trade in Manitoba and Saskatchewan the above lines will be open Aug. 1st to represent the manufacturers direct either to jobbing trade, specializing or Western branch manager. This party has an exceptional good selling record and big connection. Only A1 proposition considered. All correspondence absolutely confidential. Box 312, Hardware and Metal.

DISCHARGED SOLDIER DESIRES POSITION as clerk in good hardware. Two years' experience. Western Canada preferred. Box 160, Hardware and Metal.

AGENCIES WANTED

WANTED — MANUFACTURERS' AGENT wants good reliable line to sell on commission in Maritime Provinces. Address replies, Box 299, Hardware and Metal.

FOR SALE

GENERAL HARDWARE BUSINESS, SPLENdidly located, in thriving town, on the G.T.R., a short distance east of Toronto. The property consists of store—one of the best in town—frame construction, two storey, galvanized roofing; built on lot 20 ft x 50 ft. A two-storey warehouse, frame, galvanized roofing, on lot 20 ft. x 24 ft. Oil house built of frame, galvanized roofing, one story, on lot 12 ft. x 14 ft. Also two storey frame house, galvanized roof, adjoining, on lot 80 ft. x 150 ft., with stables, etc. This business is in very prosperous condition and prospects for good, steady growth exceedingly good. Satisfactory confirmation can be furnished upon application. Price and fullest possible particulars cheerfully furnished. Please apply to Box 317, Hardware and Metal.

HELP WANTED

WANTED — CAPABLE CLERK TO TAKE charge of general store in country, must be energetic, with good references, and a business getter. Also require good hardware man. State salary expected. Box 311, Hardware and Metal.

TRANSLATIONS

ENGLISH INTO FRENCH. COMMERCIAL, Financial and Technical Literature. Advertising booklets, catalogues, circulars, posters. Private correspondence. Manufacturers and Manufacturers' Agents desiring English to French translations will secure expert service at a moderate rate by addressing Leon A. Archambault. P.O. Box 135, Station B, Montreal.

MISCELLANEOUS

WILL TRADE FOR GOOD HARDWARE stock in Saskatchewan a half section all fenced, large stone house, large barn with stone foundation, plenty good water large implement shed, good auto shed, large granary. Write to J. H. Jackson, R.R. No. 1, Goodlands, Manitoba.

GOOD STENOGRAPHERS ARE WHAT EVERY employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Ltd. Supplied by the trade throughout Canada. (tf)

ADDING TYPEWRITER, WRITE ADD OR subtract in one operation. Elliott Fisher, Limited, Room 314, Stair Building, Toronto.

DOUBLE YOUR FLOOR SPACE — BY INstalling an Otis-Fensom hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only $70. Write for catalogue "B," Otis-Fensom Elevator Co., Toronto.

WANTED—REPRESENTING AGENTS AND Merchants to sell and represent firm manufacturing Milling Cutters, Twist Drills, Reamers, Lathe Tools, Planer Tools, High Speed Steel and Alloy Tools, and Merchants Tools. Good terms and discounts for selling or representing offered. Apply Lawton Bros., Woodcats Engineering Works, Sheffield, England.

HARDWARE AND METAL is read by all the progressive dealers who are practically all good buyers, therefore, it pays to advertise in this paper.

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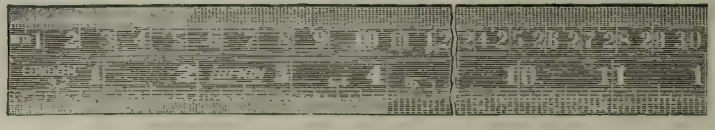
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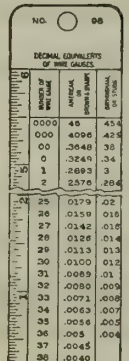
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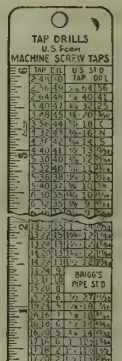
LUFKIN MECHANICS' SCALES

ACCURATE

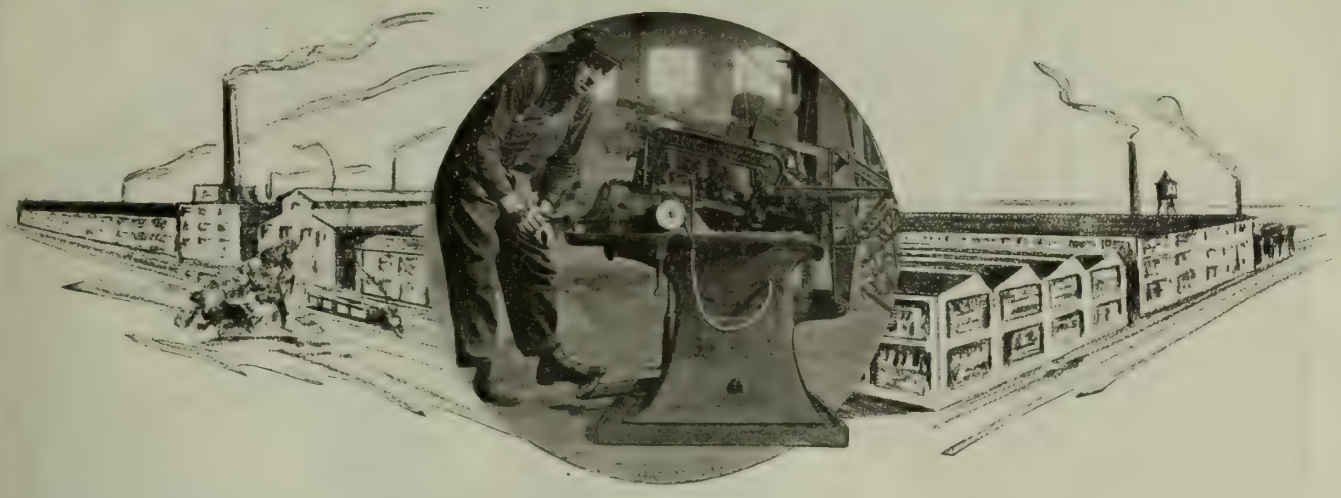
FULL LINE

All standard patterns, also combination Steel Scales and Handy Reference Tables of Decimal Equivalents of Fraction and Wire Gauges, Tap and Drill Sizes, etc.

STOCK OUR LINE AND YOU CAN MEET ALL REQUIREMENTS



THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.



Starrett Hack Saws

are more than just hack saws—each blade is a cutting tool specially designed to cut one or more kinds and shapes of metal most economically.

It's only a small shop with a wide range of miscellaneous work and very frequent changes that can afford to use one hack saw blade to cut every kind of metal.

The big concerns, cutting quantities of metal, work the Starrett way. They standardize by specializing because they've found it cheaper in cost per cut.

You can help your customers lower their cutting costs by giving them a Starrett Hack Saw Chart MA.

The L. S. Starrett Company

The World's Greatest Toolmakers

Manufacturers of Hack Saws Unexcelled.

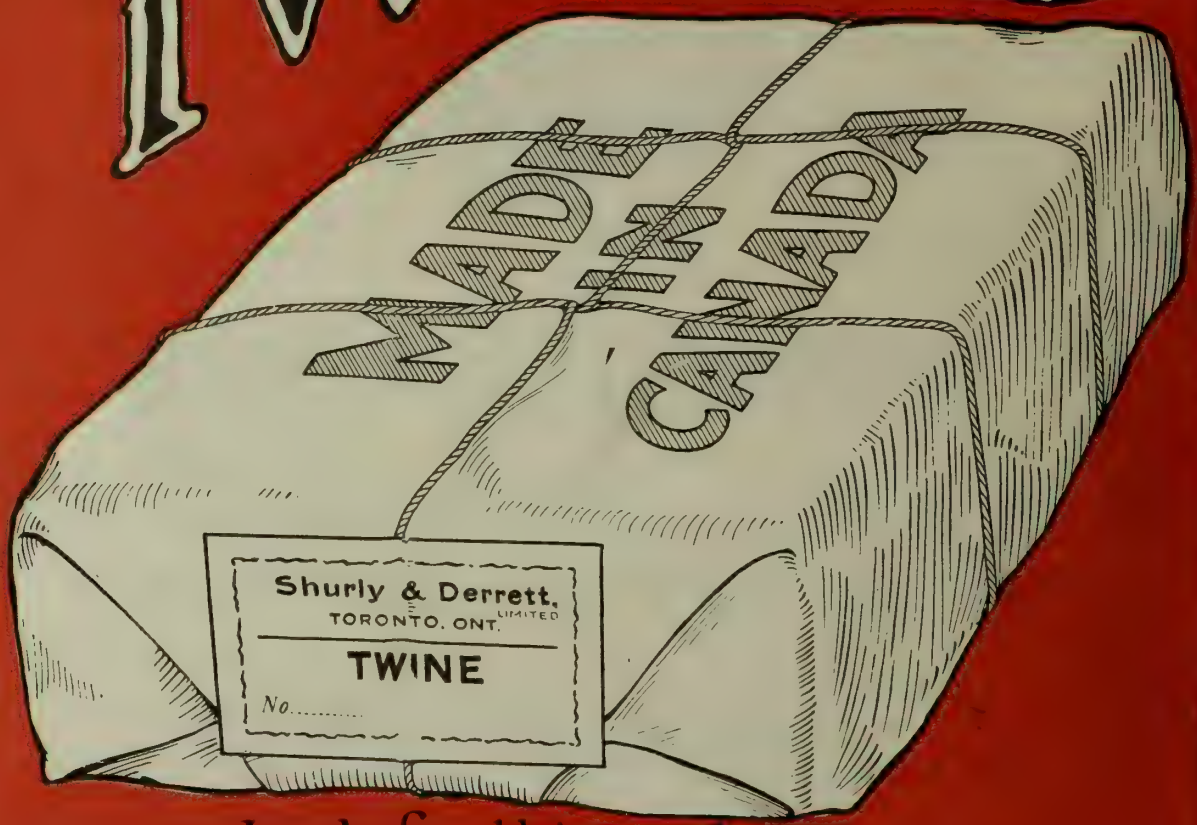
Athol., Mass.

New York **London** **Chicago**

STARRETT HACK SAWS CUT QUICKER LAST LONGER

42-934

Twines



Look for this package

We also manufacture

Cotton, Jute and Hemp Rope
Fish Lines.

Clothes Lines.
Spindle Binding
Tennis Nets, Etc.

Shurly & Derrett

LIMITED
1080 BLOOR ST. WEST
TORONTO

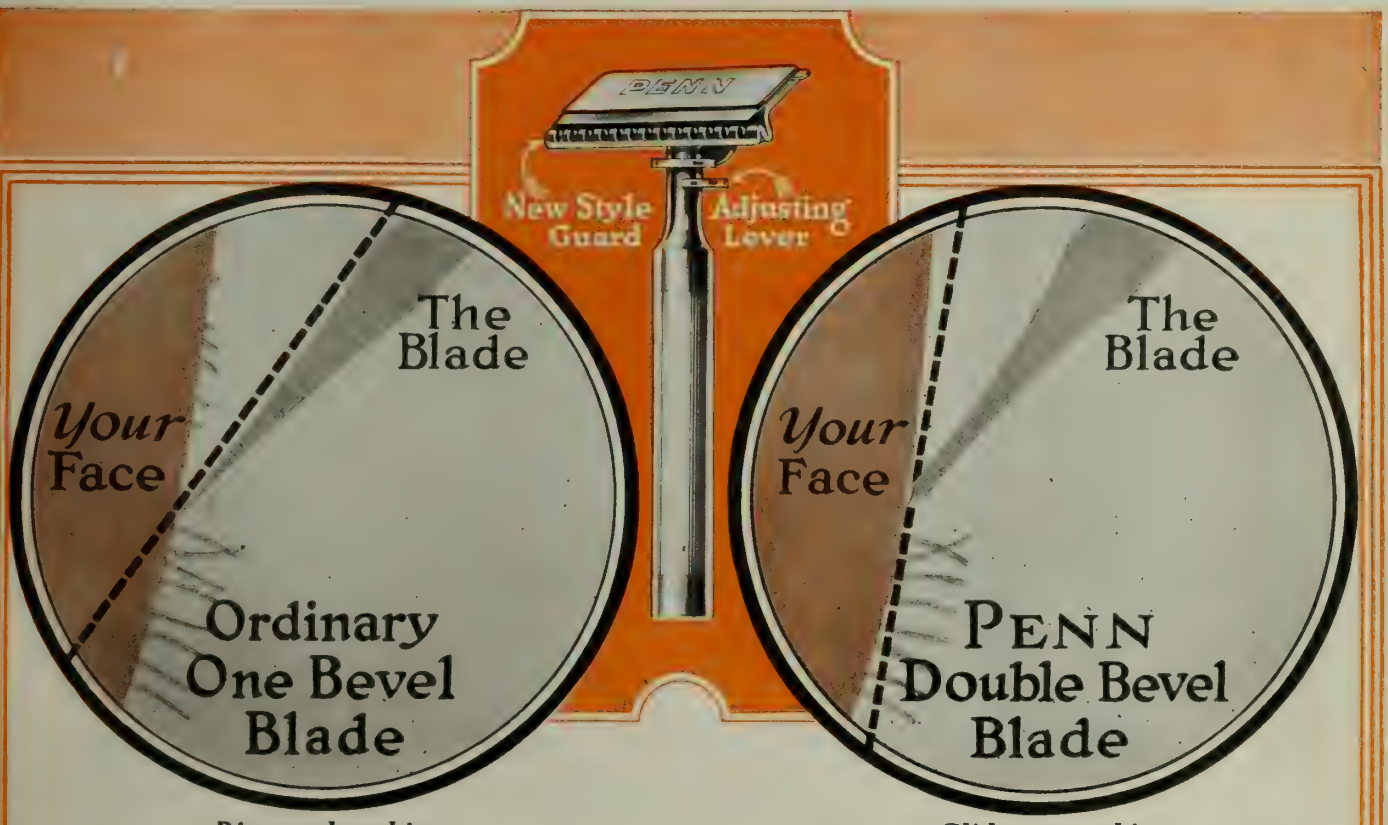
HARDWARE AND METAL

Vol. XXXI
No. 24

PUBLISHED EVERY SATURDAY SINCE 1888

THE MACLEAN PUBLISHING COMPANY, LIMITED
PUBLICATION OFFICE: TORONTO, CANADA

JUNE 14
1919



Digs under skin after cutting whisker

Glides over skin after cutting whisker

LET your customers shave with this double bevel blade. Let them take a Penn Razor home with them on a 30 day free trial, without paying a nickel deposit.

Say to them, "try this razor, and if you don't get the best shaves you ever had, return it. If you want to keep it, pay us $5."

Then show them how the tiny double bevel on the Penn blade *protects* their face from after-shave soreness—how it keeps the edge from digging under the skin after cutting through the hair.

And tell them how easy it is to keep the first-time keenness on the blade, and get — every time — shaves that make their face feel fine.

Write us for full details about this razor and how we protect you on the 30 day free trial offer.

A. C. PENN, Inc., 100 Lafayette St., N.Y.. Canadian Distributors : Menzies & Co., Toronto

Penn ADJUSTABLE Razor

With the Double Bevel Blades

Your LINK-UP:—



One of the Series of Advertisements used in our National Campaign in Newspapers.

HAVE you seen some of the O-Cedar advertisements in the newspapers?

They are inserted to help you sell more O-Cedar Products. The large number of satisfied users of these products must be reminded about O-Cedar Polish and O-Cedar Polish Mop. The number of women using O-Cedar Polish is being increased, by its merits becoming better known.

All O-Cedar ads read "On Sale at your Hardware Shop." It is only necessary for a merchant to display the goods in his window and advertise O-Cedar Products in his local newspaper, to get a good share of the O-Cedar demand.

We have also prepared a series of sales-getting advertisements which we can supply you in plate form. The advertisements do not confine themselves to O-Cedar Products, but embrace many other profitable lines which you sell. Their use would result in saving time—and worry, and would give you effective advertisements that will bring more sales.



One of the Dealer Ads. which we supply free to O-Cedar Dealers.

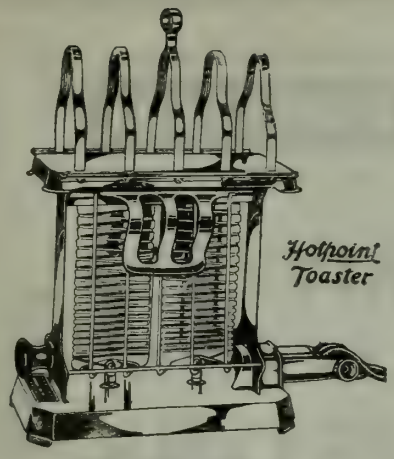
Keep O-Cedar Products in evidence in your newspaper ads and about the shop. You will be surprised at the way your sales will increase.

Channell Chemical Company, Limited

Sorauren Avenue, Toronto

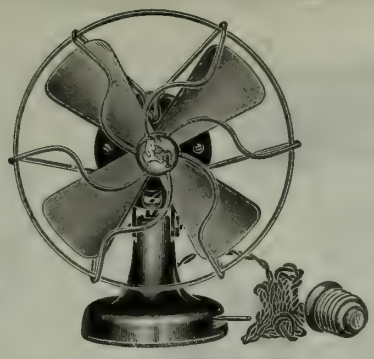
O-Cedar Polish

HARDWARE AND METAL, June 14th, 1919. Volume XXXI., No. 24. Published every Saturday at Toronto. Yearly subscription price, $3.00. Entered as second-class matter July 1st, 1912, at the Post Office at Buffalo, under Act of March 3rd, 1879. Entered as second-class matter at the Post Office Department, Ottawa.



HOTPOINT TOASTER

An efficient, handsome appliance suitable for every day use, makes a splendid wedding gift, has toast rack.



POLAR CUB FAN

Small, but a great air disturber, sells very readily at a popular price. It is staunch, serviceable, finely finished. Sizes 6" and 9".



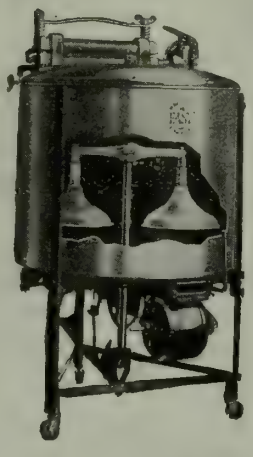
"THOR" ELECTRIC WASHER

This type of machine is very popular with users. The "Thor" has established itself in Canada very strongly. It is a recognized leader. Made in other types as well.



HOTPOINT BOUDOIR SET

A real travelling companion, an excellent wedding gift.



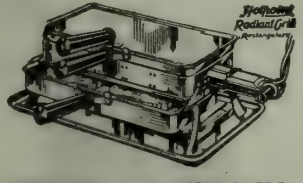
"EASY" ELECTRIC WASHER

The only washer on the market made on the vacuum principle—suction not friction. It's a high grade washer which washes fine fabrics as well as the heaviest blankets. The soapy water is forced through the fabric, loosening the dirt without wearing or straining the fabric. The "Easy" is made in several sizes and styles, the most popular being the type here illustrated. The "Easy" is also made in hand power type.

HOTPOINT VACUUM CLEANER

Like all Hotpoint products the vacuum cleaner leaves nothing to be desired in point of efficiency.





HOTPOINT RADIANT GRILL

This is the rectangular type, adapted splendidly for toasting.

Hobnobbing with the "Nineties"

It is ancient history, but yet there are some of us who remember when the mercury hobnobbed with the nineties long before the First of July. This year seems to be repeating history and breaking records, so let us prepare for it.

In the old days Madame Housewife was forced to roast over a hot stove or prepare cold meals. To-day she does neither, for electricity with its modern appliances has come to her aid.

We carry a very fine range of electrical appliances, not only appliances for lightening the preparation of the meals, but appliances which lighten the summer work—the washing, ironing and the cleaning.

Our stock consists of such lines as —

"Hotpoint" grills, toasters, percolators, stoves, etc.
"Hotpoint" vacuum cleaners.
"Hotpoint" electric irons (all styles).
"Thor" electric washing machines.
"Easy" Electric washing machines.
and not the least, the

Polar Cub Electric Fan.

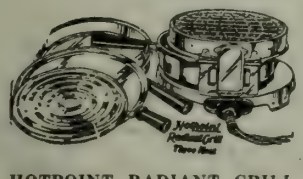
which stirs up the stagnant air of the home and starts a circulation of fresh invigorating air—making the hot days more liveable. Sells at a popular price. Every home should have at least one.

If the Rice Lewis man hasn't arrived, mail your order direct. Every day counts this weather. Get your summer stock in.



HOTPOINT IRON.

The domestic size iron, nicely finished, efficient, thumb rest which relieves strain, stand attached.



HOTPOINT RADIANT GRILL

Made in single and three heat, has a great range of usefulness.

Rice Lewis & Son, Limited

VICTORIA STREET, TORONTO



No. E 905

The Trade Mark Known
UNIVERSAL
in Every Home

UNIVERSAL ELECTRIC IRONS

TAKE THE WORK OUT OF IRONING DAY

A sturdy, dependable Electric Iron built of the finest materials and designed to stand up under hardest service.

Terminal troubles are practically eliminated by our patented seven point connecting sleeves.



An unusual heat storage capacity is provided by our extra heavy sole plate and large heating unit, making it unnecessary for the user to "wait for the Iron to heat up."

Full nickel finish, reversible heat proof stand equipped with 6 foot heater cord and attachment plug. UNIVERSAL Irons give quick turnovers and good profits to the dealer.



UNIVERSAL ELECTRICAL HOME NEEDS

SAVE TIME — SAVE FUEL — SAVE WORK



UNIVERSAL Electric Home Needs comprise a wide variety of electrical cooking and heating appliances, each one of which has been designed to fill a distinct need in the home.

Each UNIVERSAL Coffee Urn, Percolator, Chafer or other liquid heater is equipped with our patented safety Fuse Plug (as simple in operation as the fuse which protects the lighting circuit in your home) preventing injury to the vessel should the contents boil dry with the current on.



LANDERS · FRARY & CLARK

· NEW-BRITAIN CONNECTICUT ·

Canadian Representatives:

A. MACFARLANE & CO., LIMITED **Montreal, Que.**

DISSTON

Well-Made Service-Giving

Plastering Trowels

Made to meet the requirements of practical users and have earned the approval of Skilled Plasterers throughout Canada.



DISSTON BRAND TOOLS

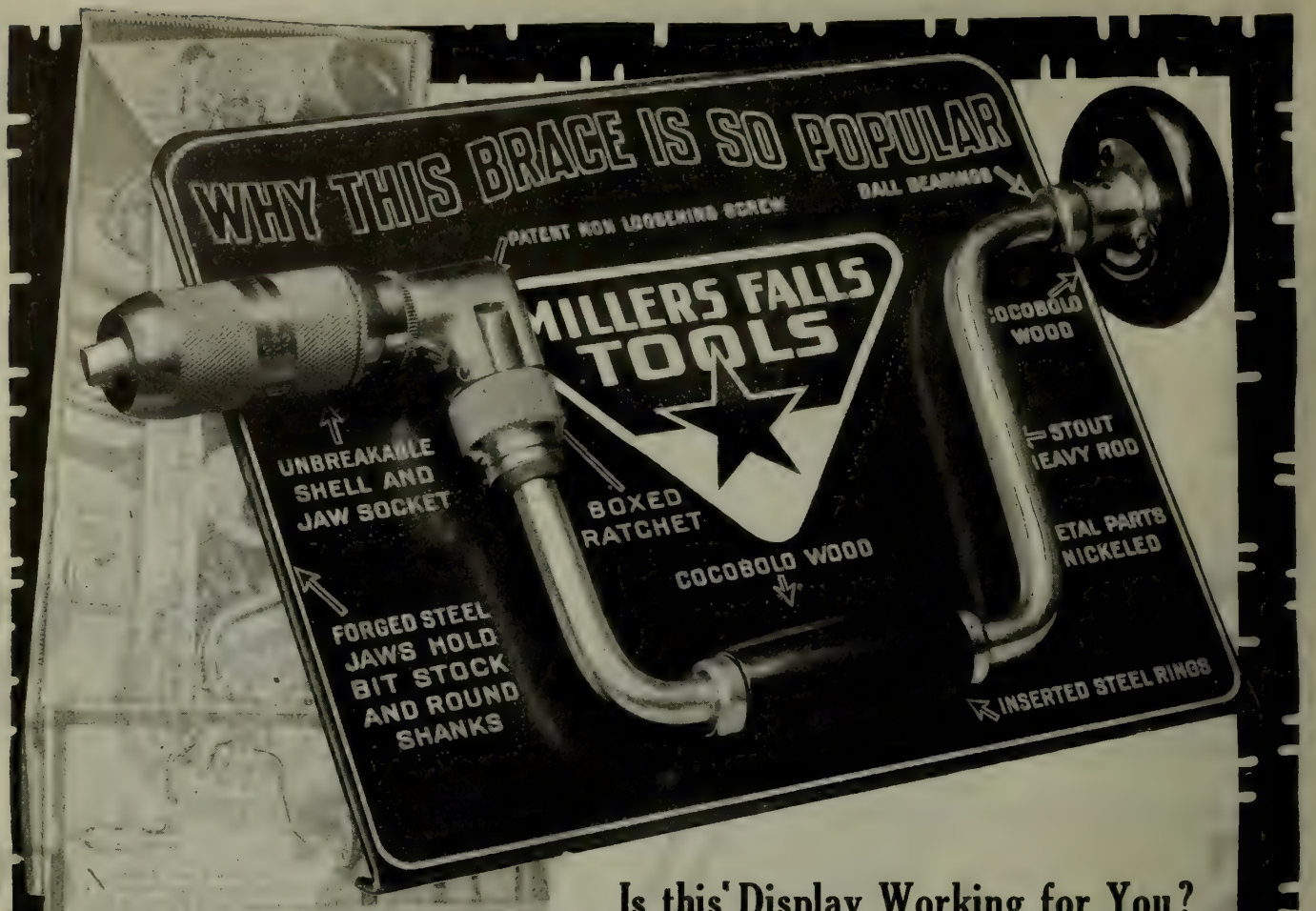
do give satisfactory service

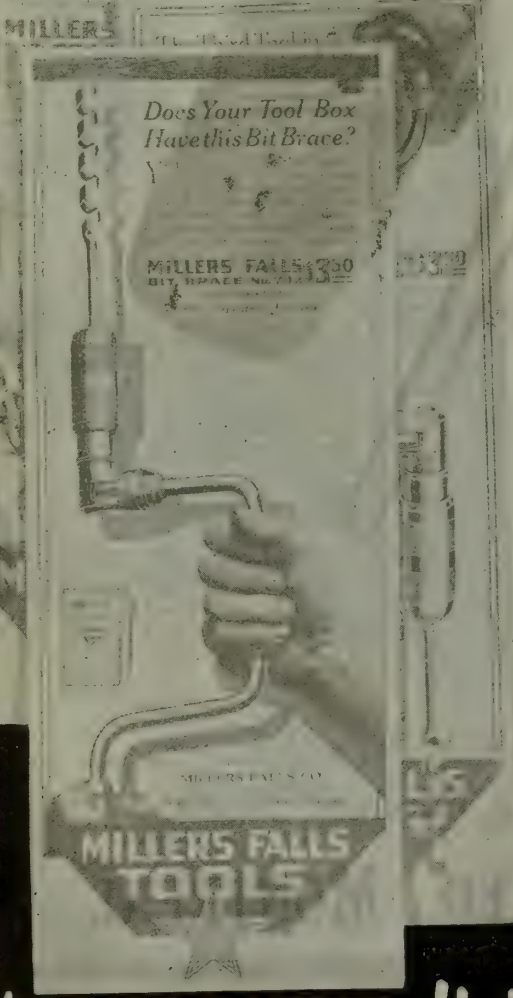
Send in Your Orders NOW

WE ARE HEADQUARTERS FOR DISSTON GOODS

LEWIS BROS., LIMITED, MONTREAL

DISSTON





Is this Display Working for You?

Here's a display stand that will sell braces for you because it shows our nationally advertised brace to best advantage and gives your customers all its selling points at a glance.

This 732 Brace is a big seller because it will do far more than the ordinary brace and this fact is "getting across" big in our national advertising.

Has a patent chuck that will hold twist drills as well as regular auger bit shanks. Bores wood, plaster, cement and metal.

With this stand on your counter or in your window you connect your store with our national advertising in the "Saturday Evening Post" and other mediums. The stand helps you sell this leading tool which is half sold already when your customer sees the brace in your store.

Stand is furnished free with small order of No. 732 Braces. Write for pocket catalog and our special offer to the trade.

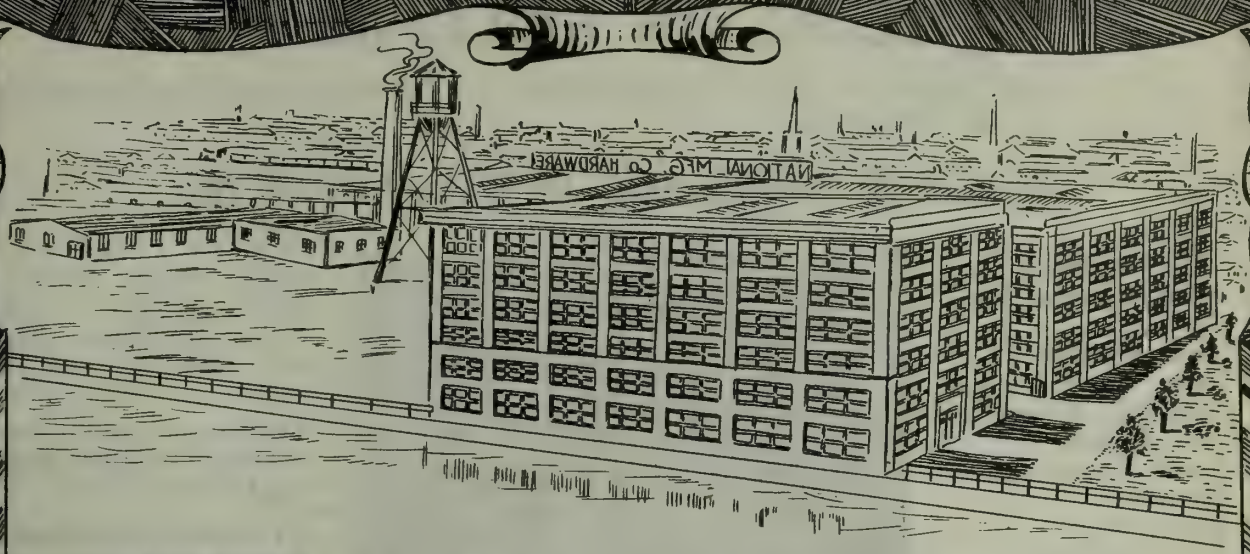
Our Handbook, "How to Sell Tools," helps you cash in on our national advertising in your tool department. It is full of money-making ideas and selling suggestions that you can use. Write for your copy to-day.

MILLERS FALLS CO.

"Toolmaker to the Master Mechanic"

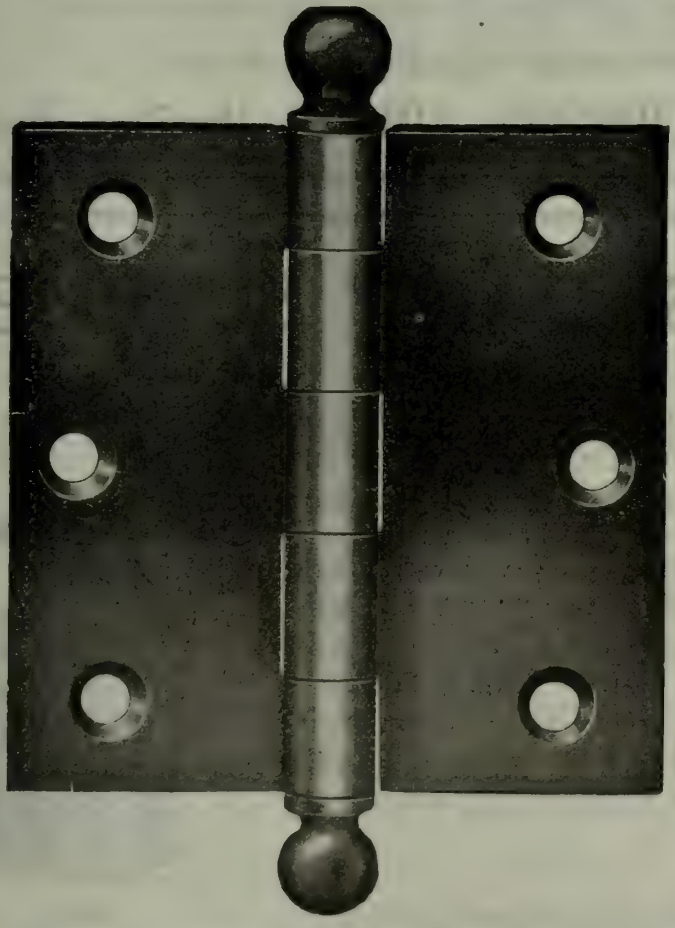
100 River Street **Millers Falls, Mass.**

MILLERS FALLS TOOLS



NATIONAL MANUFACTURING CO.

Sterling, Ill.



Reduce Your Selling Costs With The NATIONAL No. 500 Butt.

Puts your sales efforts on a profitable, minimum basis. Comes packed in the sales-inducing "National" way. All ready to hand over the counter to your customer.

Our **No. 500 Butt** in all sizes is packed one pair to a box and wrapped separately with screws.

This splendid seller offers you an opportunity to get acquainted with the advantages of handling "National" products.

Write to-day for your copy of the "National" catalogue.

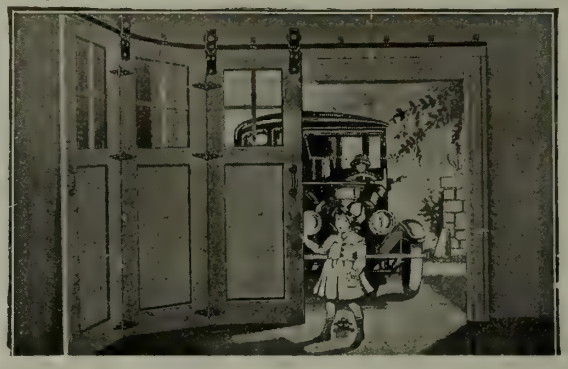
ALL GARAGE DOORS SHOULD BE HUNG ON ROLLERS

No equipment ever produced offers the many attractive features or gives such universal satisfaction to the user as does the

HATCH GARAGE DOOR OUTFIT

Outfit includes:

- **3 Special Swivel Door Rollers**
- **22 Feet of Track**
- **3 Pairs Special Garage Door Hinges**
- **3 Stay Rollers**
- **2 Extra Heavy Door Handles**
- **1 Safety Hasp**
- **1 Hook and Eye**



Makes doors weather-tight, sag-proof; prevents slamming, and does not get out of order.

The hinged door allows entrance without opening the other two.

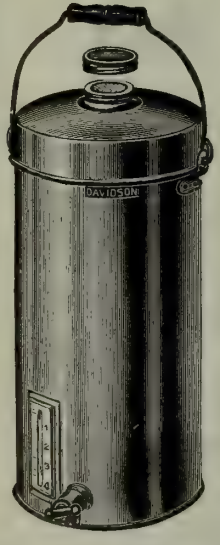
Complete directions packed with every set.

The roller bearing swivel hangers hold the doors in place, take the bind off the hinges and roll the doors around the corner, on the inside of building to the side wall.

SWING IN NOW---WRITE OUR HANGER DEPT. TO-DAY.

CANADA STEEL GOODS COMPANY, LIMITED, Hamilton, Canada

"DAVIDSON'S" DAIRY SUPPLIES



Creamery Can

In line with your policy of handling only the best merchandise—it will pay you to investigate our *Dairy Supplies*.

We manufacture Cheese, Factory and Railroad Milk Cans, Cream Cans, Delivery Milk Cans, Creamery Cans, Ice Cream Cans, Milk Aerators, Strainers, Strainer Pails, Cream Pails and Dairy Pails. All made to stand a great amount of wear and absolutely sanitary.

Write to-day for our catalogue. Fully illustrated.



Milk Strainer Pail

THE THOS. DAVIDSON MFG. CO., Limited

Toronto Montreal Winnipeg



"SAMSON"

FARM AND GARDEN TOOLS

have not lowered in standard of quality or excellence.

The materials are still right; the workmanship unsurpassed.

"Samson Quality" is too valuable an asset to you and to your customers to be sacrificed.

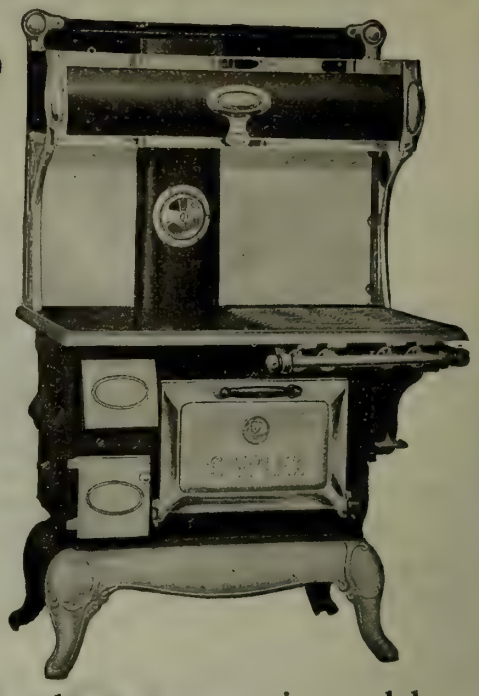
ABSOLUTELY GUARANTEED

HOWLANDS SAMSON QUALITY H.S. HOWLAND SONS & CO LIMITED TORONTO

H. S. HOWLAND, SONS & CO.
LIMITED
WHOLESALE HARDWARE
TORONTO

HOWLANDS SAMSON QUALITY H.S. HOWLAND SONS & CO LIMITED TORONTO

Time to Prepare



THE wise dealer will stock up with a line of McClary's Simplex Ranges. There will be a great demand for this fine interchangeable gas and coal or wood range this season.

The changeable seasons of the past few years have taught their lesson. One day cold, the next day unbearably hot. The Simplex has an appeal for the housewife who wants a comfortable kitchen all the time——cool in hot weather, warm in cold weather.

Your trade will recognize the selling points of the Simplex. Your customers cannot fail to realize its convenience and usefulness. The Simplex embodies the functions of both a coal or wood and a gas range.

A simple turn of a lever changes the Simplex from coal to gas or from gas to coal.

The oven can be heated by either coal or gas, or by both if desired. The range has four heating holes and four standard star gas burners. The Simplex is a handsome range—a range that makes a creditable display. It is finished with white porcelain enamel oven door panels and burnished top.

A dealer can recommend the Simplex with a feeling of perfect confidence. He is backed by the knowledge of the reliability and dependability that is associated with the name McClary's—a name that stands out as that of an institution of over seventy years' establishment and high standard reputation.

Write to our nearest branch for further details of all our attractive lines

McClary's

Manufacturers of Satisfactory Heating and Cooking Appliances

London Toronto Montreal Winnipeg Vancouver
St. John, N.B. Hamilton Calgary Saskatoon Edmonton

BY-PRODUCT COKE
SULPHATE of AMMONIA

"HAMILTON" PIG IRON

Basic Malleable Foundry

STEEL & IRON BARS
OPEN HEARTH STEEL SHEETS

FORGINGS

Car Axles
Shape and Drop Forgings
Carriage and Automobile Hardware

POLE LINE HARDWARE
(Black and Galvanized)

Pole Steps
Cross Arm Braces
Guy Clamps
Guy Rods

SCREWS

Steel, Brass and Bronze
Wood and Machine Screws

NAILS, SPIKES & RIVETS

Wire
Cut
Boat and Horse Shoe Nails
Railway
Pressed and Drift Spikes
Tacks
Shoe Nails
Steel and Copper Rivets
Burrs

Purchase the Products of Canadian Mills

TO uphold the Glory we have jointly earned—to honor our noble dead—to comfort the wounded, and extend to the men returned the hand of prosperous welcome, we must cast aside all forebodings and face the future with unbounded courage and confidence and, without a shadow of doubt, declare to the World that this Nation, which was so quickly and successfully transformed to a War basis, can be depended upon to revert to Peace conditions with equal success. The buyer and seller must recognize their duty to the Nation and co-operate fully to the end that all products that can be produced in Canada by Canadian workmen shall not be purchased elsewhere.

OUR Duty is plain; Canada with Canadian labor and capital can produce, manufacture and distribute products sufficient to keep the wheels of industry turning to the limit. The song of Prosperity and Happiness should ring out all over the land. Let us sincerely pledge to the extent of our needs, to purchase materials produced in Canada by Canadian Workmen, and the result of our efforts will return to us the Blessings of a Prosperous and Happy Nation.

THE
STEEL COMPANY OF CANADA
LIMITED

HAMILTON MONTREAL

RAILROAD TRACK MATERIAL

Angle Bars
Track Bolts
Tie Plates
Tie Rods
Spikes

WROUGHT PIPE

Black Pipe
Galvanized Pipe
Nipples
Couplings

LEAD PRODUCTS

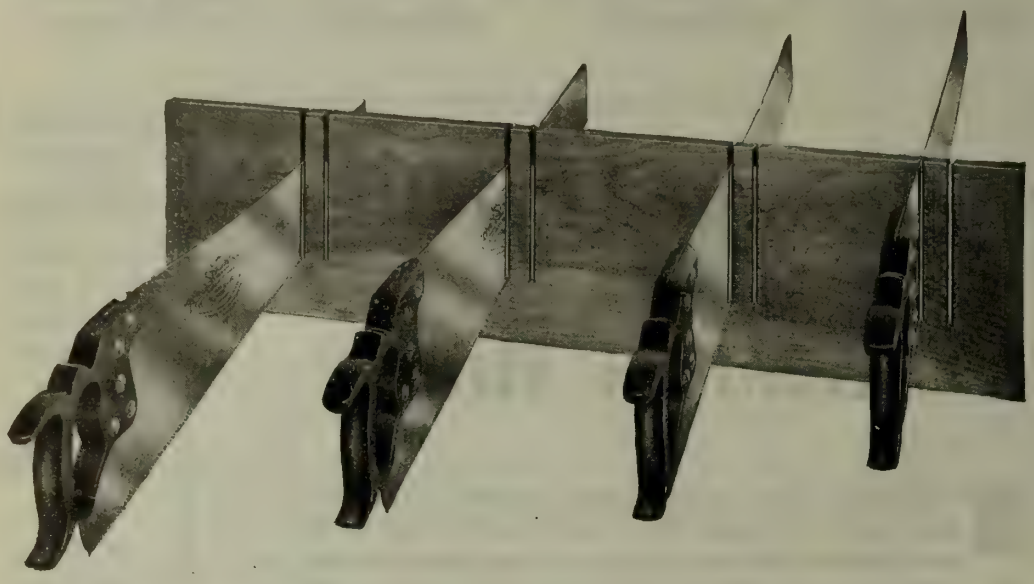
Lead Pipe
White Lead
Shot
Putty

WIRE

Steel & Brass
Copper & Bronze
Heavy and Fine
Bright Annealed
Coppered
Galvanized and Tinned
Stranded
Steel and Copper Cable
Clothes Line
Staples
Barb Wire
Woven Wire Fencing
Fence Gates

Bars Wire Wire Rods Angles
Blooms Sheets Channels
Billets Horse Shoes Plow Beams

SIMONDS HAND SAWS



Are demanded by mechanics the world over because they are efficient saws that are made Mechanically Right, of the best steel, made in our own mills. All first-class hardware stores carry our line because they recognize the trade pulling power of Simonds Saw Steel Products.

Value to customers and profit to dealer.

Write for booklet covering discounts on Simonds Cross-cut and Hand Saws.

SIMONDS CANADA SAW CO., LIMITED

"THE SAW MAKERS"

St. Remi Street and Acorn Ave., Montreal, Que.

Vancouver, B. C. - - - - - St. John, N. B.

Measuring Tapes, Steel Rules, Straight Edges, Surveyors' Band Chains, Engineers' Tools

MANUFACTURED BY

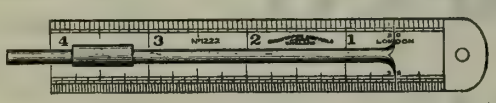
JAMES CHESTERMAN & CO., Limited

SHEFFIELD, - ENGLAND



Wind-up Measures, Steel, Linen and Metallic. With Improved Patent Flush Handle.

Chesterman tools are the highest standard of accuracy in the British Empire, and the quality of steel and substantial build guarantee a maximum of service and economy.



Steel Depth Gauge



Steel Pocket Vernier Gauge

Canadian Representative:

F. H. SCOTT, 404 Coristine Building, MONTREAL, CANADA

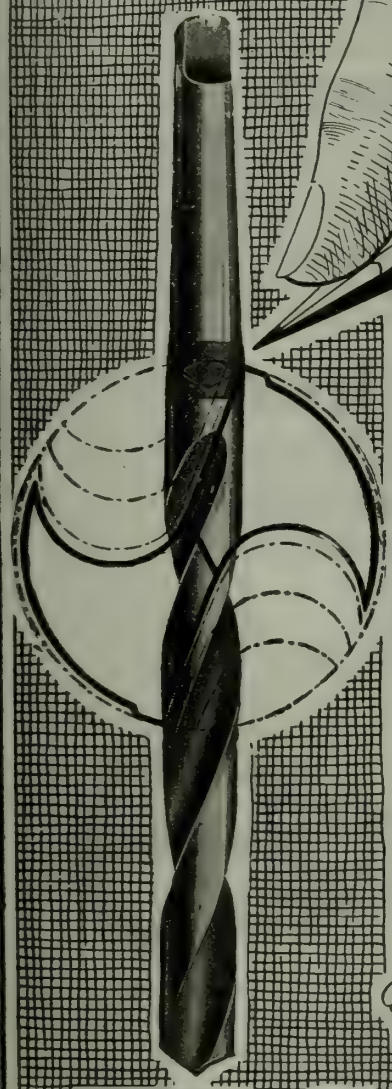
TENTS — CANOES — PADDLES — PACK SACKS — CUSHIONS

These lines find ready sale through the hardware trade. Your stock need not be large—just a few standard size tents—as we carry a large, well assorted stock for prompt shipment. Canoes and paddles of all kinds can be supplied, but should be ordered as far ahead as possible to ensure delivery when required. Various kinds of canoe cushions as well as launch cushions made to order. Can be supplied on short notice. Pack Sacks of every kind and style. Send for catalogue.

J. J. TURNER & SONS, LIMITED - PETERBOROUGH, ONT.

"Where there's a WILT — there's the Way"





A Quality Mark

The name of **WILT** stands for the best in **cutting tools.**

To the mechanic it's the **welcome sign** of **great efficiency** and **unusual service** —to the dealer, it's the substance of merchandising **profits** and customers' **good-will.**

Not only do we endeavour to maintain the **highest possible standard** both in **material** and **workmanship,** but we educate the user up to the point of getting the best out of our **Drills, Reamers and Milling Cutters,** and demonstrate to the Retailer the certain profits for him.

It's a service you can't afford to ignore.

Wilt Twist Drill Co., of Canada, Limited
WALKERVILLE, Ont.
London Office, Wilt Twist Drill Agency
Moorgate Hall, Finsbury Pavement, London, E.C. 2 England

WILT

HIGH SPEED AND CARBON TWIST DRILLS

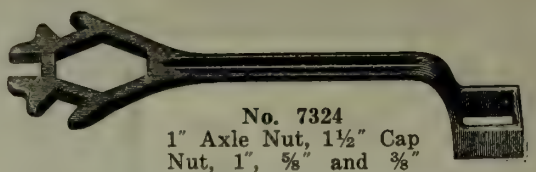


Plow Rings

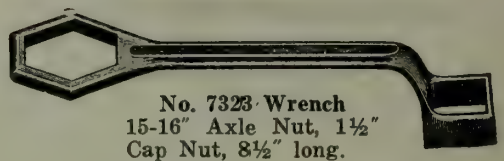
	Inches Wire	Inches Long	Inside In. Wide
No. 2800A.	½″	3″	1⅜″
No. 2800B.	7-16″	3¼″	1¼″

Malleable Iron Band Lugs for Round Rods

In sizes from ⅜″ to 1½″. Carefully made of the best malleable iron. Furnished in either bags or barrels.



No. 7324
1″ Axle Nut, 1½″ Cap Nut, 1″, ⅝″ and ⅜″ openings, 9″ long.



No. 7323 Wrench
15-16″ Axle Nut, 1½″ Cap Nut, 8½″ long.

BETTER MALLEABLE AND CAST IRON PRODUCTS

It has always been our aim to manufacture only the best Cast Iron and Malleable Products. The popular demand for our goods to-day is an indication of the high quality reputation we have attained.

To the progressive Hardware dealer seeking more business with greater profits we suggest the lines here illustrated. Prices and complete information will be gladly furnished on request. Write to-day.

International Malleable Iron Company, Limited

Guelph, Ontario, Canada

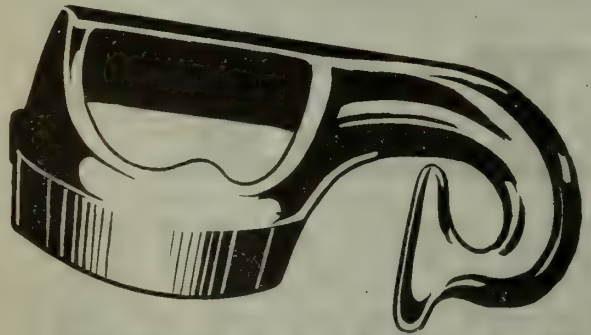
Whiffletree Hooks



Side View— **McPhail**
Pattern ..... 1¼″ dia.—pairs



Face View— **McCormick**
Pattern ..... 1⅜″ dia.—pairs



Deering Pattern, 1⅜″ dia.—right and left pairs



Massey-Harris Pattern, 1¼″ dia.—right and left pairs.

We Put It To You Squarely:

"Do You think it is fair to Yourself and Business to countenance an Avoidable Waste?"



Here is a waste you can easily stop at practically no expense to yourself. The old method of handling varnishes, oils, turpentine, etc., is just as wasteful and just as antiquated as the old-fashioned horse car and the still older ox cart.

GILBERT & BARKER
Oil Storage Systems

will quickly pay for themselves in time, labor and the **saving of oil.** This is the experience of thousands of users of G. & B. equipment. THEY KNOW. Seepage, due to leaky containers, is eliminated. This equipment is proof against evaporation and reduces fire risk to the minimum. The Gilbert & Barker line of pumps and tanks is complete.

You intended to look into this—do it to-day. Send for Bulletin 52. To-day is a better day than to-morrow—write.

GILBERT & BARKER MFG. COMPANY
SPRINGFIELD, MASS., U.S.A.

Canadian Distributors:
Imperial Oil Limited
BRANCHES ALL CITIES




Starrett Tools
Are known to mechanics as the best tools for precision measurements that mechanical skill can produce or that money can buy. The accuracy, simplicity and sterling quality of the Starrett Micrometer has won it a place in the personal kit of almost every machinist.
A copy of catalog No. 213 descriptive of 2,100 kinds and sizes of tools will be sent you free on request.
THE L. S. STARRETT CO.
The World's Greatest Toolmakers
Mfrs. of Hack Saws Unexcelled
Athol, Mass.
42-943
STARRETT
TOOLS

CANADA
FOUNDRIES & FORGINGS
LIMITED

SMART'S HAMMERS

Guarantee of Excellence



Highest grade imported steel and most expert labour used in the manufacture of all our tools.

These Hammers are known the world over and are asked for by every *good* workman.

Immediate shipment of all orders received.

Our tool catalogue cheerfully furnished on request.

James Smart Plant
Brockville, Canada

ATKINS

Sterling Quality Cross-Cut Saws



The Saw that brings a *higher price*—a *bigger* profit. Their Service makes them worth it.

Sterling quality steel backed by sixty years' experience has produced these popular Saws. Get quotations and resale prices immediately. *Ask for catalog "H.M."*

Made in Canada.

E. C. ATKINS & CO.

Makers of Sterling Saws

Factory—Hamilton, Ont. **Vancouver Branch—109 Powell St.**

A.R.C. BRAND



The Brand Behind The Product

When it's a question of workmen's mitts and gloves—it pays to sell the best. You can't afford to lose time and money experimenting with unknown brands.

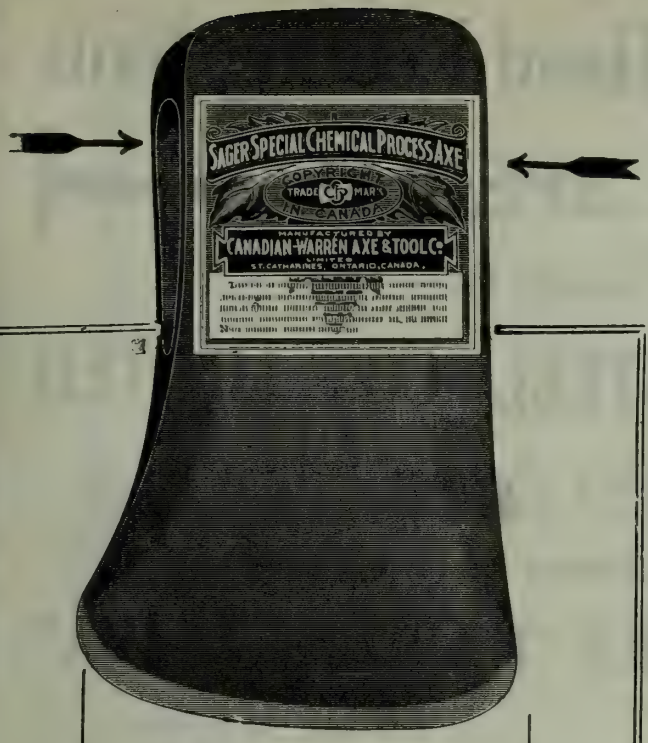
The High Quality of "A.R.C." Brand Mitts and Gloves is well known. The Workman recognizes the "A.R.C." Trade-Mark as the stamp of good money-value.

Dealers make better profits selling this brand, for we share the middleman's profits with you.

May we send you particulars? Write us.

A. R. Clarke & Co., Limited, Toronto

Manufacturers—Gloves, Mitts, Moccasins, Shirts, Sheep Lined and Mackinaw Clothing

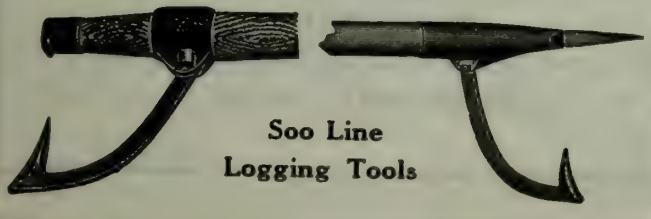


WHY NOT BE GUIDED BY THE JUDGMENT OF HUNDREDS OF WELL KNOWN LUMBERMEN, WHO ACKNOWLEDGE THE SUPERIORITY OF

"SAGER AXES"
AND
"SOO LINE" LOGGING TOOLS?

GET THE HABIT.
(AND THE PROFIT)

Canadian-Warren Axe & Tool Co.,
LIMITED
ST. CATHARINES, ONT.



Soo Line Logging Tools

Demand Is There— It Is Only a Matter of Supplying It

There, in a phrase, is the sales story of "Famous Five" Files as far as dealers are concerned.

Customers come to buy. You don't have to spend time explaining their qualities. All you need to do is carry stock enough to fill orders and specify "Famous Five" when buying from jobbers.

They are:

KEARNEY & FOOT
GREAT WESTERN
AMERICAN
ARCADE
GLOBE

Made in Canada by



American Felt Large Head Roofing Nails

"DOMSTEEL SPECIAL"

Are Made in Canada by

DOMINION IRON & STEEL CO., LIMITED

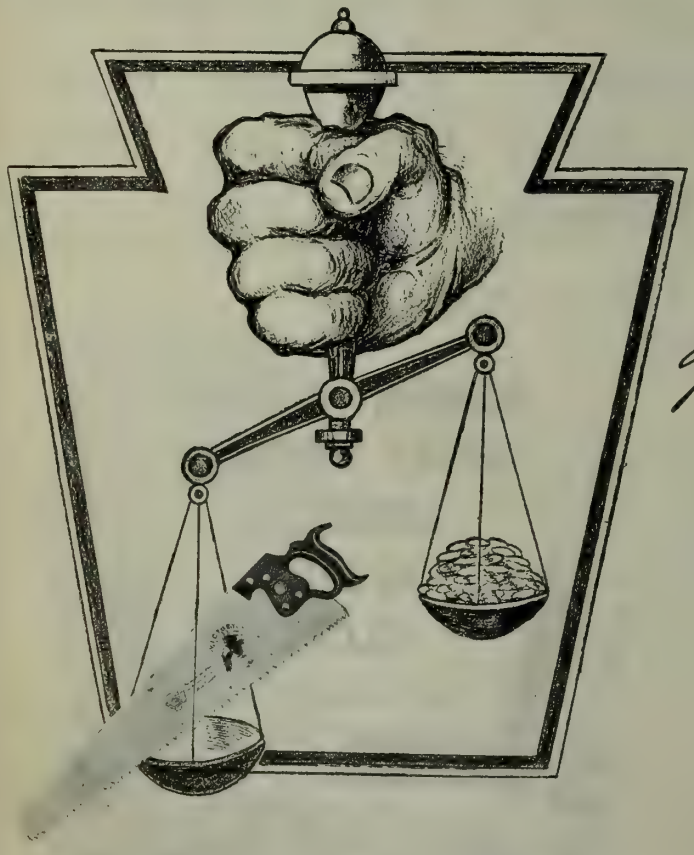
Style and Quality Perfect

When ordering from your Jobber insist on getting

LARGE HEAD ROOFING NAILS "MADE IN CANADA"

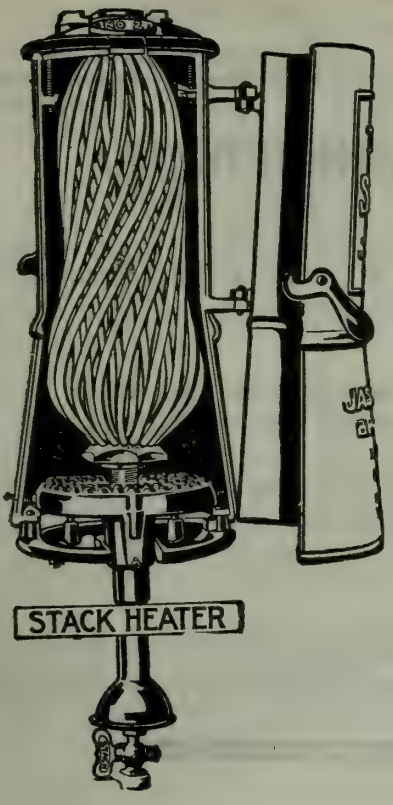
HEAD OFFICE AND WORKS:
SYDNEY, NOVA SCOTIA

GENERAL SALES OFFICE:
112 ST. JAMES STREET
MONTREAL, QUE.



Worth many times its cost

HENRY DISSTON & SONS
INCORPORATED
Keystone Saws, Tool Steel and File Works
PHILADELPHIA, U.S.A.



The Evidence Is There

The big feature of the Stack Gas Water Heater is readily apparent.

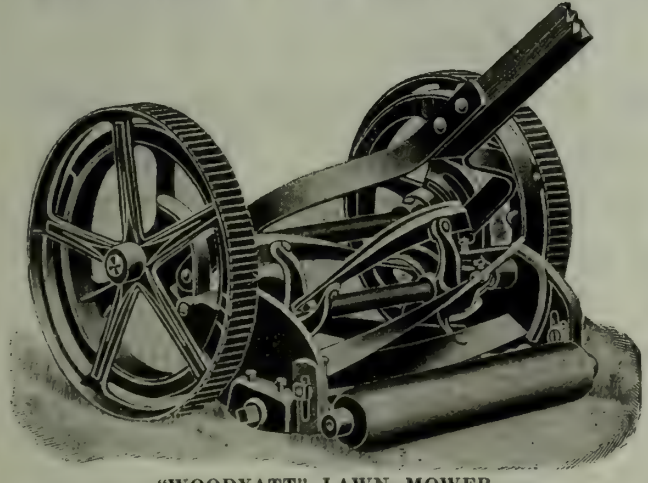
Your arguments may be clinched by simply opening up the Heater. Those near perpendicular copper tubes will convince your customers. They can see at once that the water is subjected to intense heat. They will understand how small columns of water will heat quicker than in a large coil. The fact that the *Stack Gas Water Heater* heats water in one minute will make sales for you. You will have no trouble convincing your customers that this is the best heater on the market to-day.

Display card sent on request.

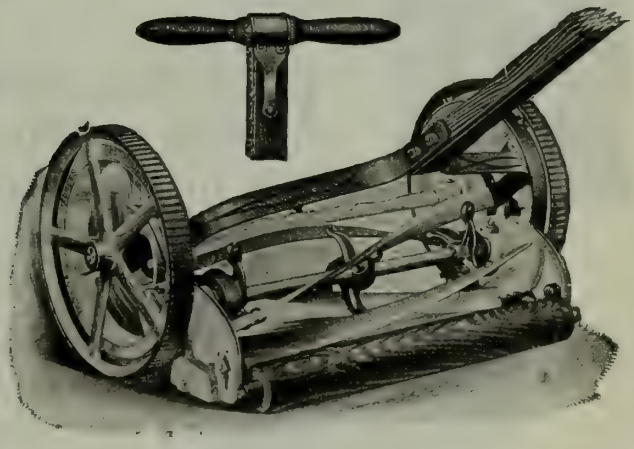
The James Morrison Brass Mfg. Co., Ltd.

93-97 Adelaide Street West - TORONTO

GENERAL FAVORITES



"WOODYATT" LAWN MOWER



"EMPRESS" LAWN MOWER

T-F Lawn Mowers for years have been general favorites and with Summer started in earnest a splendid opportunity is afforded you, Mr. Dealer, to make big sales by pushing the T-F lines strongly. The popular lines are the Empress, Adanac, Ontario, Woodyatt, Star and Daisy. Many sales of any of these lines means many satisfied customers.

Order a stock from your jobber to-day.

Taylor-Forbes Company, Limited

Taylor-Forbes Co., 246 Craig St. W., Montreal

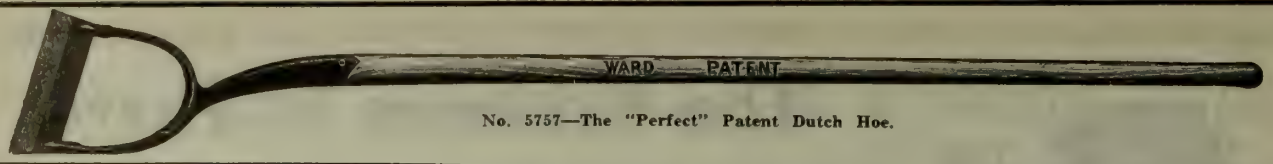
H. G. Rogers, Ltd., 147 Prince William Street St. John, N.B.

Head Office and Works:

Guelph, Ont.

Taylor-Forbes Co., Ltd., 1070 Homer Street Vancouver

H. F. Moulden & Son, 314 Confederation Life Bldg., Winnipeg



No. 5757—The "Perfect" Patent Dutch Hoe.

WARD & PAYNE W P WARD SHEFFIELD

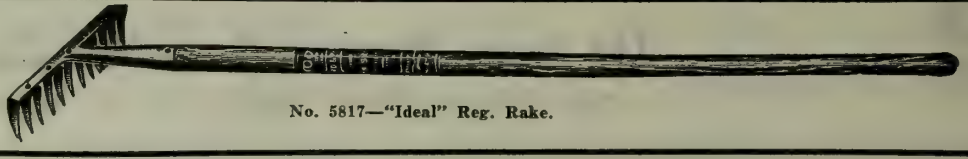
These garden tools are now off the list of "restricted exports" and we are thus able to supply and ship them in any quantities. The Ward & Payne line embraces a varied line of high quality fast selling garden tools. Write our nearest Canadian Agent if your jobber cannot supply you.

The Unbreakable "Perfect" Dutch Hoe. This is the only genuine Solid Dutch Hoe on the market. It is not welded, but from tip of blade to end of shank is one solid piece of steel. No more broken sockets or shanks as with a welded tool. Your customer will be perfectly satisfied.

The "Ideal" Rake for any Soil. This is a strong, practically unbreakable tool that will work in either light or heavy soils. Its specially-shaped teeth prevent clogging and break the soil up with less labor. It is a popular seller.

CANADIAN AGENTS:

Sherman F. Ainslie, Spadina Avenue, Toronto. Anthony Ferguson. Ltd., 1150 Hamilton St., Vancouver, B.C. Alexander Gibb, 3 St. Nicholas St., Montreal.



No. 5817—"Ideal" Reg. Rake.



Williams' Drop-Forged Wrenches in Sets

J. H. WILLIAMS & CO. are known the world over as "The Wrench People." They have been making wrenches for so many years that users everywhere, when they think of Wrenches, invariably think of Williams' and Williams' Superior Wrenches have never failed them.

There is a great demand for these wrenches in sets, not only on account of the dependability of the tool but also because of the convenient form in which they are packed.

A booklet describing these sets will be sent on request.

J. H. Williams & Co.

"The Wrench People"

30 Richards Street - Brooklyn, New York

The A. G. Low Co., Ltd.
30 Pacific Ave., Saskatoon, Sask.
Agents for Manitoba, Saskatchewan, Alberta and British Columbia

METALS · CHEMICALS · GLASS
B&S·H
Established 1790

We are now prepared to quote on

English Castor Oil

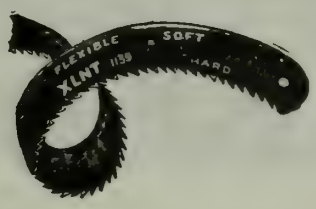
From stock and for Import

B.&S.H.THOMPSON & COMPANY LIMITED MONTREAL

Branches : Toronto, Winnipeg, Vancouver, New Glasgow, N.S.

Selling Agents for Eastern Canada for United States Steel Products Co.
Exporters of the Products of the American Sheet & Tinplate Co.

TRADE MARK
Red Devil Tools



An Almost Unbreakable Blade

"Red Devil" Flexible Hack Saw Blades are manufactured by a special process which enables us to turn out a really good blade at a very moderate price. Teeth are milled sharp (not punched) and are evenly set.

Write for prices of this and other "Red Devil" Hand Tools

SMITH & HEMENWAY CO., INC.
89 Coit Street, Irvington, N.J.

"Red Devil" is the Expert Mechanic's guide to Known Quality in Pliers, Electricians' Tools, Hack Saw Frames and Blades, Auger Bits, Chain Drills, and other Hand Tools, all of a class with "Red Devil" Glass Cutters, the biggest sellers in the World.

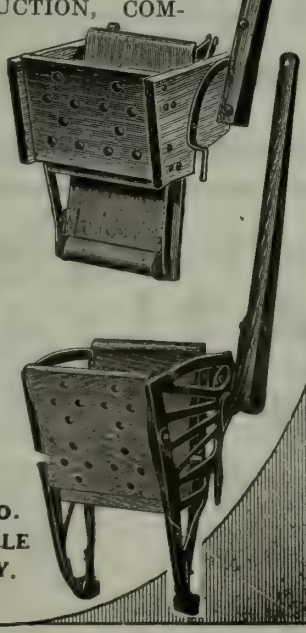
WHITE PROTECTION PATENT MOP WRINGER IS THE STANDARD

"White"
MOP WRINGERS

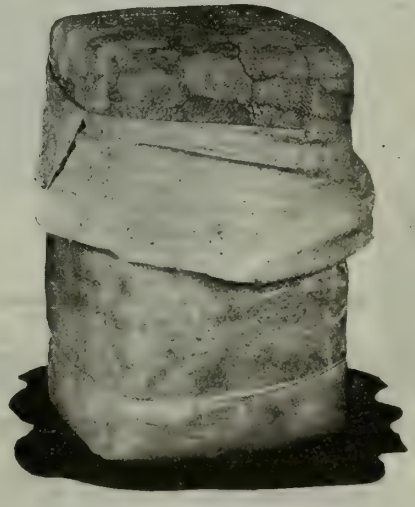
EASE OF OPERATION, THEIR GREAT UTILITY AND THEIR SUBSTANTIAL CONSTRUCTION, COMBINED WITH THEIR PRICE, MAKES THE WHITE MOP WRINGER A RAPID SELLER.

Made of malleable iron and the best of hard woods — Maple or Birch. Fits any kind of pail and wrings the mop thoroughly.

It has more than one use —often used for fruit and vegetable presses and works perfectly. The advent of the White Mop Wringer proved a boon to the housewife—it sells itself and is a good profit-maker.

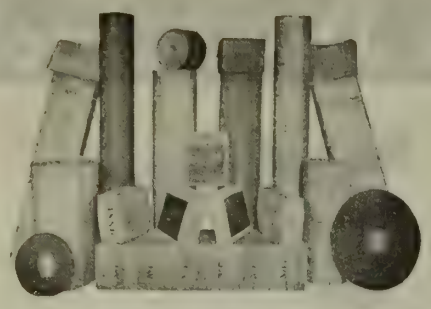


White Mop Wringer Co.
FULTONVILLE N.Y.



We make prompt deliveries at lowest market prices consistent with quality and packing. Write for our prices, and keep them before you. We have all grades and sizes Bahama, Cuban and Florida Sponges in stock.

Evans & Co., Limited
(Importers and Exporters)
Coristine Building :: Montreal, Que.



THE manufacturing plants in your district present an opportunity for sales in these high quality lines.

Emery Paper and Cloth, Garnet Paper and Cloth, Flint Paper and Cloth, Discs and Circles.

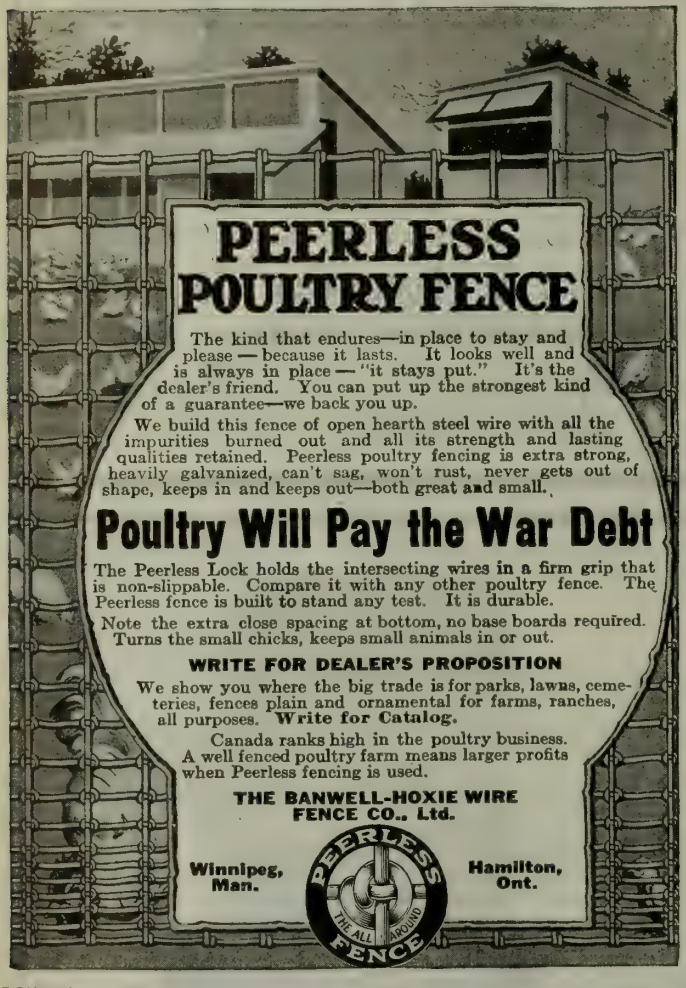
Their well-known reputation for quality is a valuable asset to the dealer selling them. A complete stock on hand, together with an attention-creating display, will attract your local buyers.

May we send you catalogue and prices?

Canadian Sales Representatives:

Messrs. Moncrieff & Endress, Galt Bldg., Winnipeg, Man. 'Phone Garry 3389.
Mr. Alexander Gibb, 3 St. Nicholas St., Montreal, Can. 'Phone Main 2343.

UNITED STATES SAND PAPER CO. WILLIAMSPORT, PENN.



PEERLESS POULTRY FENCE

The kind that endures—in place to stay and please — because it lasts. It looks well and is always in place — "it stays put." It's the dealer's friend. You can put up the strongest kind of a guarantee—we back you up.

We build this fence of open hearth steel wire with all the impurities burned out and all its strength and lasting qualities retained. Peerless poultry fencing is extra strong, heavily galvanized, can't sag, won't rust, never gets out of shape, keeps in and keeps out—both great and small.

Poultry Will Pay the War Debt

The Peerless Lock holds the intersecting wires in a firm grip that is non-slippable. Compare it with any other poultry fence. The Peerless fence is built to stand any test. It is durable.

Note the extra close spacing at bottom, no base boards required. Turns the small chicks, keeps small animals in or out.

WRITE FOR DEALER'S PROPOSITION

We show you where the big trade is for parks, lawns, cemeteries, fences plain and ornamental for farms, ranches, all purposes. **Write for Catalog.**

Canada ranks high in the poultry business. A well fenced poultry farm means larger profits when Peerless fencing is used.

THE BANWELL-HOXIE WIRE FENCE CO., Ltd.

Winnipeg, Man. Hamilton, Ont.



"Belleville" Hardware

A "Made-in-Canada" Product Equal to the Best in the World

We are all apt to look up to imported goods as superior to home-made lines. Pause before you concede anything to foreign products over "BELLEVILLE" HARDWARE. Here is a Canadian-made product that is as good as the best.

"Belleville" hardware is meeting the demand of the most particular architects and builders, and is recording wonderful success throughout Canada. It is a worthy Canadian product, worthy of the best Canadian patronage. All hardware looks very much alike to builders and architects until they have had experience with "Belleville."

Best line for dealers to handle. Has greatest demand. Get our proposition.

Belleville Hardware & Lock Mfg. Company

Belleville - Ontario

E. Roy, 65½ St. Andre St., Montreal, Que.
A. S. Butchart, 26 Adelaide St. W., Toronto
C. C. Cartwright, Union Trust Bldg., Winnipeg



4 Good Reasons --READ 'EM!

Why you should sell Rolled Thread Bolts and Screws:

BETTER QUALITY—Rolled Thread Bolts can only be made from first quality Basic Open-Hearth Stock.

STRONGER—Actual tests show 13 per cent. greater strength than Cut Thread Bolts.

NO USELESS WEIGHT—Shanks are smaller than threads. No useless weight to pay freight on.

BIG FIRMS ADOPTING THEM—Some of the largest users on the continent will accept nothing else—and they always investigate before acting.

THE NORTHERN BOLT, SCREW AND WIRE COMPANY, LIMITED - OWEN SOUND, ONT.

Our Canadian soldiers made Canada famous by winning great victories in Flanders. The Canadian Arrow Head Vanadium Steel Saws are making Canada famous, by winning the battle of popularity throughout the world.



ARROW HEAD SAWS

Write for Catalogue
T. F. SHURLY CO., LTD.
St. Catharines, Ont.

Butler's FAMOUS SHEFFIELD CUTLERY

"CAVENDISH" CUTLERY & PLATE

"KEEN" RAZORS



Gold Medals Grand Prix

JAMES BUTLER, Head of the Butler Firm 100 years ago.

Regd A.D 1681 | "BUTLER" 1768 | ART 1861

GEO. BUTLER & CO., LTD., Sheffield, England
London Showroom, 62 Holborn Viaduct, E.C.
Address correspondence to TRINITYWORKS, SHEFFIELD

HORSE COLLAR PADS



Horse-owners appreciate the worth of good, serviceable **Horse Collar Pads.**

Recommend "TAPATCO" Pads to your customers. They give satisfaction. It's economy to use them in the prevention of "Sore Shoulders." Save time and money in keeping horses always on the job. Made of strong, durable and highly absorbent material. Well made and carefully sewn. Are soft and perfect fitting under the collar.

Possess our exclusive **"Patented Hook Attachment"** that lengthens the life of the pad.

Include **"TAPATCO" PADS** in your next order.

They sell at a splendid profit.

Order through your jobber.

The American Pad & Textile Co.
CHATHAM, ONTARIO

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

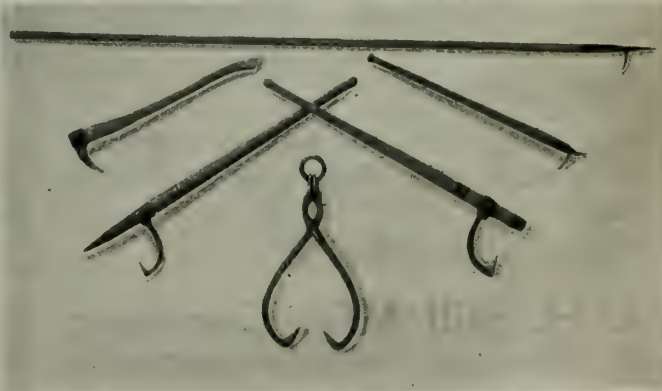
We manufacture all kinds of lumber tools. Light and Durable

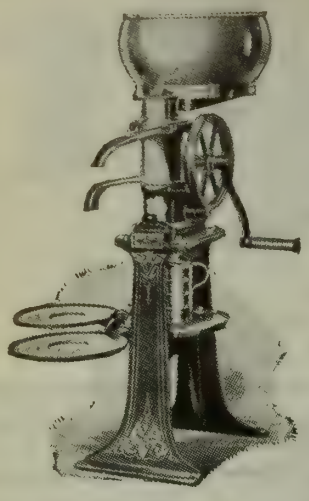
LONG DISTANCE PHONE No. 87

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants

THE THOS. PINK COMPANY, LIMITED
Manufacturers of Lumber Tools
Pembroke Ontario





Whoa!

90% of all separator trouble is caused, directly or indirectly, by the bowl getting out of balance.

Mr. Separator Man

You can leave that 90% behind if you sell the

ANKER-HOLTH

(Self-Balancing Bowl)

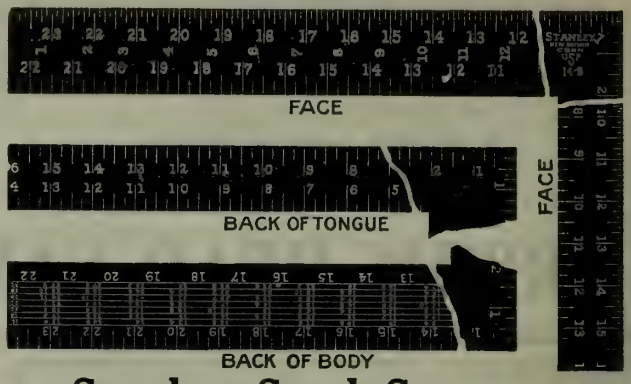
CREAM SEPARATOR

Write to

Silverwoods, Limited

London, Ont.

Stanley Tools



Stanley Steel Squares

Every Stanley square is weldless, or, in other words, made from ONE piece of steel, and all four edges are machined. Particular attention is called to the finish on all numbers and the depth and accuracy of the graduation.

Special care has been given to the simplifying of all tables used, so that the workman can get the measurements he desires with ease and rapidity.

They can be furnished in a number of different styles, and the variety of finishes offered include Royal Copper, Blued, Nickel Plated, Galvanized and Polished. All Royal Copper and Blued finished Squares have white enamel figures and graduation.

Each Square is packed in an anti-rust wrapper and this stamp STANLEY NEW BRITAIN CONN U.S.A. appears on the surface of all numbers.

Send for special circular containing complete description.

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.

Canadian Representatives: A. MacFarlane & Co., Ltd., Montreal, Canada.

An Axe is as Strong as its Handle

STILL'S

—will give you a stronger working tool, for **STILL'S HANDLES** are made from the best of Canadian Woods.

The sale of

STILL'S HANDLES

far exceeds all other makes.

There's a reason.

Axe, Pick, Sledge and Hammer Handles, Cant Hook and Peavie Handles.

It pays to sell **STILL'S.**

J. H. Still Mfg. Company
ST. THOMAS -:- ONTARIO

UNIMECO WROUGHT WASHERS

We manufacture a wide range of **wrought washers** of every description. Round and square in plain and galvanized.

"Unimeco" washers possess superior quality and unusual finish.

We can also supply you with **Annealed Rivet Burrs** of the same high quality. The "Unimeco" line is a profitable one for you to handle. Write us for information and prices. We ship promptly.

THE UNION IRON & METAL CO.
LIMITED
1951 DUNDAS ST. W.
TORONTO ∴ CANADA

In High Class Lavatories

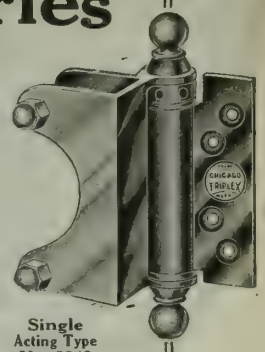
TRADE CHICAGO MARK
SPRING HINGES

TRADE CSB CO MARK

At clubs, hotels, theatres, restaurants, railroad stations, department stores, etc., you'll find Chicago "Triplex" Lavatory Spring Hinges used almost invariably

A type for every requirement. Each made to meet a definite service. Type No. 2242 can be supplied with reverse action springs, to hold the door open when released.

Chicago Spring Butt Company.
CHICAGO NEW YORK
Send for Catalogue M36



Single Acting Type No. 2242

25c. a can Common Sense Exterminator



KILLS RATS

Has been on the market for 25 years. Quickly and effectively eliminates rat pests. It dries them up. Destroys without odor.

"Common Sense" is sold on a money-back guarantee. Good profits in it for the dealer.

Jobbers, write us for terms.

Ask us about our Roach preparation.

COMMON SENSE MANUFACTURING CO., INC.
393 QUEEN ST. WEST - - TORONTO, ONT.

A GOOD INVESTMENT

Stamp your name on every tool and be insured against loss and theft. We will make for you a stamp, hand cut from tool steel, it will last a life time. Send 20c for each letter or initial, and 10c postage.

We also make special Trade Mark Stamps and Dies. Steel Letters and Figures in sets for the hardware trade.

The Crown Stamp & Die Works
Waterdown Ontario



Again in Demand

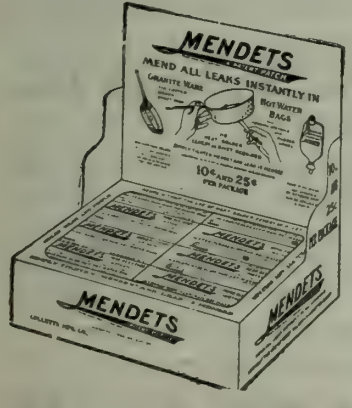
The wooden tub is back—the high cost of the metal is largely responsible, but a wooden tub has other advantages.

There is no galvanizing or plating to fall off. No rust to spoil clothes, and hot water retains its heat longer.

Cane's wash tubs will be favored. They last a lifetime and are built with the workmanship that has made Cane's Woodenware popular for over thirty-five years.

Order a supply of Cane's Tubs from your dealer for a Source of Good Revenue

The Wm. Cane & Sons Company, Ltd
Manufacturers NEWMARKET, ONTARIO

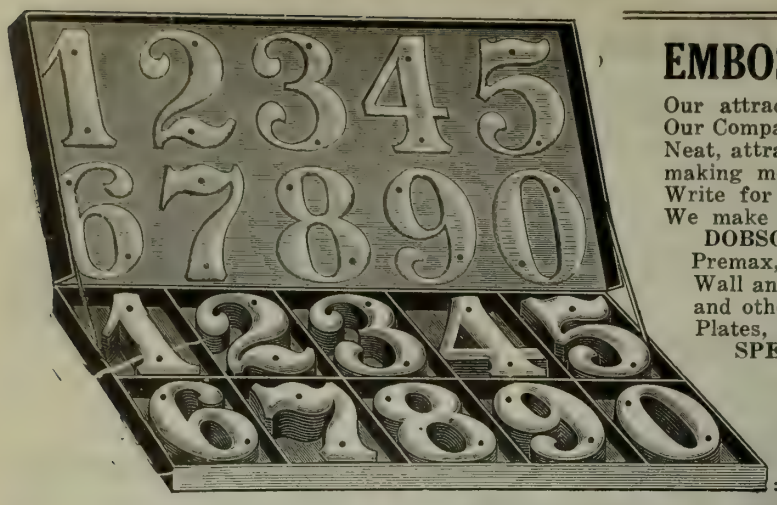


MENDETS
A PATENT PATCH

IT'S easy selling Mendets with this display stand on your counter—an attractive silent salesman that saves the time of your clerks. It effectively meets the demand for Mendets—the greatest aid in in the kitchen to-day. Mends graniteware, pots, pans, rubber goods, etc., etc.

Your jobber has them.

Collette Mfg. Company, Collingwood, Ont.



EMBOSSED SHEET METAL FIGURES

Our attractive figures, 8 sizes, 7 finishes, are quick sellers. Our Compartment Box contains 120 figures, 1 dozen each, 0 to 9. Neat, attractive, draws trade. A popular and convenient sales-making method of display for your benefit.
Write for Folder 12 and Sales Suggestions.
We make the following hardware specialties:

DOBSON, ZENITH AND PREMAX HAME CHAINS

Premax, Jockey, Spreader and Stallion Chains, Wall Plugs, Wall and Veneer Ties, Sash Pulleys, Sash Chains, etc. Street and other Signs, Checks, Badges, Medals, Dog Tags, License Plates, Name Plates, Miscellaneous Goods.

SPECIAL BARGAINS IN TRAPS FOR 30 DAYS.
Catalog No. 25 on request.

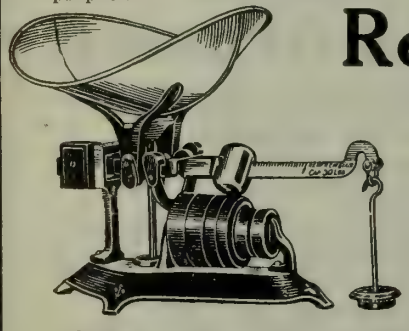
Niagara Falls Metal Stamping Works
Niagara Falls, N.Y.

Kills the Losses

Why should housewives take ALL the risk in regard to honest mistakes in weighing. It certainly is easy to convince her she shouldn't, and that a Renfrew scale will save not only risk, but many actual losses. That builds up sales for YOU.

An ordinary, doubtful scale would only add useless disputes. The Renfrew is accurate for every weight from ½ oz. to 30 lbs., and its owner can prove her weights every time by means of the Government Inspector's Certificate which goes with every Renfrew.

The Renfrew is made in black finish, or in all-nickel finish suitable for candy stores or homes desiring a little bit better. Write for literature and attractive selling proposition.



Renfrew
HOUSEHOLD SCALE

Guaranteed to weigh accurately.
Capacity: ½ oz. to 30 lbs.

The Renfrew Scale Co.

Head Office and Works, Renfrew, Ont.

Western Representatives: P. A. C. McIntyre & Co., 810 Confederation Life Bldg., Winnipeg, Man.

Our Other Lines: "Renfrew" 2,000-lb. Farmers' Truck Scale.

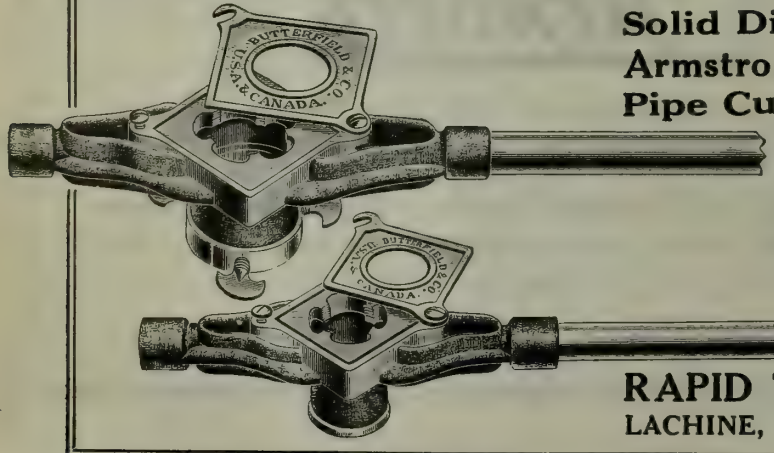
REED'S SPECIAL



Asphalt Roofings,
Tarred Felts,
Pitch,
Coal Tar,
Roof Coatings,
Slates,
Conductor Pipe,
Gutters,
Sheet Metal Work
Fire Doors,
Wire Guards,
Ventilators.

The products we make are the best that may be bought for the money. Every item is high grade and extremely durable. A postal will bring you complete prices and full information on all our Roofer's Supplies. *Write us.*

GEO. W. REED & CO., Limited
Manufacturers
MONTREAL



Solid Die Plates
Armstrong's Adjustable Stock and Dies
Pipe Cutters and Vises

We are the sole manufacturers of the above lines previously made by Butterfield's.

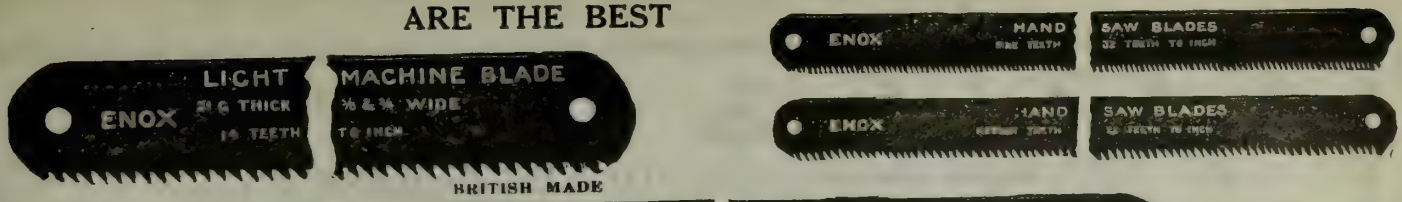
These are profitable lines for you to handle on account of low prices and high quality.

Write for our complete catalogue and price list.

RAPID TOOL & MACHINE CO., LTD.
LACHINE, QUE. **Branch: IBERVILLE, QUE.**

ENOX HACKSAW BLADES

ARE THE BEST



BRITISH MADE

AGENTS IN CANADIAN TOWNS WANTED

AN ENTIREL BRITISH COMPANY

Liberal terms offered to firms willing to carry stocks and act as sole agents for the district.

SOLE MAKERS **FRY'S (LONDON) LIMITED, 46 Upper Thames St., London, E.C. 4, England. Works: Greenwich, S.E. 10**

The Standard Machinery & Supplies, Limited, 261 Notre Dame St., West, Montreal.
Agents for British Columbia—The A. R. Williams Machinery Co., 495 Railway St., Vancouver, B.C.

P✕H

TRADE MARK

A SLOGAN

is a manufacturer's declaration of faith in his product.

Usually it is a simple statement of fact, pithily pointing out the superiority of his goods.

The slogan of P.H. and Imperial Files, is

"They Cut Faster And Wear Longer"

This is justified by the practice and experience of satisfied users.

Let us prove it to *YOU*.

Ingersoll File Company, Limited
Ingersoll, Ontario

John Morrow Screw & Nut Company, Limited
INGERSOLL ONTARIO
Sole Distributors

IMPERIAL

TRADE MARK

VOL-PEEK



FIRST AID IN THE KITCHEN—

IN EVERY HOUSEHOLD

Vol-Peek finds a place. Mends pots, pans, tinware, graniteware, copper, aluminum, etc. Easily applied, sanitary, hardens quickly and costs only **½ cent per mend.**

Send a sample order to-day. A bright colored display stand of 24 packages for $2.25. Vol-Peek sells on sight and is guaranteed; 60% profit for the dealer.

At your jobber or

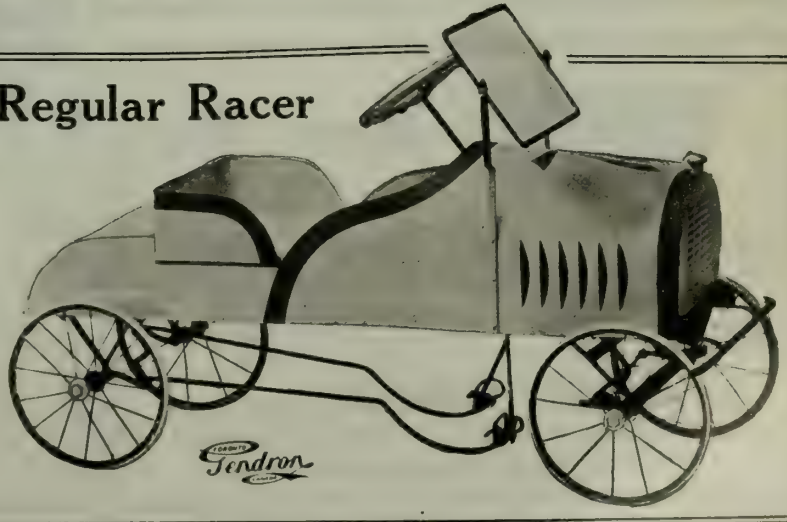
H. NAGLE & CO., Box 2024, MONTREAL
(Owning and Operating Vol-Peek Mfg. Co.)

Just Like Daddy's---A Regular Racer

Our new line of **Automobiles for Boys and Girls** is absolutely different from any other of its kind on the market to-day. In general appearance and construction made on the lines of a real car. **Possess** the latest and newest features combined with strength and durability throughout.

Automobile No. 37 Illustrated—Frame, selected wood covered with sheet steel; body, painted yellow and striped; gear and wheels enamelled black; metal wind shield with celluloid; imitation gas and spark switch; clicker for supposed self-starter.

Write for catalogue and prices.



Gendron Manufacturing Company,
LIMITED
Duchess and Ontario Streets, Toronto, Ont.

YATES & CO. ESTABLISHED 1857

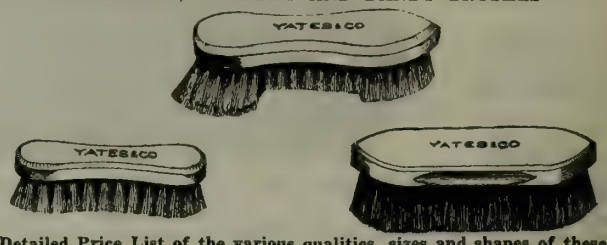
Brush Manufacturers, HALIFAX, ENGLAND

BEST FINE WHOLE HAIR BROOMS



Detailed Price List of the various qualities of these Brooms will be gladly sent on application.

SCRUBBING, LAUNDRY AND DANDY BRUSHES



Detailed Price List of the various qualities, sizes and shapes of these Brushes will be gladly sent on application.

BROOMS

We are pleased to advise the trade that we can now supply our

Standard Brooms

Prompt Shipment

and will be glad to book your order—*PRICES RIGHT.*

QUALITY as usual.

Walter Woods & Co.

Hamilton and Winnipeg

Wrought and Steel Plate WASHERS OF ALL DESCRIPTIONS

ROUND AND SQUARE

PLAIN OR GALVANIZED



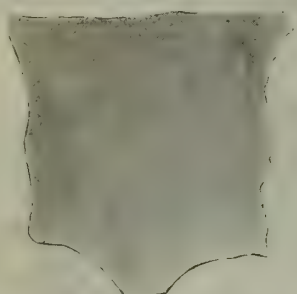
Annealed Rivet Burrs; Felloe Plates; Sheared and Punched Plates; Malleable Washers and Cast Iron Washers.

PROMPT SHIPMENTS

We Guarantee Quality and Service.

Wrought Washer Mfg. Co.

Milwaukee, Wis.



Chamois Skins

We have in stock a limited quantity of all sizes from 8 x 10 to 28 x 30.

EVANS & COMPANY, Limited

Coristine Bldg. Montreal, Canada

We represent two of the largest factories in the world.

Trade with Gt. Britain

Extract from the "Times," London, May 2nd, of cable sent to Ottawa by Canadian Mission:

"Canadian manufacturers should realize the advantage of having representatives in England, they should not overlook the British market, where a great variety of commodities is needed, and the market is favorably open and worthy of individual effort."

The Opportunity Now Before You.

A director of an influential British firm will be visiting Canada during June and July to buy from Canadan manufacturers, or would act as selling agents throughout Great Britain.

The goods of interest are Enamelled and Aluminum Kitchen Utensils, Domestic Woodware and Household Hardware.

Propositions carefully considered; Please communicate (in confidence) with

SIDNEY S. FREEMAN, (London,) Eng.

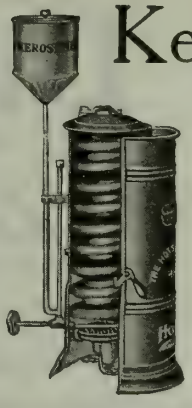
National Park Bank, New York.

MADE IN CANADA

Blacksmiths'
Boiler Makers'
Machinists'
AND
Pipe Fitters'
Tools

Write for Catalogue

A. B. Jardine & Co.
LIMITED
HESPELER, ONT.



No. 20-K
(Also made with cast sections).

Kerosene Water Heater

Here is a REAL Kerosene Water Heater! Works like a gas heater—easy to operate.

Wickless burner generates its own gas and throws a clean, powerful, odorless flame.

This heater will give SATISFACTORY SERVICE. Once sold—stays sold—no come backs. The price is low, the season is here—send for descriptive folder **To-Day**

The Hotstream Heater Co.
"Makers of heaters that heat"
1380 East 17th Street, Cleveland, Ohio
Write to Canadian Representatives
W. H. CUNNINGHAM & CO., 181 Church Street, TORONTO

More-Profit Pumps ---Real Profit

No use to sell a pump that makes trouble for a dealer with his customer.

The trouble is remembered. The cost of repairs is dead loss of time and temper. The dealer suffers.



"Aremacdee" hand and motor metal pumps for force or lift use, every kind, are shown in the big catalogue.

Dealers, ask for prices and terms. Get real profits on your metal pump sales.

WRITE

The R. McDougall Co.
LIMITED
GALT, CANADA

Manufacturers
OF
WIRE

HEADQUARTERS FOR
WIRE BALE TIES

Largest Capacity and Stock in Canada

PROMPT SHIPMENT

LAIDLAW BALE TIE COMPANY, Limited
HAMILTON, CANADA
Winnipeg Toronto Montreal
London, England

Why Did We Let Trotzky Go?

THERE was a time when Canada had it in her power to end the war. In the early days of the Russian Revolution a bushy-haired German was taken off a boat at Halifax and interned at Amherst, N.S. He pretended to be a Russian but was known to be in German pay—on his way to push the revolution—British and American Intelligence Officers so informed our authorities. But pressure was brought to bear and the man was finally released. He got to Europe and became the most sinister figure among the Bolsheviki. Largely as a result of his work, Russia dropped out of the war and Germany was able to fight on for eighteen months. That man was Leon Trotzky. His real name was Braunstein.

Why was Trotzky allowed to leave Canada?

Colonel MacLean discusses this question in the June issue of MACLEAN'S MAGAZINE. He tells the story of Trotzky's activities, of his arrest and subsequent release in full detail, tracing the threads of a strange intrigue from Germany to Washington, and Washington to Ottawa. It is a gripping story, the most important inside story of the war.

Other National Features of This Issue

"Victory Stuff" By Robert W. Service.

"Solving the Problem of the Arctic" By Vilhjalmur Stefansson.

"The Gold Wolf" By W. A. Fraser.

"Hobson's Hard Start" By William Byron.

"The Menace in the South" By Agnes C. Laut.

"The Undercurrents" By J. K. Munro.

And a score of other interesting articles.

Secure YOUR Copy EARLY--While Supply Lasts

Over a Quarter of a Million Canadians Will Read

MACLEAN'S

"CANADA'S NATIONAL MAGAZINE"

20c. —— June —— 20c.

ON SALE AT ALL NEWSDEALERS

CANADIAN ASBESTOS COMPANY

MONTREAL **TORONTO**

We carry the most complete stock of Asbestos Goods and Mill Supplies in Canada

Asbestos Paper and Millboard
Asbestos Cements
Asbestos Pipe Covering
Blackote Rubber Roofing
Cotton Waste and Oakum

Sole Canadian Agents:

PEERLESS RUBBER MFG. CO.—Rainbow Packing, Etc.
EHRET MAGNESIA MFG. CO—85% Magnesia Products.
JOSEPH DIXON CRUCIBLE CO.—Crucibles, Graphite-Paint and Plumbago, Etc.
ASBESTOS PROTECTED METAL CO.—Corrugated Siding and Roofing.

WROUGHT PIPE

BLACK and GALVANIZED SIZES, 1/8 IN. TO 4 IN.

All our pipe thoroughly inspected, tested to 600 lbs. hydraulic pressure and branded.

All Sizes of NIPPLES (Black and Galvanized)

Ask your jobber for CT *Brand of Wrought Pipe*

CANADIAN TUBE & IRON CO., LIMITED, MONTREAL
Works: Lachine, Can.



SOLDERING IRONS
OF ANY SIZE OR SHAPE, also
COPPER FORGINGS for any kinds of Gas Heated Irons
SPECIAL QUOTATIONS FOR LARGE QUANTITIES



WE CAN SUPPLY ALL KINDS OF CHAINS, SHIPPING TACKLE, FORGINGS IN IRON, STEEL AND COPPER.

Buy direct from makers.

Contractors to H.M. Government.

J. S. ROCK & SONS, Beecher Works
CRADLEY, ENG. Telegrams: "Rock, Beecher, Cradley"

Every Hardware Dealer Should Stock

MARBLE'S 60 SPECIALTIES

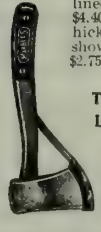
The Demand is Big — the Profit is Good



Write for Catalog

Safety Axes

Marble's famous Safety Pocket Axes are outing necessities. Wood or steel handles. Leather lined folding guards. $1.65 to $4.40. Style shown at top, hickory handle, $1.65. Style shown at bottom, steel handle, $2.75.



Trade Supplied by Jobbers. Liberal Discounts to Dealers

Marble Arms & Mfg. Co.
5350 Delta Ave., Gladstone, Mich.



Hunting Knives

A dozen styles for amateurs and experts. Each with leather sheath. Curved blade knife at top is only $1.65; straight blade, $3. Others to $5.50.

Waterproof Match Box

Made of nickled brass. Holds good supply of matches. Guaranteed waterproof. Every fisherman, hunter and camper needs one. Price, 55c.



Comfortable Lawn Chairs Are Always Good Sellers!



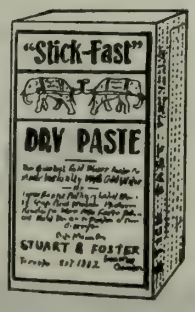
The extra comfort to be had in the use of this Lawn Chair has always been a tremendous factor in making sales.

Made of well seasoned wood in the most up-to-date and careful manner. Gives a maximum service at minimum cost. Made with foot rest.

Order in time to capture the summer business.

Write to-day for catalogue D.

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STRATFORD, ONTARIO



"Stick-Fast"

Made instantly with cold water.

For **all purposes** where Paste is used.

A Great Seller.

Order some to-day—phone your Wholesaler.

Manufactured only by

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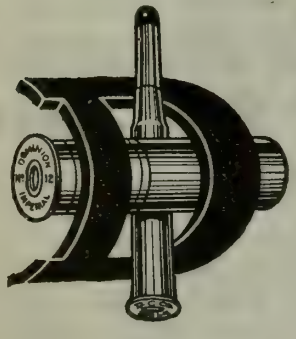


"Dependable and Accurate"

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Dominion Ammunition

Above are shown two of the many processes that insure the dependability and accuracy of Dominion Ammunition —the individual inspection and the final machine test as to size.



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Build your sales of Dominion Ammunition on this and benefit by the profit you make on these sales.

Order from your jobber to-day.

Dominion Cartridge Co., Limited

Montreal, Canada

"Member Audit Bureau Circulation."

HARDWARE AND METAL

CANADA'S NATIONAL HARDWARE WEEKLY

Vol. XXX. TORONTO, JUNE 14, 1919 No. 24

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Get your butt buyers into the 3 butt habit. They will be pleased with the satisfactory results they will have from the third butt and you will increase your butt sales 50%.

We have published a folder "3 Butts to a Door." On request, a reasonable quantity will be sent you with your name and address conspicuously printed on the cover.

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"Use Ball Bearing Butts for Permanence"

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Canada's National Hardware Weekly

HARDWARE AND METAL

Published Every Saturday Since 1888

Vol. XXX. TORONTO, JUNE 14, 1919 No. 24

Tariff Changes May Help Business

Manufacturers Generally Though Are Looking for Little Material Change in Hardware Trade—Business Has Been Good, They Say, and There is Every Indication That It is Going to Remain So

MANUFACTURERS with whom HARDWARE AND METAL has discussed the proposed tariff changes seem generally inclined to believe that business will not be materially affected in any way by the new schedules. In some instances the tariff changes will mean slightly higher or slightly lower costs, but in none of the hardware lines is it expected that there will be any changes of sufficient importance to disturb conditions generally. Business has been good the manufacturers say, and there is every indication that it is going to continue good. If anything the proposed changes should help business, manufacturers say.

Protect New Industry

"It is evident," said Mr. A. T. Enlow, president of the Dominion Sheet Metal Corporation, Ltd., Hamilton, Ont., "that the Government has in mind protecting the new industry to some extent in view of the fact that they have changed the duty to read 12½ per cent., instead of the former duty of 5 per cent. plus the war tax, 7½ per cent.

The total result is the same, but, if in the future the war tax should be removed, this will not affect the duty, and hence sheet manufacturers (both those producing black sheets and galvanized sheets) can go ahead on a more assured basis, and develop the business in Canada at considerable expense and trouble.

Will Be No Hardship

In view of the fact that the trade generally has been accustomed to paying the 12½ per cent., this will be no hardship in the new form, and I do not anticipate any change in price, either advance or decline, in the near future.

Canadian prices on black and galvanized sheets have closely followed the U. S. markets, and at the present time show a very considerable reduction from the prices heretofore in effect as indicated by your current price column.

Will Show Increase

Our cost will show somewhat of an increase, due to the fact that we are now forced to pay 1c per lb. duty on spelter, instead of war tax 7½ per cent. as heretofore, this meaning about $1.50 per ton increase in our manufacturing cost, but in view of the fact that the spelter producers in Canada are located so far away and the freight rate is so high as compared with the east St. Louis rate, we think it is only fair to give them some protection of this kind, and especially remembering their very loyal attitude during the war, at which time they gave the Canadian Government the entire benefit of their plant and output and at a very low price.

It may be of interest to consumers of our galvanized sheets to know that everything that enters into the manufacture thereof, except sal ammoniac, is now produced in Canada, and of a very superior grade, and as regards sal ammoniac, that is imported from England, as no one has yet been able to equal the quality of the English article."

THE NEW INCOME TAX

Hardware merchants throughout Canada will be interested in the federal income tax schedule announced by the Minister of Finance last Thursday. These imply a substantial increase over the present tax. There is a normal rate of four per cent. upon all incomes between $1,000 and $2,000 for unmarried persons, and widows or widowers without dependent children, and between $2,000 and $6,000 in the case of all other persons. There will be a rate of eight per cent, upon all incomes above $6,000 and a graduated surtax commencing with incomes of $5,000 instead of $6,000 as heretofore. The Finance Minister gave the following table to illustrate the present and proposed taxation on all incomes from $3,000 to $1,000,000 and over for married persons, and widows and widowers having dependent children:

Income	Present Tax	Proposed Tax
$ 3,000	$ 20	$ 40
4,000	60	80
5,000	100	120
6,000	140	170
8,000	266	370
10,000	392	590
12,000	790	830
14,000	788	1,090
16,000	986	1,370
18,000	1,184	1,670
20,000	1,382	1,990
60,000	7,872	12,590
70,000	9,962	12,590
80,000	12,327	20,890
90,000	14,967	25,790
100,000	17,607	31,190
150,000	34,282	61,190
200,000	50,957	93,190
300,000	96,857	161,190
500,000	195,407	303,190
1,000,000	499,157	663,190

Says Business Good

Adam Hall, of Beardmore & Co., Toronto, does not see that tariff changes are going to have any material effect on business. It will make the general situation just what it was before the war as far as duty is concerned.

"Business," said Mr. Hall, "has been very good. One of the great troubles for some time has been to get enough stuff. Prices are high but they are going much higher. Export business has been developing very nicely. As far as tariff changes are concerned I do not see where it is going to affect our business materially."

Will Not Be Affected

"We are dependent for supplies of leather upon the American market and tanners have notified us of a big increase in prices," said S. L. Trees, manager of the Whitby, Ont., branch of the saddlery hardware firm of Samuel Trees & Co., Ltd. "The tariff, I do not think, is going to materially affect business in any way. It has been very good. I am not looking for any export business in our lines. Take in England and France for instance, they will be amply able to look after all their own requirements. Harness prices, it seems to me, are going to remain very firm. They have been materially lower though for some time than American prices. Harness is the only Canadian manufacture that is not listed by the Grain Growers in their catalogue. The American firms have not bothered much with the Canadian market for the past two years as they have been so busy looking after their own war requirements. Now when they are getting back to normal business again they are finding a great scarcity of stocks with which to work. Prices are very high, and I think will continue high, but there is lots of business."

Will Help Business

"My opinion is that the tariff changes will, if they do anything, help our business," said W. G. Brymer, of the Canada Metal Co., Toronto. "I am not looking

(Continued on page 56)

Tripled Accessory Sales

Business Still Growing—Ralph & Wilson, of Dundas, Ont., Are Like Display to Keep Goods Moving, Says Member Stove Sales—Some Details

Based on an interview by C. E. PARSONS, of Hardware and

"OUR sales of auto accessories have tripled in two years, and the business is still growing. They are nice goods to handle and carry a good profit." This was the statement made to HARDWARE AND METAL by J. Wilson, of the hardware firm of Ralph and Wilson at Dundas, Ont. The firm keeps a display of auto accessories right up at the very front of the store. Auto accessories and electric washing machines are the first things you see when you open the door. Electric washers are a new line with them, although they have sold a lot of water-power machines.

"We find a general tendency on the part of people to want better goods," said Mr. Wilson. "The price is not the big consideration. A dollar or two is neither here nor there with most people if you can show them a really better article, which will give real service."

Plan Demonstration

Although they have been handling electric washers for only a few weeks, Ralph and Wilson are going right after the business. They believe one of the most effective ways to sell electric washers is to put on a demonstration, and with that end in view they are planning one to which all the women in the vicinity will be invited.

"Stove demonstrations have proven most successful for us," said Mr. Wilson. "We have found a three-day demonstration to produce excellent results. We usually have them the last three days in the week, and on Saturday serve coffee. We have found our stove sales maintained steadily. Even in a season like the last, when so many firms, owing to mild weather and other causes, found business slower than usual, we did as good a business as ever. Our stove business, taking it year in and year out, is one of our big departments."

Display Big Feature

Ralph and Wilson have a big, roomy store, three storeys high, but it is too small in some ways for the stock they carry and their ideas of display.

"We try to let the people see as much of our stock as we can," said Mr. Wilson. "There is no better way to sell goods than to let people know you have them. We are changing our arrangement on the main floor, with the idea of getting even more display than we have now."

Tinware and enamelware have always been a big line with Ralph and Wilson, and until very recently there was a large, complete display of all kinds of these goods arranged on special display stands and occupying the centre of the store. The stands ran back for a distance of about thirty-five feet, and most of them were double-deckers, capable of carrying a lot of pans, tins, etc. Showing these goods in this way and in such



To the left of the Ralph and Wilson store, Dundas, Ont., one will notice on entering a battery of silent salesmen in which such lines as table cutlery, shaving materials, electrical household appliances and other goods are most effectively arranged. Back of the silent salesmen are wall cases, which display a stock of the larger goods. The entire arrangement is one designed to keep the merchandise moving.

In Space of Two Years

Also Going After Sales of Electric Washing Machines—Nothing of the Firm — Demonstrations Aid in Developing of the Store Arrangement

Metal, with G. Wilson, of Ralph & Wilson, Dundas, Ont.

a prominent part of the store, not only resulted in large sales being made, but in a steady turnover. This branch of the business has become so well established now and has grown to such magnitude that Mr. Wilson says it is planned to move it to the second floor. Here a new and much larger tinware and enamelware department will be located. This will not only provide the necessary quarters for the expansion now required by the growth of the department, but it will give the firm the best space in its store for pushing new lines. One of these will be electric washers.

Kept at Front

"We will use the new space secured by removing the tinware upstairs to display electric washers and lines that are seasonable," said Mr. Wilson. "We are satisfied that one of the very best ways of boosting sales is to keep seasonable lines right up in the front of the store. We think there is a big future in this territory for the sale of electric washers, and are going right after the business."

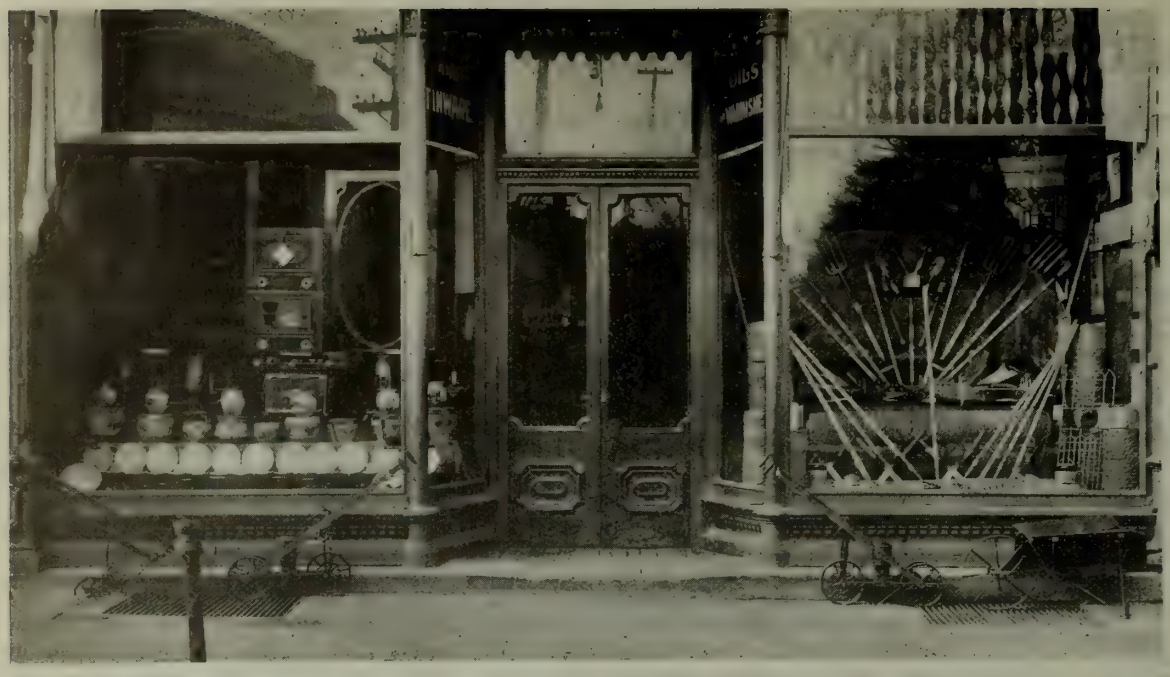
The general display arrangement used on the ground floor of Ralph and Wilson's store might be of interest to hardware dealers. As one enters he faces the display stands of tinware and enamelware. Along the left are no less than seven large, all glass silent salesmen and wall display cases. These contain cutlery, silverplated ware, tools, etc. On the top of many of the silent salesmen are shown alarm clocks, thermos bottles, and similar lines. In some instances the effect is almost one of overcrowding, but Mr. Wilson says this is because their space is limited and they want to keep all the stock possible before the public. On the right side of the store at the very front are shown auto accessories, a display of guns and rifles, a cabinet display of bathroom fixtures and a section for shelf hardware. At the rear of the store is a section where stoves are shown, along with wall racks of forks and shovels and the paint department. This section, although it is at the rear, is an important one and is kept well lighted.

Growing Steadily

"We have been selling a lot of paints," said Mr. Wilson. "Comparing one year with the other the paint department shows a steady growth. Every time we sell paint we make a point of trying to sell one or more brushes. We always suggest to the buyer and in the majority of instances make at least one sale. We have found that this season people seem to be buying paints in larger quantities than usual. Price is not the big consideration with most buyers that it used to be. Many of those who want to buy paint now never mention it. They have apparently forgot-

Here is a view of the other side of the Ralph and Wilson store at Dundas, Ont. One of the big features of this store that can easily be seen is the display of goods—getting the merchandise out where the customers can see it. The arrangement of the tables of enamelware and tinware at the left of the photograph is neat and in its immensity if nothing else could be termed very effective.





This is the store front of Ralph and Wilson, hardware merchants, Dundas, Ont. This photo was taken about a month ago at which time the displays were very seasonable. This firm finds the windows one of the best methods of attracting trade and change the arrangement frequently. This is one of the methods used to increase sales of auto accessories which has proved very successful.

ten about it, or are used to it. In showing brushes we always show a good quality brush. Most people will take one or more, but if they do not, and ask for a cheaper brush, then we have a cheaper line to sell them.

Uses Newspaper Space

Ralph and Wilson have been consistent users of space in the local paper. Generally half page advertisements are used, but very often this amount of space is doubled. The paper in Dundas is a weekly, and one of the troubles that has been discovered in connection with it is that maximum results are not always obtainable, owing to circulation limitations. In order to meet this condition, Ralph and Wilson are contemplating the publication of a catalogue or price list of their own.

"Our present plan," said Mr. Wilson, "is to issue two of these each year. A spring and summer catalogue, and a fall and winter catalogue. We would send these to everyone in the district. This would not mean that we would discontinue our newspaper advertising. The catalogues would supplement the newspaper space and keep our lines before the buying public in our whole district."

Reducing Credits

The question of reducing "credit" accounts to the minimum is receiving a good deal of careful consideration by the firm.

"We are adopting the cash plan as much as possible," said Mr. Wilson. "The question of eliminating credit business is a very important one in the smaller towns, especially in view of conditions that have prevailed. A great many of the "carry" accounts are for small purchases, which the customers asked us to charge up to them. While insignificant in themselves, it is not long before they begin to run into considerable money. Collecting all these little accounts, or trying to collect them, means quite a loss, as they soon eat up all the profits we might have made on the sale. We have found also that as soon as the average person gets into you, even if it is only for a small amount, he ceases coming to the store, ashamed to come and get anything more because he owes you money. Thus you not only have the time and trouble of collecting the old accounts, but you lose, temporarily at least, any other business. I have been thinking over the matter of offering a discount for cash. It seems reasonable that the good customer, who always wants to buy for cash, should be given better terms than the party who always runs an account. I think giving a discount on all cash sales, and charging interest to those who do not pay up, might eliminate a lot of the troubles, and am thinking of trying out the plan."

Poultry Supplies

High prices of living have resulted in many people in Dundas and vicinity going in for poultry raising, in the last few months. Ralph and Wilson were after this business quickly with a stock of incubators and poultry netting and supplies generally.

"These are a new line with us," said Mr. Wilson, "but the business gives every promise of developing satisfactorily. We have sold a dozen incubators and a lot of supplies, and prospects look good for selling a lot more."

Toys are another line in which the firm has been building up a big trade. Three years ago they started in with a stock of toys valued at $400. During the Christmas season last year, in five weeks they sold over $2,000 worth of toys and had to employ five extra salespeople in the toy department to handle the business. This year they are planning to sell even more, and are already busy with their arrangements for going after the business.

Two Display Windows

The firm has two medium sized display windows. They are kept in excellent condition and filled with seasonable lines.

"Good window displays are real producers of business," said Mr. Wilson. "We find people come right in and that sales are stimulated in whatever lines we are showing. We change the windows every week. Our two windows are one of the best advertising mediums we have."

Ralph and Wilson have found that their business in dishes and crockery has not only been growing steadily, but brings a lot of people into the store for other lines. Women especially come in for these lines and buy other things they see displayed around the store. The same methods of showing the dishes and crockery are used as for enamelware. The various lines are put out on a display tables. They are kept looking clean and attractive, and the turnover is a steady one.

WM. H. HART SIXTY-FIVE YEARS AN OFFICER

Friday, May 16, was the 65th anniversary of the election of Director Wm. H. Hart as an officer of the Stanley Works. Mr. Hart became a Stanley worker in 1854, and was elected secretary and treasurer May 16 of that year, and has served continuously as an officer of the company since that date, having been secretary for eighteen years, treasurer for fifty-one years, president for thirty-one years, chairman of the board of directors for three years, and is at the present time a director. Mr. Hart was remembered by office workers with flowers and congratulations. — "The Stanley Workers."

Alberta R.M.A. Convention a Success

Retailers in Session at Medicine Hat Hold Lively Sessions—President Outlines Legislation—Resolutions Adopted Are Numerous and Entail Wide Discussion—Stockdale Was There

RETAILERS in Alberta got together at Medicine Hat for the annual meeting of the Retail Merchants' Association last week. A series of lively meetings was held and the discussion generally was very animated. This is one point wherein the sessions proved valuable—that is, in the discussion. It is this "open forum" idea which, when taken advantage of, proves of real value to those in attendance. Getting away from being just a listener can be a good thing. It opens up avenues from which knowledge is disseminated and absorbed. One comes away from such a gathering where ideas are exchanged feeling better—whether it is from helping the other fellow or being given a lift. The reports would indicate that the discussions proved a big feature of the Alberta gathering.—EDITOR'S NOTE.

President's Address

THE sixth annual convention of the Alberta branch of the Retail Merchants' Association of Canada was opened at Medicine Hat, on June 3, with an address of welcome by Acting Mayor Huckvale, on behalf of the city.

President I. G. Gaetz addressed the delegates at the opening session of the convention as follows:

Another year has passed since our convention last July in the City of Edmonton. We had thought that conditions prevailing last year commercially were very extreme, but as time progressed we come up against problems we never dreamt of.

The great conflict which has been going on for the last very near five years has been terminated, the armies of the allied powers have been successful, and right, not might, has prevailed. We do not wish to think of any particular part of the allied armies being instrumental in winning the war. They all did their duty, and have suffered very heavily since the conflict started in August, 1914. We do, however, look with pride on the accomplishment of our own civilian Canadian Army. They have covered themselves with glory and placed the name Canada among the nations of the world.

Our men are now returning to take up their life amongst us again. This will be no easy matter for them. The strain of the great war has, in lots of cases, unsettled our boys, making it hard for them to adapt themselves to the conditions prevailing here, which are so different to what they have been accustomed to for the last four years.

It behooves us, as a body of organized retail merchants, to do our part in assisting these men in every fair and legal way to become again a part of our national and commercial life. Some of these boys went away while so young in years that it is going to be difficult to re-establish them, unless something is done to help them along. I believe the Government is now planning arrangements to meet all cases possible. It is our duty to aid the Government and see that these plans are carried out successfully.

We, as retail merchants, have a great duty during the reconstruction period. It is our duty to employ all returned men possible. Many of our former clerks formed part of our Canadian Army, and all who have been spared, and returned to us, that wish to take up their former vocations in life, it is up to us to see that their positions are available.

The Great War Veterans' Association in the different provinces of the Dominion are certainly taking a magnificent part in the reconstruction work, showing themselves in their actions to be very fair-minded and democratic in their principles. They will be a strong force in our national life, and it is up to us to give them our undivided support in every fair demand they make to our different governmental bodies, to aid in the re-establishment of their members in their different vocations, always remembering that had it not been for our volunteer army, together with our allies, that conditions might not be as favorable for us as they are to-day.

We are passing through a period of unrest in our Dominion to-day which most of us have never seen before, or never thought could occur. This is caused by conditions arising out of the past war and is supplemented by the high cost of living, the profiteering that has been carried on by the big interests, and other causes which I had hoped our Federal Government would have taken extreme measures to combat.

The strikes that have occurred in Western Canada during the past month have been very detrimental to our association. We, in the small cities and towns, have not been affected as in larger centres. I think it is very unfair that such a large number of our citizens in Western Canada should be made to suffer inconveniences when concerted action of our Government could no doubt bring this situation to a satisfactory end.

Our Provincial Association to-day is in a better condition than it has been in for some time; our membership is larger to-day than it has been for some years. The conditions prevailing have impressed the retail men of the Province that organization is the only way to accomplish ends. We will in the next year or so find greater need of stronger organization, and it behooves every retail men to give his earnest effort to the success of this association.

It appears to me in order to successfully carry out our work in Alberta that we should have a Provincial Secretary in the Province. This secretary should be, I think, in the capital city of Edmonton. My reasons for this are, that he could keep in touch with the Provincial Government, secure the copies of the Bills before the Legislature that we wish to secure to better our conditions. I have felt this need very much during the present year.

I would also like to make some arrangements with the Retail Merchants' Association of Saskatchewan to remain affiliated with them, so as to derive the benefits of their very complete organization, in their different branches they have initiated for their members, making our Provincial office, as it were, a sub-office of theirs. I advocate this step because I feel it would very materially reduce our cost of expense in running our Provincial office.

I can never forget the great work the Saskatchewan Retail Merchants' Association has done in Western Canada in aiding the retail trade, especially their help in Alberta, as I know personally that we would not be in existence to-day if it had not been for their efforts. They have a very strong organization, the strongest in the Dominion. The reason for this is in the service they have given their members. They have instituted so many different branches, namely, collection of old accounts, collecting of excess charges on freight bills, fire insurance, checking fire insurance policies, and a number of other items. They have an expert in every department. These are some of the privileges we could secure by not separating from them, and I think satisfactory arrange-



Where the Convention Was Held

ments could be made with the Saskatchewan executive along these lines.

Legislation

We met the Alberta Provincial Government and placed before them requests for the following legislation:

An amendment to the Hawkers' and Pedlars' Act, raising the Provincial fee from $25.00 to $100.00 per year on foreign companies operating in the Province and making it necessary to take out a Provincial license before a local license is granted; also that that section of the Foreign Companies Act prohibiting municipal councils from assessing a license be repealed.

Small Debts Act be amended as follows: 1, That the amount that can be sued under the act be raised to $100. 2, The right of action in this district where the debt was contracted. 3, Providing for a garnishee summons. 4, Providing for a distress warrant.

An amendment to the Chattel Mortgage Act providing for preferential security on growing crops or crops to be grown covering the purchase price of such necessities of life as clothing, groceries, flour, meats, binder twine, etc. Such security to take second place only to seed grain liens.

The Factories Act was also discussed at some length.

Your executive were the means of having a course of commercial lectures given in the city of Edmonton during the last week in May; also in the city of Medicine Hat during the present month. This work has been carried on by the University of Alberta, and we hope is only the beginning of this good work.

In conclusion I wish to appeal to every retail man in the Province to assist this Association in their efforts to better the conditions of the retail trade. We wish you all to join with us, becoming members of the Association, boost for the Association whenever possible and help us to make this year the banner year for the Retail Merchants' Association in Alberta.

The epidemic of influenza which raged through this Western country last fall seriously affected our work of organization, throwing us behind some six weeks of two months, so that a large portion of Southern Alberta is behind, but two organizers are now busily engaged in bringing this up to date, and they are meeting with good success, increasing the membership to the Association at most of the points visited.

Moved by Mr. Beart, of Edmonton, seconded by A. F. LePage, Medicine Hat, that the President's address be adopted.—Carried.

Treasurer's Report

N. J. McDermid, treasurer of the Alberta branch of the R.M.A., made his report to the convention at the Thursday morning session. The report contained the following statement of finances:

Receipts to Dec. 31, 1918, including fees		$4,586
Disbursements	$1,152	
Organizers' expenses	1,645	
Due Dom. Association per capita tax	382	3,180
Balance		1,635

The Alberta branch is not responsible for any part of the expenses of the Saskatchewan office from which the operations of the R.M.A. in Alberta are directed. A credit of $500 advanced within the past few weeks from Secretary F. E. Raymond wipes out all liabilities of the Alberta branch.

The question of what Alberta members should pay for the services rendered by the Saskatchewan office was brought up. As outlined, Alberta has paid all its expenses with the exception of a pro ratio payment of office expenses.



T. A. GAETZ,
General merchant of Red Deer, Alta., elected President for the coming year.

President Gaetz explained to the 1918 convention Alberta was to pay 25 per cent. of the running expenses of the office at Saskatoon, though he added that this was not a hard and fast bargain.

W. J. Illsey, Calgary, thought 25 per cent. was too much for the service being rendered by the Saskatoon office to Alberta retailers. This proportion had been arrived at merely on the basis of comparative membership in the two associations.

The suggestion of a settlement with the Saskatchewan office was not favored by the delegates. On the other hand it was proposed to have the executive committees of the two associations meet and arrive at some working basis whereby Alberta might in future conduct its own affairs and handle its own finances.

A delegate from Edmonton suggested that the organization at Saskatoon give more service to Alberta retailers than had been done. He thought it unnecessary to talk settlement when Saskatchewan was handling the finances.

OFFICERS FOR 1919

President, T. A. Gaetz, Red Deer, General Merchant.

1st vice-president, A. F. LePage, Medicine Hat, Department.

2nd vice-president, Geo. F. Beart, Edmonton, Men's Wear.

Hon. secretary, J. W. Bawden, Lethbridge, Furniture.

Treasurer, N. J. McDermid, Calgary, Druggist.

Secretary, F. E. Raymond, Saskatoon.

The position of honorary secretary was the only one to change at the election of officers at the sixth annual convention.

Nominating committee consisted of following delegates: J. G. Robinson, Foremcst; H. Hill, Taber; E. F. Purcell, Brooks; J. W. Bawden, Lethbridge; J. Kellas, Medicine Hat.

President Gaetz gave his opinion that a paid secretary should be appointed in the Province of Alberta, with office preferably at Edmonton, where legislation passing through the Provincial Government could be watched. He was of the opinion that the provincial membership could be greatly increased and better service given to Alberta retailers.

Secretary F. E. Raymond of the Saskatoon office was asked for a statement of the probable cost of maintaining an independent office in Alberta, and also for an expression of opinion as to the advisability of separating the provinces.

"I suggested that Alberta should take over its own affairs in 1917," said Mr. Raymond, going on to explain that when Saskatchewan retained the direction of affairs in Alberta at first one-half of the fees of Alberta retailers was kept in Saskatoon, whereas later $7 was turned back out of the $12 fee.

"We in Saskatoon merely wanted to put Alberta on its feet," continued Mr. Raymond, pointing to the fact that when the affairs of the province were taken over there was a deficit of some $2,500 to be met. This deficit has been paid off now. In regard to giving greater service, Mr. Raymond pointed out that all the services of the Saskatoon office are at the disposal of Alberta members.

"During the year 1918 we received $4,586 from Alberta," said Mr. Raymond, "but we lost half this amount by neglecting our work in Saskatchewan. We had two men with automobiles out as organizers, and before the cars worked in our province at all they had spent several months in Alberta in the interests of organization."

Mr. Raymond explained that northern Alberta had been well worked by the organizers and that in places visited the old membership had been retained and in some places increased 100 per cent. Interest in the organization was increasing as was evident from the larger attendance at the present convention. No charge had been made by the Saskatoon office to Alberta for postage, stationery, staff expenses, depreciation on motor cars, etc.

At this point Mr. Raymond outlined the expenses of the Saskatoon office for one year which totalled approximately $1,000 per month.

"Saskatchewan is willing to settle on the basis of the actual expense of carrying on the work in Alberta," added Mr. Raymond, who favored the idea of taking the responsibility for handling Alberta affairs out of his jurisdiction.

"A good secretary and a good organizer in the field could carry the work on sucessfully if we did not pay you five cents," said Mr. Raymond, pointing to the fact that the Saskatchewan organization started in 1913 in debt, while it now had $6,000 to its credit.

A resolution to leave the settlement of the matter to the executive committees of the two provinces as soon as a joint meeting could be arranged was moved by W. J. Illsey, seconded by H. S. Ireland, Medicine Hat, and carried by the convention.

At this point President Gaetz addressed the delegates further on this subject, having in mind his long experience with the association.

"We should have a paid secretary in Edmonton," said Mr. Gaetz. "More attention should be paid to the Alberta branch of the R.M.A. Up until last February matters were very quiet regarding retail matters in the province. This is because we could not do anything else. Saskatchewan did the work. Conditions have now changed. Every day there are questions coming up in the province due to the reconstruction period being here. It is up to the retailers to be awake. Legislation affecting the retail merchants is coming up every day. The time has come when we should take some steps to combat certain legislation. We should have someone to look after our interests in the province and see that nothing more is put over

as has been done in previous years. I do not favor eliminating ourselves altogether from the Saskatoon office. They have put our association on the footing it has to-day. I have no doubt that a settlement will be arrived at between the two executives.

"I suggest that there be a good capable man secured for the position of secretary. It is better to have a man who does not need to devote all his time to the work. I suggest we open an office in Edmonton and have the secretary attend to all correspondence with retailers, etc. Freight claims should be sent for adjustment to the Saskatoon office. Some services it would not pay us to duplicate in this province.

Half Holiday and Early Closing

The question of setting aside a certain day for the half holiday each week and of securing legislation in regard to a stated hour of closing was proposed, though opposition was taken by several delegates to the discussion of this question which has so often been left with no solution.

Replying to Delegate H. Hill, Taber, President Gaetz stated that he had hoped to get some data from the retailers before the next session of the legislature. A Bill had been brought in at the last session but had been laid over. He had been informed it would come up before the next session.

"Premier Stewart told me the Retail Merchants' Association would be given notice before any Bills were put through affecting merchants of this province," said Mr. Gaetz, expressing his opinion that the only satisfactory way to settle the matter was to have a compulsory holiday declared on a specific day.

A. F. Le Page stated that the Government and Trades and Labor Council were appointing a commission to recommend which day was preferred for the holiday by the various municipalities. Merchants of Medicine Hat preferred Wednesday.

"The Government appointed a commission to sit in Calgary, Medicine Hat, and Edmonton," explained Mr. Gaetz.

"We want something that will apply to all the people all the time," said Mr. H. S. Ireland. "This legislation will be framed on about 25 per cent. of the merchants and will not take into consideration the smaller towns where the merchants work much harder than we do."

Mr. Le Page thought it was the intention of the Government to consider the rural districts in the matter.

R. H. Anderson, Taber, thought the closing hour was a more important matter than that of a half holiday. "The retailer should not work 12 to 14 hours when other trades are working only 8 hours," said Mr. Anderson.

One delegate quoted Mr. Pingle, M.P., as stating that a Shops Act will be framed affecting every constituency, and that the Retail Merchants' Association should draft legislation providing for the taking of shops out of the Factories Act.

When meeting Premier Stewart, Mr. Gaetz stated that he did not know whether to ask for an amendment to the Factories Act or ask for shops to be taken out of that Act.

On the motion of Mr. H. S. Ireland a resolution making one of the first duties of the new executive the drafting of a Shops Act that would bring forth wise legislation for the whole province was put. The resolution further provided for the submission of such legislation to expert counsel so that no mistake will be made in placing the matter before the Government. The motion was carried unanimously.

The matter of early closing and the question of a half holiday are matters to be included in the resolution, taking into consideration the report of the commission.

Wednesday afternoon closing with a closing hour of 6 p.m. on week days, and 9.30 p.m. on Saturdays was favored by the majority of delegates present, though it was conceded that in many cases this plan would not work out to advantage.

Insurance Writing

The question of extending the services of the Retail Merchants' Mutual Fire Insurance Company of Soskatchewan to members in the Province of Alberta was a live topic at the convention, and action along this line was looked upon as one of the important steps taken by the delegates.

President Gaetz brought the matter to the attention of the convention, expressing his opinion that he thought it advisable to have the insurance operative in Alberta.

"This is one of the services it would not pay us to duplicate" said Mr. Gaetz. "In order to operate here we must deposit with the Provincial Government a guarantee fund of $10,000. A resolution was passed by the officials of the company in Saskatchewan that when 500 members could be secured in Alberta, each paying an application fee of $5, that the company would deposit the $10,000 and commence operations in Alberta. It was impossible at that time to do anything as 500 members were not in sight," added Mr. Gaetz.

At this point Secretary Raymond took the floor to explain the matter in detail, pointing out that with the deposit of $5 each by even 300 members he thought the matter could be arranged satisfactorily. Explaining the benefits of the organization Mr. Raymond explained that over $1,000,000 of business is in force to-day with $60,000 of a surplus.

As to premium payments Mr. Raymond pointed out that where the board rate is, say, $40, this amount is deposited to the credit of the policyholder as a guarantee premium deposit. The assessment of the R. M. company has so far been equivalent to only 75 per cent. of the board rate. The guarantee premium deposit is merely a guarantee that the policyholder will pay his assessment.

The saving on a $1,000 policy would be equal to the membership fee in the association, and this could be used as an argument for increasing the membership of the R.M.A. Last year the risk had been increased to $2,000 in country places and to $4.000 in cities. The doubling of the risk taken naturally doubles the saving to policyholders.

Mr. Raymond stated that the company could afford to assess at 50 per cent. of the board rate but that the assessment of 75 per cent. was made to help in building up a surplus so that the amount of risk can be increased.

The $5 application fee is a guarantee of good faith desired by the directors of the company. The money is held in trust and



Banquet of the Alberta Retail Merchants' Association in Convention at Medicine Hat, last week

returned if no business is written. This is not an annual fee and it furthermore covers any number of business places owned by an individual merchant.

Board adjusters are employed, and the expenses of adjusting distributed pro rata. Losses of the Saskatchewan company in 1918 were about $5,000. Only members of the association are insured.

J. B. Gillies, Edmonton, thought this matter was one of the "big things" the association had done and stated that he could speak for Edmonton merchants in saying they would be willing to avail themselves of the opportunity.

On the suggestion of President Gaetz, that each member work up his own territory, offers were forthcoming from E. F. Purcell, Brooks; J. B. Gillies, J. W. Bawden, Lethbridge, and others.

A resolution proposed by J. B. Gillies, requesting the new executive to take active steps to have the R. M. Mutual Fire Insurance Company's advantages placed before the retail merchants of Alberta Province as soon as possible, was seconded by J. W. Bawden, and carried.

Resolutions Cause Wide Discussion

Wholesalers Aid Chinese Merchants

A RESOLUTION which brought forth much discussion during the Wednesday morning session of the convention was that dealing with Chinese engaging in the grocery, restaurant and confectionery business. Mr. Watson, Grassy Lake, called the attention of the retailers to the dire need of action, particularly in the smaller centres.

"In Grassy Lake we have four Chinese joints and a fifth one is soon coming. This class of competition is unfair," said Mr. Watson. "The Chinaman lives on very little, and unfortunately seems to have the sympathy of a large number of our white townspeople. The Chinaman never takes a holiday and in our case the Chinese stores were open even on Sundays up until a short time ago. Many farmers find it more convenient to come to town on Sunday than any other day and they buy from the Chinese and pay cash for their purchases, whereas, they expect and get credit from the white merchant. In our case sanitary inspectors advised the local health board to close the Chinese places of business, so unsanitary was their way of living and in close proximity to the foodstuffs being sold in the store.

Club Together

"The Chinese club together and are able to undersell us," continued Mr. Watson, "and when I brought the matter to the attention of the wholesale grocers they say. "If they don't sell to the Chinaman then someone else will."

A resolution empowering the executive to use its influence to bring about similar legislation in Alberta to that adopted by the Province of Manitoba in regard to the Chinese question was proposed by Mr. Watson and seconded by Mr. J. H. Anderson, Taber.

"The yellow race is coming in as a thief in the night," said Mr. Anderson. "You in the larger centres do not see it as vividly as we, but we see that these people are taking away our very birthright. There is one feature of the Chinese labor question with which we cannot cope, and that is their apprenticeship system of securing labor. The Chinese merchant who has been in business here returns to the Old Country and brings out ten boys, paying the head tax in each case. These boys return in labor the equivalent of the tax, while the merchant has to pay the union wages. This is one reason why the Chinese merchant can undersell us. The yellow race can never assimilate with the white and the sooner we realize this the better."

A Serious Matter

H. S. Ireland stated that the growth of Orientalism in Canada was a very serious matter and one to which the Retail Merchants' Association could well devote much attention.

"I charge it to the wholesale grocer that the Chinaman has the support of the wholesaler," said Mr. Robinson, amid an outburst of applause, "and I could name the wholesaler," he added, speaking of his own district.

NEXT CONVENTION

The next convention is very likely to be held in the city of Calgary. The matter was left to the Executive for decision, but president Goetz expressed himself in favor of Calgary, thinking a meeting in that city would do most good for a local organization of retailers.

Calgary delegates presented a strong case for taking the next convent on to that city.

Continuing, Mr. Robinson stated that in his town no white merchant was handling confectionery because there were five Chinese "dumps" selling ice cream and candy.

"The membership of the Retail Merchants' Association will be increased and its members will become more active if they know the Association is working along this line in their interests."

Mr. Fraser, Pincher Creek—"The solution of this problem is in our hands and we can lay down an ultimatum to those on whom we depend for our supplies as to whether they are going to supply the Chinaman or the white man. If we keep a stiff upper lip in our dealings with the wholesalers we will solve this difficulty."

Local Conditions

Mr. Hill, Bow Island—"Local conditions affect us first. In our town there are three Chinese employers and twenty-two Chinese employees. They are not spending a cent in the town. They buy their foodstuffs from the wholesaler and clothing from the larger centres. The Chinaman has no honor. They give their word of honor to close at a certain hour and then deliberately remain open as long as they please. Much of the sympathy with the Chinaman is because he gives a service by keeping open at all hours which no other class of merchant will do.

"We may have to resort to violent means if our legislators do not take action."

Mr. Hill stated that in a Montana town a Chinaman is so disliked that if one is seen on the street he is promptly knocked down and when taken in hand by the police is fined for disturbing the peace.

"If I am appointed Justice of the Peace in Bow Island, I will get white men to knock down all the Chinamen and we will fine the Chinks $10 and give $5 to the white man who started the trouble," said Mr. Hill in conclusion.

A delegate from Lethbridge stated that the Great War Veterans' Associations were in accord with this movement, but they were delaying action until the R.M.A. stated their position.

Urges Co-operation

Frank Stockdale made a passing reference to the Chinese problem before opening his address on "Opportunities in Retail Advertising."

"While you do not want to mix your civilization with the Chinese, you want to learn one thing from them," said Mr. Stockdale "The Chinese are winning because they know how to work together, and when merchants come to this point the Chinese question will vanish. If it requires to wipe two hundred retailers out of business to accomplish this end it will be well worth while. One merchant cannot stand alone against the Chinese combined. As regards the wholesaler you will find the reason he likes the Chinese business is because when he sells one he sells the whole group, because the Chinese stick together in their buying. A programme of education among retail merchants is very much needed, and we can well start with the solution of the Chinese problem in our own cases in our own towns."

Other resolutions adopted at this session were as follows:—

Grants to Soldiers

Moved by G. F. Beart, Edmonton; seconded by J. M. Cooper, Medicine Hat. "The executive should forthwith proceed to give its support to the granting of a bonus to all returned soldiers of the Great War, varying from $1,000 to $2,000 each, having regard to the details of their service. That this resolution be forwarded to the Dominion Secretary to be presented to the authorities concerned."

Mr. Beart, who moved the resolution said he had talked with many returned men and acquired their viewpoint. One old soldier who had served in this war and had also sent his two sons. had told him of the Rhyl riots which he had said was the "first evidence of the stupidity of the Canadian Government."

Few of the men in big centres had homes and thousands of them were without work or homes. The street corners every night were occupied by soldiers openly preaching disloyalty and Bolshevism. The authorities left them alone because if they were roughly handled they would grow and spread into thousands.

It must be recognized that Canada only gives a summer's work and but seldom gives a working man a full year's work and this year when everyone is highly strung, hysterical and ready to fly off the handle it is well to remember that when fall comes we will have spent our money.

Land Settlements

Regarding the land settlement scheme, Mr. Beart said the terms offered to the soldier by the Government were almost as good as the C.P.R. offered to anybody and the size of the staff needed to administer the scheme was so large that they were wondering how they could pay them, creating a big overhead to be charged up to the taxpayer.

To meet the amount needed for the soldiers' bonus scheme would require $830,000,000, about one-third more than the last war loan. Based on a very conservative estimate of four million people in Canada and disregarding the natural increase in population 2½ cents a day paid for twenty-five years would wipe off this amount.

For that sum we could provide a standing army to stand between us and evil for the next two years. It would take that time for the hysteria bred of the past four years to pass away; for everyone to become mentally normal again.

After alluding to the broken and disabled soldiers, he said: "Nothing we can do will repay them. We must get into the frame of

mind to do the just thing because it is the just thing or we are not decent citizens. We can't expect the Government to take a step like this unless the people are behind it. So that if a soldier is short of money in the fall he'll wait, because he will know the right thing will be done.

"If we don't try and help the soldier and he falls into the hands of the Red element you have no idea what it will mean."

The resolution was seconded by Mr. J. Cooper and was passed unanimously with a standing vote.

Foreign Companies Act

Moved by Mr. Gillies, Edmonton; seconded by Mr. Scott, Edmonton:

"The Dominion Executive Council and the Provincial Executive for Alberta shall take up with the Dominion and Provincial Governments the question of legislation demanding that the Foreign Companies Act be amended, making it necessary for such companies operating in the various provinces throughout Canada and selling to any person in Canada in the wholesale or retail trade, be assessed in the Provincial and Municipal license fee."

Small Debts Act

Moved by Mr. Gillier, Edmonton; seconded by Mr. Kellas, Medicine Hat:

"Whereas, the Association has been informed that several of its members have tried to put the Small Debts Act into operation and have failed to get the police magistrate or justices of peace to act, on the plea that there is no remuneration to them provided in the Act, therefore, be it resolved that a schedule of fees be published by the Government immediately and that a copy of such schedule be forwarded immediately upon publication to the secretary of each provincial branch of the R.M.A."

Endorse Coast to Coast Trip

Moved by H. S. Ireland, seconded by Mr. Black, Medicine Hat:

"That this convention endorse the proposed coast to coast excursion to be held during the coming summer."

Mr. T. A. Gaetz, past president, explained that it was planned to have the excursion follow a route from Halifax to Vancouver through Regina, Moose Jaw and Calgary, returning to Calgary and proceeding north to Edmonton, thence to Saskatoon, Winnipeg and returning east.

In reply to a request from Mr. Illsey, for information re the programme cost to merchants, etc., Mr. Gaetz explained that an expression of opinion regarding the principle of the matter was all that was required.

Commercial Education

Moved by Mr. Gillies, Edmonton; seconded by Mr. Illsey:

"The executive shall be empowered to select a committee representing the commercial interest to work in co-operation with the authorities of the University of Manitoba in connection with the courses in commercial education."

Speaking to the motion Mr. Gaetz stated that the universities wanted to take action along this line. They were paying Mr Stockdale's expenses and were agreeable to continuing the lectures each year. The committee to be appointed was to see that this work was carried on.

Mr. Illsey asked that a tax be made on business men to defray the cost of the course as the university could not easily spare the money.

Secretary F. E. Raymond outlined the plan for commercial education during the next year. The idea was to select twenty centres throughout the Province and to hold a more intensive course in commercial education than has been done in the past. A lecture would be held one evening with a conference in the morning and afternoon of the following day. There would be two courses, one in the spring and one in the fall. The cost would be $160 per course, or a total of $320 for the year. Twenty districts would cost $6,400. There would be an allowance of $200 made for advertising. Mr. Raymond stated that the university would be willing to set aside $3,000 for this purpose, leaving the cost to the merchants $3,200. A guarantee of $4 from forty merchants would be necessary in each district. It was explained that should greater revenue be secured from districts containing a large number of merchants, this money would be used for assisting the smaller districts.

Moved by Mr. Gillis, Edmonton, and seconded by Mr. J. Kellas, Medicine Hat, the resolution was adopted.

"Resolved, that this convention request the incoming executive to continue the efforts towards obtaining legislation requiring produce dealers and collection agencies to enter into a bond with the Government as a condition before entering business."

The above resolution was adopted on motion of Mr. Illsey, Calgary, and Mr. Gillis, Edmonton.

Mr. Raymond explained that the object was to prevent produce dealers and collection agencies starting up in business and after obtaining large quantities of produce and money from collections to decamp. This had happened on numerous occasions in the past and a bond with the Government would put a stop to this practice.

"Resolved, that this convention is strongly of opinion that all premium contests are absolutely against the principles of the Retail Merchants' Association and good merchandising, and should be strictly avoided by all retail merchants. Further, that the Dominion executive should be urged to continue their efforts in favoring the passing of legislation making such contests a continual offense."

On motion of Mr. A. F. LePage, Medicine Hat, and Mr. Illsey, Calgary, the above resolution was adopted after several incidents had been related of how merchants had been victimized in these contests.

Convention Briefs

There was no question of the Wednesday afternoon session of the convention starting on time. A great deal of interest was taken by the delegates in the various industries visited in Medicine Hat and Redcliffe, on the motor tour in charge of H. S. Ireland on that afternoon.

The Chinese merchants came in for a lot of hard knocks, but Mr. Stockdale saw one redeeming feature and one which white marchants can learn from the yellow race, and that is co-operation. Even though Mr. Stockdale emphasized that the best advertising possible was the knocks from competitors, several merchants continued to hammer the Chinaman. It is significant that a number of such delegates told of eating in Chinese restaurants.

Custom and advertising are poor ways to combat such a retail problem as the Chinese merchant offers.

The Resolutions Committee included the following delegates: Hill, Taber; Illsey, Calgary; Scott, Edmonton; J. Kellas, Medicine Hat; and Gillies, Edmonton.

List of Delegates

Bow Island, J. W. Hird, T. R. Blaine; Burdett, Geo. Lomas; Brooks, E. F. Purcell; Calgary, W. J. Illsey, N. I. McDermid; Cardston, W. H. Duce; Edmonton, Geo. Beart, E. H. Scott, J. B. Gillies; Foremost, J. G. Robinson; Grassey Lake, J. H. Watson; Jenner, C. J. Williamson, Thos. Wilton; Lacombe, W. N. Morrison; Lethbridge, J. W. Bawden, E. M. Ryland; Olds, A. P. Chase; Oyen, S. G. Miller; Pincher Creek, W. A. Fraser; Regina, G. W. Anderson; Red Deer, T. A. Gaetz and wife, W. E. Lord; Saskatoon, M. E. Raymond, A. Hallam, C. L. Kilburn; Suffield, J. F. Powers; Taber, E. Venville, J. J. Horrigan, R. H. Anderson, H. Hill, A. L. Wood; Winnifred, M. H. Smith; Winnipeg, H. L. Southall, J. A. Banfield; Medicine Hat, Thos. Bell, J. P. Mitchell, H. G. W. Forster, H Brown, J. Bullivant, S. Silver, J. M. Cooper, W. J. Fleming, H. S. Ireland, James Kellas, W. B. Kester, F. C. Taylor, S. E. Gust, D. Mitchell, C. S. Pingle, W. F. Foster, J H. Bell; A. Macpherson, A. F. LePage, P. Yeo.

INDUSTRIAL EXPANSION IN ALBERTA

Mayor Brown outlined some of the plans of the Provincial Government for the development of the Province of Alberta at the banquet held in the Cecil Hotel on Wednesday evening. He stated that experts had been employed to report on the resources of the province. Mention was made of the forthcoming Congress to be held in Calgary to which four or five hundred manufacturers from Eastern Canada and the United States would come. Mayor Brown urged the co-operation of the retail merchants of the province.

"This is one of the most important movements in Western Canada," said the Mayor. "The merchants will benefit as much as anyone, and it must be remembered that the development of one section of the province will help every other section."

GUN CLUB ENTHUSIASTIC

At an enthusiastic business meeting in the "Blue Room" of the Windsor Hotel, the Montreal Gun Club, first announced in "The Star," elected as officers: Hon. pres., T. O. Lyall; hon. vice-pres., Wm. Strachan; president, R. B. Hutchinson, K.C.; vice-pres., S. T. Handley; sec.-treas., Darcy Bogue. Executive committee, W. G. McIntyre, Art. Ross, Chas. Hart, and B. R. Clark. Publicity official, R. M. Gagney. Field captain, Dr. J. H. Condon.

The members were very much interested in the plans for their new "clubhouse" which the Dominion Cartridge Co. are building for their use.

The trap layout will consist of three Western automatic traps, and capable of handling an almost unlimited number of shooters.

EDITORIAL COMMENT

AN ENORMOUS WASTE

IN his final report to the Government, Fuel Controller Magrath gives some figures regarding an annual preventable waste in Canada of $60,000,000 that should receive careful consideration. This huge amount is absolutely lost each year, he says, owing through wasted heat and energy in the domestic and industrial use of coal. He favors a greater use of soft coal for domestic purposes. He points out that with an annual fire loss of $30,000,000 and a preventable loss through wasting heat of $60,000,000 that it is high time something should be done to stop it.

NO ROOM FOR BOLSHEVIKI

THE Government will have every right-minded citizen in Canada at its back in the bill it has passed to rid the Dominion of all Bolshevist agitators and troublemakers. For a long time it looked as if everybody but the Government was ready to call these people by the names that rightly belong to them. Apparently someone at Ottawa has had a much needed awakening and there is every reason to suspect now that some of the action that would have stopped the trouble before it had a chance to get under way is to be taken. There is only one way to deal with the Bolshevik menace and that is to root it out entirely.

WATCH THIS BUSINESS

THERE is a new angle to the recent building figures available from the various Canadian cities that is particularly worthy of the careful attention of hardware dealers. The permits for new garages show an enormous increase, so much so, that in many cities attention has been directed to the fact that automobile salesmen must be doing a record business. Every time an automobile is sold it means that the new owner is going to need supplies and accessories and in many cases a garage and garage hardware. If the hardware man does not sell these things to him somebody else will. Thousands of hardware dealers all over the Dominion are cashting in on the ever-increasing business that is directly traceable to the automobile trade. With many of them auto accessories has grown to be one of the most important departments in the store. It should be remembered that the big jump in the number of autos owned in the cities is really only a fraction of the trade and that all through the country farmers are buying cars at a rate that is keeping the factories working to capacity. There is an insistent demand for better and ever better cars. In a recent issue of HARDWARE AND METAL it was shown that the automobile manufacturers are now taking nearly one-third of the entire output of the American plate glass factories because there has been such a big increase in the demand for closed-in cars. The average car owner is not the man to hum and haw over an expenditure of a dollar or two. If the hardware dealer can show him a device that is going to be of real service on his car the owner will buy it and buy it gladly. Every year sees thousands of new buyers of this kind in the market and the hardware stores are the legitimate places for them to make their purchases.

ANSWER YOUR LETTERS

THE statement made by Henry B. Thomson, of the Canadian Trade Commission now in London, England, that the business reputation of Canada is being hurt, because so many firms fail to answer letters promptly, touches upon a question that has an important bearing from a retail standpoint. Mr. Thomson states, that when letters of inquiry or letters about business remain unanswered the impression is created among British firms, who in many cases would become good buyers, that Canada is not only not looking for business, but is not making much effort to get it. "Trifles of this kind," he says, "create a false idea, especially as American firms are very particular about prompt replies to all inquiries and many of them carry on a regular follow-up correspondence. If the Canadian firms do not deal in the goods asked for it is a very simple matter to write a note to the party inquiring and say so." Mr. Thomson is not the only one to complain about the laxity of some firms in replying to letters. Some of the most bitter complaints Canadian firms have to make is against retailers who delay answering letters. Many merchants offer the excuse that they are too busy. This is no excuse at all and is a decided reflection on their lack of business method. It is good business to answer letters requiring attention as quickly as possible. Some business men make it a rule to answer business letters at once.

Others apparently make it a rule to let them lie around for a week or two. There are, it would appear, far too many of the latter class. Many of the delays caused by unanswered correspondence are annoying. Very frequently they are costly. An unanswered business letter at best is in nine cases out of ten causing somebody worry. There is no excuse for doing this, either deliberately or carelessly. The results mentioned by Mr. Thomson hold through all the business world. If you don't answer your mail somebody is going to size you up as lax in methods, or perhaps worse.

UNFAIR CRITICISM

NEWSPAPERS who have been attacking the seed firms and accusing them of profiteering and taking advantage of the gardening enthusiasm which has swept the country, because prices have been advanced, are not well advised. One criticism declared that "there do not appear to be any more seeds in the packages than formerly." This is absolutely incorrect. There are more seeds. No mention was made in any of the articles of the increased costs of labor or materials, but the whole article was designed to arouse suspicion in the minds of the buying public and make them dissatisfied not only with the seed firm, but with the dealer who sold them. Hardware men have been selling a lot of seeds and gardening tools this season and they state that very, very few people questioned the higher prices, most of them accepting the advances as part of the general increased cost of everything.

MAKING AND KEEPING FRIENDS

THE ability to make and hold friends is most important in the success of a retail business. The proprietor who has the happy faculty of making people feel every time they come into the store that he is really pleased to see them, whether they buy or not, and whose clerks give the same impression, may not always be the keenest business man, but other things being equal will hold his trade. Every minute of every business day every merchant in the land, and every clerk in every store, is unconsciously creating a good or bad impression. He is either advertising himself as a good fellow and the store as a good place to deal or the opposite. Everyone is advertising, all the time. The smile that greets a customer when he comes in the door, the handshake he gets when he goes out, the things he sees and hears while in the store all advertise you and your store. They either make the customer want to come again or decide that he will henceforth buy elsewhere. When it comes down to a final analysis every individual, whether he is in business or not, is advertising himself every minute. In the business world the good advertiser is the cheerful chap, with the handshake and the cheery welcome. Imagine how much better chance a merchant of this type will have of getting a loan if he goes to his banker with a cheery tale about business being good than if he went in with a long face , said business was bad and everything looked as if it was going to smash. Many of the biggest men are big just because they believe in the work they are doing. They may meet obstacles but they look beyond to the time when these will be past and they work hard and cheerfully to win.

BUSINESS IS SPLENDID

"THE best season we have ever had." "Business is showing a big increase." "We certainly have no kicks coming," these are the sort of replies you get all along the line these days when you ask hardware men how they are finding business. Many of them will tell you also that they are surprised at the business they have been doing and at the way it keeps up. Why should they be? Canada is more prosperous than ever before. There is lots of work for all who want to work, in fact for a lot who don't want to work and have gone out on strike. Those who are at work, and they are by long odds the great majority, are making wages they never thought possible not so very long ago. But aside from the workers the great farming community right from coast to coast is growing everything it can grow and selling it at top-notch prices with people clamoring for more. All this means not only good business but continued good business. When the farmers are prosperous it is a pretty good sign that business is going to be brisk. While strikes and labor disturbances may cause some trouble in a few sections of the country the great buying districts, the rural sections and the thousands of small towns and villages, remain as sound as ever from a business standpoint. It is the business that pours in from these sources, just like the little streams that make the big river, that makes the general volume of business good or bad. Sometimes it is good only in some sections. A poor crop in one Province may make business quiet throughout that whole section. Just now, however, the outlook all over the Dominion is for a splendid year and the hardware men are among those who are acclaiming it loudest. At the present time scores of them are right in the middle of one of the best paint seasons in their history. A lot of these men months ago had faith that business was going to be good and stocked accordingly and they are now reaping the reward. A lot of other dealers who did not have as much faith and stocked lightly have found business good and have had to send in repeat orders and still more repeat orders and still business is coming. A lot of dealers have been cashing in on other lines as well as paint. They are most optimistic regarding the outlook. They are beginning to see the vision that a lot of the biggest men not only in Canada but in other countries have seen, that this Dominion is merely starting on a great and wonderful future.

Auto Manufacturers Unable to Keep Up With Rush of Orders

Farmers All Over the Dominion Are Buying Cars This Year in Greater Quantities Than Ever Before—Many Firms Are Months Behind With Delivery—Big Chances for Dealers Handling Accessories

AT the present time orders for automobiles are pouring into many of the factories about four times faster than the cars can be produced. While a large percentage of this business is from the cities, the really big buyer is the farmer. From one end of Canada to the other, the farmers are sending in their orders for automobiles, and instead of the orders decreasing as the season advances, the business is increasing.

"At the end of May, 1918," said Mr. F. I. Fox, manager of the Toronto branch of the Ford Motor Company of Canada to HARDWARE AND METAL, "we had about 15,000 cars ready for delivery for the spring business. This season, with many times the volume of business offering, we had about 1,300. It is simply an impossibility to get the materials to make the cars. Orders are pouring in from all parts of the Dominion, and we are turning out cars as quickly as we possibly can. We have never yet been able to catch up with our orders, and the way business is coming in we will not have any chance to do so this year.

Farmers are Buying

"The farmers are buying more cars than ever before," said Mr. Fox. "They are one of the biggest buyers in the whole field to-day. From all parts of the Dominion we get the same story, the farmers are buying autos. We have been doing our best to make them and ship them, but you cannot buy copper wire, or batteries, or a dozen other things that are required. There are no cars in "cold storage", that is there are no reserve stocks. During the early part of the year lots of people who planned to buy cars held off apparently in the belief that prices were going to come down. Many of these people may have to wait many months now before they can get cars. Some firms cannot promise deliveries at the present time for at least eleven months."

Buy Second-Hand Cars

One result of this huge demand for autos has been to put second-hand cars at a premium. Many dealers who saw what was coming made more or less of a killing by buying up all the used cars they could get, fixing them up and offering them for sale. They found ready buyers, as it has been impossible to get new cars. It is stated that in many places, one can go to dealer after dealer and not be able to buy either a new or second-hand car.

Both the shortage of new cars and the big demand for used cars means a lot of good business for the hardwaremen handling auto accessories and supplies.

Larger Turnover

Many hardwaremen have been taking full advantage of their opportunities,and their turnover of accessories, supplies, auto finishes, and so on has shown an increase that will go a long way toward swinging the balance on the credit side of the ledger into nice proportions when the books are closed at the end of the year. Just how many new cars will be produced this year it is impossible to estimate at the present time. Even those who are right in the business and in closest touch with all that is going on will not venture a prediction. One plant has reached a production of 3,500 cars a day, and is still months behind with its orders. When it is considered that every new car that is turned out, and every second-hand car that is rebuilt and put back into service means business, and good business, for the man who is selling the supplies and accessories, it can readily be seen just what the possibilities are.

Want Better Cars

And the demand, according to the manufacturers and the dealers, is ever for better cars. There will be more higher-priced automobiles made and sold this season than ever. Compare the luxury car of this year with the luxury car of a few years ago, and note the difference. It is the accessories and the equipment, this part here and that part there, that make the difference. Each and every one of these little devices make the car more comfortable, easier running, or renders some real service. People are demanding these things more and more each year, and the dealers who handle such equipment and devices are handling a line that is easy to sell, that carries a good profit and that brings a lot of other business.

Trade and Barter for Canadian Products in Europe

THE direct, practical benefits of the representation in Great Britain and Europe of Canadian manufacturing and agricultural interests by capable business executive with power to negotiate without being hand-tied by red tape are emphasized by the details of the activities of the Trade Mission, given by Lloyd Harris. In speaking before the members of the Canadian Manufacturers' Association, who are in convention in Toronto this week, Lloyd Harris pointed out that on account of stringent financial conditions in Europe, dealers would have to go back to the old Indian system of trade and barter. When the assembled delegates heard specific instances of what that meant, astonishment was paramount: "I have a proposal from the Russian Provisional Government in Southeastern Europe," said Mr. Harris. This Government had no money, he said, but had materials which they would exchange for Canadian goods.

What the Russians had to offer to Canada were enumerated by Mr. Harris. They included hides, potash, tobacco, cement, wool, pig bristles, sausage casings, licorice root, oak staves, horse hair, sheep skins, cattle, benzine, crude oil, lubricating oil, axle grease, alcohol, manganese and iron ore, one million bottles of wine, and one hundred thousand bottles of champagne. The announcement of the last two items was received with regretful cheers by the delegates.

What Russia Wants

What the Russians wanted in exchange for these goods was also told by Mr. Harris. These items included: 88 million yards of cotton textiles and woollen cloth for men's and women's clothing, 100,000 gross cotton thread on spools, one million pairs of boots and shoes, immense quantities of rubber goods, including goloshes, rubber sheets, bicycle and automobile tires and inner tubes, solid carriage tires, surgeon's and technical instruments, agricultural implements (Russian type), binder twine, over a million dollars' worth of medical supplies, tools of all kinds, belting, lathes, paints and railroad equipment.

Mr. Harris outlined the opportunities that were before the Canadian manufacturers and dealers in the overseas market. He reviewed the successful efforts Canada had made to have the British embargo removed, and told the association clearly that Canadians did not realize the immense possibilities in trade that lay before them in Great Britain. Canadians, he said, had demonstrated their ability to manufacture efficiently and economically, but he was not so clear as to their ability to sell. He urged the necessity of studying the markets overseas, so as to offer what the purchasers wanted. Britain, he said, was absolutely bare of everything. The market in raw materials alone was tremendous. There was not a single item made in Canada but was in demand in Great Britain. The markets of the overseas Dominions were also wide open and were well worth cultivating.

Market in Roumania

The French and Belgian markets, Mr. Harris said, were not at present of much use, as both these countries were determined to make all possible to be made in their countries, so as to provide work

(Continued on page 64)

Discusses Strike Situation in Winnipeg

Address by C. H. S. Bamford, Sales Manager, J. H. Ashdown Hardware Co., Ltd., Winnipeg, Before Sixth Convention R.M.A. Held at Medicine Hat, Alta., Deals With "Peg" Troubles

THE session closed with a recital of events leading up to the Winnipeg strike and the situation there at the present time, by Mr. Bamford. It was not a strike, he asserted, but an industrial revolution; an attempt to set up a Soviet form of Government.

Mr. Bamford, starting with the civic employees' strike twelve months ago, related the succession of events leading up to the strike this year. He told of the formation of the Citizens' Committee, and the work it had been able to accomplish.

The men who engineered the strike were not real labor men he asserted, but are foreign agitators. The demands made before the strike were varied: the wholesale and retail employees asked a minimum wage of $30 per week of 44 hours; those now getting $30 to receive an increase of 20 per cent. They had stated that when these demands were granted in Winnipeg they would be granted throughout the length and breadth of Canada. Further demands were: that two weeks' vacation with pay be given; when absent through sickness salary to continue while absent, and that all bonuses, concessions and privileges now possessed should still be enjoyed.

After describing the walk-out of 30,000 men on May 15, the speaker averred that then five men proceeded to rule Winnipeg. This they were able to do as the police were in sympathy with the strikers and there were not enough troops in Winnipeg to be effective.

He detailed the work of the Citizens' Committee, and, referring to the resolution favoring the soldiers' bonus scheme, he said he had all sympathy and honor for the returned men, but he wanted them to be as loyal to Canada as they were to the allied armies.

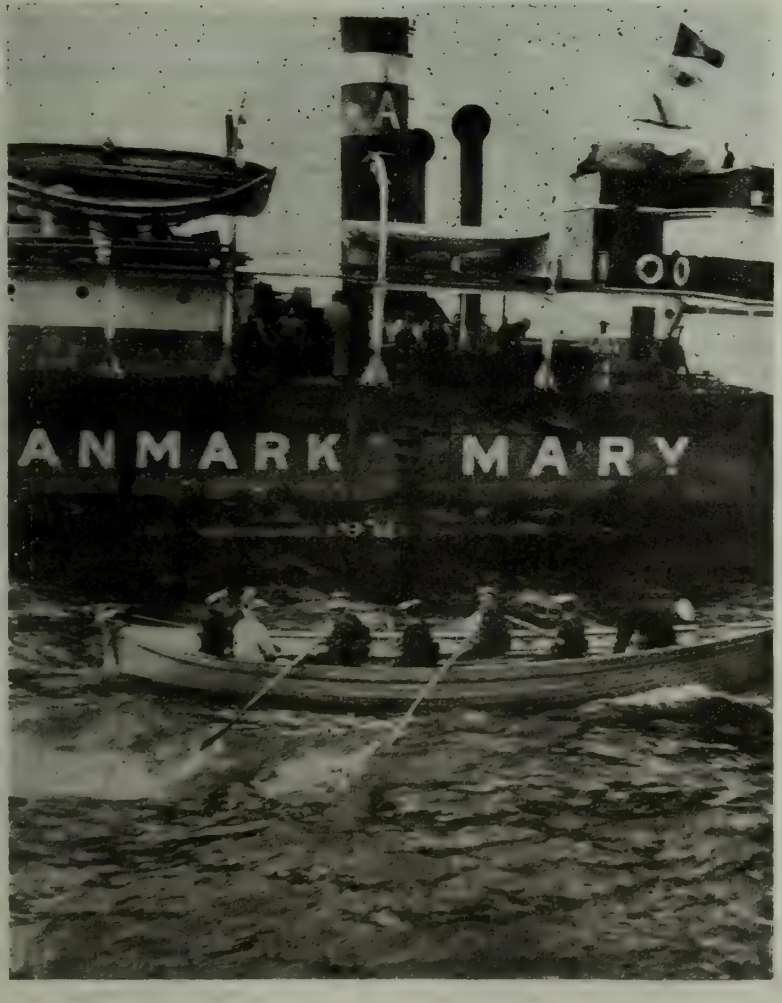
Fifty per cent. of the men who returned to Winnipeg, he said, were in sympathy with the Soviet Government there. We may not have it here, but the scape-goats and ne'er-do-wells gravitate to the larger centres. They say, "We have been overseas and now we are back we are going to be drones in the hive." All honor to the other men who enlisted in the work of reconstruction.

Unfortunately, in the larger cities, Montreal, Vancouver, Winnipeg, etc., the soldiers now home fail to realize their responsibility in connection with reconstruction.

He did not believe there would be any rest in Canada until every enemy alien was deported. The people must go with the G. W. V. A. and demand of the Government that every alien enemy in Canada be sent back from whence he came.

In conclusion he advocated that laws be placed in the statute book giving power to apprehend those who are at the back of the strike, and who, under our present laws, cannot be touched.

Current Events in Photograph



LEAVING THE RESCUE SHIP

Great interest attached to the flight across the Atlantic attempted by Hawker and Grieve. Their disappearance and subsequent rescue created consternation, followed by world-wide joy. This photo shows Hawker and Grieve (in white sweater) leaving the Danish steamer Mary in a boat from the Destroyer Woolston.

EVENTS IN THE TRADE

Business Changes

Grande Prairie, Alberta. — George Robertson and Archibald Stewart have registered partnership in the Robertson, Stewart Hardware Co.

Trade Notes

T. J. Harrison, of Toronto, traveler for the Imperial Oil Co., is moving to Guelph.

Stuart & Darragh have succeeded Mrs. W. J. Henry, dealer in sporting goods and supplies.

The Mount Royal Rubber Company, capital $500,000, head office Montreal, has been granted a charter.

The ratepayers of Bowmanville, Ont., carried a by-law granting $17,500 to the Canada Scale and Slicer Co.

Andrew Lennox has taken over the tinshop in connection with the Innisfail Hardware at Innisfail, Alberta.

The Northern Aluminum Co., of Toronto, contemplates the erection of a ten-storey office and warehouse building.

The Ames, Holden Tire Company, Limited, capitalized at $2,000,000, has secured a site at Kitchener, Ont., and plans to locate a large new factory there for the manufacture of tires and rubber goods.

A. E. Dyment has been elected vice-president and chairman of the Board of Directors of the Canadian General Electric Co., Limited, to fill the vacancy created by the death of W. D. Matthews.

At a meeting held in Montreal, Lt.-Col. Herbert Molson, M.C., and Sir Charles B. Gordon were elected to the Board of Directors of the Canadian Consolidated Rubber Company.

The plant of the Victoria Wheel Works at Galt, Ont., is being equipped to manufacture shafts, poles, and all bent goods required for carriage making. Much of this work was formerly done at the Windsor, Ont., plant.

H. E. Shirk, who has been connected with the Canadian Hart Wheel Company at Hamilton, Ont., has disposed of his interests in the firm and is going to California, where he will engage in fruit farming. G. R. Harvey is now sole proprietor of the firm.

The Strathmore Hardware, of Strathmore, Alberta, recently opened a special rest room for women and children, and according to press reports, it is being used freely by wives of farmers and other women shoppers.

It is stated that a plant will be erected in Montreal for Dupre Iron Works, Ltd., to cost $75,000, which will be used for the manufacture of architectural iron.

Personals

H. C. Crow, sales manager of the Canada Metal Co., Toronto, has left for England, where he plans to spend about six weeks.

George Ashton has returned after serving overseas with the Canadian troops, and has resumed his position with the Cochrane Hardware, Ltd., at Sudbury, Ont.

A. M. Marsh, of Marsh Grape Juice Co., Niagara Falls, Ont., met with an unfortunate accident on Sunday last, while cranking his car. It backfired, striking him on the jaw and cutting it. Fortunately no bones were broken.

Obituaries

The death occurred in Toronto of Anton J. Simmers, president of J. A. Simmers, Ltd., wholesale and retail seeds.

The death occurred at Coaticook, Quebec, of A. O. Norton, president of the firm of A. O. Norton, Limited, manufacturing of lifting jacks.

The death occurred suddenly at his home in Winnipeg of Henry Spriggs, aged seventy, managing director of the Trees-Spriggs Company, Limited. He came to Canada from London, England, 48 years ago, and after being for thirteen years with the Samuel Trees Company, Ltd., of Toronto, went to Winnipeg, where he established the Trees-Spriggs Company, Limited.

Following an operation for appendicitis, J. Frank Brown died in St. Michael's hospital, Toronto, nine days after his return from overseas, where he had been serving with the 1st Canadian Tank Battalion. Prior to going to the front he was employed as a metallurgical chemist in the Brown Copper and Brass Rolling Mills at New Toronto, of which his father, J. F. Brown, is owner.

The death occurred at Galt, Ont., of Alexander C. Fraser, aged 81, founder of the Fraser Hardware Co. Mr. Fraser, who was born at Aberdeen, Scotland, came to Canada when 23 years old, and after working for some time with his uncle, who conducted the Dumfried foundry at Galt, went into partnership in the hardware business with the late James Warnock. He was a member of the Board of Managers of Knox Presbyterian Church for many years, and was one of the oldest members of Alma Masonic Lodge. John A. and Richard M., of Galt, are sons.

Montreal News

Leo Fischler, representing Spring Butt Company, Chicago, was a Montreal visitor early this week.

O. N. Parent, of Canadian Yale and Towne, Ltd., St. Catharines, called this week on the Montreal trade.

Frank R. Rusk was in Montreal this week. Mr. Rusk is representing the A. S. Boyle Co., Cincinnati, O.

John Irwin, managing director of McArthur, Irwin, Ltd., Montreal, returned from New York on Tuesday.

R. N. Murphy, with the Victory Furnace Company, Ottawa, spent several days in Montreal this week.

A. W. Poole, of McArthur, Irwin, Ltd., Montreal, was in Toronto this week attending the C. M. A. convention.

C. E. Peabody, representing C. E. Peabody & Co., of New York, was calling on the Montreal trade this week.

Ernest Bureau, of Richardson and Bureau, manufacturers' representatives, Montreal, was down to Quebec this week.

Raymond A. Catlin, with the Corbin Cabinet Lock Co., New Britain, Conn., visited Montreal this week in the interests of his firm.

William Allan, with the Marathon Tire and Rubber Co., Ltd., St. Catharines, Ont., was in Montreal this week and went on to Quebec before returning to St. Catharines.

G. R. Hagerman, Montreal, has accepted a position with the James Walker Hardware Co., Ltd. Mr. Hagerman was formerly with Lewis Bros., Ltd., as city salesman.

George Henderson, president Brandram-Henderson, Ltd., Montreal, and who has been in the Canadian West for several weeks, was in Toronto this week attending the annual meeting of the Canadian Manufacturers' Association. Mr. Henderson was expected home before the week end.

J. H. Schocke, representing the Triumph Trap Co., Incorporated, New York, was in Montreal last week. In speaking of Mr. Schocke's visit last week, HARDWARE AND METAL stated that he represented the Triumph Clock Co. This should have read as above.

Victor Gagne has succeeded Charlie Dufresne as head salesman with Lewis Bros., Ltd., Montreal. Mr. Gagne has been with Lewis Bros., Ltd., for the past six years in the sales department. Previous to this he spent four years with the Durand Hardware, Montreal.

Winnipeg News

E. L. Meadowcroft, representing the Miller Lock Co., of Philadelphia, was in town during the week, calling on the jobbing trade.

H. Wright, president of the E. T. Wright Co., Hamilton, Ont., is in the city this week visiting old friends and looking over the ground with a view to Fall business.

Homer Conley, who for a number of years has been manager of the sporting goods department of the J. H. Ashdown Co., wholesale, has left their employ to enter into the commission business, and is at present in the States looking up new lines. Mr. Conley was presented with a gold watch and a purse of gold from the members of the staff on retiring from the company.

Incorporations

The Anglo Canadian Malleable Steel Manufacturing Company, Limited, head office St. Patrick de Rawdon, Quebec, capital $50,000, plans to manufacture and deal in malleable goods.

The Anglo American Wire Rope Company, Limited, capital $200,000, head office Montreal, plans to manufacture and deal in wire and wire cables.

Richer, Ayers, Limited, capital $20,000, head office Montreal, plans to manufacture and deal in automobiles, motor trucks, tractors, boats and engines.

Sorel Shipbuilding and Drydock Company, Limited, head office Sorel, Quebec, capital $350,000, plans to carry on the business of shipbuilding and also of steel makers.

T. A. Morrison & Company, Limited, capital $10,000, head office Montreal, plans to deal in brick, stone, cement and building materials.

PLAN BIG BICYCLE MEET

G. A. Wenige and other members of the committee are very busy preparing for the Dominion championship bicycle meet to be held in London, Ont., on Dominion Day.

The plan this year is to have the big annual Dunlop road race transferred to London and run off in connection with the Dominion meet there.

A splendid programme is being prepared.

CAVERHILL-LEARMONT COMPANY WELCOME BOYS HOME

Gradually as they secure their discharge from the service of King and Country, the "boys" who enlisted from the wholesale hardware firm of Caverhill, Learmont and Co., Ltd., Montreal, are returning to the firm, several having already taken up their duties.

Sergeant-Major Henry Gabbot has again assumed charge of the heavy goods department on Colborne street. Major Gabbot enlisted as a private and won his way upward on the field, receiving a Belgian decoration and also the British Military Medal. The order accompanying the later reads: "For efficiency in directing ammunition supply while under heavy shell fire, in which task he displayed great coolness."

Other employees of the firm who have already returned and resumed work with the firm are Frank Johnson, Armand Bernard, and Romeo Delisle. Others who are expected back in the near future are C. C. Slatford, Jack Smith and Malcolm McCuaig.

Major W. G. Andrews is Coming to Canada

Major W. Gresham Andrews, who recently returned after serving overseas with the United States army, has been appointed superintendent of the varnish works of Pratt & Lambert, Inc., at Bridgeburg, Ont. Major Andrews was in command of the 3rd Battalion, 107th Infantry, 27th Division. This division saw considerable service in Flanders with the Canadian overseas forces. Major Andrews has had several years experience in the works and executive offices of the firm in Buffalo. He is also well known as one of the famous players and later coach of the football team of Princeton University.



MAJOR W. G. ANDREWS

Who recently returned from overseas and has ben appointed superintendent of the varnish works of Pratt & Lambert Inc. at Bridgeburg, Ont.

RACERS HEEDED WARNING AND REFUSED TO RIDE

The merry little war which has been waged on the C.W.A. officials by a small group of insurgents resulted in a fruitless journey to Toronto by four Brantford riders on Saturday.

A road race was put on by the Victorias in connection with the competition for the Beardmore Cup, riders from other clubs and from Brantford being invited. C. W. A. sanction was refused, however, by Fred Johnston, chairman of the racing board, because of the lateness of the application.

The promoters of the race stated that it would be run notwithstanding the refusal of the C.W.A. sanction, and published a list of handicaps, including practically all the Toronto riders in the various clubs. The C.W.A. thereupon announced that any rider taking part in the race would be disqualified and would not be permitted to enter races sanctioned by the C.W.A. This warning was heeded by Toronto riders and practically none of them showed up for the race except the members of the Victoria Club.

Outside of Toronto the situation was not so well understood, and four of the young Brantford riders, including Shaw, Jackson and Walker, came down at their own expense to compete. When they learned that riding in this race would bar them from the big London meet on Dominion Day, and from other races under C. W. A. sanction, they refused to ride, and the race was then run by the Victoria Club members only.

Long and Narrow But Effective

Vancouver.—Kydd Bros., Vancouver, hardware merchants, have moved into new premises at 151 Hastings St. West. The fact that the new store is about one hundred feet long and particularly narrow, has necessitated quite a complete change in the method of displaying the various lines of hardware, plumbing and bathroom fixtures. About half the depth of the store on one side is furnished with glass-fronted bins and showcases that have a very neat and effective appearance, as one enters the store. The opposite side has been faced with solid wood to a height of perhaps eight feet and covered with a rich red burlap. "We planned this," explained Mr. Kydd, "in order that wherever we drove a nail, or sunk a screw, we should find wood." This entire space is mounted with all the latest bathroom fixtures that modern craftsmen can fashion. The display of bevelled mirrors, shining nickel and white porcelain is quite striking, even as seen from the street. Shelf hardware, aluminumware, etc., is displayed on one side of the back, and garden tools, lawn mowers, etc., on the other. As the store is a little wider at the back, a row of silent salesmen displays the cutlery. "The whole store is laid out more like a complete display of samples, more than a display of stock," said Mr. Kydd. "We have a cheap warehouse floor on another street; we cannot see any advantage in renting expensive floor space to store our surplus stock. One would have to maintain a much greater volume of sales to make the difference, and then only be working for the landlord." W. McGregor, for many years associated with the Gordon Brown Hardware Co., has been secured to manage the hardware and tool departments in the new location.

The Corona Phonograph Co, Ltd., succeeds the Corona Phonograph Co., of Montreal.

Where and When Stores Are Closing

Additions to lists published in the last two issues of HARDWARE AND METAL are made herewith. The booklet which has been prepared for distribution to the travellers, is now ready, and will be gladly mailed to those sending in a request.

Ontario

FORT FRANCES.—Half holiday not yet decided upon. Stores close in the evenings except Saturday at 7 p.m.

PORT DOVER.—Stores close Thursday at 12.30 p.m. during June, July and August, and every evening except Wednesday and Saturday at 6 p.m.

ST. JACOBS.—No half holiday. Stores close every evening except Wednesday and Saturday at 6.30 p.m.

WIARTON.—No half holiday. Stores close every evening at 6 p.m. except Saturday.

Saskatchewan

MOOSOMIN.—Stores close on Thursday at 1 p.m. during April, May, June, July and August, and every evening at 6 p.m.

Alberta

TABER.—Stores close Wednesday at 1 p.m. during May, June, July and August, and every evening except Saturday at 6 p.m.

NOVA SCOTIA

DIGBY.—Stores close Thursday, 1 p.m., May 1 to September 30, and nightly except Saturday at 6 p.m.

BRIDGETOWN.—Stores close Wednesday, 12.30 p.m. (new time), June, July, August and September, and every evening except Tuesday and Saturday at 6 p.m.

INVERNESS.—Stores close Wednesday noon, May 1 to October 30, and Tuesday and Thursday evenings.

KENTVILLE. — No half holiday. Stores close May 1 to December 15 at 6 p.m. Monday, Wednesday, Thursday, and Friday, January 1 to April 30. Stores close Monday, Tuesday, Wednesday, Thursday and Friday.

NEW GLASGOW.—Stores close Wednesday noon, June, July, August and September, and every evening except Tuesday and Saturday at 6 p.m.

WINDSOR.—Stores close Thursday noon, June to September inclusive, and nightly except Saturday at 6 p.m.

YARMOUTH.—Stores close Friday at 12.30 p.m. May to October inclusive, and nightly except Saturday at 6 p.m.

WOLFVILLE.—Stores close Wednesday, 1 p.m., May, June, July and August, and Monday, Wednesday and Friday at 6 p.m.

WESTVILLE.—Stores close Wednesday noon, June to September inclusive, and nightly except Tuesday and Saturdays at 6 p.m.

PRINCE EDWARD ISLAND

CHARLOTTETOWN. — Stores close Wednesday noon, July 9 to September 10 inclusive, and every evening at 6 p.m. except Saturday, when closing hour is 10 p.m.

Workmen's Compensation Report Issued

The report for the fourth year's operation of the Workmen's Compensation Act, Ontario, is now printed, and contains much information concerning industry, workmen, and accidents in the Province.

During the year $3,514,648.47 was awarded for compensation, or $11,600 a day, and $369,346.37 for medical aid, or $1,219 a day, the number of cheques issued per day being 248 for compensation, and 139 for medical aid.

Payment was made for 40,930 accidents, 382 of these being death cases, 2,549 causing some degree of permanent disability, 25,446 causing only temporary disability, and 12,553 involving only medical aid.

It is estimated that over 500,000 workmen are covered by the provisions of the Act.

As the disability in serious accidents often continues into and sometimes beyond the following year, complete statistics can only be given for the prior year.

The average weekly wage of injured workmen was $19.06, and the average age of 34.07 years.

The total time loss from accidents durthe year was 565,526 days; the average length of temporary disability was 21 days.

In the present industrial conditions the existence of a law which is just and satisfactory to labor, and not unduly burdensome to industry is, it is indicated, of the highest importance, and the operation of the present Ontario Act is said to be a great satisfaction to those responsible for its enactment, among whom the representatives of labor took a leading part.

Amendments at the last Session have, it is stated, put the Ontario law in the first place in regard to benefits to workmen, the rates of assessment being low compared with those of other places. The explanation is in the fact that Ontario has a collective liability state system, in which the comparatively small cost of administration is mostly borne by the Province, and in the fact that the provisions and methods of administration of the Act are very simple, speedy, and inexpensive.

Comparison of rates of assessment are significant. The steel works rate, for instance, under the collective liability system, is in Ontario, $1.70; Nova Scotia, $1.90; and in Ohio $1.75, as compared with a rate under the private or mixed system of $3.74, in Michigan; and $5.02, in New York. For mason work the rates are in Ontario, $1.50; Nova Scotia, $2.00; Ohio, $2.85; Michigan, $5.41; and New York $8.74. In Michigan the benefits are a little more than half what they are in Ontario.

Newfoundland Importers' Association

The following Rules and Regulations were adopted by the Association at their Annual Meeting, held April 24th, 1919, for the seasons 1919-1920:

1st—Closing Hours.—Retail Dry Goods and Hardware Stores to close at 6 p.m. until June 28th, Saturdays at 9.30 p.m.

To close at 5 p.m. from Monday, June 30th, until August 31st, Saturdays at 9.30 p.m.

To close at 6 p.m. from Monday, September 1st, until December 13th, Saturday at 9.30 p.m.

To close at 10 p.m. from Monday, December 15th, to Wednesday, December 24th.

To close at 9 p.m. from Friday, 26th December, until December 30th; Saturday 27th, and New Year's Eve at 9.30 p.m.

2nd—Holidays.—May 24th, June 3rd, July 1st, August 6th, August 27th, September 10th, 1919; January 26th, February 18th, March 17th, (April 2nd, Good Friday), 1920.

3rd—Half-Holidays.—June 11th, 18th, 25th; July 9th, 16th, 23rd, 30th; August 13th, 20th; September 3rd, 1919; February 4th, 11th, 25th; March 3rd, 10th, 24th; April 7th, 14th, 21st, 1920. Stores to close 12.30 p.m.

4th.—Any week during the season in which there may be a general holiday other than as herein arranged for, the regular half-holiday will not be observed.

5th.—Closing hours apply to the closing of the Stores to the general public, and it must be distinctly understood that assistants shall work after these hours whenever so required.

N.B.—The attention of the public is called to the above regulations, and purchasers are asked to co-operate by making purchases before the hour named for closing the Stores.

R. A. TEMPLETON,
May 9th, 1919. **Honorary Secretary.**

MONTREAL STEEL MAN DROWNED

An extremely sad accident occurred in the St. Maurice River last week, resulting in the death of Captain J. D. McCall, son of J. T. McCall, of Drummond, McCall and Co., Ltd., Montreal. The sadness of the accident was accentuated owing to the fact that Captain McCall had survived the campaign in the field, and had only recently returned to Montreal.

Particulars of the accident, as received, indicate that deceased was canoeing with a friend when the canoe capsized. A party had gone on a fishing trip, it being understood that Mr. McCall, Sr., was a member of it. Captain McCall, on his return from the front, assumed a position with the above firm in the Engineering Department. He was a graduate of McGill University.

BIG SALES OF ICE CREAM FREEZERS

"There has been a very heavy demand for ice cream freezers this year, larger than for the past three or four years," said a large Montreal jobber to HARDWARE AND METAL this week. "The demand has also been large for lawn mowers, grass shears, etc., and in making repeat orders on the factory we find it hard to get the goods." Just now it is just a question of having enough seasonable goods to meet the trade needs.

FIRE LOSSES

The factory of Arbuthnot and Helmer, Vancouver, manufacturers of sash and doors, was considerably damaged by fire.



NORTHERN ELECTRIC CO., LTD.

The Northern Electric Company, Limited, has just issued a new catalogue of automotive equipment. It has a very attractive cover design, which helps make it distinctive.

There are approximately 250 pages of representative lines in the catalogue, several of which are shown in colors, notably harness sets, automobile cables and wires, and wire wheels. A special section is devoted to equipment, especially designed for use with Ford cars. Another section contains garage equipment, where it is indicated the needs of the repair shop can be met. Storage battery replacement information is given in the section devoted to this line. Copies of the catalogue can be secured by writing to the nearest branch of the company.

GRAHAME-WHITE COMPANY, LIMITED

The Grahame-White Company, Ltd., head office and works the London Aerodrome, Hendon, N.W. 9, England, has issued a very handsomely illustrated catalogue in which are listed the 1919 Grahame-White aircraft, including instructional machines, the Bantam sporting single seater, express air mail machines, four-seater area limousines, five-seater aero limousines, 24-seater passenger limousines. Readers of HARDWARE AND METAL, who are interested, may obtain copies of the catalogue upon request.

WHEELER & BAIN

Wheeler & Bain, 108 George St., Toronto, have issued a fifty-six page catalogue, in which are listed the lines of galvanized iron eavestrough, pipes, elbows, skylights, ventilators, corrugated roofing and siding, hot air furnaces and stoves manufactured by them. The catalogue is attractively illustrated. Copies will be sent to readers of HARDWARE AND METAL upon request.

CANADIAN GENERAL ELECTRIC CO., LIMITED

Catalogue No. 19, for 1919-1920, issued by the Canadian General Electric Co., Ltd., lists the lines of automotive supplies and garage equipment manufactured by the company, or which they handle. It contains 22 pages and is profusely illustrated. A special section containing twenty-five pages is given to listing accessories for Ford cars, and the firm points out in connection with these lines mentioned that it has endeavored only to list those accessories and parts that are of proven merit. The catalogue also includes a piston ring schedule, and brake lining data. There is a complete index to the catalogue. Copies will be sent to readers of HARDWARE AND METAL upon request.

CANADIAN GENERAL ELECTRIC CO., LTD.

"Fixtures, glassware and appliances for farm lighting plants," is the title of an attractively printed catalogue issued by the Canadian General Electric Co., Ltd., of Toronto. The pages are eight by ten and a half inches, and there are numerous illustrations showing the application of various electric devices to farm work. Among other lines listed besides the fixtures and glassware are portable electric sewing machines, heating and cooking appliances, motors for household work, vacuum cleaners, electric washers, wiring devices and supplies. Copies of the catalogue will be sent to readers of HARDWARE AND METAL upon request.

THE BARRETT COMPANY

The Barrett Company has issued a catalogue in which are listed the roofings and specialties manufactured by the firm. The catalogue is attractively illustrated, many of the illustrations being in colors. Readers of HARDWARE AND METAL who desire copies may obtain same upon request.

SELLING SPORTING GOODS FREELY

"There goes my last baseball mitt," said a member of the firm of Ralph & Simpson, of Neepawa, Man., when the HARDWARE AND METAL *man approached. "We have had the heaviest run in sporting goods that we have had for years," he added at the same time advancing the suggestion that relaxation from the strain of war, or the home coming of the soldiers had a lot to do with it.*

J. R. MEADOWCROFT PASSES ON

A WELL-KNOWN and respected heating and plumbing man in the person of John R. Meadowcroft, died in Montreal on Friday, June 6, at his home, 32 Lorne Avenue.

The late Mr. Meadowcroft was a native of Montreal, having been born there 64 years ago. For upwards of 48 years he had been connected with the Garth Company, of which firm he was managing director at the time of his death. Entering the shop of Mr. Charles Garth as a boy ,Mr. Meadowcroft continued to master various details of the business and as this expanded he was given greater responsibilities. He had taken a great interest, and particularly of late years in various fire-fighting apparatus. Some of his inventions have been approved throughout America, being recognized and used in some of the larger centres.

Among other things which enjoyed his support, Mr. Meadowcroft was a member of the Montreal Board of Trade. Membership was held by him in the St. George's, Engineers' and Montreal Reform Clubs. The funeral on Monday was largely attended, attesting the esteem in which the deceased was held and the wide extent of his acquaintance.

GETTING OVERSEAS BUSINESS

A report issued by the Canadian Trade Commission shows that up to the present time more than $15,000,000 worth of orders have been secured overseas as a result of the credits established in Europe. One of the largest buyers so far on this basis is Roumania, which, among other items, has taken binder twine valued at $940,990, paints and oils worth $189,845, edged tools worth $130,743 and dairy utensils valued at $12,790. In addition to the business that has come through the trade commission many Canadian firms have, by their own efforts, been securing orders in England. A lot of inquiries are being received that indicate future orders in all parts of the world. It would appear that there is quite a lot of business to be had in various oversea countries for Canadian firms. It is apparent also that there will be plenty of competition.

OPPORTUNITY IN SIBERIA FOR CANADIAN HARDWARE

In a letter to Canadian manufacturers the Canadian Trade Commission points out the opportunities for business in Siberia, and also draws attention to the fact that Hon. Raymond E. Hubbard, of the Siberian Supply Company, is remaining at Vladivostok and will continue to act on behalf of Canadian commercial and industrial interests. Among the hardware requirements listed are agricultural implements and machinery, 20,000 mowers, 20,000 rakes, 12,000 grinders for sharpening knives of harvesting machines, 27,000 smoothing harrows, 100 tractors, 3,600 tons of binder twine, 2,000 portable scales, 300 stationary scales, 455,000 feet of wire netting, 30,000 zinc sieves, 332,000 feet of leather belting, 360,000 feet of belting (camel hair), 16,000 separators, 500 crude oil motors, 3 to 12 h.p.; 5,000 cultivators, 200,000 axes, 300,000 scythes, 50,000 sickles, 200,000 forks, without handles; 100,000 steel shovels, without handles; 20,000 horizontal saws; 2,000 saws for sawmills, 5,000 iron gearings for grinders, 3,600,000 pounds of lubricating oil, files and carpenters' tools valued at $60,000.

NEW HARDWARE GOODS

OFFERED TO CANADIAN HARDWAREMEN

SAN-FER-ANN ANNUNCIATOR

Edwards and Company, of New York City, have put on the market their San-Fer-Ann Annunciator, said to be a high grade instrument. The case is made of steel, white enamelled finish, with nickel plated bell and trimmings. The drop openings are fitted with glass, and the case is securely fastened to the back board with hinges on one side, and a



San-Fer-Ann Annunciator.

screw lock on the other. This makes what is stated to be a very secure form of fastening, and at the same time the mechanism of the annunciator is very accessible, and in case it is desired to change the lettering on the drops, this can be done with a minimum amount of trouble.

The San-Fer-Ann has, the manufacturer states, gravity drops, which are positively locked in position so that it is impossible for them to shake down by vibration; however, as soon as the circuit is closed the drop falls by gravity. The San-Fer-Ann is, it is indicated, suited for houses, apartments, hospitals, etc., and can always be kept clean, as any dust or discoloration can be removed with a damp cloth; the case being made of steel prevents warping, splitting or twisting which is a common fault with some wood case annunciators. The Northern Electric Company, Limited, Montreal, and branches, are Canadian distributors.

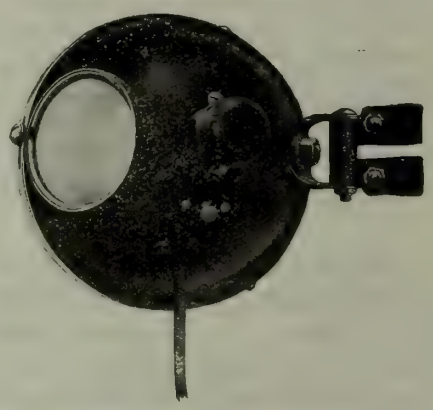
DECALCOMANIA TRANSFERS

Special transfers for use on metal, wood, glass, or leather goods are being manufactured in Canada by the Canada Decalcomania Co., 364 Richmond St. W., Toronto. These transfers, it is claimed, are quickly and easily applied by persons without experience in this class of work and are not injured by cold, heat or water. It is stated that they will last as long as the article to which they are applied is in use. By using Decalcomania transfers, it is claimed that the cost is reduced to a minimum. They can be made, it is stated, in many designs and sizes, and besides being used by manufacturers for marking their various lines of goods may be used also for advertising and window signs. Gold and silver leaf and permanent colors, it is stated, are used in the manufacture of the transfers. In some special cases, where metal name plates have been used, it is stated that Decalcomania transfers may be applied to better advantage as they cannot be removed without showing deliberate intent.

WIND SHIELD SPOT LAMP

A spot lamp neat in appearance, having an outside focus adjustment, swivel bracket, handle conveniently placed, a 3 in. condensing mirror for day driving, special type switch and positive lock door, is being put on the market by the K. D. Lamp Co., Cincinnati, Ohio.

The reflector is parabola in shape, and, it is indicated, drawn from heavy gauge brass, and silver plated. Other points enumerated by the manufacturers are that the body is drawn in one piece, from heavy gauge steel, two coats enamel baked on, door is hexagon shape, highly finished and nickel plated; bulb

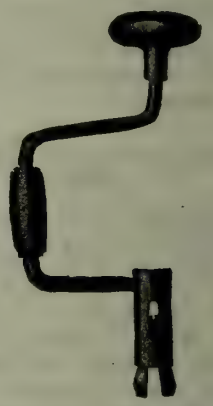


Windshield Spot Lamp.

is 6-8 volt, 21 c.p. Mazda "C" double contact unless otherwise ordered; sufficient cord furnished for attaching to lighting system; each packed in individual cartons.

DEMOUNTABLE RIM WRENCH

The Hill Pump Valve Co., Chicago, Ill., have just placed on the market what they are naming an indestructible demountable rim wrench. According to the manufacturers the new wrench is made entirely of steel. The brace handle and knob at the end are heavy steel stampings attached in such a way that they cannot be broken off. The brace itself consists of a heavy steel rod, while



Demountable Rim Wrench

the tube which holds the reinforced, case-hardened, drop-forged jaws, is seamless steel tubing of the best quality. The handles and tube are finished in black enamel, while the brace itself is nickel-plated, making the wrench an attractive tool. This wrench, it is indicated, takes automatically, without any adjustment, every size of nut used on every make of demountable rim.

BERLING MAGNETO

The Canada Sales Company, 183 Church St., Toronto, has been appointed exclusive factory representatives in Canada for the Berling Magneto. Simplicity of construction is one of the features claimed for the Berling, also maximum results under the most exhaustive tests.

HARDWARE LETTER BOX

Motor Cycles

Saskatoon Hardware Co., Ltd., Saskatoon, Sask.—Will you give us the name and address of the makers of the Harley-Davidson motor cycles?

The Harley-Davidson motor cycle is made by the Harley-Davidson Motor Co., Milwaukee, Wis.—Ed.

WEEKLY HARDWARE MARKET REPORTS

STATEMENTS FROM BUYING CENTRES

THE MARKETS AT A GLANCE

PROPOSED changes in the tariff have not created any great disturbing influence in the hardware markets as yet, though there are some lines likely to be affected. Chief among these are sheet copper and tinplate, which under the new scale may reach slightly higher levels. The effect on manufactured goods made from these has not been determined upon definitely, but it seems possible that an advance may be necessary.

Linseed oil is again on the upward move this week and $5 flaxseed predicted some little time ago does not seem to far away. Each day, so far this week, sees prices move up and there are no elements apparent to bring about a reaction. Argentine seed is moving to Europe, which is affecting supplies available in the United States and American crushers are taking delivery of Canadian seed. The demand for linseed oil is very good and no diminution in sales has been reported.

Turpentine, after a period of remarkable advances, reacted slightly to-day at primary points. Whether this means that the peak has been reached is hard to determine, but there are many who feel this is only a temporary stop in the upward move of this commodity. Receipts from the new crop are improving and stocks are as a result better. The outturn from the crop does not promise any more than enough for domestic consumption, and with overseas buyers clamoring for supplies, cheap turpentine does not seem likely. The net advance here was 5c per gallon.

Lubricating oils seem to be due for a slightly lower range of prices, though this has not developed as yet. Gasoline has come down 1c per gallon this week. There is some talk of a lowering of the price on cotton waste, the element of competition being a contributing factor, it is said. A slight decline in crowbars, mattocks and picks has been put into effect with higher prices being named on toilet and fetlock slippers, pine wash tubs and steel squares.

Business is reported as excellent and in many of the summer lines both retailers and jobbers have sold out their entire stocks. There has been an exceptionally large sale of prepared paints, while such lines as refrigerators, seasonable sporting goods and lawn mowers have been moving rapidly. Excellent sales of oil stoves and electric fans are reported.

MONTREAL MARKETS

MONTREAL, June 12—Changes of importance have been effected in this market during the week and tendencies are generally higher, though some declines have been made operative. Pine tubs are advanced considerably and steel squares also are much higher. Crow bars are reduced in price to $9.50 per 100 pounds, while set screws and cotter pins are selling under greater discounts, thus making a reduction. Brass butts are lower and various steel butts of the ordinary variety are due for a reduction. Coil chain of the electric weld class is advanced in one quarter, while semi-finished nuts are reduced by an increased discount becoming operative. The ingot market is a firm one, many lines advancing this week, such as lead, copper and spelter, while tin is easier. Lead products may rule higher soon. Gasoline is reduced one cent per gallon. Wares may be advanced in accordance with the tariff change of 5 per cent. on tinplate. The change made last week relating to screw and strap hinges should have stated that the discount was 20 to 25 per cent. instead of 12½ per cent.

There has been a particularly heavy sale for seasonable lines, such as fly screens, lawn mowers, hose, ice cream freezers, refrigerators, etc.

Pine Wash Tubs Make An Advance

Montreal.

WASH TUBS.—An advance has been made here in the price of ordinary pine wash tubs. The new prices on these are: No. 3, $13.20; No. 2, $15.40; No. 1, $17.60 and No. 0, $19.80 per dozen.

Crow Bars, $9.50; Set Screws Less

Montreal.

CROW BARS, SET SCREWS.—Declines have been effected for crow bars and these are now selling at $9.50 per 100 pounds. There also has been a reduction for set-screws, and while the new price is not available the change is about 12½ per cent. below former prices.

Brass Butts Down; Squares Are Up

Montreal.

BUTTS, SQUARES.—Declines that will, it is said, approximate about 25 per cent. are being effected for narrow brass butts of various kinds. Brass hinges may also be lower. Carpenters' steel squares are advanced very considerably, and some of the new prices are as follows: No. 1, old price $20.50, new $26.75; No. 2, $18 to $23; No. 3, $18 to $24; No. 03 $22.50 to $27.80; No. 11 $12.25 to $15; No. 14, $16 to $22.50; No. 100, $22.50 to $28; No. 0100, $24 to $33.

Chain is Higher; Special Nuts Less

Montreal.

CHAIN, NUTS.—One large jobber has

advanced prices for Electricweld coil chain both the BB and the BBB. The new prices are as follows for the two kinds, the BB being given first and BBB following: ⅛ in. BB, $19, BBB, $22; 3-16 in., $18 to $20; ¼ in., $15 to $18; 5-16 in., $13.50 to $16.50; ⅜ in., $11.60 to $14.60; 7-16 in., $11.50 to $14.50; ½ in., $11.25 to $14.25; ⅝ in., $11 to $14; ¾ in., $9.75 to $12.25. Semi-finished nuts are reduced in price, the sizes up to 1 inch being sold at a discount of 37½ per cent. against a former one of 27½ per cent., and 1 inch to 1½ inch at 30 per cent. against a former discount of 20 per cent.

Country Stores Buy Lots of Nails

Montreal.

NAILS AND WIRE.—A considerable tonnage of wire nails goes forward every week to country points, the city trade being less active. Prices are maintained without change, the base for wire nails being $4.75 per 100 pounds, and for cut nails the same. A good movement is reported of barb and other grades of wire fencing. The price on smooth steel wire, No. 9, is still $5 per 100 pounds.

Stoves Are Active; Wares May Advance

Montreal.

STOVES AND WARES.—Prices are probably due for a change on tinware of the pieced and stamped varieties; for the new tariff advance for tinplate imported from the States will make a difference to the manufacturer of 5 per cent. This will naturally have to be absorbed by the consumer sooner or later. In the meantime there is a good steady summer trade and markets are quite firm all around. Watering cans, etc., have been moving well.

No Lower Price On Rope; Cordage

Montreal.

ROPE, CORDAGE.—The market conditions are of a rather quiet nature here and prices are held unchanged. The effects of the tariff change are not likely to make for an immediate reduction of price unless British manufactured ropes are available for less money, much of the Canadian supplies coming from Mexico and the Philippines via the United States. Pure manila basis remains at 34c, British manila at 30c, and sisal at 27½c per pound.

Gasoline Down 1c; *Coal Oil Held*

Montreal.

GASOLINE, COAL OIL.—A decline of one cent per gallon on gasoline is recorded in this market, making the price per Imperial gallon for motor grade, 33c. There is a steady and good demand. Coal oil and lubricating oils, candles, etc., are steadily held unchanged. Coal oil prices range from 20c to 23c per gallon.

Steel Bars and Iron Are Steady

Montreal.

IRON AND STEEL.—The markets are steadily held here without change and a good trading condition prevails, particularly with regard to orders from the country. The average order is for limited tonnage, but the totals are very satisfactory.

Iron finish machinery steel	3 80
Norway iron	12 00
Single reeled machinery steel	5 50
Spring steel	5 50
Sleigh shoe steel	3 75
Tire steel	3 95
Toe calk steel, per 100 lbs.	4 65
Band steel	3 75
Harrow tooth steel	3 90
Mining tool steel, per lb.	0 17½-0 19
Black Diamond tool steel, per lb.	0 18 -0 19
Black Diamond cast steel, lb.	0 22
Common bar iron, per 100 lbs.	3 75
Refined iron, per 100 lbs.	4 75
Mild steel	3 75

Preference May Bring in Sheets

Montreal.

SHEETS AND PLATES.—If the British manufacturer is in a position to send along sheets and tinplate to this market, in view of the preferential tariff just effected, there will be a ready demand for them, importers state. Prices are ruling on spot stocks with less change than there was a few weeks ago and the sales are rather better. Stocks are ample.

BLACK SHEETS—	Per 100 lbs.	
10 gauge	$5 25	$6 25
12 gauge	5 30	6 30
14 gauge	5 35	6 35
16 gauge	5 45	6 50
18-20 gauge	6 00	6 35
22-24 gauge	6 05	6 40
26 gauge	6 10	6 50
28 gauge	6 40	7 00
GALVANIZED SHEETS—		
10¾ oz.	$8 35	$9 25
28 gauge	8 30	8 85
26 gauge	....	8 50
22 and 24 gauge	7 70	8 35
20 gauge	7 50	8 35
18 gauge	7 50	8 35
16 gauge	7 30	8 00

NOTE—These prices are for full bundles, an extra charge of 25c to 35c per 100 lbs. is made for broken lots.

Says Belting Prices Likely to Remain High

"There will be no more cheap leather goods this year." This is the opinion of one manufacturer who was discussing with HARDWARE AND METAL the outlook for prices of belting. He stated that materials which he now has in stock cannot be replaced to-day at anythink like the prices he paid for them. Stocks are low all over the country he says, and one of the troubles is to get enough materials. Leather which before the war cost 22c per lb. to-day costs 40c and is still going up. The manufacturer has to pay his help more, and all production costs are higher.

"There have been big advances in the past week," he said, "and it is certain that the markets, as far as leather is concerned, are going to be very firm for some time. In my opinion there will be no cheaper leather goods this year."

Firmer Prices May Rule Lead Products

Montreal

LEAD PRODUCTS.—In view of the changes for lead, with an added duty of one cent per pound, changes may be brought about on lead products. The market is ruling steady and a fairly good outgo of various products is maintained, plumbers being engaged in a considerable amount of jobbing and repair work.

Lead pipe	0 11½
Lead waste	0 12½
Lead traps and bends	15%
Lead wool, lb.	0 13
Lead sheets, 3 to 3½ lbs., sq. ft., lb.	0 10½
Lead sheets, 4 to 8 lbs, sq. ft.	0 09½

Cut sheets ¾c lb. extra, and cut sheets to size, 1c. lb. extra.

Solder, guaranteed, lb.	0 35½
Solder, strictly, lb.	0 31
Solder, commercial, lb.	0 29
Solder, wiping, lb.	0 27
Solder wire (8 gauge)—	
40-60	0 35
45-55	0 37½
50-50	0 40¼
Zinc sheets, casks	0 17
Do., broken lots	0 18

Old Metals Continue On Steady Basis

Montreal

OLD MATERIALS.—Price changes are few in old material, and there is a somewhat steadier feeling and tendency, nevertheless. It is probable that things may take better shape now that the Budget of the Canadian Government is announced, and prices should be somewhat better for copper and brass. There is still a rather quiet condition.

Dealers' Buying Prices—		
Pipe scrap, ton	7 00	8 00
Stove plate, ton	....	15 00
No. 2 busheling	....	5 00
Old rubbers, boots and shoes	0 06½	0 07
Overshoes, lumbermen's rubber boots	....	0 03½
Bicycle tires	....	0 03
Automobile tires	....	0 03
Yellow brass	....	0 07
Red brass	....	0 08½
Light brass	....	0 05
Scrap zinc	....	0 05
Heavy copper	0 13	0 13½
Wrought iron, No. 1, per gr. ton	....	11 00

Strong Ingot Market; Copper, Lead Higher

Montreal.

INGOT METALS.—Markets are ruling with a decidedly better tone, and there have been advances for several of the principal ingots, with a slightly easier tone on tin.

COPPER.—Local markets are stronger in sympathy with those outside, and the price has been advanced to 20½ cents, an increase of 2 cents.

TIN.—An easier situation has developed, and the basis reduced to 56 cents per pound. Some trading has been passing.

LEAD.—In view of the tariff change, and also owing to the advances made by the trust in the States, prices are firmer, with a mark-up here of ¼ cent per pound to 7½ cents.

ANTIMONY.—The market is steady and unchanged on this, with a price ruling of 9½ cents per pound.

ALUMINUM.—Changes have not been

made in this metal, and there is about the usual limited amount of business, which is done around 38 cents.

SPELTER.—In sympathy with the firmer feeling on lead, this market has been advanced to 8¾ cents, a gain of ¾ cents per pound.

PIG IRON.—A price of $48 per ton obtains, and there is a limited trade for the product.

TORONTO MARKETS

TORONTO, June 12—Hardware markets show some revisions this week, clay picks, mattocks and crowbars all being under revision towards lower levels. Screw hooks and strap hinges are also easier and a decline of 1 cent per gallon has been made in gasoline. Lubricating oil may be revised and there is some talk of lower prices on cotton waste. A 2 cent decline has been made in tin, with copper, lead and antimony holding at firm levels. Solder shows a decline of 2 cents per pound in some quarters. Business as a whole is excellent and outlook very satisfactory.

Clay Picks Show Revision Downward

Toronto.

CLAY PICKS.—There has been a revision downward this week in the price of clay picks, the decline averaging about 50c per dozen. On the new basis those ranging from 5 to 6 lbs. assorted, are quoted at $11.25 per dozen; from 6 to 7 lbs. assorted, $12.25; 7 to 8 lbs. assorted, $13.25.

Crow Bars Down; Mattocks Change Too

Toronto.

CROW BARS, MATTOCKS.—There has been a substantial decline reported during the week in the price of crow bars. Those which have been quoted for some time past at $10.50 per 100 lbs., are now revised to a level where they will be invoiced at $9.75 per 100 lbs.

The situation in regard to cutter mattocks is somewhat different in that an advance has been made in some quarters amounting to 50 cents per dozen. The present price named to the trade is $13.75 per dozen, which replaces a quotation formerly in effect of $13.25.

Screw Hook and Strap Hinges Easier

Toronto.

HINGES.—There has been a revision downwards in the price of screw hook and strap hinges. New discounts have been named in some quarters, this being 35 per cent. from standard list. The list prices, per dozen pairs, are shown in the current market quotations. This, it is indicated, is a move on the part of manufacturers to get back to a basis which is in line with present production costs, and easier markets on some raw materials.

Heavy Summer Stove Business Reported

Toronto.

STOVES, WARES.—Reports from all sources on the volume of business being done on summer lines of stoves are most encouraging. That is, they are encouraging from point of actual sales, but the deliveries from the manufacturers are, in some instances, proving rather disappointing. One distributor here stated that on Monday there were orders for 55 stoves by mail, telegraph and telephone, to be shipped out by express. This is quite a volume of business to be handled in this way, and following on the heels of heavy shipments which had preceded, placed this firm in the position where they were absolutely cleaned out of stock. The worst of it is, they explain, the manufacturers themselves are working against time, trying to catch up with the orders which they have on hand.

The story is the same from all sources, and indicates that the trade as a whole are experiencing a remarkably good trade at the present time.

The same condition seems to apply in regard to enamelware, tinware, and kindred lines. Jobbers and distributors report that they are having difficulty in getting enamelware and tinware lines through. This they do not attribute to the shortage of raw materials, so much as to a shortage of skilled labor, which can be employed on the work which the manufacture of these lines entails. All summer lines are active and a splendid total is shown in the general movement of this class of goods.

Gasoline Down 1c; Lubricating Oils Too?

Toronto.

OILS, GASOLINE.—The trade will be interested to know that there has been a decline this week amounting to 1c per gallon on gasoline. There has been a change also in V.M.P. Naphtha, which is down 1c per gallon to 31c. What is directly responsible for this is not given out. The sale of gasoline continues at a very high level, and most certainly the reduction which is now named will not curtail the use by any means.

Indications seem to point to a revision in the price of lubricating oils, although nothing definite is yet available. The change when it comes about is expected to show a downward tendency, and something of a more concrete nature may be looked for in the next few days.

There has been nothing doing in the line of a market change on coal oil, quotations remaining at the unchanged figure of 19½c to 22½c per gallon according to grade. Business is very heavy and supplies are ample to take care of the demand.

Waste to Decline? Oakum Unchanged

Toronto.

WASTE, OAKUM.—There is a somewhat better demand for cotton waste, but this is not represented in any enormous volume as yet. The strike in Winnipeg for the past three or four weeks has certainly curtailed movement of goods to that section of the country, and consequently has cut down the volume of sales to a great extent. Prices have held without change at the figures shown in the current market quotations, though there is some indication of lower prices coming.

There is nothing new in the situation of oakum. There is a fair movement and quotations are well maintained at the figures shown in current market quotations.

Iron and Steel Maintains Level

Toronto.

IRON AND STEEL.—There is a very nice bunch of orders being received, and stocks are in such shape that jobbers are in pretty fair shape to handle business on the various lines of iron and steel bars. Quotations show no change from figures given herewith.

Common bar steel	4 25	4 50
Common bar iron	$4 25	$4 50
Refined iron	4 65	4 90
Angle base	4 50	4 75
Horseshoe iron	4 50	4 75
Tire steel	4 45	4 70
Mild steel	4 25	4 50
Norway iron	11 50	15 00
Toe caulk steel	5 15	5 45
Sleigh shoe steel	4 25	4 50
Band steel, No. 10	4 50	4 75
Do., No. 12	4 75	5 00
Spring steel	9 50	11 50
Mining drill steel	21 00	30 00
Sheet cast steel	0 42	0 45

Market Holds on Sheets, Plates

Toronto.

SHEETS, PLATES.—Indications are that there will be no change in the market situation on sheets, as a result of the proposed tariff changes. There has been no change during the week in quotations, the figures below being well maintained. The demands of labor submitted to the employers of the steel mills in the U.S. may not be met, and that means a possibility that July 1 may see a general tie-up of the various plants. Some interests state that they cannot possibly meet the demands, so unless the two elements get together, the situation may develop rather unsat-

isfactorily. Stocks in the hands of jobbers are very good, and they state they would experience no hardship for a month at any rate.

Sheet copper has advanced, being quoted at 26¼c per lb., mill shipment, and 29c per lb., shipment from stock.

10 gauge	$4 75	$5 45
12 gauge	4 80	5 50
14 gauge	4 85	5 10
16 gauge	4 95	5 20
18-20 gauge	5 80	....
22-24 gauge	5 85	....
26 gauge	5 90	....
28 gauge	6 00	....
3-16 inch plate	4 90	6 25
¼-inch boiler plate	4 60	5 80

Prices shown are for full cases. An extra charge of from 25c per 100 lbs. is made for less than case lots.

GALVANIZED SHEETS.

10¾ oz.	$7 80	$8 10
U.S. 28	7 40	7 70
U.S. 26	7 10	7 40
22 and 24	6 95	7 25
18 and 20	6 80	7 10
16	6 65	6 95
12 and 14	6 50	6 80

An extra is now charged on galvanized sheets, 10¾ oz. and 28 ga., when shipped out in sheets 3 feet wide. The extra charged over prices shown above is 20c per 100 pounds. Other gauges show no change for different widths.

Prices shown are for full cases. An extra charge of 25c per 100 lbs. is made for less than case lots.

Corrugated Sheets Show No Change

Toronto.

CORRUGATED SHEETS.—There has been no change in the position of corrugated sheets during the week. Business is reported fairly brisk and outlook satisfactory. Other lines of sheet metal goods are showing greater activity, and prices all the way through are well maintained.

Corrugated Sheets—	Per 100 sq. ft. Gal'zed	Painted
No. 28 gauge	$8 25	$7 00
No. 26 gauge	9 00	8 00
No. 24 gauge	13 50	10 00
No. 22 gauge	16 00	12 50
No. 20 gauge	19 00	16 00
No. 18 gauge	24 00	19 50

Discount, 7½ per cent.

On shipments of 300 lbs. and over, freight is allowed south and east of and including North Bay; also several western counties in Quebec Province. Places north and west of North Bay, the freight is equalized on North Bay. For Quebec and Maritime Provinces, freight is equalized on Montreal.

Wrought Pipe, Boiler Tubes Hold

Toronto.

WROUGHT PIPE, BOILER TUBES.—The situation in wrought pipe and boiler tubes shows practically no change. There is some business on pipe, but only a limited movement on tubes. Prices on pipe hold at figures shown in current market quotations. Quotations on boiler tubes follow herewith:

BOILER TUBES—	Per 100 feet Seamless	Lapweld
1¼ inch	27 00	.....
1½ inch	28 00	.....
1¾ inch	30 00	26 00
2 inch	30 00	26 00
2¼ inch	33 00	28 00
2½ inch	40 00	32 00
3 inch	46 00	38 00
3¼ inch	.....	45 00
3½ inch	56 00	42 00
4 inch	70 00	54 00

Solder Down 2c; Lead Products Firm

Toronto.

LEAD AND ZINC PRODUCTS.—A revision downward on solder has been made this week in some quarters, the decline amounting to 2c per lb. Guaranteed is being quoted at from 33c to 37c per lb.; strictly at 31c to 35c; commercial at 28c to 31c; wiping at 27½c to 30c; wire at 34c to 40c.

No change in manufactured lead products has been made, the following figures being those ruling to-day:

Lead pipe, ib.	....	$0 11½
Lead waste pipe, lb.	....	0 12½
Lead traps and bends	....	15%
Lead wool, lb.	0 11	0 12½
Lead sheets, 4 to 6 lbs., sq. ft., in rolls, lb.	0 11	0 12½
Cut sheets ½ to ¾c lb. extra and cut sheets to size, 1c lb. extra.		
Solder, guaranteed, lb.	$0 33	$0 37
Solder, strictly, lb.	0 31	0 35
Solder, commercial, lb.	0 28	0 31
Solder, wiping, lb.	0 27½	0 30
Solder, wire, lb.	0 34	0 40
Zinc sheets, per lb.	....	0 17

Scrap Improvement Slow in Coming

Toronto.

OLD MATERIALS.—The scrap market is not improving rapidly, although there is a fair volume of business being done. The United States market is perhaps taking a little more material now than for some time past, but even yet the great bulk of this is in the form of shipments on contracts that run into thousands of tons. The scrap metal business is pretty well divided, and lines are quite clear. There is the small pedlar, with his wagon, who scours the country. He in turn sells to the man who handles about five or ten ton lots, and the next dealer is the one who takes in car lots. The clearing house is the large dealer who will undertake a contract up around 50,000 tons, deliveries to be made on a definite schedule. It is not until this last named class gets busy that the whole procession can be said to be fully engaged.

One thing is noticeable, according to some of the larger dealers, and they take it as a sign of improvement. There is very little kicking about the shipments that are sent out now. When the market is barren kicks about quality and grading are absent. When scrap is a drug on the market there is a great increase in the kick crop. There is undoubtedly a better feeling in the market, one that looks for much better trading in the very near future.

Some 600 tons of the U.S. shell steel scrap which had been stored in Canadian yards, was sold during the past week to an American concern. The price was rather lower than generally expected would be secured for the material.

Dealers' Buying Prices—		
Tea lead	....	0 03
Heavy lead pipe	....	0 04
Pipe scrap	....	8 00
Stove plate, per ton	....	10 00
No. 2 busheling	....	8 00
Yellow Brass	....	0 07
Red Brass	....	0 10
Light Brass	....	0 05½
Scrap zinc	....	0 04½
Heavy copper	....	0 15
Wrought iron, No. 1, per gr. ton	....	15 00
No. 1 machinery cast	....	14 00
Heavy melting steel	....	9 00
Old rubbers, boots and shoes	0 06	0 06¼
Overshoes, lumbermen's rubber boots	....	0 04½
Bicycle tires	....	0 04½
Automobile tires	0 03½	0 04

Cordage Holds at Firm Figures

Toronto.

CORDAGE.—Reports indicate that there seems to be a slight improvement in the demand for rope. This is not very pronounced as yet and manufacturers are not looking for a very heavy movement for another few days. However, the sale of hay fork rope should soon be a feature of the demand, and it is already manifesting itself in orders reaching the jobbers' hands. Quotations for the week remain unchanged, pure manila being quoted at 34c per lb. base; British manila 30c; New Zealand hemp 30c; sisal 27½c and sisal lath yarn 27½c.

Nails More Active; Wire Holds Steady

Toronto.

NAILS, WIRE.—Reports from the jobbers indicate that there is a very fair volume of business doing in nails. This is not so very pronounced as yet, but orders coming to hand give rise to the opinion that there is greater building activity apparent in all sections of the country. There has been no revision in the market price, the wire selling at a base price of $4.70 per 100 lbs., and cut at $4.75.

The situation in regard to smooth steel wire is generally steady. There is a better movement reported with kindred lines showing seasonable activity. The price for smooth steel wire is held at $5 per 100 lbs., other styles showing no change in their corresponding extras.

Tin Down, Copper, Lead Hold Firm

Toronto.

INGOT METALS.—The market continues to show a good deal of variation, but the undertone as it applies to copper, lead and antimony, seems to be in a fair amount of strength. The position of tin is rather quiet. Spelter is not providing much interest. Business is fairly good and there is no difficulty in getting supplies.

COPPER.— The buying movement which has been apparent in the United States, which has tended to keep the price fairly firm, is reflected in the situation locally. The price of 18½c per lb. is well maintained and stocks are at a sufficiently high level to take care of the business which is offering.

TIN.—There seems to be only a casual interest in this metal. Supplies have been coming through quite readily, and buyers do not seem inclined to go into the market for any more than their immediate need. The price shows a slight decline from the figure which was quoted last week, and now rules at 58c per lb.

SPELTER.—Production seems to be falling off, and there is little in the sit-

uation which would indicate any bullish tendencies. As a matter of fact there is really very little movement either way. The price remains at the unchanged figure of 8c per lb.

LEAD.—Greater buying activity is apparent in this metal. There is little indication that low prices, or very low prices anyway, are going to be reached. Markets in the United States are held at a pretty firm level, and the demand is really very satisfactory. There has been a considerable movement locally from all accounts, and the outlook here is pretty satisfactory. Price ranges around 6½ to 7c per lb.

ANTIMONY.—There is no indication of any easing away in the market of this metal. The price of 9c per lb. reached last week, is still maintained, and there is a fair amount of activity apparent. Stocks are not heavy or ample to meet the requirements of the trade.

ALUMINUM.—There seems to be some business coming to hand on this metal, but it is still along rather restricted lines. Supplies seem to be improving somewhat, and a much better trade is looked for in the coming week. Quotations range from 40c to 42c per lb.

LONDON MARKETS

LONDON, Ont., June 12—A number of price changes have gone into effect this week. Reductions have been made in bright wire goods, in clay picks, edge and pick mattocks and screw and strap hinges and crow bars. Following the strong market for linseed oil, prices of that commodity have advanced. Higher quotations are also in effect on Zenoleum disinfectant and on toilet and fetlock clippers. Business is reported as excellent all through this district and in many of the summer lines both retailers and jobbers have sold out their entire stocks. There has been an exceptionally large sale of prepared paints, while such lines as refrigerators, seasonable sporting goods and lawn mowers have been moving rapidly. Many dealers will be completely out of lawn mowers by the end of the season. Excellent sales of oil stoves and electric fans are reported.

Bright Wire Goods Are Reduced Slightly

London, Ont.

BRIGHT WIRE GOODS.—New and lower prices are now in effect on bright wire goods. Screw hooks, screw eyes, gate hooks and eyes, etc., are now quoted at 85 per cent. off list instead of 82½ per cent. as formerly.

Lower Prices Named For Screw and Strap Hinges

London, Ont.

SCREW AND STRAP HINGES.—Lower quotations on these goods are now being made, the new price being 35 per cent. off list.

Baseball Goods Are in Steady Demand

London, Ont.

BASEBALL GOODS.—There has been an excellent demand for baseball goods and up to date supplies have been very limited. No changes have been made in prices.

Good Business Being Done in Phonographs

London, Ont.

PHONOGRAPHS. — The hardware stores in Ontario are working up a good sale in this line. The prices on one of the makes handled are:

"Lois" No. 60, $75; No. 75. $96; No. 135, $140 each.

Harvest Tools Are in Brisk Demand

London, Ont.

HARVEST TOOLS.—Good sales of harvest tools are being made. Quotations are 17½ per cent. off list. Buco five-prong hand cultivators are also selling well. They are quoted at $12.38 per doz.

Lawn Mower Stocks Becoming Exhausted

London, Ont.

LAWN MOWERS.—Many stocks of lawn mowers are getting very low and by the end of the season a lot of dealers expect to be cleaned out. Sales have been very brisk. Quotations are:

Daisy, Star, Woodyatt, Empress, 35 per cent. off list.

Demand is Good For Paris Green

London, Ont.

PARIS GREEN.—A steadily increasing demand for paris green is noted. Quotations are as follows:

½ lb. pckgs, 54c lb.; 1 lb., 52c; 25 lb. drums, 50c; 50 lb. drums, 49c; 100 lb. drums, 49c; 250 lb. kegs, 48½c; 600 lb. bbls., 48c.

Oil Stoves and Ovens Are in Great Demand

London, Ont.

OIL STOVES AND OVENS.— Exceptionally good sales are being made of oil stoves and ovens. Prices are as follows:

Stoves: New Perfection, 2 burner, $14.06; 3 burner, $18.19; 4 burner, $23.06.

Ovens: New Perfection, 21 G., $4.31; 22 G., $5.44; 41 G., $4.31; 42 G., $5.44.

Wicks for New Perfection stoves, $3.15.

Hammocks, Hooks and Chains Selling Well

London, Ont.

HAMMOCKS.—Hammock sales have been brisk and also the parts. Prices are as follows:

Hammock hooks: No. 128 with screw, 80c doz.; No. 138 with plate, 90c doz.

Hammock chains: 4 ft., $4 per doz. pr.; 6 ft., $6 per doz pr.

Hot Spell Boosts Electric Fan Sales

London, Ont.

ELECTRIC FANS.—There has been a big sale of electric fans as a result of the hot spell. Prices are:

Polar Cub, 6 in., $6.25; 9 in., $9.

Clay Picks Are Reduced Slightly

London, Ont.

CLAY PICKS.—Prices of clay picks have been reduced a little and the new prices are:

5-6 lb., $11 per doz.; 6-7 lb., $12 per doz.; 7-8 lb., $13 per doz.

Edge and pick mattocks are also lower, the new prices being $13 per doz.

Grub hoes have been reduced also, the new prices being $10 per doz.

Crow Bars Down One Cent a Pound

London, Ont.

CROW BARS. — A new and lower price is now effective on crow bars, quotations being made at 9½c per lb. or 1c per lb. below former figures.

Higher Price Asked For Disinfectant

London, Ont.

ZENOLEUM.—Zenoleum disinfectant is again on the Canadian market but at higher prices. The quotations are:

30c size, $2.50; 60c size, $5; $1.10 size, $9.

Zenoleum Lice Powder, 30c size, $2.50.

Leather Soles, Heels Are a Little Higher

London, Ont.

LEATHER SOLES, HEELS. — New prices, which are a little higher, have been named on leather soles and heels. The quotations are:

Soles—Misses', No. 43½, $1.90 dozen pair; Ladies', No. 37½, $2.35; Boys', No. 31½, $3; Men's, No. 123, $3.80; No. 122, $4; No. 121, $4.20.

Heels—Ladies', No. 73¾, $1.20 dozen pair; No. 80, $1.20; No. 81, $1.10; Men's, No. 51, $1.30; No. 52, $1.15.

Toilet and Fetlock Clippers Are Higher

London, Ont.

TOILET AND FETLOCK CLIPPERS. Prices of toilet and fetlock clippers have advanced and the new quotations are:

Toilet clippers, A1, $1.20 pr.; fetlock clippers A2, $1.20 pr.

No Change Shown in Screen Wire Cloth

London, Ont.

SCREEN WIRE CLOTH. — Screen wire cloth has been in brisk demand. Prices show no change and are as follows:

Painted black: 100 ft. rolls, $3.25 per 100 sq. ft.; 50 ft. rolls, $3.30; bronze, 14c sq. ft.

Refrigerators Are in Brisk Demand

London, Ont.

REFRIGERATORS. — Excellent sales of refrigerators are being made. Sanderson Harold makes are quoted at 40 per cent. off list.

White Lead in Oil Remains Unchanged

London, Ont.

WHITE LEAD IN OIL.—There has been a good sale for white lead in oil. Prices show no change from the following quotations:

Pure, tons, $16.30 per 100 lbs.; less than tons, $16.65; pure elephant, tons, $16.90; less than tons, $17.25.

Prices of Nails Show No Changes

London, Ont.

NAILS.—There has been a fair sale of nails as a lot of building is getting under way all over the district. Prices are:

Wire, $4.70 base; cut, $4.75.

Exceptional Sales of Prepared Paints

London, Ont.

PREPARED PAINTS.—Exceptionally good sales of prepared paints are being made all through the district with prospects for a steady demand. Prices show no change.

Linseed Oil Advances; Turpentine is Firm

London, Ont.

LINSEED OIL, TURPENTINE.—Linseed oil prices show an advance of five cents with a firm market in prospect. Sales have been very good. Prices are:

1 to 2 bbls, raw, $2.35 gal.; boiled, $2.38; 3 to 5 bbls., raw, $2.34 gal.; boiled, $2.37; 6 to 9 bbls., raw, $2.32; boiled, $2 35; less bbls. add 10c gal.

There has been a good sale for turpentine. Prices are holding firm as follows:

Single barrel lots $1.50 per Imp. gal.; 2 to 4 barrel lots, $1.49; 5 gal. lots, $1.60.

WINNIPEG MARKETS

WINNIPEG, June 12—Price changes for the past week are again very few, the only lines affected being the American made guns, rifles and ammunition. These are all affected by the recently imposed excise tax.

The strike situation has improved considerably during the week, many of the striking employees returning to their positions after realizing that they have been misled by the strike leaders. Some of the hardware jobbers report full staffs at the present time, so that freight shipments will be moving freely during the coming week. All express shipments are still being refused by the express companies, as few of their employees have returned. The postal authorities are also handicapped in trying to get out the large quantity of accumulated mail, but hope to have a normal service within the next week.

New Excise Tax Hits Sporting Goods

Winnipeg.

SPORTING GOODS.—The new excise tax recently imposed by the United States Government on all sporting goods, both for home consumption and export, is responsible for the recent advance in these lines, which move up approximately 7 per cent. over former prices. Low prices now ruling on American guns, rifles and ammunition are given as follows:

Harrington & Richardson and Iver Johnson Shot Guns—Single barrel, plain, $11 each; single barrel, ejector, $11.50 each; single barrel reinforced breech and ejector, $14 each; single barrel reinforced breech, plain, $13.50 each.

Remington Shot Guns—No. 10A, $46.20 each; No. 10C, $77.50; No. 10S, $67.50.

L. C. Smith Shot Guns, No. 00 or Field, $50 each; No. 00 or ejector, $62.50; No. 0 or Ideal, $62.40; No. 0 or Ejector, $75.50; trap grade, $89; trap grade, ejector, $106; No. 2 or specialty, $107; No. 2 or ejector, $122.75.

Fox Guns, Sterlingworth — Plain, $48 each; ejector, $58.25; No. A12, $53.50; No. AE12, $63.50; B12, $64.75; BE12, $73 each.

Parker Guns—VH, $67.25 each; PH, $87; Trojan, $49.50; VHE, $92; PHE, $113; GHE, $133.50; GH, $108; DH, $143; DHE, $168 each.

Winchester Guns—1912 Trap Grade, $83.60 each; 1912 Tournament Grade, $68.20; 1912 Standard Grade, $46.20; 1912 Standard with matted rib, $53.60; 1897 Solid Frame, $38.50; 1897 Take Down, $41.80; 1901 Solid Frame, $41.80.

Ithaca Guns—Field Grade, $41 each; Field Grade, ejector, $54.50; No. 1 plain, $47.75; No. 1 ejector, $61; No. 1½ plain, $54.25; No. 1½ ejector, $67.

Stevens Guns—No. 520, $42.25 each; No. 522, $60; No. 235, $28.75; No. 335, $34.50.

Remington Rifles—12A, $21.50; 12B, $24; 12C, $24; 12CS, $24; 14A, $21.50; 14R, $36.35; 14½A, $35; 14½R, $34.25; No. 6, $9; No. 4, $13.40; Boy Scout, $10.75.

Stevens Rifles—Little Scout, No. 14½, $5.75 each; Crackshot, No. 26, $6.75; Marksman, No. 12, $8.50; Favorite, No. 17-20, $10.50; Favorite, No. 70, $17.25.

Hamilton Rifles—No. 27, $3.25 each; No. 027, $3.50.

Winchester Rifles—Model 1902 x 22, $8.25 each; 1904 x 22, $9.90; 1906 x 22, $22.55; Thumb Trigger, $7.40.

Winchester Sporting Rifles—Models 1890, 1892, 1894, 1903, 1886, 1895, 1905, 1907, and 1910 advance 10% on factory list.

Winchester and Remington Ammunition—BB Caps, $3.25; CB Caps, $4.10; 22 Short Black, $5.85; 22 Long Black, $7.05; 22 Long Rifle Black, $8.20; 22 Short Smoke, $6.25; 22 Long Smoke, $8.80; 22 Long Rifle Smoke, $10.30.

Centre Fire Pistol and Rifle Cartridges—17½% advance on list.

Centre Fire Military and Sporting Cartridges—17½% advance on list.

Revolvers Are Also Affected by Tax

Winnipeg.

REVOLVERS.—Revolvers are also affected by the newly imposed excise tax, and new prices ruling are given as follows:

Iver Johnson revolvers, double acting hammer, 3 in. n.p., $5.60 each; 4 in. n.p., $13.35; 4 in. blue, $13.70; 5 in. n.p., $13.70; 5 in. blue, $14.05; 6 in. n.p., $14.05; 6 in. blue, $14.40.

Automatic hammerless, up., $13.85; blue, $14.20; 4 in. n.p., $14.20; 4 in. blue, $14.55; 5 in. n.p., $14.55; 5 in. blue, $14.90; 6 in. n.p., $14.90; 6 in. blue, $15.25. For Western grip add to above prices, $1.15 each.

Linseed Oil Prices Are Holding Steady

Winnipeg.

LINSEED OIL.—Linseed oil prices record no change during the week although flax seed prices have again shown strong advances, and may have the effect of advancing prices later on. To-day's markets are confirmed as follows: raw linseed oil, $1.93 gal.; boiled linseed oil, $1.96 gal.

Turpentine Prices Likely to Advance

Winnipeg.

TURPENTINE. — Turpentine prices still hold firm on the local market, but reports indicate sharp advances in the near future, due to shortage in southern points. To-day's prices are as follows: barrel lots, $1.35 gal.; ½ barrel lots, $1.38 gal.; 5 gal. lots, $1.40 gal.; 1 gal. lots, $1.40 gal., plus the usual extras for containers.

PITTSBURGH MARKETS

PITTSBURGH, Pa., June 12.—The improvement in the steel market, which began say May 10 or May 15, has held its own in the past week, but has hardly made any further progress, as relates to actual tonnages booked. The present rate of buying is about the same as for a couple of weeks preceding. It can hardly be said that steel prices are any firmer, but they are not noticeably weaker. There have been some slight declines in pig iron. With another week of better buying, however, there is a better general tone to the market, and men are more sanguine as to the future.

The steel market is about to be subjected to a crucial test. Except under very abnormal conditions, July and August are very dull months as to steel buying. When fundamental conditions are particularly strong, the market rides right through July and August, gaining rather than losing. That is what it did in 1915, as observed in last report. If the steel market should increase in activity as the midsummer period approaches, and during the midsummer period, it would be absolute proof not only that the recent increase in activity represents the incipient stages of a great market movement but also that the movement is to be a rapid one, producing full mill activity within a few months. Observation of the past few days, however, seems to indicate that the market is not going to do this. No further increase in buying is perceptible, and in July buying may taper off somewhat, the movement to be resumed in the Fall.

Pig Iron Production

Pig iron production in May was at the rate of about 25,000,000 tons a year. From March to April there was a decrease of about 17 per cent. in the rate of production, and from April to May there was another 17 per cent. decrease. Indications now are that decreases have stopped, a low point having been reached some time in May, with production now at 25,000,000 tons a year or more. This is 56 or 58 per cent. of capacity, depending on whether one takes capacity at 45,000,000 tons a year or 43,000,000 tons. A very close estimate of existing capacity cannot be made as the furnaces have not had a good chance to show precisely what they can do. For about three years, until nearly the end of 1918, the furnaces tried their utmost to make pig iron, but from late in 1916 until the end of the war there was a practically continuous coke shortage of varying amount, and much of the coke furnished was of poor quality, that in itself operating to decrease outputs at individual furnaces. Estimates of present capacity, therefore, must be based upon

(Continued on page 68.)

TARIFF CHANGES MAY HELP BUSINESS

(Continued from page 35.)

for any material changes as far as the business situation is concerned. Business has been good and there is every prospect that it is going to continue so. Canada is not dependent upon the United States for copper supplies, so the slight change in the duty on copper will have little effect. Taking the duty off tin and changing the tax on lead. zinc and spelter will probably help business a little, but the whole question centres around the demand. If people want the goods slight changes in the price due to tariff alterations will be neither here nor there."

Back to Pre-war Days

"It simply brings cement back to a pre-war basis," said John Lavelle, secretary-treasurer of Alfred Rogers, Ltd., Toronto. "I am not looking for tariff changes to have much effect on the general situation. Business has been good. It would have been better but for unsettled labor conditions and strikes. There is not question at all regarding the amount of building to be done. There is an immense volume of business in prospect. As far as prices are concerned I am not looking for any immediate changes.

John Irwin, managing director of McArthur, Irwin, Ltd., Montreal, states that the preferential tariff will help the dry color manufacturers. Bi-chromate of soda is used extensively in making some of these lines, and various chromes can be produced for less money under the new tariff. The bi-chromate is now free, whereas it was subject to a 5 per cent. duty from England and 7½ per cent. from the States. Otherwise, in general paint lines, Mr. Irwin does not anticipate any changes in regular paint lines.

R. H. Reid, Consumers Cordage Co., Ltd., Montreal, does not look for any benefit to the cordage manufacturer. This will apply to those importing raw materials from countries other than British possessions. "Much of the material comes in by way of the United States and is therefore subject to a duty of 7½ per cent., shipments from the Philippines and Mexico coming this way."

Of course there will be an advantage in favor of any manufactured product coming from Great Britain and to the extent of the imposed duty of 7½ per cent. against imports from other than British possessions. Mr. Reid concluded.

A. H. Jenkins, of A. C. Leslie & Co., Ltd., wholesale metals, Montreal, stated that there will be an advance in copper and brass tubing. copper and brass sheets. etc. With the 7½% war tax and a specific duty of 10% there will naturally be a firming of prices on these goods, Mr. Jenkins stated.

On tinplate there will be an advantage to the British mills if they can take care of demand, there being an advantage of 5 per cent. to the British manufacturer. This, apparently, will also apply to black and galvanized sheets, but the exact meaning of the new tariff is not very clearly defined at the moment, Mr. Jenkins stated.

Edward Goodwill, manager of the Thos. Davidson Manfg. Co., Ltd., Montreal, expects an early effect upan manufacturers' costs for tinware of stamped and pieced varieties. As there is a straight advance on United States produced tinplate, someone will have to stand for the increase, and while Mr. Goodwill stated that no definite changes had been made and that none were as yet proposed, it is obvious that, with reductions recently made, prices may have to be again revised.

"It will also make a considerable difference on copper and brass goods, and on goods made partly of spelter. Galvanized ware and black sheet goods will be affected," said Mr. Goodwill.

Mr. Goodwill stated that there will be no effect upon stoves from the new tariff changes.

F. A. Scott, Montreal, manager of Carter White Lead Co. of Canada, Ltd., stated that there will be an immediate benefit to the Trail Smelters on pig lead. Mexican lead has been freely coming into Canada for many months without paying any dumping duty. Now, Mr. Scott continued, this will have to pay the one cent per pound, and it will give the Trail people a chance to cater to more Canadian demand. At the same time, Mr. Scott does not look for any decline in prices. Canadian production costs are high, and then there has just been an increase of $3 per ton in the price of pig lead in the United States. Grinders cannot sell for less money at present and may have to advance their prices on white lead in oil, Mr. Scott thinks. Then, American corroders have given notice of their intention to continue present prices and terms for some time, in fact until December 1 next. They may even advance prices, and have stated that there will be no reductions. With respect to Canadian prices on white lead, Mr. Scott does not look for any lower prices. Indications are decidedly the opposite.

John B. Paxton, Drummond, McCall & Co., Ltd., stated that the preferential tariff will undoubtedly help the British trade and stimulate greater activity as between Britain and Canada. He believes that there will be an appreciation of the greater trading that can be cultivated and accomplished. What is needed, of course, is a more normal condition of manufacturing activity in Great Britain, Mr. Paxton thinks. That is to say, a return of better price basis and labor conditions. This, it will take time to bring about, and then there ought to be a much improved trade as between the two countries.

WILL LOCATE IN TORONTO

The John Wood Mfg. Co., of Conshohocken, Pa., has purchased a site on Coxwell Ave. in Toronto, comprising 3¾ acres, and will start work shortly on a Canadian branch factory. The firm will make kitchen range boilers, sheets and plate, and various metal products.



Shingle Stains; Real Service Producers

Primarily a Preservative Medium—Creosote Oil Should Be Kept in Mind—Possibilities for Business—Sell on Dollar-in-Pocket Basis

ONE thing at least has been learned during the past four years, and learned well: That if anything is worth owning, it is worth preserving.

The H. C. of L. has doubly stamped it on our thrift-driven economic minds till we can repeat the formula backwards, frontwards and sideways.

And this goes for the roof over our heads, as well as the shoes on our feet.

Service in Shingle Stains

Which brings one to shingle stains, and their service to the property owner, as well as their possibilities for paint dealers. Shingle stains have never received the adequate attention that they should. Too frequently they are considered as a purely decorative medium. They have been sold as a specialty, where they could very well be established as a staple.

There's service in shingle stains for the property owner and profit in them for the dealer, and much greater possibilities in their sale if a "go-getter" attitude is more largely developed in pushing this line.

In fact the preservative service of shingle stains relative to their cost, greatly exceeds their decorative values and places them amongst the forefront protective lines of the trade.

Primarily Preservative Medium

Both in service and makeup, shingle stains are primarily a preservative medium. The largest single element in their makeup is creosote oil, with sufficient coloring pigment to give the shade desired. They can never replace paints, as they lack both the covering capacity and the protective body, but shingle stains possess greater penetrating power, and sink deeper into the pores of the wood, killing the destructive fungi that destroy wood cells.

Though from a decorative standpoint shingle stains can be used on shingles and half-timber construction with much better effect than paint in a large number of instances.

Creosote Oil Should Be Kept In Mind

In buying and selling shingle stains, the essential element, creosote oil, should be always kept in mind. There are many stains in which this necessary element for the purposes of preservation is sacrificed by the substitution of cheaper liquids. But the price of the best shingle stains is so low, compared with paints, that such a sacrifice is not worth while. And since the main function of a shingle stain is preservation, it should be maintained by selling the very best quality obtainable. A good shingle stain is an excellent preservative, and worth all that is being asked for it under present market conditions. Highly volatile liquids, or those that tend to mix with water, and are substituted for creosote in shingle stains, have nowhere near the relative value to the price asked for them that a pure creosote shingle stain has.

So much for obtaining the value in the stain in order to get the service that is expected of it, and that it should render.

Possibilities For Business

Now for possibilities in developing this business.

Shingles, like every other class of lumber, have gone up in price and they are likely to stay up. And shingled roofs are quite likely to remain a favorite with a majority of people for many years to come. Replacement of shingles will be just as costly as replacement in any other class of construction. A few gallons of shingle stain will obviate much of this at comparatively little cost to the owner. In fact, if shingles are dipped in shingle stain before laying, the cost of the stain and labor is more than offset by the prolonged service of the roof.

Railroads Large Users

The best evidence of the preservative value of creosote oil is found in the growing practice of railroads, who are now having railroad ties, posts and piling preserved with creosote in the various creosoting plants throughout the country. This impregnating is done under pressure, and more than doubles the life of such material. Doubling the life of this timber means economy in many ways and money in the pockets of the railroad.

While under ordinary conditions of construction, shingles cannot be impregnated under pressure, still that forms no reason why they cannot be treated either by dipping or brushing. If it pays the railroads to erect expensive plants and undergo the cost of preserving their timber resources, it will most certainly pay the average householder to take advantage of such materials and means as he can to prolong the life of his roof.

Sell on Dollar-in-Pocket Basis

Shingle stains can be sold on the same dollar-in-pocket basis to the property owner, as paints or varnishes.

(Continued on page 64)



MOORE'S AUTO FINISH

MOORE'S AUTOMOBILE FINISH

is easy to apply, flows evenly and produces a smooth, tough elastic finish that wears well.

It gives THAT NEW APPEARANCE to any automobile on which it is used.

MOORE'S AUTOMOBILE FINISH is made in eight popular shades—

Brewster Green, Wine Color, Jockey Red, Auto Gray, Cobalt Blue, Vermilion, Buick Gray, Oriental Yellow.

Put up in convenient size packages and sells at a very *reasonable price.*

MORELUSTRE ENAMEL

MORELUSTRE ENAMEL



Is made with weather-resisting pigments, combined with hard-drying, elastic varnish and meets the demand for a High Grade Enamel which can be used with equally good results on either EXTERIOR or INTERIOR WORK.

MORELUSTRE is especially adapted for Floors, Stairs, Wainscoting, Verandah Furniture, Canoes, etc., and any other surface requiring a durable finish.

MORELUSTRE is made in twelve beautiful shades and put up in small size packages for the benefit of the consumer.

WRITE US FOR COLOR CARDS AND PRICES ON THESE TWO LINES.

ALSO ASK FOR DETAILS OF OUR AGENCY PROPOSITION. IT IS A GOOD ONE, AND WILL BRING YOU BIGGER PROFITS.

BENJAMIN MOORE & CO., LIMITED

ONE OF THE LARGEST PAINT AND VARNISH INDUSTRIES ON THE AMERICAN CONTINENT

TORONTO **HALIFAX** **WINNIPEG**

Future Prices of Brushes Are Uncertain

Price of Silver Will be a Factor in Determining the Prices in China—Advance is Expected When European Buyers Come Into the Market

Based on an interview with W. G. Meakins, of Meakins & Sons, Limited, Hamilton, Ont.

PRICES of brushes for some time past have been governed largely by the prices which the brush makers paid for their supplies of bristles in April, May and June of 1918. Between the time a contract is made for bristles and they are received from China, generally from four to six months elapse. By the time the bristles are boiled, straightened and dressed and are ready for manufacturing into brushes eight or nine months has usually passed from the date of the purchase. Every large brush maker, therefore is practically using up bristles for which he contracted a year previously.

Prices Were Easier

In March the price declined for 66 case assortments to $1.45, while 55 case assortments declined to $2.60. Prices during the Fall will probably rule around these figures. Prices of brushes are likely to remain about the same unless the price of silver advances in which case they will probably go higher.

Up to the present time there has been little demand for bristles from Europe. When the European buyers come into the market it is likely that prices will advance. Just when this European demand is likely to commence it is impossible at the present time to state.

Average Prices

The average prices of the Chinese bristles used in paint brushes from 1911 to 1917 are shown in the table given below:

This is the average for the full year, the prices covering the average lengths running from 2½ in. in length to 6 in. in length.

Bristles are shipped from China in assortments. These assortments are standard and the same number of pounds of each length of bristle are in each assortment. The assortments are made up of 66 cases of 110 lbs. each. This is what is called a 66 or short length assortment and it runs as follows:

2¼ in., 23 cases; 2¾ in., 7; 3 in., 8; 3¼ in., 7; 3½ in., 5; 3¾ in., 4; 4 in., 3; 4¼ in., 2; 4½ in., 2; 4¾ in., 1; 5 in., 1; 5¼ in., 1; 5½ in., 1; 5¾ in., 0; 6 in., 1.

The other standard assortment is what is called the long assortment, comprising 55 cases, each case weighing 110 lbs. The 55 case assortment runs as follows:

2½ in., 2; 2¾ in., 3; 3 in., 5; 3¼ in,, 5; 3½ in., 5; 3¾ in.. 5; 4 in., 5; 4¼ in., 5; 4½ in., 5; 4¾ in., 5; 5 in., 4; 5¼ in., 3.

5½ in., 3; 5¾ in., 0; 6 in., 0.

Below are given the average prices of 66 case assortments, 55 case assortments and the general average:

Year	66 Case	55 case	General Average
1911	.55	.95	.74
1912	.54	.93	.72
1913	.65	1.05	.83
1914	.88	1.55	1.11
1915	.80	1.25	1.00
1916	.90	1.40	1.13
1917	.95	1.60	1.25
1918			
Jan. to June	1.20	2.10	1.61
June to Dec.	1.50	2.70	2.05
Mar. 1919	1.45	2.60	2.00

Lining Up For N.P.O. & V.A. Convention

A meeting of the sub-committee in charge of entertainment for the thirty-second annual convention of the National Paint, Oil & Varnish Association was held last week at the executive offices of the association, 100 William Street, New York. The time and place for holding the convention are Sept. 22 to 25, inclusive, Hotel Greenbrier, White Sulphur Springs, W. Va. Those present at the committee meeting were Chairman Dudley W. Figgis, F. P. Cheeseman, H. S. Hatfield and Secretary Horgan.

Mr. Figgis outlined to his associates the tentative program of entertainment planned, and announced that great enthusiasm exists among the members of local paint clubs throughout the country over the minstrel show to be staged on the second night of the convention. Some of the best talent in the trade is being enlisted and rehearsals of the several "units" have already been started.

The Bal Masque, scheduled for the third evening of the convention, also promises to be a novel and attractive feature. The committee urges everybody contemplating being present to give some thought to the preparation of a costume, as prizes will be given for the most unique.

J. H. McNulty, of Buffalo, is chairman of the golf committee; Emery Rockwell, of Chicago, chairman tennis committee, and a special program of water sports is also being arranged for by the general entertainment committee.

President Cornish and Secretary Horgan have already started work on the details of the business sessions, and indications point to one of the most highly successful meetings in the history of the association.

New Officers Elected to Flint Co.

New officers have been elected for the Flint Varnish and Color Works, Flint, Mich., one of the businesses taken over by the Du Pont Co., to round out the plant industry, which it established when it purchased the Harrison Co., of Philadelphia, two years ago.

At a meeting of the directors of the company, held in Flint, Mich., Lammot Du Pont resigned as director and as president of the corporation. The resigations of Mr. Sarvis and Mr. Nash were also accepted. These vacancies were filled by the election of Charles A. Meade, recently appointed vice-president in charge of the Du Pont Company's paint interest; C. W. Phellis, the general director of the Du Pont sales department, and W. F. Tiernan.

The new board organized as follows: President, F. W. Pickard, vice-president in charge of the Du Pont sales divisions; vice-president, W. J. Schlinger; treasurer, F. M. Howard; secretary, R. S. Nichols.

HEAVY INSECTICIDE SALES

John Irwin, managing director McArthur, Irwin, Ltd., Montreal, states that there is a tremendously heavy demand at this time for insecticides. It is a matter of endeavoring to cope with the orders these days, Mr. Irwin stated to HARDWARE AND METAL, and he believes that the potato bugs will be a particular pest this year, and that there will be a great deal of need to spray vines, bushes and fruit trees.

It should be a season, therefore, in which the hardware man will see that he secures a big share of the business that is offering, and which may be secured if closely followed.

THE ILLINOIS PURE SPONGE BILL

The "Pure Sponge Bill," which has received the support of the Chicago Paint Club, and is in the interest of honest business in this branch of the industry., has passed the Lower House of the Illinois Legislature by a small majority. This Bill is House Bill No. 152, and would prohibit the selling or possession with intent to sell of sponges artificially loaded with salt, sand, glucose, or any other substance. The penalty for violation of the proposed Act is to be not less than $50, nor more than $500 for the first offense, and not less than $500 or more than $1,000 for the second or other offenses.

Among the Chicago jobbing houses active in advocating its passage are: Peter Van Schaak, George E. Watson, Devoe & Raynolds, John E. Rockefellow, Remien & Kuhnert, Joseph Guggenheim, James H. Rhodes & Company, Fuller-Morrison Company.

The only known opposition comes from sponge importers, who apparently desire to continue old-fashioned methods of "loading" sponges.

"Save the surface and you save all" *Paint & Varnish*



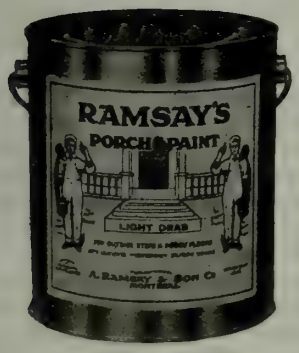
RAMSAY'S



"The Right Paint To Paint Right"

—and the right paint to sell too. It satisfies the customer and makes good profits for the dealer. Ramsay's Paints and Varnishes will put your paint department on a greater money-making basis. You should know about our dealer proposition, it's such a good one. *Write us now.*





BUY W-S-S WAR-SAVINGS STAMPS





"Save the surface and you save all" *Paint & Varnish*

"Save the surface and you save all" *Paint & Varnish*

A. Ramsay & Son Company

Makers of Property Preserving Paints and Varnishes for 77 years

Toronto **MONTREAL** **Vancouver**

Edmonton District:
Revillon Wholesale Limited, Edmonton

Calgary District:
The McDonald-Baker Co., 818 8th Ave., W., Calgary

SHINGLE STAINS; REAL SERVICE PRODUCERS

Continued from page 60

Looking farther into the possibilities for sales. There are something like 1,600,000 homes in Canada, every one of them with a roof, and the vast majority of these roofs are shingled. Taking a rough guess that each roof would average upwards of 1,200 square feet, and that the covering capacity of the average shingle stain brushed in, would be one gallon to every 300 square feet, one coat, for new shingles, there is at least an opportunity for 6,400,000 gallons. Also taking into consideration barns, churches, schools and other buildings, we could easily double this figure (12,800,000 gallons), and then be conservative. But making allowance for metal roofs, ready roofing, and other roofing materials, we will made a deduction of 40 per cent., which gives us a net total of approximately 7,680,000 gallons.

This quantity, at a wholesale price of, say $1.30 per gal., in five gallon cans, would mean $9,984,000.00, in shingle stain alone, or approximately equal to the total production and importation of paints, varnishes and similar products in Canada during the years 1911 or 1915.

Look Over The Field

This is only a rough and hurried estimate, and very approximate at the best, but it serves the purpose of giving some idea of what the roofs of Canada might produce in business for the paint trade of Canada with shingle stains. Nor is it even necessary to resort to figures to obtain some idea of what might be done in this direction. Just walk up one side of any street in any town, and observation will show to what extent we, as a nation, have neglected protecting our roofs, and saving money by prolonging their service.

Nor do roofs by any means represent all the possible opportunities for the sale of shingle stains. Shingle sidings, fences, many outbuildings, both in the city and country, might better be treated with shingle stain than to have received the neglect accorded them either through lack of paint or stain.

If all resources at your command have been exhausted in an effort to sell a farmer barn paint for his barn, sell him shingle stain, and sell him on the basis of found money, from the protective and preservative standpoint.

Summer Resort Business

Paint dealers at or near Summer resorts are in a fortunate position for advancing the sale of shingle stains. The writer recalls a sale some years back of eighty gallons of green shingle stain to one individual then building a cottage in Muskoka. Enquiry elicited the fact that the whole cottage was to be sided with shingles, and that the shingles were to be dipped full length. This sale, of course, was much above the average, but it reveals the fact that the business is there and there aplenty for those dealers who are willing to go after it.

"But," remarked a city dealer, totally dependent on city trade, "Summer cottage business doesn't interest me. It wouldn't pay me to bother with the stuff."

"Let's see," said the wide-awake salesman. "A good bulk of your trade goes away for the Summer holidays, doesn't it? And a good many of them own or can own a Summer cottage."

"Yes," repeated the dealer.

"And when they're building you send them up hardware and other stuff," persisted the salesman.

"Yes," repeated the dealer.

"Well, you go after them for shingle stains; turn the orders in to us, and we'll ship it direct, because our factory happens to be right where we can do this for you handily," suggested the salesman.

And the city dealer forthwith found that he could sell shingle stains to his trade for their Summer cottages, as well as paint for their city homes.

Business is There

Just at this time of the year the city folk are beginning to flock to their Summer cottages. Examine the freight baggage and express dumped off at any Summer resort station or dock. Amongst it will be found paint, hardware, boat varnishes and some shingle stain. Like all other property throughout the country, Summer cottages can stand more "save the surface" goods than they have been receiving. Shingle stains can be made of protective service to the owners here as elsewhere. It is up to the paint dealers to get after this business whether they are near the Summer resorts or not.

Shingle stains can be made of value in the efforts of the trade to save the surface, whether the surfaces be in the city or the country; on the roof or on the siding, in the woods or out of them. It is one of the phases of your paint department that can be developed with a profit. And there is plenty of room for development.

A NEW SOURCE OF TURPENTINE OIL AN ROSIN

A new source of turpentine oil and rosin has been found in an Indian frankincense, or olibanum, which is obtained from the bowellia serrata, a tree widely distributed through the forests of Central India, says the "Swedish Chamber of Commerce Journal." The rosinous substance which exudes from this tree contains a kind of turpentine, a rosin and a gum. Investigations as to methods of separation of these constituents and as to their marketable use have been made by the forest authorities in India.

The result of these investigations, which have been continued at the Imperial Institute, is that the turpentine oil is equal to good quality American oil, and could replace the latter in the preparation of paints and varnishes. The rosin would also be quite suitable for the same purpose.

TRADE AND BARTER FOR CANADIAN PRODUCTS IN EUROPE

(Continued from page 46)

for their demobilized armies. He spoke well of the Roumanian market. The people there had to buy practically all their manufactured goods. Speaking of the line of credit given to Roumania he said that what the Government had done was only a drop in the bucket to what the Roumanians will really require. They needed railroad equipment, clothing, household utensils, agricultural implements and practically everything made in Canada. Next year, he thought, would see Roumania on an exporting basis.

A great opportunity was offered for Canadian goods in Greece, said Mr. Harris. Greece was in an exceptionally sound condition compared with other European countries. Canada would get every preference possible to be granted by Greece.

"We in Canada are unprepared, unfamiliar, and uneducated in questions of foreign trade," said Mr. Harris. European countries were willing and anxious to meet Canada more than half way. "It is up to the financial and commercial interests to maintain the reputation built up by our soldiers," said Mr. Harris.

SEES GREAT PROSPERITY NOW IN PROSPECT

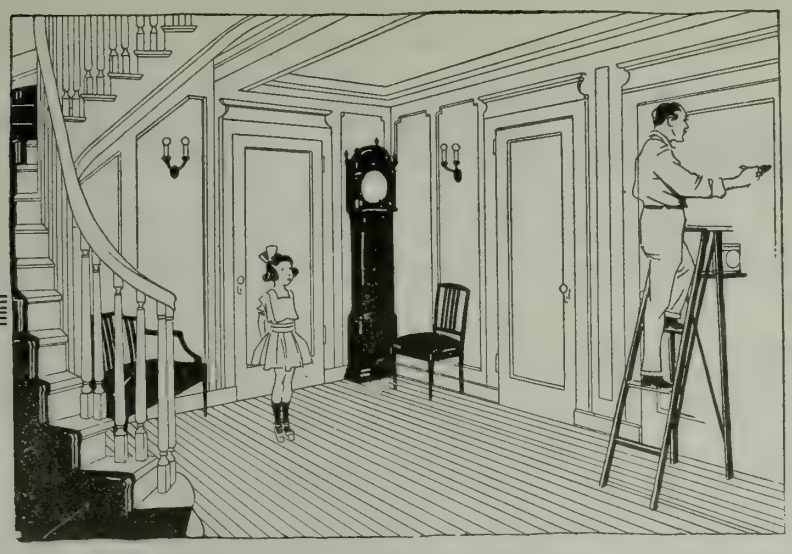
"Once peace is signed I do not think we need to worry about business. It is just waiting, and there will be plenty of it once the peace treaty is completed."

This is the feeling of H. M. Bolger, sales manager of the McClary Mfg. Co., Montreal. Mr. Bolger is confident that business is "just around the corner" in a big way. That it will manifest itself in a marked way is his opinion, but there is some hesitancy just at the moment regarding a number of lines.

"The gas stove business has been very flourishing in Montreal," continued Mr. Bolger. "It is heavier than ever before, as a matter of fact, and if warm weather conditions continue to prevail it will be excellent for some time."

Mr. Bolger is optimistic regarding the future attitude of labor in the matter of strikes. "I do not look for any trouble of consequence in this respect," stated Mr. Bolger. "There may be a little uneasiness here and there, but the French-Canadian can be depended upon in a matter of this kind, and I do not think he will give any support to sympathetic strikes."

The general outlook for better business all around, and in some other countries besides Canada depended, Mr. Bolger stated upon an early settlement of difficulties in Europe. Greater strides were due in England particularly, he learned, in speaking with a recent business visitor from there, just as soon as peace was signed.



When Father Varnishes

Unskilled varnishers want Finishes that brush on easily and cover well. Berry Brothers' Varnishes, Enamels and Stains not only work smoothly, but produce a finish that satisfies completely both in appearance and wear. These features appeal to the amateur and professional painter alike. This is what makes the sales value of Berry Brothers' label such a good varnish selling asset. It is recognized by all classes of buyers as a guarantee of quality and dependability.

Partial list of distributors of Berry Brothers' products

Marks, Clavett, Dobie Co., Ltd., Port Arthur, Ont.	Wood, Vallance, Ltd. - - Winnipeg, Man.
Whites, Ltd. - - - Collingwood, Ont.	Wood, Vallance & Adams, Ltd., Calgary, Alta.
Sanderson Pearcy & Co., Ltd. - Toronto, Ont.	Revillon Wholesale, Ltd. - Edmonton, Alta.
A. M. Bell & Co., Ltd. - - Halifax, N.S.	Hunter-Henderson Paint Co., Ltd., Vancouver, B.C.
Lariviere, Inc. - - - Montreal, Que.	Wood, Vallance Hardware Co., Ltd., Nelson, B.C.
L. H. Gaudry & Co. - - Quebec, P.Q.	Frank A. Gillis Co. - - Halifax, N.S.

BERRY BROTHERS INC
World's Largest Makers
Varnishes and Paint Specialties

Walkerville, Ont. (302)

WEEKLY PAINT MARKETS

MONTREAL

MONTREAL, June 12.—Decided firmness obtains in all paint commodities this week. Linseed oil is very scarce and the prices have been marked up. It may be that $2.50 per gallon will be reached in this market very soon. Turpentine has reached the high price of $1.55 per gallon, and is merrily speeding skyward, with small supplies in sight. Putty and white lead are both ruling firm with a strong tendency to revision upward evident in trade circles. Mixed paint, too, in view of the increased cost of oil and turpentine, and the somewhat firmer tone of pig lead, may have to be advanced, some of the trade think. The market is firmer, generally speaking, than it has been for some months.

Higher Oil Prices; May Go To $2.50

Montreal.

LINSEED OIL.—Another advanced market is obtaining here now on oil, and there is really no telling when the price will rest. It begins to look as though $2.50 oil will be a strong probability ere long. As a matter of plain fact, crushers and jobbers are decidedly averse to entertaining orders. Single barrel lots are going out steadily, for there is a big demand and a mighty curtailed supply. from $2.18 to $2.30 per gallon is being quoted, but no jobber or crusher will quote for future shipment. Some are even stipulating that oil will be invoiced at price ruling on date of shipment only.

Raw—	Imp. Gal.
1 to 4 barrels	$2 18 $2 30
5 to 9 barrels	....
10 to 25 barrels	....
Boiled—	**Imp. Gal.**
1 to 4 barrels	$2 20½ $2 32½
5 to 9 barrels	....
10 to 25 barrels	....

Turpentine Passed One-Fifty Mark

Montreal

TURPENTINE.—Advances were made during the week on turpentine, and the present range is $1.45 to $1.55 per gallon. This is in very definite line with the advices given in HARDWARE AND METAL last week, and when it was stated that, "it is quite probable that $1.50 may yet be reached." The commodity is decidedly scarce and the tendencies point to higher rates yet.

Turpentine—	Imp. Gal.
1 to 4 barrels	$1 45 $1 55
Small lots	....

(Packages extra.)

If Oil Keeps Up Watch Putty Price

Montreal

PUTTY.—There is no question of the fact that the putty market is a decidedly firm and stiffening one. Indeed, if there be any further advance for oil, which seems very probable, prices may be revised upward in the near future. The jobbers are not indicating that advances will be made at once, but they do say that such high oil prices are bound to affect, materially, the commodities in which oil is used. Quotations continue for the week as under:

Bulk, in barrels	**$5 00**	**$5 25**	**$5 60**
Do., ½ barrels	**5 15**	**5 40**	**5 75**
Do., 100 lbs.	**5 85**	**6 10**	**6 45**
Do., 25 lbs.	**6 10**	**6 35**	**6 70**
Do., 12½ lbs.	**6 35**	**6 60**	**6 95**
3 and 5 lb. tins	**8 10**	**8 35**	**8 70**
1 and 3 lb. tins	**8 60**	**8 85**	**9 20**
Do., in 100 lb. cases.	**7 15**	**7 40**	**7 75**

Pure linseed oil putty, $2 per 100 lbs. advance on above prices.

Glaziers' putty—$1.60 per 100 lbs. advance on above prices.

Terms—2%, 15 days, net 60.

Do Not Look For Low White Lead

Montreal.

WHITE LEAD IN OIL.—Prices for white lead in oil are not going to be less. Not if the opinion of one of the largest Canadian corroders is correct, and in view of the recent imposition of one cent per lb. on pig lead it is obvious that there will not be a reduction, as was somewhat anticipated a few weeks ago. The question now is whether advances can be avoided. There will, it is expected, be a larger outturn of Trail lead under the new protective tariff. Prices are ruling as follows: Five ton lots, per 100 lbs., $15.50; ton lots, $16; and small quantities, $16.35.

Higher Oil and Cans May Force Paint Up

Montreal

MIXED PAINT, SPECIALTIES. — With the higher tariff on tinplate it is expected that there may be a revision to higher levels for containers, and in fact that is almost a foregone conclusion. In addition to this, oil and turpentine prices will serve to stiffen the manufacturers' costs on mixed paint and some specialties, and one large manufacturer stated this week to HARDWARE AND METAL that he would not be at all surprised if advances are absolutely necessary soon. In the meantime there is a decidedly active market, and prices are very firm.

TORONTO

TORONTO, June 12.—Flax seed prices have shown an advance every day this week so far, and this is reflected in higher prices for linseed oil. The market is very strong and firm, with prospects that prices will go to higher levels. Following a steadily advancing market for some days there has been a slight reaction at primary points in the price of turpentine. This was not unexpected, but is regarded as only temporary. Stocks in the Southern port are increasing as the new crop is now coming in. Reports indicate, however, that there is not going to be anything like the production of last season and that it is likely there will not be more than enough to take care of ordinary requirements. With the demands from overseas increasing steadily, importers declare that there is not going to be any cheap turpentine for some time. Substantial increases have been made in plate glass prices, and one of the largest firms in the United States has withdrawn all quotations and notified its customers that it will figure only on specification.

Linseed Oil Prices Advancing Steadily

Toronto.

LINSEED OIL.—"There is nothing to bring down prices until the new crop comes in," is the way one crusher summarized the linseed oil situation. Prices of flax seed have been advancing every day, and at the present time linseed oil quotations range from $2.35 to $2.45, an advance of from 14 to 15 cents over last week's figures. Crushers state that it is impossible to buy the seed they want. If they place orders they are lucky if they get half of what they asked for. Little seed is being offered at Winnipeg, and the opinion is that most of the stock has been brought in. England is a very firm bidder on all supplies of seed from the Argentine. The Americans are dependent on this market also for supplies. "Buyers will not save anything by holding off buying now," said one crusher. "There will be no

Every Simms' Brush Sold Sells ANOTHER

The selling of Simms' Set-in-Rubber Paint and Varnish Brushes is like an endless chain. Each one used means another sold soon. They advertise themselves by solid merit. And there is a good profit on every brush you sell.

TRADE SIMMS SET IN RUBBER MARK

This Set-in-Rubber is our own patented process. You can find no other Brushes anywhere so good. The bristles are set in forever—they are absolutely guaranteed **never** to come out.

Each Brush is a perfect tool for the painter—doing everything that a good paint brush should do—and then a little more.

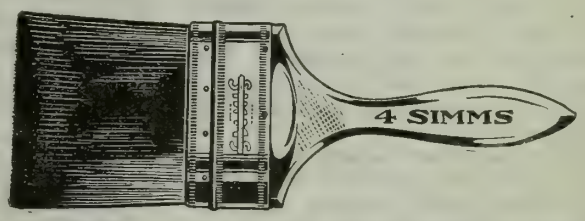
Made in every shape and style by skilled workmen for use in skilled work.

Don't let your stock run low. Order a new supply **now.**

T. S. SIMMS & CO., Limited

ST. JOHN, N.B.

Branches: Montreal, Toronto, London



Pronounced "RU" as in RUBY

RU-BER-OID ROOFING

COSTS MORE - WEARS LONGER.

THE STANDARD PAINT CO. OF CANADA, LIMITED

MONTREAL TORONTO WINNIPEG VANCOUVER

CARTER'S

Carter's Genuine Red Lead Means Good Business for You

It is needed constantly by your painter-customers, by railways, ironworks, shipbuilders.

Carter's Genuine Dry Red Lead

is pure, uniform, economical. Mixed with pure linseed oil, it is the best protection for metalwork, steam pipes, etc. It is highly oxidized, ground very fine, made from the highest grade of Canadian pig lead.

We also make Carter's Genuine Orange Lead. Dry White Lead and Litharge. Make sure you have ample stock on hand.

The Carter White Lead Company of Canada, Limited, 91 Delorimier Ave., Montreal

...per linseed oil for a least three or four months, and in the meantime prices are likely to go a lot higher. Quotations are as follows:

Linseed Oil	Raw	
1 to 2 barrels, gal.	$2 35	$2 45
3 to 5 barrels, gal.	2 34	2 44
10 barrels and over	2 32	2 42
	Boiled	
1 to 2 barrels, gal.	2 37½	2 48
3 to 5 barrels, gal.	2 36½	2 47
10 bbls. and over	2 34½	2 45

Prices shown are those ruling on Thursday of current week and subject to daily fluctuation of the market.

Turpentine Up Here; Primary Advance Halt

Toronto.

TURPENTINE. — Turpentine prices have halted to-day in their almost daily advance, following a reaction in the Southern markets. Whether this is temporary or not remains to be seen, but the reaction came after prices had advanced steadily for some days. This is the season when the new supplies are coming in in the South, and stocks jumped from 2,000 barrels in port at Savannah last week to from 7,000 to 8,000 this week. There has, however, been a brisk demand, in which overseas requirements play a prominent part. Many importers have only small supplies. Few believe that there will be any material reduction in turpentine prices again this season, while in many quarters the opinion is held that to-day's reaction is merely temporary, and that the market will not only quickly recover, but make further advances. In the meantime a good volume of business is being handled, although the effects of the strike in Winnipeg is being felt, and unsettled conditions in other places are lessening demands. Quotations range around $1.55 per gallon, an advance for the week.

Turpentine—	Imp. Gal.
1 barrel (barrel included)	$1 55
2 to 5 barrels (barrel included)	1 54
5 gallon lots	1 65

Paint Prices May Be Revised Upward

Toronto.

MIXED PAINTS.—The paint selling season usually takes on a new trend about July 1, and, taking into consideration the great advances that have taken place in the prices of linseed oil and turpentine, and higher costs of production generally, many manufacturers would not be surprised if an advance is made before long in paint prices. In the meantime they are still working overtime to take care of the rush of orders. "It has been a wonderful season," is the general verdict of the manufacturers, who express themselves as very, very well satisfied with the orders that have been pouring in ever since the middle of April.

White Lead in Oil May Go Higher Soon

Toronto.

WHITE LEAD IN OIL.—While no changes have occurred yet in white lead in oil, there are factors developing that are causing manufacturers to wonder how costs can be maintained at present levels. With the big advances that are being made in linseed oil, and changes that may follow with the new tariff on pig lead, those in the trade state that higher quotations for white lead in oil would occasion no surprise. In the meantime quotations are 5-ton lots, $15.80 per hundred pounds; 1-ton lots, $16.30, and in smaller quantities, $16.65.

Plate Glass Higher; Putty To Advance?

Toronto.

PLATE GLASS, PUTTY.—One of the largest plate-glass interests in Pittsburgh has withdrawn all its prices on glass and has notified customers that quotations will be made only on specifications. This firm manufactures about one-half of the plate glass made in the United States. Other manufacturers have sent out quotations, which show an average advance of twenty per cent. over former prices. As far as the Canadian trade is concerned, a fair volume of business is being handled, with some improvement noted in the outlook for prospective business. While no changes have as yet been made in prices of putty, the large increases in linseed oil are expected to affect putty. Quotations at the present time are as follows:

Standard Putty—	5 ton	1 ton	Less
Bulk, in barrels	$5 30	$5 55	$5 90
Do., 100 lb. iron	6 15	6 40	6 55
Do., 25 lb. irons	6 40	6 65	6 80
Do., 12½ lb. irons	6 65	6 90	7 25
Bladder, in barrels	7 05	7 30	7 45

Pure putty advance $2 per 100 lbs. over above.

PITTSBURGH MARKETS

(Continued from page 59)

what the furnaces did in the fore part of 1916, plus allowance for the new furnaces since completed.

New Construction Appearing

The judgment of some iron and steel producers as to the future is seen by there being a number of new construction jobs just undertaken. For two or three months after the armistice was signed the iron and steel producers showed an indisposition even to make extensive repairs. They held that costs were too high and they were waiting for them to come down. Recently, however, there has been much repair work done, the producers concluding that there is not to be much decline in costs for quite a while. They have adopted the policy they were arguing their customers should adopt, that of not looking for any general deflation in prices. Now, in addition to much repair work, there is some new construction. There is the Weirton Steel Co., Weirton, W. Va., which has about 48 tin plate mills, distributed in three plants, also large mills producing hot and cold rolled strips, which has just undertaken the erection of a steel making plant of seven 100-ton basic open hearth furnaces, to supply the finishing mills. The company had just about completed a blast furnace, which may be blown in shortly. Then there are three new cases of new construction of sheet mills. The Mansfield, Ohio, Sheet & Tin Plate Co. is adding four sheet mills to its plant. The recently incorporated Falcon Steel Co. will erect a six or eight mill sheet plant at Niles, Ohio, while another company is being formed to build a mill of about that size, and has already secured its site at Newton Falls, Ohio.

New construction like that just mentioned does not indicate that there is a belief that the country as a whole needs a larger steel industry. As to the Weirton steel plant, that means that the company desires to make its steel instead of buying steel for its finishing mills. As to the sheet mills, the steel industry needs some rounding out. No doubt there is too much plate rolling capacity, so many plate mills having been built during the war, while, on the other hand, there has been practically no new construction of sheet mills during the war, and when steel making capacity has increased 40 per cent. since 1914 one would naturally assume that there ought to be an increased demand for sheets.

Pig Iron Declines

There is a confused situation in pig iron as to prices, there being competition between districts that do not usually compete. Thus the Pittsburgh market is normally supplied by the valley and scattered Western Pennsylvania furnaces, as they have the lowest freights to Pittsburgh. Of late, however, Southern Ohio furnaces have been quoting for deliveries in the Pittsburgh district, as have furnaces on the Lake Erie front. Even Buffalo, it is stated, has made some efforts to get into the Pittsburgh market. To penetrate this market the remote furnaces must absorb large freights, and thus cut the prices that became effective March 21, even should the valley furnaces adhere to those prices, for the March 21 prices simply represent a reduction of so much per ton all around from the war control prices, and under the war control Ironton, valley, Buffalo, etc., furnaces all got the same price f.o.b. furnace. These furnaces that have been going far afield to get orders, and absorbing freights, have been making more or less effort to maintain the old prices as to their own local trade. Thus a furnace might insist upon a certain price at furnace, for a regular and nearby customer, and at the same time quote a price to a consumer far off that would mean a much lower realized price f.o.b. furnace. It is what in international trade is called "dumping." The valley market is moderately well maintained, but it is understood that while the regular price on basic iron is $25.75, valley, a price of $25 could be done. Foundry iron is holding up somewhat better than basic, but the regular price of $26.75 at furnace can be shaded in a number of districts. The Birmingham market has dropped to about $23.75, Birmingham, for silicon 1.75 to 2.25 per cent., with $1 advance for the higher silicon. The Standard Sanitary Manufacturing Co. has just bought 3,500 tons of Birmingham iron, for June and July delivery to its Louisville plant, at five cents under these figures.



Why you should be a Jamieson agent

"Save the surface and you save all" *Paint & Varnish*

You would then be part and parcel of a business that is nearly three-quarters of a century old.

Tried and Proved

in making Paints and Varnishes. A steady stream of sales that net the dealer the profit that spells

Success

Our proposition is yours.

ASK ABOUT IT

"Save the surface and you save all" *Paint & Varnish*

R. C. JAMIESON & CO., LIMITED
Montreal
Calgary **Vancouver**
Owning and Operating P. D. DODDS & CO., Limited



CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION

Dominion Metallics — B.B. Caps 25% B.B. Caps, 20%; 22 short black, 22 long, black, 22 long smokeless, 20%; 22 short lesmok or 22 long lesmok, 20%; 22 short, smokeless, 30%; 22 long rifle, black, 22 long rifle, smokeless, 7½%; other rim fire, 10%; center fire pistol, add 35% list; center fire sporting, add 60%; shot cartridges, same as ball; brass shot shell, 20%; primers, add 35% list; empty shot shells, 5%; blanks, add 25%; bullets, add 40%.

Terms: Net 90 days, or 2% discount for cash in 30 days.

"Dominion" Loaded Paper Shells "Crown" Black Powder, 10% on list; "Sovereign" Bulk Smokeless Powder, net list; "Regal" Dense Smokeless Powder, net list; "Canuck" Shells, Smokeless, $41 per M, net; Empty Shells, 5%; 90 days net.

F.O.B. Montreal, Toronto, London, Hamilton.

AMERICAN AMMUNITION

List of Prices.

Subject to 15% advance on list.

B.B. caps, $3.50 per M.; B.B. ..s concave ball, $4.40; 22 short, $5; 22 long, $6; 22 long rifle, $7; 22 short smokeless, $5.35; 22 long smokeless, $7.50; 22 long rifle, smokeless, $8.75 per M.

Sporting Cartridges—Centre Fire Smokeless 303 Winchester, $72.25 per M.; 303 Savage, $72.25; 303 British, $95; 32 Winchester special, $72.25; 38-55 Winchester, $76; 401 Winchester self-loading, $76 per M.

Primers—Nos. 1, 1½ and 2½, $3.60; Nos. 1 and 2 (100 in box), $3.80; Nos. 1-W, 1½-W, 2½-W and 3-W and 5, and 5½, 100 in box, $3.80; Berdan Nos. 1, 1½, 2 (250 in box), $3.60; Berdan Nos. 1, 1½, 2 (100 in box), $3.80; new No. 4, $5.50; U.M.C., 33, $5.50.

Shot, standard, 100 lbs., Toronto, $16.45-$17.35; Montreal, $18; net extras, as follows, subject to cash discount only: Chilled, $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized

AUGER BITS

Standard List Prices per dozen.			
3/16	$ 6.00	18/16	$12.00
4/16	5.00	19/16	14.00
5/16	5.00	20/16	14.00
6/16	5.00	21/16	16.00
7/16	5.00	22/16	16.00
8/16	5.00	23/16	18.00
9/16	6.00	24/16	18.00
10/16	6.00	25/16	21.00
11/16	7.00	26/16	21.00
12/16	7.00	27/16	24.00
13/16	8.25	28/16	24.00
14/16	8.25	29/16	27.00
15/16	9.50	30/16	27.00
16/16	9.50	31/16	30.00
17/16	12.00	32/16	30.00

Discounts from Standard List prices:

Beaver, 57½%.
Ford's Auger Bits, 35 to 27½%.
Gilmour Auger Bits, 47½%.
Gilmour Car Bits, 37½%.
Gilmour Eye Augers, 35%.
Gilmour Ship Augurs, add 10%
Rockford Auger Bits, 50 and 10%.
Irwin Auger Bits, 10% off list in Catalogue o. 10, 1905.

F.O.B. Toronto, Montreal, London and Hamilton.

AXES

Single Bits, doz.	$13 25	$16 00
Double Bit	16 50	19 50
Boys' Axes	12 00	14 00
Hunters' Axes	11 00	12 00
Bench—No 2. doz.	12 50	13 20
No. 3, doz.	13 50	14 20
No. 4, doz.	14 50	15 25

BABBITT

Prices on babbitt fluctuate with the metal markets and prices are quoted on application. Prices range from 8c to 75c a lb.

BARS, CLOTHES

No. 1, dozen	$ 8 00
No. 2, dozen	10 80
No. 3, dozen	8 40
No. 4, dozen	$10 00
No. 5, dozen	12 00
No. 6, dozen	14 00

BELTING (Leather)

Discounts apply to Revised List of Feb. 14, 1907.

Extra Quality, 30%.
Standard Quality, 30, 10%.
Side Lace Leather, lb..$1.70-$1.90
Cut Lace Leather, lb... 1.90- 2.20
F.O.B. Montreal, Toronto.

BELLS (Farm)

No. 1 x 40, lb.	$4 00
No. 2 x 50, lb.	5 00
No. 3 x 60, lb.	7 50
No. 4 x 100 lb.	10 00

F.O.B. Montreal, Toronto.

BOARDS, BAKE

No. 1, 18 x 24 in., dozen	$ 8 50
No. 2, 18 x 28 in., dozen	10 50
No. 3, 20 x 30 in., dozen	12 00

BOARDS, IRONING

No. 1, dozen $19 20

BOARDS, SLEEVE—

No. 3, dozen ..... $ 5 50

BOARDS, SKIRT—

No. 11, dozen	$11 00
No. 32, 5 x 12 in., doz.	$11 00
No. 35, dozen	25 00
No. 36, dozen	29 00

BOLTS AND NUTS

Discounts apply to list of Feb. 1. 1913.

Carriage Bolts ($1 list), ⅜ in. dia. and smaller, 6 in. and shorter, 35%.
Carriage Bolts ($1 list), ⅜ in. dia. and smaller, longer lengths, 20%.
Carriage Bolts ($1 list), 7-16 dia. and larger, 15%.
Machine Bolts, ⅜ in. dia. and smaller, 4 in. and shorter, 40%.
Machine Bolts, ⅜ in. dia. and smaller, longer lengths, 25%.
Machine Bolts, 7-16 in. dia. and arger, 25%.
Sleigh Shoe Bolts, all sizes, net list.
Coach and Lag Screws, 50%.
Square Head Blank Bolts, 25%.
Bolt Ends,. 25%.
Plow Bolts, 25%.
Elevator Bolts 25%.
Fancy Heal Bolts, 25%.
Shaft Bolts ($3 list), 25%.
Step Bolts, large head ($3 list), 25%.
Whiffltree Bolts, 25%.
Nuts, square, blank, add to list, .75.
Nuts, square, tapped, add to list $1.00.
Nuts, hexagon, blank, add to list $1.00.
Nuts, hexagon, tapped, add to list, $1.25.
Stove Bolts, 65%. Tire bolts, 50%.
Terms: 2% off 30 days from date of shipment.
F.O.B. Montreal, Toronto, Hamilton, London, Ont.

BORAX

Lump Crystal Borax, lb. ...11c-12c
F.O.B. Montreal, London, Toronto.

BRASS

Sheets, 24 gauge and heavier, base	$0 33
Rods, base ½ to 1 in., round	0 32
Tubing, seamless, base	0 38

F.O.B. Montreal and Toronto.

BOILERS (Range)

30-gal., extra heavy	$14 50
30-gal., Standard	12 25

BOARDS (Wash), Zinc

	Doz.
Pony	$2 35
Improved Globe	5 15
Neptune	5 15
Standard Globe	5 15
Original Globe	5 65
Jubilee	5 80
Newmarket King	5 80
Western King (enamel)	8 00
Beaver (brass)	7 35
Diamond Ring (glass)	6 30

F.O.B. Newmarket.

BUTTS Wrought Steel:—

No. 840	5%
No. 800	2½%
No. 838	5%
No. 808	5%
No. 80 4	15%
Nos. 802, 842, 844	5%
Nos. 810 and 814	net list
No. 830	2½%

F.O.B. Toronto, Montreal, London, Hamilton.

Spring Butts

Chicago Spring Hinges, list + 5%.
Triplex Spring Hinges, 20-10%.
Chicago Mortise Floor (5,000), 20, 7½ and 5%.
Chicago Relax Floor (6,000), 25-10-10-2½%.
Chicago Premier (4000), 12½%.
Chicago Ajax (3,000), 12½%.
Chicago Fire Station, add 10% to list.
Lavatory Door Hinges, 20%.
Chicago Screen Door (2000), 40-2½%.
Chicago Screen Door (3000), 16 2-3 %.
Non-Hold Back Screen Door, on application. F.O.B. Chicago.

CANS

For discount on milk and cream cans, etc., see list under head of wares, etc. B.B.B. Fire Welded Fire

CHAIN

	Proof Coil Mont'l	Tor'to	Welded Mont'l	Tor'to
3-16 in.	$22.75	$21.40	$.....	$27.40
¼ in.	16.75	17.75	20.60	23.60
5-16 in.	14.75	14.60	16.40	18.40
⅜ in.	13.00	13.40	15.00	17.25
7-16 in.	12.75	13.15	14.40	16.65
½ in.	12.50	12.80	14.15	16.50
⅝ in.	12.35	12.75	13.85	16.15
¾ in.	12.25	12.70	13.50	16.00
⅞ in.	12.05	12.40	13.40	15.80
1 in.	11.90	12.30	13.30	15.65

	Electric Welded B.B.	B.B.B	B.B.B	
1 in.	19.00	.....	22.00	.....
3-16 in.	18.00	.....	20.00	.....
¼ in.	15.00	16.00	18.00	.....
5-16 in.	13.50	13.50	16.50	.....
⅜ in.	11.60	12.25	14.60	.....
7-16 in.	11.50	12.00	14.50	.....
½ in.	11.25	11.80	14.25	.....
⅝ in.	11.00	11.55	14.00	.....
¾ in.	9.75	11.25	12.25	.....

F.O.B. Toronto, Montreal

American Proof Coil Chain	B.B.	B.B.B.
3-16 in.	$17.25	$.....
5-16 in.	14.25	17.25
⅜ in.	13.00	16.00
7-16 in.	12.75	15.45
½ in.	12.55	15.25
⅝ in.	12.25	.....

Electric Welded B.B.B.—Chain, ¼ in., $13.75; 5-16 in., $12; F.o.b. Toronto.

Cow ties, 20%; trace chains net list; dog chains, 12½%; halter chains, 12½%; tie-out chains, 37½%; stail fixtures, No. 1 or heavy, $2 dozen; stamped, No. 8 or Dominion, $1.40 dozen; breast chains, No. 220, $16 dozen pairs. F.O.B. Montreal, Toronto, Hamilton, London.

CEMENT

Cement, per bbl., $3.25 in car lots; 80c. pe rbbl., or 20c each is allowed for sacks returned in good condition, freight paid.

Paris plaster, five-barrel lots, $4.00; single barrel, $4.50. F.O.B. Toronto.

CHAIRS

Step ladder, dozen $27 00

CHURNS

List price hand churns—No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.

List prices power churns—No. 0 $11; No. 1, $11; No. 2, $12; No. 3, $13; No. 4, $17; No. 5, $20.

Discount of 20% f.o.b. Toronto Hamilton, Fergus, London, St. John, N.B.

Discount of 17½% f.o.b. Montreal, Ottawa, Kingston.

CHOPPERS, FOOD

Universal—Dozen—No. 0, $19.25; No. 1, $23.30; No. 2, $28.35; No. 3, $36.45.

Russwin—Dozen—No. 0, $19.20; No. 1, $23.40; No. 2, $28.20; No. 3, $36.60.

F. o. b. Montreal, Toronto.

CLOTHES LINE (Galvanized)

No.	Per 1000 ft.
17—7-strand, 100 ft. lengths.	$6.85
17—7-strand, 50 ft. lengths.	7 00
18—6-strand, 100 ft. lengths.	5 60
18—6-strand, 50 ft. lengths.	5 33
19—6-strand, 100 ft. lengths.	4 50
19—6-strand, 50 ft. lengths.	5 00

F.O.B. Montreal, Toronto, London.

COPPER .. ... Montreal Toronto

Casting ingot, see weekly report.

Rods, ½ to 2 in.	0 30	0 31
Plain sheets, base, 16 oz. and heavier	0 32	0 31
Hot rolled (tinned outside)	....	0 36
Copper sheet, planished, base 16 oz. and heavier	0 40	0 50
Tubing, lb.	....	39

Above prices are full sheets and bars. Cut sheets and bars are 5c per lb. higher.

COMBS

Curry combs: No. 111, $1.55; No 121, $1.70; No. 122, $2.25; No. 127 $2.25; No. 100, $2.80 per dozen.
F.O.B. Montreal, Toronto, Hamilton, London

CORD (SASH)

No. 6, lb.	71
No. 7, lb.	70
Nos. 8, 9, 10, 12	69

F.O.B. Montreal, Toronto, Hamilton, London

CANADA PLATES

	Montreal	Toronto
Prices nominal.		
Ordinary, 52 sheets.	$7 75	$7 35
Do., 60 sheets	7 85	7 45

COKE, TIN PLATES

	Per box
IC, 20x28 base	$18 00
IX, 20x28 base	21 00
IXX, 20x28 base	23 00
IXXX, 20x28 base	25 00

F.O.B. Toronto

TERNE PLATES

I. C. 20x28, 112 sheets $19 00
F.O.B. Toronto.

"DOMINION CROWN BEST"—DOUBLE COATED TISSUE

	Nomina
IC. 14x20 base	$15 00
IX, 14x20 base	17 00
IXX, 14x20 base	19 00

F.O.B. Montreal.



The Babbitt Metal that's at the Front in Efficiency and Economy

HARRIS HEAVY PRESSURE

The Aristocrat of Babbitts

St. Lawrence Paper Mills Co., Limited
Mille Roches, Ont.

The Canada Metal Co., Ltd., Fraser Ave., Toronto Ont.

Dear Sirs:

We feel like putting in a good word for your Heavy Pressure Babbitt. We installed a very heavy machine some time ago, which had all brass boxes. The shafts weigh six tons each with a top roll weighing four tons, also a lever pressure making a total pressure of about fourteen tons. The brass boxes wore out in four weeks. We then put in Heavy Pressure Babbitt and am pleased to say that we have no more trouble. We put in Heavy Pressure in a very heavy machine eighteeen months ago and there seems to be no perceptible wear.

We thank you for supplying us with a babbitt that gives such good results. Yours truly,

Per C. F. BUSS, Superintendent.

THE CANADA METAL COMPANY, Limited

Head Office and Factory TORONTO

BABBITT SOLDER LEAD PIPE INGOT METALS

Bicycle Parts and Accessories

WHY do so many of the most experienced and successful Canadian bicycle dealers obtain the bulk of their accessories from the C.C.M.?

Because of the large, varied, and well-selected stock from which to choose.

Because of the prompt, careful service and the earnest effort to ensure satisfaction in every particular.

Because prices are always fair and reasonable.

The C.C.M. Accessories Catalog carefully and accurately describes and illustrates the best selling styles in all lines of bicycle accessories.

You should have a copy if you are handling, or intend to handle, Bicycle Accessories.

Write to Head Office or nearest Branch

Canada Cycle & Motor Co.

LIMITED

Montreal Toronto WESTON Winnipeg Vancouver

CLOCKS

Big Ben	$3 00
Good Morning, each	1 15
Lookout	1 45-1 50
Sleepmeter	1 65

F.O.B. Montreal, Toronto, London Hamilton

CROWBARS, $9.50 per 100 lbs.

DRILLS—

Standard Lists.

Blacksmiths', ½ in. x 2½ in. shank. List each.

1/8	$0.45	19/32	$1.20
5/32	.45	5/8	1.30
3/16	.50	21/32	1.40
7/32	.55	11/16	1.50
¼	.60	23/32	1.60
9/32	.65	¾	1.70
5/16	.70	25/32	1.80
11/32	.75	13/16	1.90
3/8	.80	27/32	2.00
13/32	.85	7/8	2.10
7/16	.90	29/32	2.20
15/32	.95	15/16	2.30
½	1.00	31/32	2.40
17/32	1.05	1	2.50
9/16	1.10		

Intermediate sizes take list of next larger.

Bit Stock, list per dozen—

3/32	$2 70	3/8	$ 8 50
1/8	3 00	7/16	10 50
5/32	3 50	½	13 00
3/16	4 00	9/16	15 50
7/32	4 50	5/8	18 00
¼	5 00	11/16	21 00
9/32	6 00	¾	24 00
5/16	7 00	7/8	30 00

Bit Stock Drills 45%
Blacksmiths', ½-in. shank 40%
Straight Shank 40%
Straight Shank, wire 40%
Taper Shank 40%

DOORS

See Screen Doors.
F.o.b. Toronto.

EMERY CLOTH

See under Sandpaper.

ENAMELWARE

See prices under heading Wares.

FILES AND RASPS

Discounts below apply to list of Nov. 1, 1899.

	%
Great Western, Amer	50
Kearney & Foot, Arcade	50
J. Barton Smith, Eagle	50
P. H. and Imperial	50
Disston Brand	40
Globe	50
Nicholson	35
Black Diamond	35
Delta Files	20
Firth Files	50

F.o.b. Toronto, Montreal, London and Hamilton.

FITTINGS

Cast iron fittings, 20%; Malleable bushings, 30%-35%; cast bushings, 30-35%; unions, 40-45%; plugs, 35% off list. Net prices Class B, black, 21c lb.; Class C, 14c lb.; galvanized, Class B, 30c lb.; Class C, 21c lb.

Toronto and Montreal.

GRILLS, ELECTRIC

Single heat, round	$7 50
Three heat, round	8 25

F.o.b. Toronto.

GRINDSTONES Per 100 lbs.

Over 40 lbs. and 2 in. thick	$3 00
Under 40 lbs.	3 25
Bi-Treadle, each	7 00

F.o.b. Toronto.

HALTERS (SNAP AND RING)

	Doz.
Russet rope shank, 1"	$11.25-$12.75
Perfect, No. 1½	13 20-13 80
Russet rope shank, 1¼ in.	13 85
Black rope shank, 1 in.	13 75
Black rope shank, 1¼"	12.50-13 85
Hand sewn, no shank, 1 in.	17 40
Hand sewn, no shank, 1¼"	18 75

Halters (Sisal)

7-16 in. gross, $24; 9-16 in., $36
F.o.b. Toronto. London—7-16 in., $2.10 doz.; ½ in., $2.65 doz.

HAMMERS, SLEDGE

Can, 5 lbs. and over, cwt.	$17 50
Masons, 5 lbs. and over, per cwt.	20 00
Masons, 5 lbs. and under	22 50
Napping, up to 2 lbs.	25 00

F.o.b. Montreal, Toronto, Hamilton, London.

HANDLES (WOOD)

All hickory handles, list, plus 10%. All fork, hoe, rake, shovel and mall. D handles, 10%. All other handles, net list. All neckyokes, whiffletrees and doubletrees, 10%. Wood hay rakes, horse pokes, 10%. Pike poles, ash or maple, net list.

F.o.b. St. Thomas, London, Strathroy, Toronto, St. Mary's.

HANGERS, BARN AND PARLOR

	List
Atlas, No. 0	$13 30
Atlas, No. 1	13 80
Atlas, No. 2	15 80
Stearns, 4 in.	9 75
Stearns, 5 in.	13 20
Perfect, No. 1	10 45
Storm King and safety hangers, doz.	10 60
Steel track, 1¼ in.	9 00-12 00

F.o.b. Montreal, Toronto.

HEATERS, ELECTRIC

Majestic, 1 Burner	7 50
Majestic, 2 Burner	11 25

F.o.b. Toronto.

HINGES, TEE AND STRAP

Heavy, Net Prices.

	Strap Doz. pairs.	Tee Doz. pairs.
4-inch	$ 2 70	$ 2 30
5-inch	3 33	2 88
6-inch	3 60	3 24
8-inch	4 86	3 69
10-inch	8 64	6 57
12-inch	10 71	10 44
14-inch	12 24	10 62

Light, Net Prices, figured at discount 10%.

3-inch, doz. pairs	$0 90	$0 90
4-inch	1 08	0 99
5-inch	1 26	1 17
6-inch	1 53	1 35
8-inch	2 25	1 60
10-inch		

Screw Hook and Strap Hinges—List prices, per dozen pairs—6 in., $4.30; 8-in., $4.80; 10-in., $6.40; 12-in., $7; 15-in., $7.50; 18-in., $11; 21-in., $12.40; 24-in., $16; 27-in., $17.20; 30-in., $18.50; 33-in., $21.50; 36-in., $24.50.

Discount, 35%.

F.o.b. Toronto, London, Hamilton and Montreal.

HAY KNIVES

Spear Point	$14 00
Lighting	12 50
Heath's	12 50
HOES, Grub	$10.50 11 00

HOOKS, GRASS

	English Canadian	Fox
No. 2, per doz.	$4 15	$5 00-$5 50
No. 3, per doz.	4 25	5 50- 6 40
No. 4, per doz.	4 35	6 00- 7 40
Little Giant	6 00	....
Barden Patent	6 00	....

F.o.b. Montreal, Toronto.

HORSESHOES Price per keg

Patterns	Sizes made	No. 2 and larger Less 20c.	No. 1 and smaller
Light iron	0-7	$7 75	$8 00
Long heel light iron	3-7	7 75	....
Medium iron	1-8	7 75	8 00
Heavy iron	6-8	7 75	....
Snow	1-6	8 00	8 25
New-light "XL" steel	1-6	8 20	8 45
Featherweight "XL" steel	0-4	9 60	....
Special-countersunk	0-4	10 10	....
Toe-weight (front only)	1-4	10 60	....

Packing—Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra.

F.o.b. Montreal and Belleville.
Terms—Cash in thirty days, less 2% discount.

TOE CAULKS

Nos. 0, 1, 2 and larger, sharp and blunt, $2.25 to $2.90 box.

HOSE, LAWN Toronto

Corrugated, ½ in., 100 ft.	$17 50
Corrugated, ⅝ in., 100 ft.	20 50
Corrugated, ¾ in.	23 50
Corrugated, 1 in., 100 ft.	35 00

Less 5% for full reels, 500 ft.
F.o.b. Toronto and London.

HAT AND COAT HOOKS

Coppered wire, 3 in., $1.10 gross.
F.o.b. Montreal, Toronto, Hamilton, London.

IRON AND STEEL

See weekly report.

IRON, TINNED

Prices nominal. Subject to premium where stocks are obtainable.

72x30 up to 24 gauge, case lots	....
72x30, 26 gauge, case lots	....

Less than case, 50c per 100 lbs. extra. F.o.b. Montreal.

IRONS, (SAD)

Mrs. Potts, No. 55, polished, per set	$1 85
Mrs. Potts, No. 50, nickel-plated, set	1 90- 1 95
Mrs. Potts, handles, japanned, doz.	1 65
Sad irons, common, plain, 3, 4 and 5 lbs.	9 20
Sad irons, plain, 6 lbs. up	7 00
Sad irons, common, plated	5 50
Princess Electric, each	$4 00 4 10
Canadian Beauty Electric Irons—Style A	4 50
Style B	4 88
Hotpoint Domestic Electric Irons, each	5 25
Gasoline Sad Irons, each	4 25

F.o.b. Montreal, Toronto, London, Hamilton.

LADDERS, Etc.

Step Ladders	Per ft.
Perfect, 6 to 16 ft. only	$0 32
Hercules, 4 to 10 ft.	0 34
Hercules, 12 to 14 ft.	0 39
Faultless, 4 to 10 ft. only	0 30
Ontario, 4 to 10 ft. only	0 27
Shelf Lock, 4 to 8 ft. only	0 22
Gardner, No. 1	0 19
Do., No. 2, bolted	0 22
Dominion, No. 3	0 23
Do., No. 4, bolted	0 26

Single and Fruit Picking

10 ft. to 16 ft.	20c ft.
18 ft. to 20 ft.	23c ft.
Chair ladders, each	2 00

F.o.b. Toronto, Hamilton, London.

Roped and Straight Extension Ladders Per ft.

20 to 32 ft.	$0 24
36 to 40 ft.	0 27
44 ft.	0 30
Over 44 ft.	0 40

F.o.b. Toronto, London, Montreal, Stratford.

Fire ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

LANTERNS Per doz.

Short Globe, plain	$12 50
Do., Japd.	13 25
Long Globe, plain	12 50
Do., Japd.	13 25
Dash, plain	15 50
Do., Japd.	16 25
Do., Search (r'nd reflec.)	17 00
Little Bobs	2 10-4 20

F.o.b. Toronto, Hamilton, London, Montreal.

LANTERN GLOBES Dozen

Cold blast, short	$0 95-$1 10
Cold blast	1 00- 1 10
3 doz. cases, 95c doz.; 6 doz. cases, 90c doz.	
Cold blast, genuine ruby	$4 75

F.o.b. Toronto, London, Hamilton and Montreal.

LATCHES Per doz.

Steel Thumb, No. 2	$1 90-$2 00
Steel Thumb, No. 3	2 50- 2 70
Steel Thumb, No. 4	4 75
Barn Door, No. 5	2 75
Barn Door, No. 9	5 10

F.o.b. Montreal, Toronto, London.

LEAD

For pig lead and lead and zinc products see weekly report.

MACHINES (WASHING)

	List each
Canadian	$11 00
Dowswell	11 25
Noiseless	15 50
Hamilton	12 50
Ottawa	11 50
Peerless	11 50
Snowball	17 00
Momentum	18 50
New Century, style A	16 50
New Century, style B	18 00
Playtime, engine drive	22 00
Ideal Power	28 00
Seafoam, electric	110 00
Seafoam, engine drive	50 00
New Idea, electric	118 50
Sunshine	10 25
Popular, No. 1	11 50
Popular, No. 2	11 00
Economic	13 50
Champion	18 50
New Excell-All	18 00
Blue Bell, without stand	16 50
Puritan Water Motor Washer, complete	28 00
Hydro, 1 Tub, engine drive	51 50
Do., do., electric	111 50
Low pressure water motor washer, each	30 00
Connor ball-bearing, with rack	18 50
I X L	18 50
Perfection, engine drive	59 50
Perfection, electric	119 50
Gem	18 50
Winner	17 00
Connor Improved	10 75
Jubilee	10 25
Canada First	21 00

Discount, 30% and 10%. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

MALLETS Per doz.

Tinsmiths, 2½ x 5½ in.	$1.00-$1.75
Carpenters', No. 3	5.80

F.o.b. Montreal, Toronto, Hamilton.

MATTOCKS

Cutter, doz.	$13.75
Pick, doz.	13.75

F.o.b. Montreal, Toronto, London, Hamilton.

MIXERS, BREAD

Canuck—	
No. 4, dozen	$29 40
No. 8, dozen	33 60
Universal—	
No. 4, dozen	$38 10 39 60
No. 8, dozen	46 40 48 60

MOPS

O-Cedar, doz. net	$12 00
Sprustex, No. 2, doz.	$8 00 8 40
S.W. Mops, complete, doz.	5 25 5 40
Mop Sticks, doz., No. 8	2 00
Cast Head Mop, doz.	2 00
Crescent, doz., No. 10	2 50 3 35
Crank wringing, doz.	8 25

F.o.b. Montreal, Toronto, Hamilton, London.

MOWERS, LAWN

Adanac	40-10%
Woodyatt	35%
Empress	35%
Mayflower	35%
Star, Ontario, Daisy	35%

F.o.b. Toronto, Guelph, London, Hamilton.

NAILS

List adopted July 10, 1912.

Advance over base on common wire nails in kegs.

		2¾ inch	15c
1 inch	$1	3 inch	10c
1⅛ inch	1	3¼ inch	10c
1¼ inch	65c	3½ inch	10c
1½ inch	40c	4 inch	5c
1¾ inch	40c	4½ inch	5c
2 inch	30c	5-inch base.	
2¼ inch	30c	5½-inch base.	
2½ inch	15c	6-inch base.	

6½ to 12-inch-2 Ga. and heavier, 25c over base.

Standard Steel Wire Nails, f.o.b. Toronto, London, Hamilton, Milton, $4.70 base.

Freight equalized on above points.

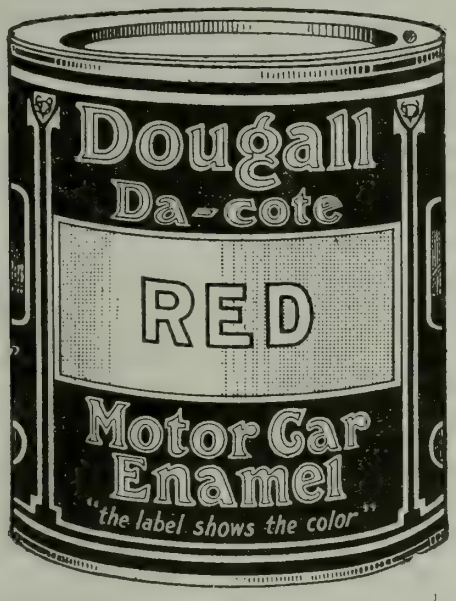
F.o.b. Montreal, Gananoque, Collingwood and Owen Sound, $4.75 base.

Freight equalized on above points.

Windsor, Walkerville, Sandwich f.o.b. factory prices, carload freight allowed, $4.80.

Sault Ste. Marie, Port Arthur, Fort William, $5.05 base, f.o.b. factory; no freight allowance.

A SLOGAN AND A FACT



A Car Like New For A Dollar Or Two

A slogan, not for effect alone, but one founded on solid FACT.

You or your customers CAN have a "Car like new for a Dollar or Two."

Paint it with DOUGALL DA-COTE.

You don't have to push Da-Cote. It SELLS itself. Give it a fair display in your windows. Spread your Trade helps (free for the asking) around and—watch the result.

The usefulness of Da-Cote is not confined to Automobiles either. It gives good results on Buggies, Baby Carriages, Bicycles, Delivery Waggons, Velocipedes, etc.

Write to-day regarding Dealer Proposition in your town. Window display and display cards free on request.

Note the color range:

RED	**GREEN**	**CREAM**	**YELLOW**
	BROWN	**BLUE**	
GREY	**BLACK**	**WHITE**	**KHAKI**

"Save the surface and you save all" *Paint & Varnish*

The Dougall Varnish Co., Limited

MONTREAL

Associated with Murphy Varnish Co., U.S.A.

Moulding, Flooring, Slating, Box, Fence, Barrel Nails, 25c per 100 lbs. over common nail prices. Finishing Nails, 50c per 100 lbs. advance over common nail price. Clinch Nails and Sash Pins, 75c per 100 lbs. over common nail price.

Miscellaneous wire nails, 60% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton, London.

Cut Nails—Montreal, $4.75 base; Toronto, $4.75 base; London, $4.75; Hamilton, $4.75; no equalization of freights.

Roofing Nails—American, large head, keg, $8.50; 25-lb. boxes, per 100 lbs., $9.00.

F.o.b. Montreal, Toronto, Hamilton.

NAILS (HORSE)

C Brand

Size	Per 100 lbs.
Capewell—	
No. 5	$23 00
No. 6	22 00
No. 7	21 00
No. 8	20 00
Nos. 9 to 12	19 00

Discount, 10%

"M.R.M." BRAND

No.	Net Price List Lengths	Per box of 25 lbs.
3	1⅝"	$20 00
4	1¾"	10 00
5	1 15-16"	5 00
6	2⅛"	4 75
7	2 5-16"	4 50
8	2½"	4 50
9	2 11-16"	4 25
10	2⅞"	4 25
11	3 1-16"	4 25
12	3¼"	4 25

F.o.b. London, Hamilton, Montreal, Toronto

NETTING, POULTRY

List prices per roll of 50 lineal yards. Adopted March, 1909.

2-inch mesh and 19 ga. wire.

12 inch...	$1 80	48 inch...	$ 6 20
18 inch...	2 65	60 inch...	7 70
24 inch...	3 40	72 inch...	9 20
30 inch...	4 00	84 inch...	10 50
36 inch...	4 75	96 inch...	12 00
42 inch...	5 50		

1½ inch mesh and 19 ga. wire.

12 inch...	$3 50	42 inch...	$10 50
18 inch...	5 00	48 inch...	12 00
24 inch...	6 30	60 inch...	15 00
30 inch...	7 75	72 inch...	18 00
36 inch...	9 90		

1 inch mesh and 20 ga. wire.

12 inch...	$4 00	42 inch...	$12 00
18 inch...	5 50	48 inch...	14 00
24 inch...	7 00	60 inch...	17 00
30 inch...	8 50	72 inch...	20 00

¾ inch mesh and 20 ga. wire.

24 inch..	$10 50	36 inch...	$15 00
30 inch..	12 75		

½ inch mess and 22 ga. wire.

24 inch...	$16 50	36 inch...	$24 00
30 inch...	20 10		

Discounts at present quoted apply only to 1 and 2 inch mesh netting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Montreal, Canadian netting 15% off list.

American netting, 10% off list.

	Per rod
Invincible—1640	$ 0 75
1848	0 85
2060	0 95

Put up in 10, 20 and 30-rod rolls. F.o.b. Montreal.

Blue Ribbon—	
24-inch, per roll	$4 95
36-inch, per roll	6 50
48-inch, per roll	7 60
60-inch, per roll	9 00
72-inch, per roll	10 85

Put up in 10 rod rolls.

OAKUM

Best (American)	$21 00-$22 00
U.S. Navy (unspun)	....
Clipper (spun)	21 00
Clipper (unspun)	19 50
U.S. Navy (unspun)	....
U.S. Navy (spun)	21 50
Plumbers (spun)	9 00

F.o.b. Montreal, Toronto.

OILS

	Montreal	Toronto
Royalite, gal.	0 20½	0 19½
Palacine, gal.	0 23½	0 22½
Gasoline, net, gal..	0 34	0 33
	List	Gallon
Black oil (Summer)	0 19½	0 16
Black oil (Winter)	0 20½	0 17
Imperial Kerosene Tractor	0 60	
Capital Cylinder	0 62	0 61
Machine oil, regular grades	0 36	0 37½
Standard gas engine oil	0 40½	0 39½
Parafine	0 25	0 22

List, less 15% on above.

Polarine Oil, list	0 90
Polarine Oil, heavy, list.	0 90
Polarine A, list	1 00
Gargoyle Mobiloil, list	1 33

List, less 25% on above.

Fuel oil, bbls. net	0 08
Fuel oil, tank cars, net	0 07

Prices shown are barrel basis unless otherwise specified. Barrels charged extra.

OLD MATERIALS

See weekly report.

PACKING

	Per lb.
Fine jute	$0 20
Coarse jute	0 15
Hemp	0 34
Square braided hemp	0 38
No. 1 Italian	0 44
No. 2 Italian	0 36

F.o.b. Montreal and Toronto.

PAPER

	Per 400-ft. roll
Dry Fibre, No. 1 roll	$1 10-$1 20
Dry Fibre, No. 2 roll	0 60
Anchor Brand	1 20
Rosin Sized Sheeting, red	1 05
Do., blue	0 70
Tarred Fibre, No. 1 roll	1 25- 1 30
Tarred Fibre, No. 2 roll	0 78
Surprise Fibre	0 66
Tarred felt, per cwt.	3 75
Cyclone (dry)	1 20
Cyclone (tarred)	1 30
Joliet (dry fibre)	0 60
Monarch Sheathing (per 100 lbs.)	4 00
Asbestos sheeeting (per 100 lbs.)	13½ 0 15
Carpet Felt, 16 oz. per 10 100 lbs.)	4 75
Straw, sheathing, dry, per cwt.	3 05
Do., Do., tarred, per cwt.	3 20

F.o.b. Toronto and Montreal.

PASTE

Stick-Fast

1-lb. pkgs., gross	$22 00
2-lb. pkgs., gross	42 00
In barrels 250 lbs., lb.	0 12½
Barrels of 5 lbs., cotton bags, lb.	0 13½
In kegs 125 lbs., lb.	0 14
In 50-lb. boxes, lb.	0 16
In 25-lb. boxes, lb.	0 17

PICKS

Clay—	
5 to 6 lbs., doz.	$11.25
6 to 7 lbs., doz.	12 25
7 to 8 lbs., doz.	13.25
Rock—	
7 to 8 lbs., doz.	12 50

F.o.b. Montreal and Toronto.

PINS, CLOTHES

	Per case
5 gross, 4-in. (loose)	1 45
4 gross (cartons), 4½ in.	1 45

F.o.b. Montreal and Toronto.

WROUGHT PIPE

Price List No. 39, April 3, 1919

Standard Buttweld

Per 100 feet.

	Steel Blk.	Steel Gal.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Gal.
⅛ in..	$ 6 00	$ 8 00	$.....	$....
¼ in..	4 53	6 60	5 13	7 26
⅜ in..	4 53	6 66	5 13	7 26
½ in..	5 99	7 57	6 84	8 42
¾ in..	7 53	9 66	8 68	10 81
1 in..	11 14	14 28	12 84	15 98
1¼ in..	15 07	19 32	17 37	21 62
1½ in..	18 01	23 10	20 76	25 85
2 in..	22 24	31 08	27 94	34 78
2 in..	22 24	31 08	27 94	34 78
2½ in..	38 90	49 73	....	....
3 in..	50 87	65 03	....	....
3½ in..	64 86	81 88	....	....
4 in..	76 85	97 01	....	....

Standard Lapweld

	Steel Blk.	Steel Gal.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Gal.
2 in..	$27 94	$34 78	$31 64	$38 11
2½ in..	40 66	51 48	46 51	57 33
3 in..	53 17	67 32	60 82	74 97
3½ in..	66 70	83 72	75 90	92 92
4 in..	79 03	99 19	89 93	110 09
4½ in..	88 00	113 00	107 00	132 00
5 in..	103 00	132 00	125 00	154 00
6 in..	133 00	171 00	162 00	200 00
R. S. Special, 3 ply				2 25

7	in..	175 00	224 00	211 00	259 00
8 L	in..	184 00	235 00	221 00	273 00
8	in..	212 00	271 00	255 00	314 00
9	in..	254 00	324 00	305 00	376 00
10 L	in.	235 00	301 00	283 00	349 00
10	in..	303 00	387 00	365 00	449 00

Terms 2% 30 days, approved credit.

Freight equalized on Chatham, Guelph, Hamilton, London, Montreal, Toronto, Welland.

WROUGHT NIPPLES

4" and under, 60%.

4½" and larger, 50%.

4" and under, running thread, 30%.

Standard couplings, 4" and under, 40%.

4½" and larger, 20%.

Terms, 2% 30 days. Approved credit, Ontario, Quebec and Maritime Provinces.

PIPE (Conductor)

	Plain	List
2 in., in 10-ft. lengths, list.	$ 8 00	
3 in., in 10-ft. lengths, list.	9 70	
4 in., in 10-ft. lengths, list.	12 80	
5 in., in 10-ft. lengths, list.	17 50	
6 in., in 10-ft. lengths, list.	21 30	

List less 10%.

F.o.b. Toronto, Ottawa, Oshawa.

PIPE, LEAD

See weekly report.

PIPE (SOIL)

Medium and extra heavy pipe, to 6 inch	20%
Medium and extra heavy fittings, 2 to 6 inch	35%
8 inch pipe and fittings	15%

F.o.b. Toronto, Montreal.

PIPE (STOVE)

See prices under Wares, etc.

PITCH

Pine, black, per bbl.	10 00
Navy pitch, per bbl.	6 50

F.o.b. Montreal, Toronto.

PLANTERS, CORN

King of Field, dozen	$11 25
Triumph, doz.	9 40

POLISH (O-Cedar)

4-oz. bottles, doz., list.	3 00
12-oz. bottles, doz., list.	6 00
1-qt. can, doz., list.	15 00
½-gal. cans, doz., list.	24 00
1-gal. cans, doz., list.	36 00

Discount, 33 1-3 per cent.

Liquid Veneer—	
4 oz., doz.	$2 00
12 oz., doz.	4 00
32 oz., doz.	8 40
64 oz., each	1 20
128 oz., each	2 10

F.o.b. Toronto, London.

POLISH, METAL

Bon-Ton

Size	Case	Doz.	Case
¼ pts., 3 doz.		$1 15	$3 40
½ pts., 3 doz.		2 10	6 00
Pints, 2 doz.		3 15	6 00
Quarts, 2 doz.		4 65	9 00
½ gal., 1 doz.		8 40	8 40
Gal., ½ doz.		....	6 90

PUMPS

	Pitcher Spout	Closed Spout
No. 1	$2 75	$2 95
No. 2	3 05	3 30
No. 3	3 40	3 65

F.o.b. Montreal, Toronto, Hamilton, London.

RIVETS AND BURRS

Iron rivets, 7-16 inch and smaller, blacked and tinned, 40 and 5%; Iron Burrs, 40 and 5%.

Copper rivets, usual proportion of burrs, discount 15%; burrs, add 20 to 25%.

Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¾-lb. pkgs., 2c lbs. Coppered Rivets, net extras, 3c per lb.

F.o.b. Montreal, Toronto, London.

ROOFING

	Per square
Samson, 1-ply, roll	$2 30
Samson, 2-ply, roll	2 75
Samson, 3-ply, roll	3 30
R. S. Special, 1 ply	1 75
R. S. Special, 2 ply	2 00
Everlastic, 1-ply	1 80
Everlastic, 2-ply	2 10
Everlastic, 3-ply	2 40
Good Luck, 1-ply	1 70
Good Luck, 2-ply	2 00
Good Luck, 3-ply	2 35
McCombe Sp., 1-ply	1 60
McCombe Sp., 2-ply	1 85
McCombe Sp., 3-ply	2 20
Black Cat, 1-ply	1 95
Black Cat, 2-ply	2 25
Black Cat, 3-ply	2 60
Black Diamond Ready Roofing, 2-ply	1 35
Black Diamond Ready Roofing, 3-ply	1 65
Liquid roofing cement, per gal., in barrels	0 31
5 and 10 gal. lots, per gal.	0 44
Coal Tar (refined), bbl.	8 25
Roofing Pitch, per cwt.	1 20

F.o.b. Toronto and Montreal.

ROPE

	Lb.
Pure Manila basis	34
British Manila basis	30
New Zealand hemp basis	30
Sisal basis	27½

Above quotations are basis prices, ¾ in. and larger diameter. The following advances over basis are made for smaller sizes:—⅝ in., ½c; 9-16 to 7-16 in. inclusive, 1c; ⅜ in., 1½c; ¼ and 5-16 in., 2c; 3-16 in., 2½c extra.

Single lath yarn basis	27½
Double lath yarn	28
Yacht marline, tarred	54
Halyards	47
Hemp, deep sea line basis	47
Hemp, tarred ratline basis	40
Hemp, tarred bolt rope basis	42
Marline and Houseline	42
Italian rope basis. On application	
Cotton, ⅛ in.	0 81¾
5-32 in.	0 80¾
3-16 in.	0 64
¼-in. and up	0 63

F.o.b. Toronto, Montreal, Brantford, London, Hamilton.

RULES, BOXWOOD (LUFKIN)—

651B (68), $2.10 dozen; 751 (61), $2.70; 851 (51), $3.25; 771 (84), $6.35; 781 (62), $7.80; 861A (53½), $7.85; 852 (73), $5.10; 752B (7), $6; 386 (32), $6.90; 3851 (66½), $5.85; 465 (69), $1.80; 171 (36), $4.60.

F.o.b. Montreal, Toronto, London.

TAPES, MEASURING (LUFKIN)—

	Each
263, 50 ft. Challenge Steel.	$3 95
103, 50 ft. Reliable Jr. Steel	4 05
243, 50 ft. Rival Steel	3 50
1243, 50 ft. Rival Jr. Steel	3 50
603, 50 ft. Metallic	3 00
604, 66 ft.	3 30
403, 50 ft. Linen	2 15
	Dozen
713, 50 ft. Ass Skin	5 40
714, 66 ft. Ass Skin	6 50
143, 3 ft. Steel Pocket	7 10
145, 5 ft. Steel Pocket	9 65
175, 5 ft. Linnine Pocket	5 55
165, 5 ft. Cotton Pocket	1 60

F.o.b. Montreal, Toronto, London.

SANDPAPER

B. & A. sandpaper, 12½% off list.

Star sandpaper, 12½% off list.

B. & A. emery cloth, 30% on list.

F.o.b. Toronto, Montreal.

SCALES

	Scale List	Stamping extra
Champion—		
4 lb.	$5 50	$0 80
10 lb.	7 50	0 30
240 lb.	12 50	0 50
600 lb.	28 00	1 00
1200 lb.	35 00	1 00
2000 lb.	50 00	1 00
2000 lb. Drop lever	57 00	1 00
10-lb. Household	5 00	0 10
25-lb. Household	6 00	0 30

Champion list prices subject to discount of 5%; Standard scales, 10% discount; Weigh Beams, 5% discount. No discount allowed on stamping charge. F.o.b. Toronto, Montreal, Hamilton.

SCYTHES

	Doz
Cast Steel	$15 00
Golden Clipper	16 00
Little Giant	17 00

Letting You Into A Secret

THEY were talking about things in general — Jones and Brown. But it was easily seen by Jones that Brown talked with a positiveness and definiteness lacking in himself. Brown evidently had real knowledge about things and this gave him an assurance lacking in Jones. Jones found himself talking in generalities, and he had the sense to know that what he had to say wasn't very convincing. In the end he spoke up. "Brown, tell me, where do you get your information? You talk like one who knows. You use facts to fortify your opinions, and you seem to have a wealth of information about things Canadian. What's the secret of your greater confidence and knowledge?"

And Brown said: "I'll tell you, Jones, how I have strengthened myself in confidence and knowledge, as you put it. I read my newspaper in a new way now, and I make it a point to know a good deal about Canada, the land of my birth, residence and affection.

"For years—until I was forty—I read newspapers, as many others do—pretty thoroughly. I read about accidents, and meetings and fires, and everything else. One day I woke up,—was awakening up, to tell the truth—to discover that I was just frittering away time when I read everything.—Then I determined to concentrate my interest on matters Canadian—the things about Canada that really matter.

"I wanted direction. I needed a focal point, as it were. What should be skipped, and what should be read closely? I was floundering. I am not much of a politician, and I abominate party politics. I wanted to see things fairly.

"Then one day I made the acquaintance of THE FINANCIAL POST. It seemed to me to give me the direction I needed. I found it was sifting things for me, and giving current affairs their right proportioning. At any rate, it was a new kind of newspaper to me, and I read it with zest.

"I am a business man, and business in its larger aspects is the special field of THE FINANCIAL POST. I found the paper written in a readable way, and that it has a breadth of interest pleasing to me. So I subscribed for THE POST, and every Saturday and over the week-end this paper is pretty thoroughly ready by me.

"I find that the reading of this paper helps me get out of my daily newspaper the meat in it. As a matter of fact, I read my daily newspaper and other papers with a new and informed interest which makes my reading a profitable thing.

"I read somewhere that an hour a day spent on any subject would make a man master of that subject in 10 years. Well, I do not know that I am seeking to be a master of Canadian affairs, but I do know that for the past two years or so I have been having a new joy in life. I am really trying to know my Canada.

"I clip a good deal, and my scrap-book on Canada is a treasure house for me, I collate the material I put in that book, and whenever I want to read up any particular subject, I have before me, gathered up, a surprising amount of material obtained from many sources.

"I take luncheon at the Club daily. There are eight of us who gather daily at the same table. One is a wholesaler, another is a banker, another a publisher, another a manufacturer, another a manufacturers' agent—and so on. We have a representative gathering.

"We talk about many things, and about Canada most of all. I take great satisfaction from the knowledge that I am able to hold up my end of the conversation. To tell you the truth, it is this reputation that spurs me on to keep myself brushed up all the time. I own up, also, to practising a little subtlety. I guide the conversation in the direction of a subject that I am well informed on, and then I bide my time, letting others wrestle with it until they have told all they know. Then is my chance, and I am able to say something useful to a company that is attentive.

"Jones, if you want to improve the quality of your information, read purposefully, objectively. Cut out the reading of everything under the sun. You are a business man, the same as I am. Why not read definitely along the line of business? You will find it a most pleasurable kind of reading, and you'll find that you will acquire the sifting mind which will enable you to pass over a lot of stuff of no value to you, and seize on material of real value.

"I recommend THE FINANCIAL POST as a paper that will give your reading direction. It has helped me much, and I believe will help you. At any rate, it is easy to try it out."

IF JONES wants to try out THE FINANCIAL POST he can have it go to him by mail for four months for a dollar bill. One thing that ought to impress and please Jones is that THE POST is not a one-man paper. It is produced by many men, each a surpassingly well-informed man on the subject he writes. One man writes on matters pertaining to agriculture, another on the iron and steel industry, another on the food problems and milling and cereal subjects, another on insurance, another on textiles, and so on. The special contributed articles which are a regular feature of THE POST are by authorities or by men of position. Besides which, THE POST surveys many fields of interest, and this survey is world-wide. It is a meatful paper, in very truth, and assures those who read it regularly an amount, kind and quality of reading not commonly found in a single newspaper. If you would make your daily reading take on a new interest and value, we suggest that you should sign and forward the coupon opposite.

THE MACLEAN PUBLISHING CO., LTD.,
Dept. H.M., 143-153 University Ave., Toronto.

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one year at Three Dollars
four months at One dollar

I will remit on receipt of bill in the usual way.

.....

The MacLean Publishing Company, Limited

143-153 University Avenue, Toronto

Bush 15 50
F.o.b. Toronto, London.

SCREEN DOORS
Basement No. 1 2 ft. 8in. $28.80; 2 ft. 10 in., $30; 3 ft., $31.20. Nos. 2, 3 and 4, 2 ft. 8 in., $31.20; 2 ft. 10 in., $32.40; 3 ft., $34.20 dozen.

SNATHS

	Doz.
00 Patent	$13 75
1	13 20
2	12 65
3	11 55

SCREWS
Discounts off Standard List adopted Aug. 1, 1903.

Wood, F. H., bright	77½%
Wood, R. H., bright	75%
Wood, O. H., bright	75%
Wood, F. H., brass	55%
Wood, R. H., brass	52½%
Wood, O. H., brass	52½%
Wood, F. H., bronze	50%
Wood, R. H., bronze	47½%
Wood, O. H., bronze	47½%
Square cap	20
Hexagon cap	20

Wooden Bench Screws
Dozen $7 00

SHEETS, BLACK
See Montreal and Toronto report.

SHEETS, CORRUGATED
See weekly report.

SHEETS, GALVANIZED
Premier Galvanized

10¾ oz.	$8 10
U.S. 28	7 70
U.S. 26	7 40
22 and 24	7 25
18 and 20	7 10
16	6 95
14	6 80

F.o.b. Hamilton and Toronto.

SHINGLES METAL
Standard galvanized $10 00
Standard painted 8 00
Discount 7½%.

SIDING METAL
Standard galvanized $8 50
Standard painted 6 50
Discount 7½%.

On shipments of 300 lbs. and over, freight is allowed south and east of and including North Bay; also several western counties in Quebec Province. Places north and west of North Bay, the freight is equalized on North Bay. For Quebec and Maritime Provinces, freight is equalized on Montreal.

SOLDERING COPPERS
Base, 3 to 8 lbs., 42c, F.o.b. Toronto and Hamilton.

SOLDER, BAR
See weekly report.

SPOUTS, SAP
Eureka, per M.....$13 50 $16 50

STAPLES
See Wire Products.

STOVES

Oil Burning Cooking	List each
Perfection No. 32, 2-burner	18 75
Perfection, No. 33, 3-burner	24 25
Perfection, No. 34, 4-burner	30 75
No. 22G oven for above stoves	7 25

Discount, 25% off list.
Freight allowed on shipments of 12 stoves.

McClary Glass Front Oven No. 70, each, net	4 25
Detroit Glass Front Oven, No. 85, each, net	4 50

F.o.b. Sarnia, London, Toronto, Ottawa.

Oil Burning Heaters.	List
No. 525, each	7 00
No. 530, each	8 25
No. 630, each	10 25

Discount 25% off list.
Freight allowed on shipments of 24 heaters.

STRETCHERS, CURTAIN—

No. 33, per doz.	$34 50
No. 98, per doz.	18 50
No. 99, per doz.	23 00
Star, No. 1, doz.	$21 00
Star, No. 2, doz.	24 00
Adjustable Pin, No. 44, doz.	30 00

STRETCHERS, WIRE

Hercules, doz.	$2 60
Sampson, doz.	7 50

SPADES, SHOVELS AND SCOOPS

	1st Grade %	2nd Grade %	4th Grade %
Plain Back Shovels and Spades	25 and 25	25 and 25	25 and 25
Draining Tools	25 and 25	25 and 25	.....
Hollow Back Scoops	25 and 25	.....	25 and 25
Sand Shovels	25 and 25	.....	25 and 25
Hollow Back Shovels	25 and 25	.....	25 and 25
Hollow Back Coal Shovels	25 and 25	.....	25 and 25
Riveted Back Scoops	25 and 25	25 and 25	25 and 25
Miners' Spring Point Shovels	25 and 25	.....	.....

Above discounts apply whether goods are sold in carload or less than carloads.
The above discounts apply only to Black List; Black List prices being as follows:

BLACK LIST PRICES

Plain Back Shovels and Spades	$29.00	$28.00	$25.00
Draining Tools, No. 2, black	29.00	27.50	.....
Hollow Back Scoops, No. 2, black	34.50	.....	32.00
Coal Shovels, Hollow Back, No. 2, black	32.00	.....	30.00
Sand Shovels, No. 2, black	27.50	.....	24.00
Hollow Back Shovels, No. 2, black	27.50	.....	24.00
Riveted Back Scoops, No. 2, black	37.50	35.50	34.00
Miners' Spring Point Shovel, No. 2, black	36.50	.....	.....

NET EXTRAS—
For each size larger than No. 2, add 25c dozen net.
F.o.b. London, Hamilton, Toronto, Gananoque, Ottawa, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon.

SWEEPERS, CARPET Bissell's Doz.

American Queen, Nickeled Fittings, Cyco Ball Bearing	$48 00
Club, Jap. Cyco Bearing	102 00
Champion, Nickeled Fittings	40 00
Champion, Japan'd Fittings	34 00
Grand, Nic., Cyco B.B.	61 00
Grand, Jap., Cyco B.B.	55 00
Grand Rapids, Nic., Cyco B.B.	45 00
Grand Rapids, Jp., Cyco B.B.	39 00
Parlor Queen, Nic., Cyco, B.B.	51 00
Princess, Nic., Cyco B.B.	46 00
Standard, Nickeled Fittings	42 00
Standard, Jap'd Fittings	36 00
Universal, Nic., Cyco Bearing	43 00
Universal, Jap., Cyco Bearing	37 00

SWEEPERS, VACUUM Bissell's Doz.

Grand Rapids, Nic.	$98 00
Household, Jap.	88 00
Superba, Nic.	114 00

F.o.b. factory Niagara Falls, Ont.
Prices guaranteed by manufacturers against their own decline to Dec. 31, 1919. Also stocked by jobbers.

SWEEPERS (ELECTRIC)

Steel frame	$36 40
Aluminum frame	43 90
Attachments, set	8 25

F.o.b. Toronto, Hamilton, London.

TACKS Discount

Wire Tacks	60 and 10%
Revised Hardware Tack List adopted Jan. 1, 1916	60 and 15%
Double pointed tacks	60 10%
Shoe findings list adopted July 5, 1917	Net List
List of Capped Goods adopted Jan. 1, 1916	60 and 15%

F.o.b. Toronto, Hamilton, Montreal, London.

TINNERS' TRIMMINGS
See prices under head of Wares.

TOASTERS, ELECTRIC
Canadian Beauty $4 50
Upright, with rack 6 40

TOOLS, HARVEST
Waverly, Wellandvale, Rixford, Maple Leaf, Bedford, 17½% discount. Samson, 12½% discount.
F.o.b. Montreal, Toronto, Hamilton, London.

TROUGH (EAVE)
O. G. Square bead and half round:

Size in girth	Per 100 ft.		
8 in.	$ 6 90	15 in.	$12 50
10 in.	7 70	18 in.	16 00
12 in.	9 10	List less 10%.	

F.o.b. Toronto, Oshawa, Ottawa.

TRAPS (GAME) Doz. with chain

Victor, No. 1	$2 20
Jump, No. 1	2 95
Hawley & Norton, No. 1	3 45
Newhouse, No. 1	5 00

F.o.b. Toronto, London, Hamilton, Montreal.

TWINE (BINDER) Per lb.

500 ft.	$0 22
550 ft.	0 23¾
600 ft.	0 25
650 ft.	0 26½

In 5-ton lots, ¼c discount from above; 10 tons and upwards, ¼c discount. Freight paid on 300 lbs. and over to nearest station.
F.o.b. Montreal, Toronto, Brantford, Hamilton, London.

TWINE (COTTON)

3-ply wrapping, lb.	0.65½
4-ply wrapping, lb.	0.69

F.o.b. Toronto, Hamilton, London.

WOOD TUBS

No. 0, per dozen	$19 80
No. 1, per dozen	17 60
No. 2, per dozen	15 40
No. 3, per dozen	13 20

F.o.b. Newmarket.

VALVES %

Compression work, standard	50
High grade	49
Fuller work, standard	45
High grade	38
Basin cocks, No. 0, Standard	40
High grade	40
Bath cocks, compression	50
Flatway stop and waste cocks, standard	50
High grade	47
Roundway stop and waste cocks, standard	50
High grade	47
Brass steam cocks, standard	10% advance on list
Radiator valves, standard	31
Do., removable seat	Net list
Patent quick opening valves	30
Globe, angle and check valves, standard	23
Do., Jenkins Disc,	22
Jenkins Valves	17½
Standard Gate	35

F.o.b. Toronto.

Penberthy Brass Valves

Compodisk Valves	15
Gate Valves	25
Regrinding Valves	10
Swing Check Valves	10

WARES, ETC.
Scotch Grey Ware, 50 and 10%.
Colonial, 33 1-3%.
Imperial Ware, 33 1-3%.
Pearl, 33 1-3%.
Premier, 10%.
Canada Ware, 10%.
Diamond, 10%, White Ware, 50%.
Japanned Ware, list plus 20%.
Japanned Ware. White, list, plus 30%.
Plain and Jap. Sprinklers, list plus 20%.
Stamped Ware, plain, 50%.
Stamped Ware, retinned, 45%.
Copper Bottoms, net list.
Tinners' Trimmings, 50%.
Tinners' Trimmings, retinned, 45%.
Tinners' Trimmings, general, list plus 10%.
Factory Milk Cans, list plus 50%.
Milk Can Trimmings, list, plus 60%.
Cream Cans, list, plus 25%.
Railroad Cans, list, plus 20%.
Sheet Iron Ware, list, plus 10%.
Pieced Ware, ordinary, list, plus 30%. Fry pans, 40 and 10%.
Pieced Tinware, C.B., list, plus 50%.
Spiders, steel, 10% off; cast iron, 10%.
Fire Shovels, Japanned, list, plus 10%.
Steel Sinks, painted, list plus 25%.
Steel Sinks, painted, list plus 15%.
Light Galv. Pails and Tubs, list plus 20%.
Heavy Galv. Pails and Tubs, list, plus 10%.
Garbage Pails, list, plus 10%.
Jap. Coal Hods, list, plus 25%.
Galv. Coal Hods, list, plus 40%.
Paper Lined Boards, 40 and 5%.
Wood Lined Board, 30% and 5%.
Stove Pipe, Standard, list plus 33 1-3%
Stove Pipe Thimbles, 50%.
Copper Boilers, net list.
Copper Tea Kettles, net list.
Copper Tea Kettles, 3 doz. lots, list less 10%.
Copper Tea and Coffee Pots, net list.
Copper Tea and Coffee Pots in 3 doz lots, less 10%.
Nickel-plated Ware, 50%.
F.o.b. Montreal, Toronto, London, Hamilton.

WROUGHT WASHERS
Round plain. Sizes given are size of hole. In boxes of 50 lbs., list prices, per 100 lbs.—¼ in., $28.00; 5-16 in., $24.40; ⅜ in., $22.80; 7-16 in., $21.00; ½ in., $19.60; 9-16 in., $18.80; ⅝ in., $18.60; 11-16 in., $18.40; ¾ in., $18.20; 13-16 in., $18.00; 1 1-16 in., 1⅛ in., 1¼ in., $18.00; 1 1-1½ in., 1⅜ in., 1¼ in., 1 5-16 in., $18.00; 1⅝ in., 1½ in., 1⅝ in., $18.40; 1¾ in., 1⅞ in., 2 in., 2⅛ in., $19.00. Discount 45 per cent. Net extras, 26 to 49 lbs. of a size, $1.00; 25 lbs. of a size or less, $2.00 per 100 lbs. Package allowances—if taken in kegs about 175 lbs. each, allowance 10c per 100 lbs.; if taken in bags about 100 lbs., allowance 15c per 100 lbs

WEIGHTS, SASH

	Tor'to	Lond'n	Mont'l
Sectional, 1 lb., per 10 0lbs.	$4.75	$4.00	$4.75
Section, ½ lb., per 100 lbs.	4.75	4.50	4.50
Solid, 3 to 30 lbs., per cwt.	3.25	3.25	3.25

WHEELBARROWS
Navvy, steel wheel, doz. $60 00
Garden, steel, doz. 64 25
Light garden, doz. 46 80
F.o.b. Montreal, Toronto, London.

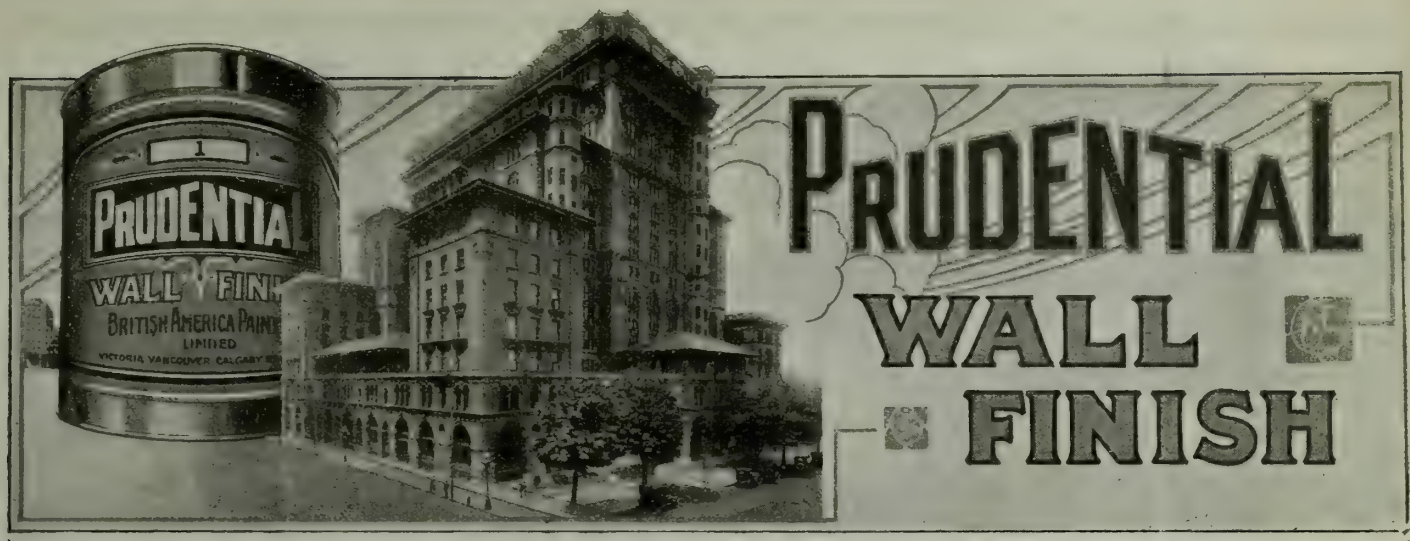
WIRE PRODUCTS
F.o.b. Toronto, London, Hamilton Montreal, St. John, freight equalized.

Cut Hay Wire	Per 100 lbs.
No. 9	$5 40
No. 10	5 50
No. 11	5 55
No. 12	5 65
No. 13	5 75
No. 13½	5 75
No. 14	5 95
No. 15	6 15
No. 16	6 35

Stovepipe Wire

No. 18	8 25
No. 19	8 75

Fine wire, list plus 20%.
Smooth Steel Wire
Nos. 0-9 gauge, base 5 00
Extras over base sizes on smaller gauges are as follows:
No. 10, 6c extra; No. 11, 12c; No. 12, 30c; No. 13, 30c; No. 14, 40c; No. 15, 55c; No. 16, 70c extra.
Extra net per 100 lbs.—Oiled wire 10c; spring wire, $2.50; bright, soft drawn, 15c; charcoal (extra quality), $1.25; packed in casks or cases, 15c; bagging and paperings.



6 000 gallons of Prudential were used on the walls of the Hotel Vancouver (Canadian Pacific Railway)—the finest hotel in Western Canada.

The Sanitary and Hygienic Wall Finish that can be guaranteed to satisfy

—in beautiful, non-fading tints—perfect flat finish without gloss—sets like cement —for flat surface or ornamental work.

Will stand constant washing with soap and water without fading or deterioration

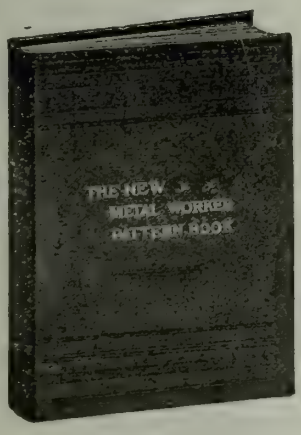
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The New Metal Worker Pattern Book

This is the most elaborate and complete work that has ever been brought out for the use of sheet metal pattern cutters. It is printed from new type with a new and improved arrangement, especially convenient for reference and study. Parts of a former edition, entitled The Metal Worker Pattern Book, which have been utilized in its preparation, have been re-written and simplified and later methods embodied, 218 problems are now given, 75 of which are entirely new. A Treatise on Pattern Cutting as applied to all Branches of Sheet Metal Work. By George W. Kittredge. 430 Pages; 744 illustrations; Size, 10 x 13 inches. Cloth bound, Price now $6.00. Sent postpaid only on receipt of price.



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ADVERTISING to be successful does not necessarily have to produce a basketful of inquiries every day.

The best advertising is the kind that leaves an indelible, ineffaceable impression of the goods advertised on the minds of the greatest possible number of probable buyers, present and future.

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE
Colors and white—2½-lb. packages, $8.90 for 100 lbs.; 5-lb. packages, $8.40 for 100 lbs. F.o.b. Montreal, Toronto, London.

BRONZING LIQUID
Bronzing liquid, No. 1..$1.50-$2.00
Banana oil, gal. 3.50- 7.00
F.o.b. Montreal, Toronto.

BLUE STONE Montreal Toronto
Per lb. 11-12c 12

COLORS (DRY) Per lb.
Raw Umber, No. 1, 100-lb. kegs 0 07
Do., pure, 100-lb. kegs... 0 15
Burnt Umber, No. 1, 100-lb. kegs 0 07
Do., pure, 100 lb. kegs.. 0 15
Raw Sienna, No. 1, 100-lb. kegs 0 07
Do., pure, 100-lb. kegs.. 0 15
Burnt Sienna, No. 1, 100-lb. kegs 0 07
Do., pure, 100-lb. kegs.. 0 15
Imp. green, 100-lb. kegs... 0 17
Chrome green, pure..... 0 35
Chrome yellow 17-31
Brunswick green, 100-lb. kg 0 12
Indian red, 100-lb. kegs.... 0 15
Indian red, No. 1, 100-lb. k. 0 06
Venetian red, best bright.. 0 04
Venetian red, No. 1..... 0 02½
Drop black, pure dry 0 15
Golden ochre, 100-lb. kegs.. 0 06½
White ochre, 100-lb. kegs.. 0 04
White ochre, barrels 0 03
Yellow ochre, barrels ... 0 03½-5
French ochre, barrels 0 06
Spruce ochre, 100-lb. kegs.. 0 07-8
Canadian red oxide, bbls...0 02-2¼
Super magnetic red 0 02¼-2½
Vermilion 0 40
English vermilion 2 50
F.o.b. Montreal, Toronto

COLORS IN OIL, PURE
1 lb. tins—
Venetian red 0 21
Indian red 0 35
Chrome yellow, pure 0 53
Golden ochre, pure 30-32
French spruce ochre, pure. 25-28
Greens, pure 28-35
Siennas 0 32
Umbers 0 32
Ultramarine blue 0 52
Prussian blue 1 50
Chinese blue 1 50
Drop black 0 30
Ivory black 0 31
Signwriters' black, pure ... 0 40
Lampblack 0 40
Marine black, 5-lb. irons... 0 20
F.o.b. Montreal, Toronto

ENAMELS (white) Gal.
Duralite $6 50
Albagloss 3 50

GLUE Per lb.
Brantford All Round Glue—
Case No. 7—50 1-lb. pkgs....$25 00
Case No. 8—100 ½-lb. pkgs.. 28 00
Case No. 9—200 ¼-lb. pkgs... 35 00
Discount—
French medal (prices withdrawn).
English common sheet 32-34
English prima 35-38
White pigsfoot 0 50
Cake bone, 112-lb. bags 0 35
Hide, 112-lb. bags..... 0 45
Gelatine, 112-lb. bags 45-60
Ground glues, 112-lb. bags, No. 1 28-30
Ground glue, No. 2, 112-lb. bags 22-24
Do., Nc. 2, less than bags. 0 21

GLASS

Per 100 ft.	Single Thick	Double Thick
Under 25	$16 80	$22 90
26 to 34	17 80	24 85
35 to 40	18 35	26 40
41 to 50	23 50	30 00
51 to 60	24 60	30 80
61 to 70	26 50	32 70
71 to 80	29 70	35 40
81 to 85	....	45 45
86 to 90	....	48 85
91 to 94	....	49 80
95 to 100	....	58 55
101 to 105	....	65 35
106 to 110	....	73 10

Discount box glass, 20 to 25%.
Sheet glass, 5 to 10%. Cash 2%.
F.o.b. Montreal, Toronto, London, Hamilton.

GLASS, PLATE
Plates up to 1 foot, each $0 80
Plates from 1 to 2 feet, each 0 90
" 2 to 3 " 0 95
" 3 to 4 " 1 15
" 4 to 5 " 1 35
" 5 to 7 " 1 50
" 7 to 10 " 1 70
" 10 to 12 " 1 75
" 12 to 15 " 1 85
" 15 to 25 " 1 95
" 25 to 50 " 2 15
" 50 to 75 " 2 20
" 75 to 90 " 2 25
" 90 to 100 " 2 30
" 100 to 120 " 2 60
" 120 to 140 " 2 90
Plates 101 to 110 wide containing not over 100 ft. each... 3 00
Plates 111 to 120 wide containing not over 100 ft., each... 3 40
Plates 101 to 110 wide containing over 100 ft., each 3 40
Plates 111 to 120 wide containing over 100 ft., each 3 75
Trade Discount, 25%.
City deliveries, 33 1-3%.
Montreal, London, Hamilton, Toronto, Kitchener.

GLAZIERS' POINTS
Zinc coated, $1.45 per doz. packpackages 6 lbs. gross.
Zinc, pure, prices withdrawn.
F.o.b. Montreal, Toronto.

LEAD, WHITE (Ground in oil).
Prices are per 100 lbs. in ton lots. Less than ton lots are 35c per 100 lbs. higher than quoted below. F.o.b. Ottawa, 20c advance per 100 lbs. F.o.b. London and Windsor, 40c per 100 lbs. F.o.b. Toronto and Hamilton, 30c per 100 lbs. F.o.b. Fort William and Port Arthur, ... per 100 lbs.
Maritime differential 35c per 100 lbs. over Montreal

	Montreal	Toronto
Anchor, Pure	$16 00	$16 30
Crown Diamond	16 00	16 30
Crown, Pure	16 00	16 30
Green Seal	16 00	16 30
Ramsay's Pure	16 00	16 30
Moore's Pure	16 00	16 30
Tiger, Pure	16 00	16 30
O.P.W. Dec. Pure	16 00	16 30
Red Seal	16 00	16 30
Decorators' Pure	16 00	16 30
O.P.W. English	16 20	16 50
Elephant Genuine	16 50	16 80

B.B. Genuine Lead, less than tons, $18.45, Toronto; $18.15, Montreal. Ton lots 5% off; five-ton lots, 10% off.

LEAD (RED DRY)

	Montreal	Toronto
Genuine, 560-pound casks, per cwt.	$12 50	$14 50
Genuine, 100-pound kegs, per cwt.	13 75	15 50
Less quantity	15 50	17 00

F.o.b. Montreal, Toronto.

LEAD, ARSENATE

	Per pound Dry	Paste
Barrels, 600 lbs.	$....	$0 21
200s	0 32½	....
100s	0 33	0 22
50s	0 33	0 23
25s	0 34½	0 23
10s	0 35	....
5s	0 36	0 25
2s	....	0 26½
1s	0 39½	0 29
½s	0 43½	....

F.o.b. Toronto, Montreal, Hamilton and London.

MURESCO
Tints, 5-lb. packages, per 100 lbs.. $9.60; white, 5-lb. packages, $9.00.
F.o.b. Toronto.

LINSEED OIL
For prices see weekly report.

PAINTS, PREPARED
Price per gallon, 1 gallon can basis

Elephant, white	$4 20
Elephant, colors	3 80
B.H. English, white	4 30
B.H. English, colors	4 05
B.H. Floor	3 50
B.H. Porch Floor	4 05
Minerva, white	4 15
Minerva, colors	3 90
Crown Diamond, white	4 05
Crown Diamond, colors	3 80
Crown Diamond, floor	3 50
B.H. Fresconette, white	3 35
B.H. Fresconette, colors	3 25
Moore's House Colors, white..	4 05
Moore's House Colors, colors.	3 90
Moore's Egyptian Paint, all colors	3 25
Moore's Floor Paint	3 50
Moore's Sani-Flat	3 00
Moore's Moorамel	6 50
Jamieson's Crown Anchor	3 55
C.P.C. Pure, white	4 30
C.P.C. Pure, colors	4 05
O.P.W. Canada Brand, white.	4 05
O.P.W. Canada Brand, colors	3 75
O.P.W. Canada Brand, floor..	3 50
O.P.W. Flat Wall, white....	3 35
O P.W. Flat Wall, colors	3 25
Ramsay's Pure, white	4 15
Ramsay's Pure, colors	3 85
Martin-Senour, 100%, white..	4 30
Martin-Senour, 100%, colors..	4 05
Martin-Senour, Porch Paint ..	4 05
Martin-Senour, Neutone, white	3 35
Martin-Senour, Neutone, colors	3 25
Senour's Floor Paint	3 50
Sherwin-Williams, white	4 30
Sherwin-Williams, colors	4 05
Sherwin-Williams, floor	3 50
Flat Tone, white	3 35
Flat Tone, colors	3 25
Lowe Bros., H.S., white	4 30
Lowe Bros., H.S., colors	4 05
Lowe Bros.,hard drying floor..	3 50
Mellotone, white	3 50
Mellotone, colors	3 35
Sanitone, white	3 35
Maple Leaf, white	4 30
Maple Leaf, colors	4 05
Maple Leaf, floor	3 50
Pearcy's Prepared, colors	3 50
Pearcy's Prepared, white	3 75

F.o.b. Montreal, Toronto.

PARIS GREEN Per lb.
In barrels, about 600 lbs.... $0 48
In kegs, about 250 lbs. ... 0 48½
In 50 lb. and 100 lb. drums 0 49
In 25 lb. drums 0 50
In 1 lb. packets, 100 lbs. in case 0 52
In ½ lb. packets, 100 lbs. in case 0 54
F.o.b. Montreal, Quebec, Moncton, St. John and Halifax. Toronto, Hamilton, London and Ottawa. Terms one month net or 1% in 15 days.

PUTTY

Standard	Montreal Less than tons	Toronto tons
Bulk, in casks	$5 60	$5 90
Bulk, 100-lb. drums..	6 45	6 75
Bulk, 25-lb. drums ..	6 70	7 00
Bulk, 12½-lb. irons..	6 95	7 25
Bladder, in bbls.	7 35	7 65

Ton lots standard are 35 per hundred pounds less; five-ton lots 60c less than above prices.
Pure Putty, $2 cwt. advance.
Ottawa prices are 20c; Hamilton 30c; London and Windsor 40c per 100 lbs. over Montreal quotations.

ROSIN
Barrels, 100 lbs. $8 00
Less, per lb. 0 10

SHELLAC
Pure White, gal. (1 gal. tins) $5 55
Pure Orange, gal. (1 gal. tins) 5 15
Gum Shellac, TN, 74-76c lb.; finest orange, 79-95c; bone dry white, 85c. F.o.b. Toronto, London.

PAINT AND VARNISH REMOVER
Taxite, 1 gal. cans $3 30
B.H. Vanisher 3 00
Cumoff 3 30
Takof 2 75
O.P.W. Presto 2 75
Lingerwett 2 80-3 25
Solvo 3 00
F.o.b. Montreal, Toronto.

VARNISHES Per gal. cans
No. 1 Furniture, extra, barrels, $1.10-$1.21 gal.; gal. tins ..... $1.32-$1.43
B.H. Stovepipe Varnish, Anchor, ½ pints, per doz.... 1 40
Depend-on, list 3 50
B.H. Maritime Spar, list 7 20
Everlastic, Depend-on and Maritime Spar subject to discount of 40%.
Elastilite 3 50
Granitine Floor Finish 3 50
Hydrox Spar 3 50
Sun Varnish 2 60
Sun Spar 4 63
Sun Waterproof Floor 3 40
Jasperite Interior and Exterior 3 00
Jasperite Pale Hard Oil 2 25
Jasperite Indestructo Floor Varnish 3 00
Jamieson's Copaline 3 02
M-S Marble-Ite Floor 3 29
M-S Wood-Var 3 29
M-S Double Spar 4 57
M-S Finest Interior 3 84
Elastic Interior 2 64
Mar-not 3 40
Quick Action House 2 40
Rexspar 4 62
Smear-Not 3 34
Kyanize Spar 4 94
Kyanize Cabinet Rubbing .. 3 84
Kyanize Interior 3 84
Luxeberry light 3 80
Luxeberry granite 3 52
Luxeberry spar 4 93
Ramsay's Universal 2 92
Crown Diamond Floor 2 60
F.o.b. Montreal, Toronto.

WATER PAINTS
Opalite, 300 lb. bbls. 0 13½
Opalite, 100 lb. kegs 0 14
1 gal. packages, per pkg... 0 75
½ gal. package, per pkg.... 0 40
Coralite, 5-lb. pkgs., white. 0 07
Coralite, 5-lb. pkgs., colors. 0 07½
B.H. Frescota, 5-lb. pkge., white 7 80
B.H. Frescota, 5-lb. pkge., colors 8 40
F.o.b. Montreal, Toronto.

WASTE
Cream, Polishing $0 21½

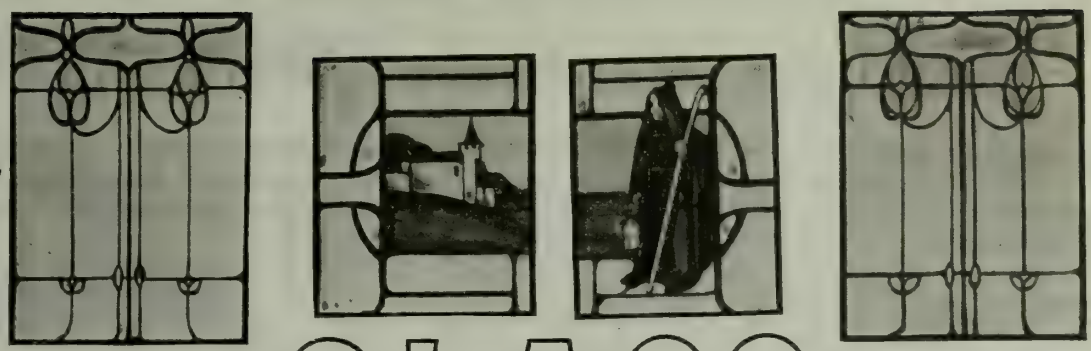
WHITE
XXX 0 19
XX 0 18
X 0 16½
XC 0 15
Japanese 0 14
XXX Extra 0 19½
XX, grand. 0 18¼
XLCR 0 17
X Empire 0 15½
X Press 0 14

COLORED
No. 5 ..... 0 15
No. 1 ..... 0 13½
No. 7 ..... 0 12
No. 1A 0 10¾
No. 1B 0 09½
Fancy 0 15½
Lion 0 14
Standard 0 12½
Popular 0 11
Keen 0 09½
Above lines subject to trade discount for quantity.

WAX Per lb.
C. & B. Floor Wax $0 40
B.H. Wax 0 40
Ronuk Floor Wax, lb. 0 38
Berry Bros. 0 34
Imperial Floor Wax 0 40
Anchor 0 33
O.P.W. Lion Brand 0 45
Old English 0 53 0 62
Johnson's 0 62
Jamieson's liquid wax, gal. 2 75
Gold Medal 0 42
Edwards, lb. 0 40
Ramsay's 0 45
S. & W. 0 54
Crown Diamond 0 45
F.o.b. Montreal and Toronto.

WHITING
Plain, in bbls. $2 50
F.o.b. Montreal, Toronto, London.
Gilders, bolted, in bbls. $3 00

WOOD ALCOHOL Per gal.
In five gallons ....
In barrels ....
$4 extra for barrels.
F.o.b. Montreal, Toronto, London.



GLASS

Now is the Time to Sort up on

WINDOW GLASS

ALL WEIGHTS

10-ounce, 21-ounce, 26-ounce, 29-ounce, 34-ounce, 39-ounce.

WE CAN TAKE CARE OF YOUR REQUIREMENTS FROM ANY OF OUR WAREHOUSES, AND MAKE PROMPT SHIPMENTS.

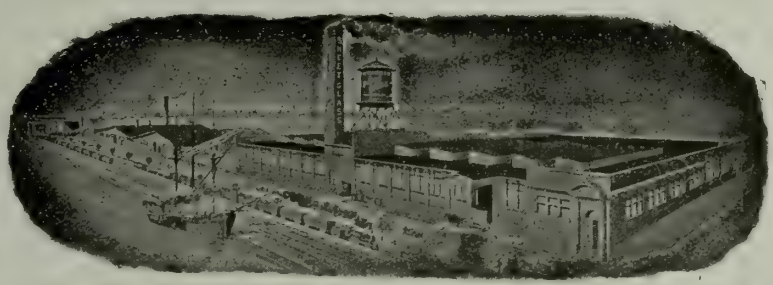
WE CAN SUPPLY ANYTHING IN PLATE, BEVELLED PLATE, MIRROWS, FIGURED, WIRED, LEADED AND WINDOW GLASS.

CATALOGUES AND PRICE LISTS FREE ON APPLICATION. WRITE, PHONE OR WIRE YOUR WANTS.

HOBBS MANUFACTURING COMPANY, LIMITED

MONTREAL TORONTO LONDON WINNIPEG

RED **S** BRAND WINDOW GLASS



GLASS BENDERS TO THE TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

DON ROADWAY TORONTO

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863
Twelve Medals of Award at INTERNATIONAL Expositions.



INCORPORATED 1895
Special Grand Prize
GOLD MEDAL
Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY - - - PHILADELPHIA, PA.

Owned and Operated by Nicholson File Co.

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, $11.00.

Shot, soft, per cwt., $17.20; chilled, $18.70; buckshot, $18.00; ball, $18.40.

Dominion Metallics—B.B. Caps, $2.80; C.B. Caps, $3.50; 22 Short Black or Lesmok, $4; 22 Long Black or Lesmok, $4.80; 22 Short Smokeless, $4.30; 22 Long Smokeless, $6; 22 Long Rifle Black, $5.60; 22 Long Rifle Smokeless, $7 per M. net. Center Fire Pistol, 22%; Center Fire Sporting, 25% off American list.

American Metallics — B.B. Caps, $3.25; C.B. Caps, $4.10; 2 2Short Black, $5.85; 2 2Long Black, $7.05; 22 Long Rifle Black, $8.20; 22 Short Smokeless, $6.25; 2 2Long Smokeless, $8.80; 22 Long Rifle Smoke, $10.30 per M. net. Centre Fire Pistol, 17½% on list; Centre Fire Sporting, 17½% on list

Loaded Shells—Crown Black Powder, 12 ga., $31; Sovereign Smokeless, 12 ga., $38; Regale Smokeless, 12 ga., $38; Nitro Club Smokeless, 12 ga., $45; Canuck Smokeless, 12 ga., $41 per M. net. Empty Paper Shot Shells, $14 per M.; Empty Brass Shot Shells, $6.65 per 100.

ANVILS

Peter Wright, 80 lbs. and up, 25c per lb.; clip horn, 26c lb.

Norris, 80 lbs. and over, 16c.

AXES

Single Bit	$14 50	$20 00
Rouble Bit	16 50	21 50
Broad Axes	32 00	35 00

AUGER BITS

Standard List Prices per Dozen

3/16	$6 00	18/16	$12 00
4	5 00	19	14 00
5	5 00	20	14 00
6	5 00	21	16 00
7	5 00	22	16 00
8	5 00	23	18 00
9	6 00	24	18 00
10	6 00	25	21 00
11	7 00	26	21 00
12	7 00	27	24 00
13	8 35	28	24 00
14	8 25	29	27 00
15	9 50	30	27 00
16	9 50	31	30 00
17	12 00	32	30 00

Discounts from standard list prices

Irwin	10%
Gilmour	45%

BARS, CROW. $11.85 per 100 lbs.

BAR IRON

Bar Iron—$5.25 base; Swedish iron, $5.25; sleigh shoe steel, $5.50; spring steel, $6.50; machinery steel, $8.00.

BELTING

Rubber, 6 in. and under, 20-5%; over 6 in., 15-2½%.

Agricultural or No. 1 leather belting, 30-10-7½% off list.

Standard, 27-10% off list. Extra 27%.

"The "double" list is just twice the price of "single."

BELT LACING

In sides, tanned, $1.60 per lb.; cut, $1.80 per lb.; rawhide, sides, $1.55; cut, $1.75.

Blue Stone (Vitriol) 11¾c.

BOLTS

Carriage, ⅜ and smaller, up to 6 inch, 30%; over 6 inch. 15%; 7-16 inch and larger, 10%, machine, ⅜ and under, up to 4 inch, 35%; over 4 inch, 20%; 7-16 and over, 20%; machine set screws, 20%; plough bolts, 25%; stove bolts, 50%; shaft bolts, 5% on list; tire bolts, 45%; sleigh shoe bolts to ⅜ and smaller, 5% on list; 7-16 and up, 5% on list

BORAX. Borax, per lb., 14c.

BUILDING PAPER

Tarred, $1.10 to $1.60 per roll, according to quality; plain, 80c to $1.45.

BUTTS

Plated—No. 241 Antique Copper and Dull Brass Finish

	Per pr.
2½ x 2½ in.	37
3 x 3 in.	39
3½ x 3½ in.	40
4 x 4 in.	52
4½ x 4½ in.	75
5 x 5 in.	94

Wrought Steel—

No. 840	Net list
No. 800	5% on list
No. 838	Net list
No. 804	5% off list

CHAIN

Coil, 3-16 in., $19.20; ¼, $16.25; 5-16 in., $13.75; ⅜, $12.75; 7-16, $12.35; ½, $12.25; 9-16, $12.25; ⅝, $12.00; ¾, $11.65; 1 in., $11.40; Logging, 5-16 in., $15.55; ⅜, $14.55; ½, $14.05; tie-out, 47½%.

CHURNS

Barrel, No. 0, $6.75; No. 1, $6.75; No. 2, $7.50; No. 3, $8.25; No. 4, $9.75 each.

CLEVISES, MALL. 15c per lb.

CLOCKS—Alarm

	Each
Big Ben	$2 90
Baby Ben	2 90
America	1 35
Lookout	1 75
Sleepmeter	1 85

COPPER

Sheet and planished copper, 60c per lb. Tinned, 55c.

CORD SASH

Coils or Hanks

8, 9, 10 ..... 70 lb.

DRILLS

Bit stock, 45%; Blacksmith, ½ in. round shank, 40%.

EAVETROUGH

Eavetrough, per 100 ft., 3 in., $6.10; 10 in., $6.80; 12 in., $8.00.

Conductor pipe, 2 in., per 100 ft., $7.15; 3 in., $8.65; 4 in., $11.40.

ENAMELWARE

See Wares.

FILES

Globe	Discount 40-5%
Nicholson Gen.	Discount 30%

FITTINGS—Malleable.

Class A	60-10%
Class B and C, off new list	20%
Bushings	20%
Unions	40%
Nipples 4" and under	55%

FORMALDEHYDE

400-lb. bbls., 32c lb.; 200-lb. bbls., 33c lb.; 100-lb. bbls., 34c lb.; 10-lb. jugs, $3.75 each; 5-lb. jugs, $2.00 each; 2-lb. jugs, 85c each.

GALVANIZED WARE

See Wares

GLASS, WINDOW

	Single	Double
Up to 25 in.	$15 50	19 50
26 to 40	16 50	22 00
41 to 50	19 50	25 00
51 to 60	20 50	25 50
61 to 70	21 50	27 00

GLASS (Plate)

Net list.

GLOBES—LANTERN

	Doz.
Short Pattern	$1 05
Cold Blast, regular	1 05

GRINDSTONES

Per 100 lbs., $3.50.

Mounted on steel frames, $6 to $7.50.

HARVEST TOOLS. 17½%.

HINGES

Light T and strap, 15% off.

Corrugated Strap Hinges — 4, $1.60; 5, $2.20; 6, $3.00; 8, $4.75; 10, $7.00; 12, $10.80.

Corrugated Tee Hinges—4, $2.00; 5, $2.50; 6, $3.40; 8, $5.70; 10, $8.50; 12, $12.00.

HORSESHOES

Iron, No. 0 to 1, $8.35; No. 2 and larger, $8.10; snowshoes, No. 0 to No. 1, $8.60; No. 2 and larger, $8.35; steel, No. 0 to 1, $8.80; No. 2 and larger, $8.55; featherweight, $9.95.

IRON, GALVANIZED

	Apollo and "Fleur Premier de Lis"
10¾ oz. or 2 8Eng.	$9 40
28 Am. or 26 Eng.	9 00
26 Am. or 26 Eng	8 70
24	8 55
22	8 55
18 and 20	8 40
16	8 25

IRONS, SAD

Common Sad Irons, 8 lbs., 11c per lb; 4 lbs., 14c per lb.

Mrs. Pott's No. 55, set	$2 00
Mrs. Pott's No. 50, set	2 15

Mrs. Pott's common and iron handles, $1.60 dozen. Mrs. Pott's improved, $2.10 a dozen.

JACKSCREWS

20% off list.

KNIVES—HAY

	Doz.
Heath's	$12 50
Lightning	12 50

LAMP CHIMNEYS

A, per case, 8 doz., $9.10 per doz., $1.25; B, per case 6 doz., $7.80; per doz., $1.40.

LANTERNS

No. 2, plain	$13 00
No. 25, Dash-board	17 50
Short Globe, doz.	13 00

LEAD PIPE, $12.40.

LEAD WASTE, $13.40.

LATCHES—THUMB, STEEL

	Doz
2	$1 90
3	2 50
4	4 50
Barn Door	
5	2 95
8	3 20
9	5 50

LINSEED OIL

See weekly report.

MACHINES—WASHING

	Each
Dowswell	....
New Century B	....
New Idea	....
Snowball	....

Prices on application.

MATTOCKS

Pick, $13.85; cutter, $13.85.

MOPS

	Doz.
O'Cedar Polish, No. 1	$12 00
O'Cedar Polish, No. 3	12 00
Self-Wringing	5 75

MOWERS—LAWN

	14 in.	16 in.
Woodyatt	$ 8 50	$ 9 00
Empress	11 00	11 50
Daisy	6 60	....
Star	7 50	8 00

NAILS

Wire, f.o.b. Fort William, $5.35 base; Winnipeg, $5.85 base. Cut f.o.b. Winnipeg, $6.55.

NETTING—POULTRY

Net Prices per Roll.

1 in. mesh x 24 in.	$6 30
30 in.	7 65
36 in.	9 00
2 in. mesh x 24 in.	3 05
30 in.	3 60
36 in.	4 20
48 in.	5 60
60 in.	6 95
72 in.	8 30

NETTING. Poultry, Hexagon, 10%.

Banner Netting, 24 in., $4.75; 36 in., $6.10; 48 in., $7.25; 60 in., $8.50; 72 in., $9.75.

NUTS

Square, small lots, blank, 4½c tapped, 4¾c advance on list; Hexagon, small lots, blank, 4¾c; Tapped, 5c advance on list; case lots all styles, 1c less than above.

OILS

"Buffolite," 25c; Ideal Thresher, 50c; "B" Caster machine oil, 41c; Buffalo engine gasoline, 27c; Buffalo "A" gas engine oil, 55c; Royal gasoline, 37c; Family safety coal oil, 24½c; Summer black oil, 24½c; Kelso engine oil, 60c; Electro oil, 45c; Royalite oil, 21c; Standard gas engine oil, 45½c; Prairie Harvester oil, 52c.

PAINTS

Stephens' Out White, $4.45; Stephens' House, $4.20; Stephens' Floor, $3.65; Silkstone colors, $3.40; Silkstone white, $3.50; Stephens' Barn Paint, $1.45.

POLISH

O'Cedar —

	Doz.
4 oz.	$2 00
12 oz.	4 00
1 quart	10 00
½ gal.	16 00
1 gal.	24 00
Liquid Veneer—	
4 oz.	$2 00
12 oz.	4 00
1 quart	8 40
½ gal.	14 40

(Continued on second page

	Doz.
Bon Ton—	
¼ pints	1 35
½ pints	2 10
Pints	3 15
Quarts	5 10
Gal.	15 00
½ gal.	9 00



Stephen House Paint Especially Adapted for Service In Canada's Extreme Climate

How much do jobs, on which poor paint is used, really cost? How many customers do you lose through selling certain brands of paints and varnishes on which profits are greater, but on which you have your doubts as to quality, wear, etc.?

Think it over.

If you are not satisfied with your paint for this season, if you feel that your increase will not be as great as you deserve, get in touch with us at once.

We have a special proposition to make you.

THE G. F. STEPHENS CO., LIMITED

PAINT AND VARNISH MAKERS

WINNIPEG AND CALGARY

Winnipeg Hardware Quotations—Continued

PIPE, WROUGHT IRON

Per 100 ft.	Black	Galv.
¼ inch	$ 4 91	$ 7 20
⅜ inch	5 00	7 34
½ inch	6 66	8 37
¾ inch	8 33	10 71
1 inch	12 33	15 75
1¼ inch	16 65	21 29
1½ inch	19 94	25 48
2 inch	26 82	34 25
2½ inch	43 07	54 77
3 inch	56 40	71 70
3½ inch	73 86	.....
4 inch	87 25	.....
4½ inch	100 26	.....
5 inch	116 82	.....
6 inch	151 52	.....

PLASTER. Paris, per bbl., $4.50.

PLATES, CANADA

18 x 21 per box, half polish, $9.25; full polished, ...; 18 x 24, half polished, $9.25; full polished, ... 20 x 28, half polished, $9.50; full polished, ...

PUTTY

100-lb. irons	$7 20
25-lb. irons, per cwt.	7 80
1½-lb. tins	14½

RIVETS AND BURRS

Iron rivets, 30-10%; copper, No. 7, 45c lb.; No. 8, 46c; No. 10, 50c; No. 12, 54c.

Five-lb. assorted boxes, No. 8, 52c; No. 10, 55c lb.

Copper Burrs, No. 7, 45c; No. 8, 46c; No. 10, 50c; No. 12, 54c.

ROPE

Sisal, 28¼c base; pure Manila, 35¼c base; British Manila, 31¼c base; lath yarn, 28¼c base; African hemp, 31¼c base; cotton rope, ¼ and over, 66c lb.

Tarred Marline Hanks, per lb., 50c.

SANDPAPER—

Star—	Quire	Ream
00, 0	$0 33	$6 05
½	0 36	6 50
1	0 40	7 30
1½	0 45	8 25
2	0 52	9 30
2½	0 58	10 50
3	0 66	11 90

B. & A.—

00, 0	$0 37	$6 75
½	0 40	7 15
1	0 45	8 10
1½	0 52	9 45
2	0 60	10 90
2½	0 70	12 50
3	0 80	14 30

SASH BALANCES (Caldwell). 10% on list.

SAWS, BUCK

Happy Medium, $12.00; Watch Spring, $12.50; Lance Tooth or Lightning Blades, $13.20.

SCREWS

Bright iron round head, 65%; flat head, 70%; round head, brass, 30%; flat head, brass, 35%; coach, 45%. Set Screws, 20-10%.

SCYTHES—	Doz.
Bramble	$15 50
Bush	15 50
Excelsior	17 00
Cast	15 00

SNATHS—

No. 2 loop	13 25
Bush	15 00

SWEEPERS, CARPET—

See list in regular "Current Market Quotations" Column, f.o.b. factory, Niagara Falls, Ont.

SWEEPERS, VACUUM—	Doz.
Grand Rapids, Nic.	$101 00
Household, Jap.	91 00
Superba, Nic.	117 00

F.o.b. Jobbers' Warehouse, Winnipeg. Prices guaranteed by manufacturers against their own decline to December 31, 1919.

STEEL SHEETS, BLACK

10 gauge	$7 05
12 gauge	7 10
14 gauge	7 15
16 gauge	7 25
18-20 gauge	7 80
22-24 gauge	7 85
26 gauge	7 90
28 gauge	8 00

SHOVELS AND SPADES—

Shovels—Fox and Olds, D.H., Sqr. Pt., $15.05 per doz.; D.H. Rd. Pt., $15.05 per doz.; L.H. Sqr. Pt., $15.05; L.H. Rd. Pt., $15.05; Bulldog & Jones, D.H., Rd. Pt., $16.30; D.H. Sqr. Pt., $16.30; L.H. Rd. Pt., $16.30; L.H., Sqr. Pt., $16.30; L.H., Rd. Pt., $16.30; Black Cat and Crescent Scoops—No. 4, $19.00 doz.; No. 6, $19.50; No. 8, $20.00; No. 10, $20.50; Moose & Jones Scoops, No. 4, $19.90; No. 6, $20.90; No. 8, $21.40.

SOLDER. Per pound, 34 to 35.

SPIKES

Pressed, ¼ in., $8.30; 5-16, $7.95; ⅜, $7.75; ½, $7.55.

STAPLES

Bright wire, per cwt., $5.15 at Fort William, $5.65 Winnipeg; galvanized staples, $5.95 Fort William, $6.45 Winnipeg.

STEEL

Sleighshoe, $5.50 base per cwt.; plow, common, $6.50; crucible plow, $7.50; angle, $5.35; harrow, $5.75 base; cast, octagon tool steel, 20c base; square tool, 20c base; spring, $7.50; machine, $8.00 base; tire, $5.90. Mild, 3-16, ¼, 5-16, $7.75 base; other sizes $5.50 base. Band steel, $5.50 base.

STEEL HOOPS

½ in., $8.35; ⅝ in., $8.00; ¾ in., $7.40; ⅞ in., $7.10; 1 in., $7.00; 1¼ in., $6.90; 1½ in., $6.80.

STEEL SQUARES

15% on list.

TACKS. Carpet, 65% list.

TIES. Cow, 10%.

TIN AND TERNE PLATE—

20 x 28 I.C. box	$23 50
20 x 28 I.X. box	27 00
20 x 33 I.C. box	28 50
20 x 33 I.X. box	32 50
Terne plates	24 00

TRAPS, GAME—	Victor	H.& N.	Jumbo
	Doz.	Doz.	Doz.
No. 0	$1 95	$....	$....
No. 1	2 30	3 60	3 10
No. 1½	3 45	5 40	4 55
No. 2	4 80	7 50	6 70
No. 3	6 75	10 00	....

TUBS—	Wood	Fibre
No. 0	$21 35	$26 40
No. 1	18 80	22 65
No. 2	16 40	18 80
No. 3	14 00	15 95

TURPENTINE

See weekly report

TWINE (WRAPPING)	Lb.
Cotton, 3-ply, cones	$0 66
Cotton, 3-ply, balls	0 69
Cotton, 4-ply, cones	0 70
Cotton, 4-ply, balls	0 73

VARNISHES—

Stephens Luminette, gal.	$2 20
Stephens Exalite, gal.	3 00

WARES, ETC.—

Scotch Grey, 40% discount.

Colonial, Imperial, Pearl, 20-7½% discount.

Premier, Canada, Diamond, discount 2½%.

Whiteware, 40-10% discount.

Japanned Ware, list, plus 30%.

Japanned Ware, white, list, plus 40%.

Japanned Sprinklers, list, plus 30%.

Stamped Ware, plain, 40-10% discount.

Stamped Ware, ret'd, 40% discount.

Pieced Tinware, ordinary, list, plus 40%.

Pieced Tinware, copper bottoms, list, plus 60%.

Sheet Iron Ware, list, plus 20%.

Light Galv'd Pails and Tubs, list plus 20%.

Heavy Galv'd Pails and Tubs plus 30%.

Jap. Coal Hods, list, plus 35%.

Galv'd Coal Hods, list, plus 50%.

WASHERS—

Iron, small lots, 45% off list plus $1.50; full boxes, iron, 33 1/3% off list plus $1.00.

WHITE LEAD—

Decorators' pure, ton lots, $16.90; less than ton lots, $17.25.

WIRE, BARB—

Lyman, 4-point, $4.85 Winnipeg; Glidden Cattle, 2-pt., $4.65 Winnipeg; Baker, 2-pt., $4.55 Winnipeg; plain twist, cwt., Winnipeg, $7.00 100 lbs.; plain galvanized; Winnipeg, No. 9, $5.50; No. 12, $5.65; coil spring, Winnipeg, No. 9, $5.55; No. 12, $5.70.

Patented screen in 100-ft. rolls $3.50 per hundred sq. ft.; in 50-ft. rolls, $3.60 per 100 sq. ft.

WIRE, PLAIN—

Bale ties, 14 gauge, single loop $7.25 Winnipeg; $6.75 Ft. William Brass snare wire, per lb., 80c.

WIRE, ANNEALED—

No. 9, $6.00; 10, $6.06; 12, $6.20; 14, $6.40; 15, $6.55; 16, $6.70 per 100 lbs.

WRENCHES (NUT)—

Agricultural—	Doz.
6 in.	$6 70
8 in.	8 00
10 in.	9 40
12 in.	12 00
15 in.	16 80

Perfect Handle—	
6 in.	12 00
8 in.	14 40
10 in.	16 80
12 in.	21 60
15 in.	28 80
18 in.	38 40

WRENCHES (PIPE)—

Stillson—	Each
6 in.	$1 00
8 in.	1 15
10 in.	1 25
14 in.	1 75
18 in.	2 50
24 in.	3 65
36 in.	6 75

Trimo—	
10 in.	$1 60
14 in.	2 10
18 in.	3 00
24 in.	4 35

Always Ready—	Dozen Black	Dozen N.P
No. 1	$4 20	$4 50
No. 2	5 75	6 00

WRINGERS—

Eze, $62.55 per doz. Reliance.

CRESCENT SHARES



OVER 1,000 PATTERNS. **PERFECT IN FIT AND FINISH**

Sandoval Rolling Coulters
Harrow Teeth

Every Hardware Merchant in Western Canada should have these in stock.

The demand is assured. How is your supply? Better send us your order to-day.

D. ACKLAND & SON, Limited

WINNIPEG ∴ **CALGARY**

Pyrene
KILLS FIRE
SAVES LIFE



The necessity of better protection and cheaper insurance is so vital to all automobile owners that you can readily sell them **Pyrene.**

Saves 15% on Auto and Truck insurance. Satisfied customers and splendid profits are assured for the dealer.

Order through your jobber when possible, or write us direct.

Write for our catalogue which contains a full line of fire protection devices.

Pyrene Mfg. Co. of Canada, Limited

3 St. Nicholas St., Montreal, Que.

Distributors Wanted

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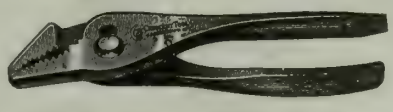


Wrenches, Pliers, Screw Drivers

MEHASCO

On this line of goods we have built a reputation. We have taken care of the trade on Crescent Pliers and Wrenches particularly well, and at the present time are guaranteed deliveries by the manufacturers to the end of 1919. In addition to the well-known Crescent lines we handle the Bemis & Call Adjustable, the No. 80 Motor Wrench, the Carll Wrench, which is interchangeable, can be used as a nut or pipe wrench. The Bonney Stillson, the Special Auto Stillson, the Como Pipe, and Eagle Claw, the Imperial Angle, the Lane Set of Ratchet Wrenches and the Allen-Eureka Ford Ratchet Sets. In Screw Drivers we have the Crescent Hammer Handle, the No. 35 assortment with Oak Display Stand, and the small Screw Driver for hard-to-get-at-places. If your stock runs low on Pliers, Wrenches or Screw Drivers at any time we are the people to write.

Merchants' Hardware Specialties
LIMITED
CALGARY



THE BUYERS' GUIDE

If what you want is not here, write us, and we will tell you where to get it. Let us suggest that you consult also the advertisers' index facing the inside back cover, after having secured advertisers' names from this directory. The information you may desire may be found in the advertising pages. This department is maintained for the benefit and convenience of our readers. The insertion of advertisers' headings is gladly undertaken, but does not become part of any advertising contract.

Abrasives
The Carborundum Co., Niagara Falls, N.Y.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Plewes, Ltd., Winnipeg, Man.

Air Cocks
The Penberthy Injector Co., Ltd., Windsor, Ont.

Agricultural Implements
The Bateman-Wilkinson Co., Ltd., Toronto, Ont.

Agricultural Products
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Alabastine
The Alabastine Co., Paris, Ont.

Aluminum
British Aluminium Co., Toronto.
Canada Metal Co., Toronto.
A. C. Leslie & Co., Montreal.
Louis McLain Co., Ltd., Winnipeg, Man.

Aluminum Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.
Louis McLain Co., Ltd., Winnipeg, Man.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
The Aluminum Ware Mfg. Co., Oakville, Ont.

Ammonia
The Engineers' Supply Co., Winnipeg, Man.
Stuart & Foster, Toronto.

Ammunition
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Dominion Cartridge Co., Montreal.
Lewis Bros., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.

Art Glass
Leeks and Potts, Limited, Hamilton, Ont.

Asbestos
Canadian Asbestos Co., Montreal, Que.
The Engineers' Supply Co., Winnipeg, Man.

Asbestos Pipe Specialties
Canadian Asbestos Co., Montreal, Que.

Asbestos Pipe Coverings
Canadian Asbestos Co., Montreal, Que.

Ash Sifters
Furnival & Co., Toronto.
Owen Sound Steel Press Works, Owen Sound, Ont.

Auto Accessories, Equipment and Supplies (Jobbers)
Auto Accessories, Ltd., Winnipeg, Man.
J. E. Beauchamp & Co., Montreal, Que.
Canada Sales Co., Toronto.
Crown Cycle & Motor Co., Montreal.
E. S. Gooderham, Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Homer & Wilson, Hamilton, Ont.
Hyslop Bros., Toronto.
North American Hardware Co., Ltd., Montreal.
Prairie Motor Sales Co., Moose Jaw, Sask.
The Royal Canadian Specialties, Hamilton, Ont.
Samuel Trees & Co., Ltd., Toronto.
Walker Vallance, Ltd., Hamilton, Ont.

Auto Accessories, Equipment and Supplies (Manufacturers)
The All-Way Mfg. Co., Toronto, Ont.
Air Tite Mfg. Co., St. Thomas, Ont.
W. H. Banfield & Sons, Ltd., Toronto.
Benjamin Electric Co., Toronto.
Boston Varnish Co., Everett Station, Boston, Mass.
Barcalo Mfg. Co., Buffalo, N.Y.
Canada Cycle & Motor Co., Ltd., Weston, Ont.
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Canadian Winckley Co., Ltd., Windsor, Ont.
Cannon Oiler Co., Keithsburg, Ill.
The Carborundum Co., Niagara Falls, N.Y.
Canada Dry Cells, Ltd., Winnipeg.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
The Durkee-Atwood Co., Toronto, Ont.
Gutta Percha & Rubber, Ltd., Toronto.
Kinzinger, Bruce & Co., Niagara Falls, Ont.
Line, Kimball Co., Moose Jaw, Sask.
The Lockwood-Ash Motor Co., Jackson, Mich.
The Marquette Manufacturing Co., Inc., St. Paul, Minn.
M. H. Merchant Corporation, Syracuse, N.Y.
Metal Specialties Mfg. Co., Chicago, Ill.
The Locktite Mfg. Co., Windsor, Ont.
Frank Mossberg Co., Attleboro, Mass.
McKinnon Industries, Ltd., St. Catharines, Ont.
Northern Electric Co., Ltd., Montreal.
The Prismolite Sales Co., Westfield, N.Y.
Will B. Lane, Chicago, Ill.
Perfection Sanitary Brush Co., Toronto.
Rock Island Mfg. Co., Chicago, Ill.
C. A. Shaler Co., Waupun, Wis.
The Steel Trough & Machine Co., Ltd., Tweed, Ont.
The Sterns Tire & Tube Co. of Canada, Ltd., Toronto
Thermoid Rubber Co., Trenton, N.J.
Trimont Mfg. Co., Roxbury, Mass.
Van Cleef Bros., Chicago, Ill.
The Van der Linde Rubber Co., Toronto.
Wilkinson & Kompass, Hamilton.
Williams & Co., J. H., Brooklyn, N.Y.
Wilson Auto Specialties, Ltd., Hamilton, Ont.

Automobiles
Canadian Pneumatic Tool Co., Ltd., Montreal.

Automobile Parts
Kinzinger, Bruce & Co., Ltd., Niagara Falls, N.Y.
McKinnon Industries, Ltd., St. Catharines, Ont.

Awnings
Finnie & Murray, Ltd., Winnipeg.
Grant, Holden & Graham, Ltd., Ottawa, Ont.
J. J. Turner & Co., Peterboro, Ont.

Axes
Canada Foundries & Forgings, Brockville, Ont.
Can. Warren Axe & Tool Co., St. Catharines.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.
Shurly-Dietrich Co., Ltd., Galt, Ont.

Axles
Guelph Spring & Axle Co., Ltd., Guelph, Ont.

Babbitt Metal
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal.
Hoyt Metal Co., Toronto.
Owl Metal Co., Winnipeg.
Lewis Bros., Ltd., Montreal.
Plewes, Ltd., Winnipeg, Man.
Tallman Brass & Metal Co., Hamilton.

Barb Wire
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Bars and Racks, Clothes
Stratford Mfg. Co., Ltd., Stratford, Ont.
Otterville Mfg. Co., Ltd., Otterville, Ont.

Barrel Covers
E. B. Eddy Co., Ltd., Hull, Que.

Barrel Liners
J. N. Warminton & Co., Montreal, Que.

Batteries, Dry
Canadian National Carbon Co., Ltd., Toronto.
Canada Dry Cells, Ltd., Winnipeg.
Great West Electric Co., Ltd., Winnipeg, Man.
Canadian General Electric Co., Toronto.
Dominion Battery Co., Ltd., Toronto, Ont.
North American Hardware Co., Ltd., Montreal.
Northern Electric Mfg. Co., Montreal.
Usona Mfg. Co., Windsor, Ont.

Batteries, Flashlight
Canadian National Carbon Co., Ltd., Toronto.
Dominion Battery Co., Ltd., Toronto, Ont.
Usona Mfg. Co., Windsor, Ont.

Baths, Enamelled and Copper
Canada Metal Co., Toronto.

Bath Room Fixtures
Kinzinger, Bruce & Co., Ltd., Niagara Falls.

Bends, Brass, Iron and Lead
Jas. Morrison Brass Mfg. Co., Toronto.

Bibbs, Basin and Bath Cocks, Compression
Jas. Morrison Brass Mfg. Co., Toronto.
The United Brassfounders, Ltd., Manchester, Eng.
Wentworth Mfg. Co., Hamilton, Ont.

Bibbs, Basin and Bath Cocks, Fuller
Jas. Morrison Brass Mfg. Co., Toronto.
The United Brassfounders, Ltd., Manchester, Eng.

Brake Lining
Thermoid Rubber Co., Trenton, N.J.

Brass Goods
The Penberthy Injector Co., Ltd., Windsor, Ont.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Stratford Brass Co., Ltd., Stratford, Ont.

Brass Castings and Goods
Canada Metal Co., Toronto.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Jas. Morrison Brass Mfg. Co., Toronto.
Tallman Brass & Metal Co., Hamilton.
The Penberthy Injector Co., Ltd., Windsor, Ont.
The United Brassfounders, Ltd., Manchester, Eng.
Williams Bros. & Piggott, Ltd., Birmingham.

Brass, Sheets and Rods
Canada Metal Co., Toronto.
A. C. Leslie & Co., Montreal.
Tallman Brass & Metal Co., Hamilton.

Beekeepers' Supplies
Canadian Bee Supply & Honey Co.

Bevels
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Belting, Transmission, Elevator and Conveyor
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Belting, Rubber
Can. Consolidated Rubber Co., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.
Plewes, Ltd., Winnipeg, Man.

Belting, Cotton
Dominion Belting Co., Hamilton, Can.
Plewes, Ltd., Winnipeg, Man.

Blacksmiths' Supplies
D. Ackland & Son, Winnipeg.

Blankets, Saddle
Burlington Windsor Blanket Co., Ltd., Toronto.
Galt Robe Co., Galt, Ont.
Samuel Trees & Co., Toronto, Ont.

Blankets, Horse
J. J. Turner & Co., Peterboro, Ont.

Boilers
The Gurney Foundry Co., Ltd., Toronto.

Boats
Canadian Canoe Co., Ltd., Peterborough, Ont.
Peterborough Canoe Co., Lt., Peterborough, Ont.

Bolts and Nuts
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.
Northern Bolt, Screw & Wire Co., Owen Sound.
London Bolt & Hinge Works, London, Ont.
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Wilkinson & Kompass, Hamilton.

Bolts, Eye
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Williams & Co., J. H., Brooklyn, N.Y.

Bolts, Panic
Wm. Newman & Sons, Birmingham, Eng.

Boring Bars
Williams & Co., J. H., Brooklyn, N.Y.

Boxes, Tin
A. R. Whittal Can. Co., Ltd., Montreal, Que.

Boots, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Boot Calks and Tools
Steel Co. of Canada, Ltd., Hamilton.

Boring Bars
Pratt & Whitney Co. of Canada, Ltd., Dundas.

Box Opening Tools
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Bale Ties
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.
Laidlaw Bale Tie Co., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

Bale Tie Buckles
J. N. Warminton & Co., Montreal, Que.

Barbed Wire
Banwell, Hoxie Wire Fence Co., Ltd., Hamilton.

Baskets
Walter Woods & Co., Hamilton.

Barn Door Hangers
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Steel Goods Co., Hamilton.
National Mfg. Co., Sterling, Ill.
Safety Door Hanger Co., Hamilton, Ont.
Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Guelph, Ont.

Barrel Stands
Wakyte Mfg. Co., Winnipeg.

Barrels, Steel
The Steel Trough & Machine Co., Ltd., Tweed Ont.

Balers, Steel
Climax Baler Co., Hamilton.
Spielmann Agencies, Montreal.

Bit, Braces
Caverhill, Learmont & Co., Montreal.
Russell Jennings Mfg. Co., Chester, Conn.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Black Sheets
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Brackets, Shelf
Canada Steel Goods Co., Hamilton.
The Stanley Works, New Britain, Conn.

Brake Shoes for Ford Cars, Lined and Unlined
Adamson Mfg. Co., Hamilton, Ont.

Box Strapping
J. E. Beauchamp & Co., Montreal.
The Stanley Works, New Britain, Conn.
J. N. Warminton & Co., Montreal, Que.

Blasting Supplies
Dupont Powder Co., Wilmington, Del.

Building Papers
Alex. McArthur & Co., Montreal, Que.

Burlap
Dominion Oil Cloth Co., Ltd., Montreal, Que.

The Trade Mark behind the "Hardware House of Quality"

DIAMOND A BRAND
A
ASHDOWN'S GUARANTEE

The Largest Wholesale Hardware Dealers in Canada

Dealers!—If you are not already handling mower and binder cutting extras and repairs, you are passing up a big volume of profitable business

Contrary to the usual supposition, such repairs are not generally sold by distributors of agricultural implements but are usually marketed through hardware dealers.

The very high price of complete implements necessitates the repair of old machines, which ordinarily would be junked.

The principal parts classed as "Cutting Extras," are Sections, Rivets, Complete Knives, Knife Heads, Knife Backs, Guards, Guard Bolts, Leger or Guard Plates.

A dealer would not find it necessary to handle the complete line of "Cutting Extras" when first taking on the line, but only such items as apply to harvest machines alone, taking up the other items from year to year.

Give this line anything like the same attention as you do auto accessories and you will be surprised at the volume you can obtain.

THE J. H. ASHDOWN HARDWARE CO. LIMITED

CALGARY WINNIPEG SASKATOON



THE BUYERS' GUIDE

Butter Tubs (Covered)
E. B Eddy Co., Ltd., Hull, Que.

Butter Molds
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Walter Woods & Co., Hamilton, Can.

Butter Workers
Beatty Bros., Ltd., Fergus, Ont.

Butts and Hinges
Canada Foundries & Forgings, Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Caverhill, Learmont & Co., Montreal.
Chicago Spring Butt Co., Chicago, Ill.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Burrs
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton.
Parmenter & Bulloch, Gananoque.

Bread and Cake Makers
Thos. Davidson Mfg. Co., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.

Breast Drills
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.

Brushes and Brooms
The Boeckh Co., Limited, Toronto.
Meakins & Sons, Ltd., Hamilton.
Perfection Sanitary Brush Co., Toronto.
The Rubberset Co., Limited, Toronto.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Walter Woods & Co., Hamilton.
Yates & Co., Halifax, Eng.

Bits, Auger
Caverhill, Learmont & Co., Montreal.
Russell Jennings Mfg. Co., Chester, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.
Wilkinson & Kompass, Hamilton.
Scythes, Ltd., Toronto.

Bits, Forstner
Progressive Mfg. Co., Torrington, Conn.

Bicycles
Canada Cycle & Motor Co., Toronto.
Crown Cycle & Motor Co., Montreal, Que.
Hyslop Bros., Ltd., Toronto.
Iver Johnson Arms & Cycle Works, Ltd., Fitchburg, Mass.

Birch Seats
Canadian Veneering Co., Montreal, Que.

Brake Lining
Crown Cycle & Motor Co., Montreal, Que.

Brooms
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.
Walter Woods & Co., Ltd., Hamilton, Ont.

Brushes, Shaving
The Boeckh Co., Limited, Toronto.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Meakins & Sons, Ltd., Hamilton, Ont.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Brushes, Scrub, Shoe and Stove
The Boeckh Co., Limited, Toronto.
Meakins & Sons, Ltd., Hamilton, Ont.
Perfection Sanitary Brush Co., Toronto, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.
Yates & Co., Halifax, Eng.

Brushes, Floor
Boeckh Co., Limited, Toronto.
Perfection Sanitary Brush Co., Toronto.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Brushes, General
The Boeckh Co., Limited, Toronto.
Perfection Sanitary Brush Co., Toronto, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.
Yates & Co., Halifax, Eng.

Brake Lining for Ford Cars
Adamson Mfg. Co., Hamilton, Ont.

Buckles, Harness and Trunks
McKinnon Industries, Ltd., St. Catharines, Ont.

Builders' Hardware
Allith Mfg. Co., Ltd., Hamilton, Ont.
Caverhill, Learmont & Co., Montreal.
Canada Steel Goods Co., Hamilton.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
R. Johnson, Clapham & Morris, Ltd., Manchester, Eng.
National Hardware Co., Orillia, Ont.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.
Stratford Brass Co., Ltd., Stratford, Ont.

Bumpers, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Cabinet Hardware
Stratford Brass Co., Ltd., Stratford, Ont.

Canoes and Boats
Canadian Canoe Co., Ltd., Peterborough, Ont.
Peterborough Canoe Co., Lt., Peterborough, Ont.

Calks, Boot
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Calipers and Dividers
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
L. S Starrett Co., Athol, Mass.

Caliper Gauges
Williams & Co., J. H., Brooklyn, N.Y.

Camp Furniture and Goods
Finnie & Murray, Ltd., Winnipeg.
J. J. Turner & Sons, Ltd., Peterboro, Ont.
Otterville Mfg. Co., Ltd., Otterville, Ont.

Cans, Milk
The A. R. Whittal Can. Co., Ltd., Montreal.

Cans, Paint
The A. R. Whittal Can. Co., Ltd., Montreal.

Cans
The A. R. Whittal Can. Co., Ltd., Montreal.

Cans, Oil
Cannon Oiler Co., Keithsburg, Ill.

Caps for Hubs
McKinnon Industries, Ltd., St. Catharines, Ont.

Carriage Hardware
Stratford Brass Co., Ltd., Stratford, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Cartridges
Dominion Cartridge Co., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.

Castings, Brass, Bronze and Aluminum
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Cash Carriers
Gipe-Hazard Store Service Co., Toronto.

Cash Registers
The National Cash Register Co. of Canada, Ltd., Toronto.

Casters
Canada Foundries & Forgings, Ltd., Brockville.
The Faultless Caster Co., Evansville, Ind.

Castor Oil
B. & S. H. Thompson & Co., Ltd., Montreal, Que.

Carpet Sweepers
Bissell Carpet Sweeper Co, of Canada. Ltd., Niagara Falls, Ont.
Caverhill, Learmont & Co,, Montreal.
Walter Woods & Co., Hamilton.

Carriage Castings
McKinnon Industries, Ltd., St. Catharines, Ont.

Casseroles
Wentworth Mig. Co., Ltd., Hamilton, Ont.

Chains, Coil, Boom, Hammock, Tether, Dog, Halter, Cow, Breast, Trace, Tire
McKinnon Chain Co., St. Catharines, Ont.

Cable Carriers
Gipe-Hazard Store Service Co., Toronto.

Cellar Drainers
The Penberthy Injector Co., Ltd., Windsor, Ont.

Cement, Asbestos
Canadian Asbestos Co., Montreal, Que.

Cement, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Van Cleef Bros., Chicago, Ill.

Cement, Roofing
Geo. W. Reed & Co., Ltd., Montreal, Que.

Chains, Cut-Link
The Niagara Falls Metal Stamp'g Works, Niagara Falls, N.Y.

Chains, Folding
J. E. Beauchamp & Co., Montreal, Que.

Chain Pipe Wrenches
J. H. Williams & Co., Brooklyn, N.Y.

Chair Seats
J. E. Beauchamp & Co., Montreal, Que.
Canadian Veneering Co., Acton Vale, Que.

Chairs for Automobile, Camp and Boat
McKinnon Industries, Ltd., St. Catharines, Ont.

Choppers, Ice
L. & I. J. White Co., Buffalo, N.Y.

Chisels, Cape, Cold, etc.
Brown-Boggs Co., Ltd., Hamilton.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Check Protectors
W. G. Patrick & Co., Ltd., Toronto.

Checking Floor Hinges
Chicago Spring Butt Co., Chicago, Ill.

Chemical Closets
Wakyte Mfg. Co., Winnipeg, Man.

Chemical Specialties
B. & S. H. Thompson & Co., Ltd., Montreal, Que.
Van Cleef Bros., Chicago, Ill.
Vol-Peek Mfg. Co., Montreal.

Choppers, Food
Landers, Frary & Clark, New Britain, Conn.

Chucks, Tap
Wells Bros. of Canada, Galt.

Churns, Hand and Power
Beatty Bros., Ltd., Fergus.
Caverhill, Learmont & Co., Montreal.
Dowswell, Lees Co., Hamilton.
Landers, Frary & Clark, New Britain, Conn.
Medalta Stoneware Co., Ltd., Medalta, Ont.
Merchants Hardware Specialties, Ltd., Calgary.
Walter Woods & Co., Hamilton.

Clamps "C"
J. H. Williams & Co., Brooklyn, N.Y.

Clothes Bars and Racks
Otterville Mfg. Co., Ltd., Otterville, Ont.

Clothes Racks
Walter Woods & Co., Hamilton.

Clamps
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Williams & Co., J. H., Brooklyn, N.Y.

Clippers
Chicago Flexible Shaft Co., Chicago, Ill.

Closets
Wakyte Mfg. Co., Ltd., Winnipeg, Man.

Closet Seats
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Clothes Dryers
The Coleman Fare Box Co., Ltd., Toronto.
Dowswell, Lees Co., Ltd., Hamilton, Can.

Clothes Lines
The Coleman Fare Box Co., Ltd., Toronto.

Clothes Line (Wire)
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Clothes Horses
Stratford Mfg. Co., Stratford, Ont.

Coal Chutes
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Coffee Percolators and Urns
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Landers, Frary & Clark, New Britain, Conn.

Corrugated Fasteners
J. E. Beauchamp & Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

Collar Balls
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Collar Pads
American Pad & Textile Co., Hhatham.
Burlington Windsor Blanket Co., Toronto, Ont.

Cotton Duck
Scythes & Co., Ltd., Toronto, Ont.

Cotton Gloves
American Pad & Textile Co., Chatham.

Coal Chutes
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Coal Hods
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

Cobblers' Sets
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Cookers, Steam
Louis McLain Co., Ltd., Winnipeg, Man.

Cookers, Fireless
Royal Fireless Cooker Co., Ottawa, Ont.

Conductor Pipe, Hooks, Heads, etc.
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Winnipeg Ceiling & Roofing Co., Winnipeg.
Wheeler & Bain, Toronto.

Connecting Rods
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Williams & Co., J. H., Brooklyn, N.Y.

Coping Saws
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn

Cordage
Brantford Cordage Co., Ltd., Brantford, Ont.
Consumers Cordage Co., Montreal.
Plymouth Cordage Co., North Plymouth, Mass.
Scythes & Co., Ltd., Toronto, Ont.

Corners, Chest
The Brainerd Mfg. Co., East Rochester, N.Y.

Crank Pulls (Wire)
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Crank Shafts
Williams & Co., J. H., Brooklyn, N.Y.

Crowbars
B. J. Coghlin & Co., Montreal.

Crocks, Butter
Medalta Stoneware Co., Ltd., Medicine Hat, Alta.

Crucibles
Canadian Asbestos Co., Montreal, Que.

Cultivators
The Bateman-Wilkinson Co., Ltd., Toronto, Ont.
J. E. Gilson Co., Port Washington, Wis.
C. S. Norcross & Sons, Bushnell, Ill.

Cutlery
The Acme Shear Co., Bridgeport, Conn.
Bridgeport Hdwe. Mfg. Co., Bridgeport, Conn.
The Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.
Geo. Butler & Co., Ltd., Sheffield, Eng.
The Canadian Wm. A. Rogers Co., Ltd., Toronto.
Caverhill, Learmont & Co., Montreal.
Geneva Cutlery Co., Geneva, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
James Hutton & Co., Montreal.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
Lewis Bros., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Oneida Community, Ltd., Oneida, N.Y.
Henry Rogers' Son & Co., Ltd., Sheffield, Eng.
Wm. Rogers Mfg. Co., Niagara Falls, Ont.

Cutters
Butterfield & Co., Inc., Rock Island, Que.
The Rapid Tool & Machine Co., Ltd., Montreal.
Trimont Mfg. Co., Roxbury (Boston, Mass.).

Curry Combs
The Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.

Cut-outs for Ford Cars
Adamson Mfg. Co., Hamilton, Ont.

Cuspidors
Thos. Davidson Mfg. Co., Ltd., Montreal.

Cuspidors (Fibreware)
E. B. Eddy Co., Ltd., Hull, Que.

Brake-lining for Ford Cars
Adamson Mfg. Co., Hamilton, Ont.

Dairy Pails
Thos. Davidson Mfg. Co., Ltd., Montreal.
Soren Bros., Toronto, Ont.

Dampers, Stove Pipe
Canada Foundries & Forgings, Brockville, Ont

Dashes, Buggy and Carriage
McKinnon Industries, Ltd., St. Catharines, Ont.

Desks, School
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Diaphragms, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Dies, Stocks, etc.
Butterfield & Co., Rock Island, Que.
Canadian Fairbanks-Morse Co., Montreal.
Pratt & Whitney Co. of Canada, Ltd., Dundas.
The Rapid Tool & Machine Co., Ltd., Montreal.
Wells Bros. Co. of Canada, Galt.

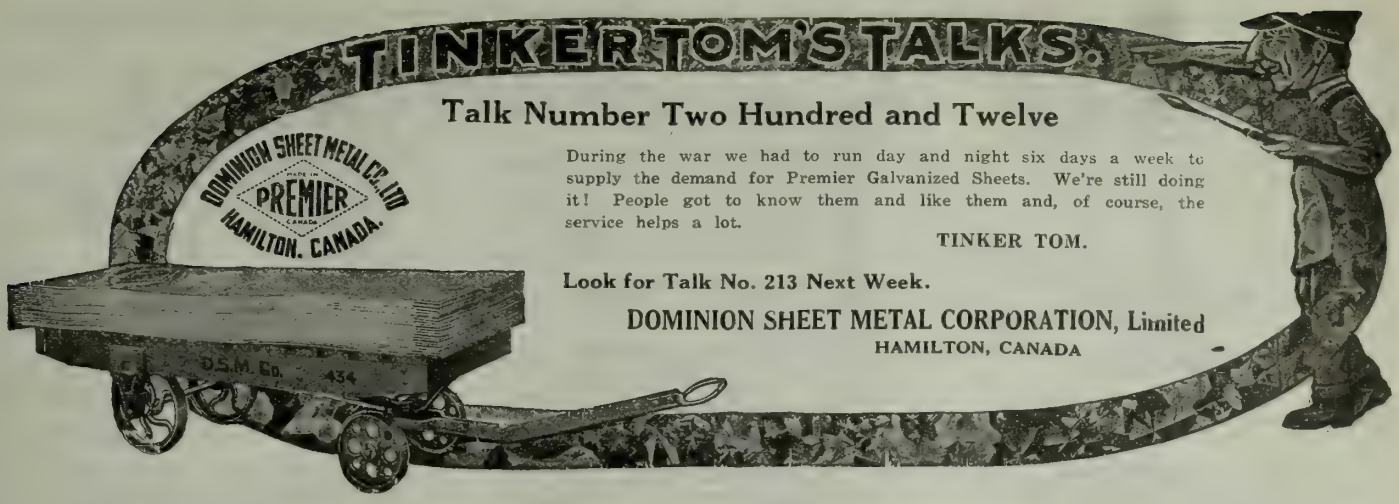
Disinfectants
J. E. Beauchamp & Co., Montreal, Que.

Display Racks and Stands
Cameron & Campbell, Toronto.
National Mfg. Co., Sterling, Ill.

Doors
Sanderson-Harold Co., Ltd., Paris, Ont.

Door Bolts
Canada Steel Goods Co., Hamilton, Can.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.

Door Knobs
Cartland & Son, Ltd., James, Birmingham, Eng.



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For maximum sales with liberal profits sell "ESCO" Engineers' Supplies. They are all High-Grade products. Guaranteed to give extra service and value for the money.

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- Belt Dressing
- Belt Fasteners
- Gaskets
- Hose
- Lace Leather, cut and in sides
- Asbestos Products
- Friction Board
- Gauge Glasses and Washers
- Flue Cleaners
- Graphite
- Sarco Steam Traps
- Hytempite Furnace Cement
- Pump Valves and Leathers
- Power House and General Factory Supplies and Steam Specialties

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THE BUYERS' GUIDE

Door Checks
Canadian Yale & Towne, St. Catharines.
Wm. Newman & Sons, Birmingham, Eng.

Door Hangers
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Steel Goods Co., Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.
National Mfg. Co., Sterling, Ill.

Door Springs
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Wm. Newman & Sons, Birmingham, Eng.

Door Pulls
Stratford Brass Co., Ltd., Stratford, Ont.

Doubletrees
McKinnon Industries, Ltd., St. Catharines, Ont.
West-Woods, Ltd., Winnipeg, Man.

Drain Pipe Cleaners
Herbert Terry & Sons, Redditch, Eng.

Draining Tools
Canadian Shovel & Tool Co., Hamilton, Can.

Drills, Breast
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.

Drill Chucks
Goodell-Pratt Co., Greenfield, Mass.

Drills, Blacksmiths'
Canada Foundries & Forgings, Brockville.

Drills
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Butterfield & Co., Inc., Rock Island, Que.
Goodell-Pratt Co., Greenfield, Mass.
Jones & Shipman, Ltd., Leicester, Eng.
North Bros. Mfg. Co., Philadelphia, Pa.
Plewes, Ltd., Winnipeg, Man.
Stanley Rule & Level Co., New Britain, Conn.
Wilkinson & Kompass, Hamilton, Ont.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.
Pratt & Whitney Co. of Canada, Ltd., Dundas, Ont.
Wilt Twist Drill Co. of Canada, Ltd., Walkerville, Ont.

Drills, Twist
Wilt Twist Drill Co. of Canada, Ltd., Walkerville, Ont.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Drop Forgings
McKinnon Industries, Ltd., St. Catharines, Ont.
Williams & Co., J. H., Brooklyn, N.Y.
Spielmann Agencies, Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Dry Colors
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
Ottawa Paint Works, Ottawa.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.
Martin-Senour Co., Ltd., Montreal.
McArthur Irwin, Montreal.
Stewart & Wood, Toronto.

Dusters
Channell Chemical Co., Toronto
Perfection Sanitary Brush So., Toronto, Ont.

Dynamite
Du Pont American Industries, Wilmington, Del.

Dry Cells
Canada Dry Cells, Ltd., Winnipeg.
Canadian National Carbon Co., Toronto.
Canadian H. W. Johns-Manville Co., Toronto.
Canadian General Electric Co., Ltd., Toronto.
Dominion Battery Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man
Spielmann Agencies, Ltd., Montreal, Que.

Eavetrough
Pedlar People, Limited, Oshawa.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Metal Shingle & Siding Co., Ltd., Preston, Ont.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Egg Beaters
Louis McLain Co., Ltd., Winnipeg, Man.
Collette Mfg. Co., Collingwood.

Egg Cases
Miller Bros. Co., Ltd., Montreal, Que.
Walter Woods & Co., Hamilton.

Egg Case Fillers
Miller Bros. Co., Ltd., Montreal, Que.
Walter Woods & Co., Hamilton, Can.

Ejectors and Syphons
The Penberthy Injector Co., Ltd., Windsor, Ont.
Jas. Morrison Brass Mfg. Co., Toronto.

Elbows
Thos. Davidson Mfg. Co., Ltd., Montreal.
Pedlar People, Ltd., Oshawa, Ont.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Electric Bells
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man

Electric Fans
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man
Northern Electric Co., Ltd., Montreal.

Electric Fixtures
W. H. Banfield & Sons, Ltd., Toronto.
Canadian General Electric Co., Ltd., Toronto
Great West Electric Co., Ltd., Winnipeg, Man
Northern Electric Co., Ltd., Montreal.
Tallman Brass & Metal Co., Hamilton.

Electric Grates
Barton-Netting Co., Ltd., Windsor, Ont.
Great West Electric Co., Ltd., Winnipeg, Man

Electric Plates
Louis McLain Co., Ltd., Winnipeg, Man.

Electric Specialties
Benjamin Electric Co., Toronto.
Canadian General Electric Co., Ltd., Toronto
Canadian National Carbon Co., Toronto.
The Clemens Electrical Corporation, Hamilton.
Dominion Battery Co., Ltd., Toronto, Ont.
Great West Electric Co., Ltd., Winnipeg, Man
The Hessco Electric Mfg. Co., Toronto, Ont.
Landers, Frary & Clark, New Britain, Conn.
National Electric Heating Co., Toronto.
North American Hardware Co., Ltd., Montreal, Que.
Northern Electric Co., Ltd., Montreal.
Spielmann Agencies, Ltd., Montreal, Que.
Usona Mfg. Co., Windsor, Ont.

Electric Supplies
W. H. Banfield & Sons, Ltd., Toronto.
The Can. General Electric Co., Ltd., Toronto.
The Hessco Electric Mfg. Co., Toronto, Ont.

Emery
Dominion Glue & Emery Co., Montreal, Que.

Enamels
Boston Varnish Co., Everett Station, Boston, Mass
British America Paint Co., Ltd., Victoria, B.C.
Wm. Harland & Sons, Toronto.
Sturgeons, Ltd., Toronto.

Enamelled Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.
E. T. Wright & Co., Hamilton, Ont.
Sheet Metal Products Co. of Canada, Ltd., Toronto

Emery Glass and Papers
John Oakey & Sons, London, Eng.

Emery (Grain and Sheets)
DesRochers, Ltd., Montreal, P.Q.

Eveners for 2, 3, 4, 6 and 8 Horses
Gregg Mfg. Co., Ltd., Winnipeg, Man
D. Ackland & Son, Ltd., Winnipeg, Man.
McKinnon Industries, Ltd., St. Catharines, Ont.
West-Woods, Ltd., Winnipeg, Man.

Evaporators
Steel Trough & Machine Co., Ltd., Tweed, Ont.

Excelsior
Rankin & Co., Ltd., Toronto.

Explosives
Du Pont Powder Co., Wilmington, Del.
Hercules Powder Co., Wilmington, Del.

Escutcheon Pins
Parmenter & Bulloch Co., Ltd., Garanoque, Ont
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Exterminator, Rat and Roach
The Commen Sense Mfg. Co., Toronto.

Extinguishers, Fire
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
H. W. Johns-Manville Co., New York.
Northern Electric Co., Montreal.
Pyrene Mfg. Co., Ltd., Montreal, Que.

Fanlight Openers
Jas. Cartland & Son, Ltd., Birmingham, Eng.

Fasteners, Storm, Sash and Screen
National Mfg. Co., Sterling, Ill.
Stratford Brass Co., Ltd., Stratford, Ont
The Stanley Works, New Britain, Conn.

Farm Lighting Outfits
Canadian General Electric Co., Ltd., Toronto.
Northern Electric Co., Montreal.

Faucets, Petroleum
Can. Foundries & Forgings, Ltd., Brockville, Ont

Feed Boxes
Canada Foundries & Forgings, Brockville.

Feed Cookers
Wheeler & Bain, Toronto.

Felts (Tarred and Carpet)
Alex. McArthur & Co., Montreal, Que.
J. H. McComb, Ltd., Montreal, Que.

Fencing and Gates
Banwell-Hoxie Wire Fence Co., Hamilton.
McGregor-Banwell Fence Co., Ltd., Walkerville.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
B. Greening Wire Co., Hamilton, Ont.
Standard Tube & Fence Co., Woodstock.
Steel Co. of Canada, Ltd., Hamilton.

Fences, Woven Wire, Farm and Ornamental
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

Fenders for Buggy and Carriage
McKinnon Industries, Ltd., St. Catharines, Ont
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Fire Appliances and Liquids
Pyrene Mfg. Co., Ltd., Montreal, Que.

Fire Arms
Colts Patent Fire Arms Mfg. Co., Hartford Conn.
Harrington & Richardson Arms Co., Worcester, Mass.
Johnson Iver Arms & Cycle Works, Fitchburg Mass.

Files
E. C. Atkins Co., Hamilton, Can
G. & H. Barnett Co., Philadelphia.
Delta File Works, Philadelphia.
Henry Disston & Sons, Ltd., Philadelphia, Pa
The Ingersoll File Co., Ingersoll, Ont.
Nicholson File Co., Port Hope, Ont.
Plewes, Ltd., Winnipeg
Simonds Canada Saw Co., Montreal
Wilkinson & Kompass, Hamilton.
DesRochers, Ltd., Montreal, P.Q.

Fillers
Boston Varnish Co., Everett Station, Boston, Mass

Fire Door Fittings
Allith Mfg. Co., Ltd., Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.

Fire Extinguishers
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Pyrene Mfg. Co., Ltd., Montreal, Que.

Fire Department Supplies
Canadian Consolidated Rubber Co., Montreal
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
Northern Electric Co., Montreal.

Fire Escapes
The Dennis Wire & Iron Works Co., Ltd., London

Fire Pails
E. B. Eddy Co., Ltd., Hull, Que.

Fireplace Fixtures
Barton-Netting Co., Ltd., Windsor, Ont.
Stover Mfg. & Engine Co., Freeport, Ill.

Fireplace Screens
Canada Wire & Iron Goods Co., Hamilton, Ont.

Fishing Tackle and Accessories
Marble Arms & Mfg. Co., Gladstone, Mich.

Flags
Finnie & Murray, Ltd., Winnipeg, Man.
Scythes & Co., Ltd., Toronto, Ont
Grant, Holden & Graham, Ltd., Ottawa, Ont.
J. J. Turner & Sons, Ltd., Peterboro, Ont.

Flashlights, Electric
Canadian General Electric Co., Ltd., Toronto
Canadian National Carbon Co., Toronto.
Canada Dry Cells, Ltd., Winnipeg.
Crown Cycle & Motor Co., Montreal.
Dominion Battery Co., Ltd., Toronto, Ont.
Great West Electric Co., Ltd., Winnipeg, Man
Merchants Hardware Specialties, Ltd., Calgary, Alta.
Metal Specialties Mfg. Co., Chicago
Northern Electric Co., Montreal.
Usona Mfg. Co., Windsor, Ont.
Ward & Gladstone, Manchester, Eng.

Flatware
Canadian Wm. A. Rogers, Toronto.
Oneida Community, Ltd., Oneida, N.Y.

Flower Pots
E. B. Eddy Co., Ltd., Hull, Que.

Fly Swatters
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Food Choppers
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Merchants Hardware Specialties, Ltd., Calgary.

Force Cups
Canadian Consolidated Rubber Co., Toronto.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Ford Car Parts
Crown Cycle & Motor Co., Montreal.

Ford Car Specialties
Benjamin Electric Co., Toronto.
Royal Canadian Specialties, Hamilton, Ont.

Forgings
McKinnon Industries, Ltd., St. Catharines, Ont
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Forgings, Drop
McKinnon Industries, Ltd., St. Catharines, Ont

Funnels
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Furnaces
The Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.
Canada Foundries & Forgings, Brockville.
Enterprise Mfg. Co., Sackville, N.B.
The Empire Stove and Furnace Co., Ltd., Owen Sound.
The Gurney Foundry Co., Ltd., Toronto.
The Hall-Zyrd Foundry Co., Ltd., Hespeler, Ont.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.
Merchants Hardware Specialties, Ltd., Calgary.
Record Fdry. & Machine Co., Ltd., Moncton, N.B.

Fruit Jars
Walter Woods & Co., Hamilton.

Furniture Polish
Buffalo Specialty Co., Buffalo, N.Y.
Canada Paint Co., Montreal.
Channell Chemical Co., Toronto.
Imperial Oil Co., Ltd., Toronto.
Saunders & Co., Montreal, Que.
Sherwin-Williams Co., Montreal.
The Vlit Mfg. Co., Montreal, Que.

Fuses, Electric
The Hessco Electric Mfg. Co., Toronto.

Fuses, Electric, Refillable
The Clemens Electrical Corporation, Hamilton.

Fuse Wire
Canada Metal Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Floor Stands
Jenkins Bros., Ltd., Montreal.

Floor Checks, Single or Double
Chicago Spring Butt Co., Chicago, Ill.

Flanges for Wheels
McKinnon Industries, Ltd., St. Catharines, Ont.

Flag Holders
J. E. Beauchamp & Co., Montreal.

Flint Cloths
John Oakey & Sons, London, Eng.

Floor Dressing
Imperial Oil Co., Ltd., Toronto, Ont.

Galvanizers
McKinnon Industries, Ltd., St. Catharines, Ont.

Galvanized Steel Sheets
Dominion Sheet Metal Co., Ltd., Hamilton.
A. C. Leslie & Co. Montreal
Pedlar People Ltd., Oshawa, Ont.
R. & S. H. Thompson & Co., Ltd., Montreal, Que.
Winnipeg Ceiling & Roofing Co., Winnipeg.

1000 Washers A Week!



The lid is easy to lift because the Dolly can be lifted first to free it from the clothes.





There is no heavy work with the Red Star. The lightest push will start it.

The Red Star is certainly a mighty popular machine. During the first week of May we sold nearly a thousand of them.

Probably you are already handling them. If so, may we suggest giving them extra time and attention just now and a prominent place in your store.

If you have not yet sold the Red Star, do not delay ordering. Just now the demand is particularly brisk.

HELP IS SCARCE

As you know the end of the war has brought no relief to the housewife. Domestic help is extremely hard to get and for the most part unsatisfactory when it is obtained.

This alone creates a great demand for a good hand washer and dealers all over the country are doing profitable business in the Red Star.

The Red Star fills the bill. It does the work thoroughly and easily. The **machine cut gears** which cut out noise and rattle; **the two sets of ball bearings** and the **large flywheel** which make the machine easier than any other to start and operate; the **solid one-piece bed plate** on which all working parts depend, which keeps the washer always in perfect adjustment; and the valuable feature of being able to raise the dolly before raising or lowering the lid all make the Red Star an easy seller!

The Red Star is easy to sell. It makes pleased customers. It gives you high grade, profitable business and there is an extra big demand right now.

Are you getting your share of this business? Write us for circular in six colours illustrating the Red Star.

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Winnipeg, Man.
Montreal, Que.

London, Ont.
Edmonton, Alta.
St. John, Alta.

THE BUYERS' GUIDE

Garden Cultivators and Weeders
C. S. Noreross & Sons, Bushnell, Ill.
Eureka Planter Co., Woodstock.

Garden Seeders and Hoes
The Bateman-Wilkinson Co., Ltd., Toronto.

Garden Seats
J. E. Beauchamp & Co., Montreal.

Garden Tools
The Bateman-Wilkinson Co., Ltd., Toronto.

Garage Hardware
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Steel Goods Co., Hamilton, Can.
The Louden Machinery Co. of Can., Ltd., Guelph.
National Mfg. Co., Sterling, Ill.
Richards-Wilcox Canadian Co., London, Ont.
The Stanley Works, New Britain, Conn.

Garages
Metal Shingle & Siding Co., Ltd., Preston, Ont.
Pedlar People, Ltd., Oshawa, Ont.

Garbage Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.
J. Samuels, Toronto.
Soren Bros., Toronto.

Galvanized Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.

Galvanizing
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Galvanized Iron Cornices
Pedlar People, Ltd., Oshawa, Ont.

Galvanized Pipe
Canada Metal Co., Ltd., Toronto.

Galvanized Steel Sheets
Metal Shingle & Siding Co., Ltd., Preston, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

General Rubber Specialties
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Generators
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Gas Water Heaters
Jas. Morrison Brass Mfg. Co., Toronto.

Gaskets, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Gasoline
Imperial Oil Co., Toronto.
Prairie City Oil Co., Winnipeg.

Gauges
Canadian Fairbanks-Morse Co., Ltd., Montreal.
L. S. Starrett Co., Athol, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Wells Bros. Co. of Canada, Galt.
J. H. Williams & Co., Brooklyn, N.Y.

Gates, Galvanized
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

Gauge Cocks, Standard and Extra Heavy
The Penberthy Injector Co., Ltd., Windsor, Ont.

Gauge Glasses, High Pressure
The Strong Machinery & Supply Co., New York, N.Y.

Gauges, Water (Standard Extra Heavy Automatic)
The Penberthy Injector Co., Ltd., Windsor, Ont.

Glass, Window, Plate, Ornamental
Hobbs Mfg. Co., Montreal, Que.
Leeks & Potts, Ltd., Hamilton, Ont.
A. Ramsay, Son & Co., Montreal.
Sanderson-Pearcy Co., Toronto.
Stewart & Wood, Toronto.
B. & S. H. Thompson & Co., Ltd., Montreal, Que
Toronto Plate Glass Importing Co., Toronto.
G. F. Stephens Co, Winnipeg.

Glue, Flake
Canada Glue Co., Ltd., Brantford, Ont.
W. Harris & Co., Toronto.

Glue, White
W. Harris & Co., Toronto.
Canada Glue Co., Ltd., Brantford, Ont.

Glue Pots, Electric
Canada Glue Co., Ltd., Brantford, Ont.
Superior Electrics, Ltd., Pembroke, Ont.

Glue, Sheet and Ground
Canada Glue Co., Brantford, Ont.
DesRochers Ltd., Montreal, Que.
Dominion Glue & Emery Co., Montreal, Que.
W. Harris & Co., Toronto.
R. C. Jamieson & Co., Montreal.
A. Ramsay & Son Co., Montreal.

Glass Cutters
Goodell-Pratt Co., Greenfield, Mass.

Glass Cutting Boards
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Glass Benders
Toronto Plate Glass Importing Co., Toronto.

Glaziers' Diamonds
Cushman Motor Works, Ltd., Winnipeg.
A. Ramsay, Son & Co., Montreal, Que.
Sharratt & Newth, London, Eng.
A. Shaw & Son, London, Eng.

Gloves and Mitts
American Pad & Textile Co., Ltd., Chatham, Ont.
A. R. Clarke & Co., Ltd., Toronto.

Golf Balls
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Gopher Poison
Kill-em-Quick Co., Regina, Sask.
Prairie Chemical Co. of Canada, Ltd., Winnipeg.

Granaries, Portable, Metallic
Winnipeg Ceiling & Roofing Co., Winnipeg.

Graphites
Canada Asbestos Co., Montreal, Que.

Grease and Oil Cups
The Penberthy Injector Co., Ltd., Windsor, Ont.

Greases
Prairie City Oil Co., Ltd., Winnipeg, Man.

Grinders, Hand and Power
The Carborundum Co., Niagara Falls, N.Y.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
Plewes Ltd., Winnipeg, Man.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Grindstones
The Carborundum Co., Niagara Falls, N.Y.
Cleveland Stone Co., Cleveland, Ohio.

Grindstone Fixtures
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Grinding Wheels
The Carborundum Co., Niagara Falls, N.Y.

Gum, Repair
Adamson Mfg. Co., Hamilton, Ont.

Guns
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.
Harrington & Richardson Arms Co., Worcester, Mass.
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.

Gunsights
Marble Arms & Mfg. Co., Gladstone, Mich.

Hack Saws
Diamond Saw & Stamping Works, Buffalo, N.Y.
Fry's (London), Limited, London, Eng.
Goodell-Pratt Co., Greenfield, Mass.
Miller Falls Co., Miller Falls, Mass.
Plewes Ltd., Winnipeg, Man.
L. S. Starrett Co., Athol, Mass.
Victor Saw Works, Ltd., Hamilton, Ont.

Hack Saw Blades
Diamond Saw & Stamping Works, Buffalo, N.Y.
Fry's (London), Limited, London, Eng.
Goodell-Pratt Co., Greenfield, Mass.
Henry Disston & Sons, Ltd., Toronto.
Victor Saw Works, Ltd., Hamilton, Ont.

Hack Saw Frames
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Henry Disston & Sons, Ltd., Toronto.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Hack Saw Machines
Diamond Saw & Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Victor Saw Works, Ltd., Hamilton, Ont.

Halters
R. R. Kinread, Winnipeg, Man.

Hames, Steel and Iron
McKinnon Industries, Ltd., St. Catharines, Ont.

Hame Chains
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Hammocks
Galt Robe Co., Galt, Ont.

Hammers
Canada Foundries & Forgings, Brockville.
Stanley Rule & Level Co., New Britain, Conn.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

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Goodell-Pratt Co., Greenfield, Mass.

Handles, Canthooks and Peevies
West-Woods, Ltd., Winnipeg, Man.

Handles, Chest and Drawer
The Brainerd Mfg. Co., East Rochester, N.Y.

Handles
J. H. Still Mfg. Co., St. Thomas, Ont.

Hand Pulls
North Bros. Mfg. Co., Philadelphia, Pa.

Hangers, Door
Allith Mfg. Co., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton, Can.
Cushman Motor Works, Ltd., Winnipeg.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
National Mfg. Co., Sterling, Ill.
F. E. Myers & Bro., Ashland, Ohio.
Safety Door Hanger Co., Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.
The Stanley Works, New Britain, Conn.

Hangers, Barn Door
Allith Mfg. Co., Hamilton, Ont.
The Louden Machinery Co. of Can., Ltd., Guelph.

Hangers, Door and Track
Allith Mfg. Co., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
Canada Steel Goods Co., Hamilton, Can.
Cushman Motor Works, Ltd., Winnipeg.
The Louden Machinery Co. of Can., Ltd., Guelph.
National Mfg. Co., Sterling, Ill.

Hooks, Hat and Coat
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The Steel Co. of Canada, Ltd., Hamilton, Ont.

Hangers, Storm, Sash and Screen
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.

Hand Taps
Wells Bros. Co. of Canada, Galt.

Harness
Samuel Trees & Co., Toronto.

Hardware, Door
The Hamilton Stove & Heater Co., Hamilton, Ont.

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Belleville Hardware Mfg. Co., Belleville, Ont.
The Brainerd Mfg. Co., East Rochester, N.Y.
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Coleman Fare Box Co., Toronto.
Louis McLain Co., Ltd., Winnipeg, Man.
Metal Specialties Mfg. Co., Chicago, Ill.
National Mfg. Co., Sterling, Ill.
North American Hardware Co., Ltd., Montreal.
Stratford Brass Co., Ltd., Stratford, Ont.
Taylor-Forbes Co., Guelph, Ont.

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Stratford Brass Co., Ltd., Stratford, Ont.

Harness Hardware
McKinnon Industries, Ltd., St. Catharines, Ont.
Trees Spriggs Co., Ltd., Winnipeg, Man.

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Marble Arms & Mfg. Co., Gladstone, Mich.
Stover Mfg. & Engine Co., Freeport, Ill.

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The Brainerd Mfg. Co., East Rochester, N.Y.
Canada Steel Goods Co., Hamilton.
National Mfg. Co., Sterling, Ill.

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Canadian Lamp & Stamping Co., Ford, Ont.
North American Hardware Co., Ltd., Montreal.

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Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Jas. Morrison Brass Mfg. Co., Ltd., Toronto.
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Chicago Flexible Shaft Co., Chicago, Ill.

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Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

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The Brainerd Mfg. Co., East Rochester, N.Y.

Hinges, Ornamental
The Stanley Works, New Britain, Conn.

Hinges, Spring
Stover Mfg. & Engine Co., Freeport, Ill.
Wm. Newman & Sons, Ltd., Birmingham, Eng.
Taylor-Forbes Co., Guelph, Ont.

Hinges, Strap and Tee
Canada Steel Goods Co., Hamilton, Can.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
National Mfg. Co., Sterling, Ill.

Hockey Sticks
J. H. Still Mfg. Co., St. Thomas
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The Carborundum Co., Niagara Falls, N.Y.

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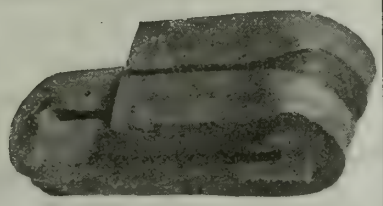
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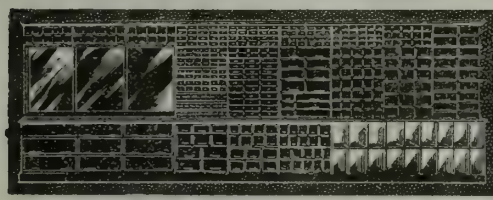
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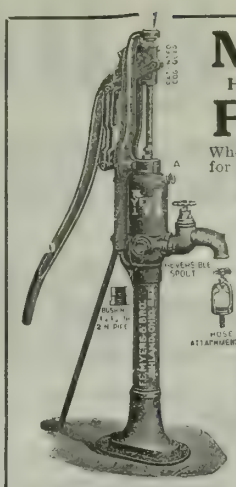


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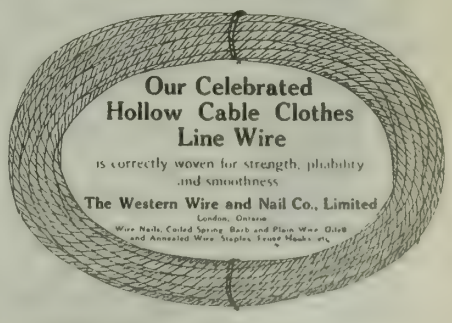
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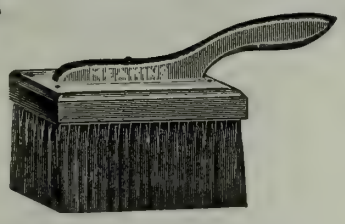
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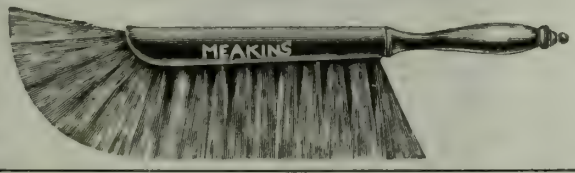


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Gregg Mfg. Co., Ltd., Winnipeg, Man.

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The Steel Co. of Canada, Ltd., Hamilton, Ont.

Nipples for Radiators
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Scythes & Co., Ltd., Toronto, Ont.

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Cannon Oiler Co., Keithsburg, Ill.

Oil Cake and Meal
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Imperial Oil Co., Ltd., Toronto.
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Thos. Davidson Mfg. Co., Ltd., Montreal
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McGregor. Banwell Fence Co., Ltd., Walkerville.

Ornamental Iron and Wire Work
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works, London, Ont.

Packings
Consumers Cordage Co., Montreal.
Canadian Asbestos Co., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Jenkins Bros., Ltd., Montreal.
Scythes, Ltd., Toronto.

Paint, Ready Mixed, House, Barn, Roof, Flat Wall, Concrete, Floor, Cement, Aluminum, Marine and Deck
Brandram-Henderson, Ltd., Montreal.
Canada Paint Co., Montreal.
R. C. Jamieson & Co., Montreal.
Imperial Varnish & Color Co., Toronto.
Lowe Bros, Ltd., Toronto.
Martin-Senour Co., Montreal.
McArthur-Irwin, Ltd.
The Ottawa Paint Works, Ottawa.
A. Ramsay & Son Co., Montreal.
Sanderson, Pearcy Co., Ltd., Toronto.
Standard Paint & Varnish Co., Ltd., Windsor Ont.
Stewart & Wood, Toronto.
Sherwin-Williams Co., Montreal.
G. F. Stephens Co., Winnipeg.
Benjamin Moore & Co., Toronto.
British America Paint Co., Ltd., Victoria, B.C.

Paint Brushes
Boeckh Bros., Toronto.
Meakins & Sons, Hamilton.
The Rubberset Co., Limited, Toronto.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.

Paint, Copper
British America Paint Co., Ltd., Victoria, B.C.

Paint and Varnish Remover
Brandram-Henderson, Ltd., Montreal, Que.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Martin-Senour Co., Ltd., Montreal.
Sherwin-Williams Co., Montreal.
A. Ramsay & Son Co., Montreal.

Paper Balers
Climax Baler Co., Hamilton.
Spielmann Agencies, Montreal.

Paint Oil Storage and Handling Systems
The S. F. Bowser Co. of Canada, Ltd., Inc. Toronto, Ont.

Parcel Carriers
Cape-Hazard Store Service Co., Montreal.

Paris Green
Canada Paint Co., Montreal.
McArthur Irwin, Montreal.
Sherwin-Williams Co., Montreal.

Paper Bags
E. B. Eddy Co., Ltd., Hull, Que.
Walter Woods & Co., Hamilton.

Paper Napkins
E. B. Eddy Co., Ltd., Hull, Que.

Paper, Wrapping
Walter Woods & Co., Hamilton.

Packing Rubber
Canadian Consolidated Rubber Co., Montreal.
Dunlop Tire & Rubber Co., Toronto.
Gutta Percha & Rubber Co., Ltd., Toronto.

Pails
D. Ackland & Sons, Winnipeg.
E. B. Eddy Co., Ltd., Hull, Que.

Pads for Horses
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto.

Patches
W. C. Wood Co., Minneapolis, Minn.

Pails
E. B. Eddy Co., Ltd., Hull, Que.
Thos. Davidson Mfg. Co., Ltd., Montreal
Soren Bros., Toronto.

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E. B. Eddy Co., Ltd., Hull, Que.

Pails, Wooden
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Paper, Wrapping
E. B. Eddy Co., Ltd., Hull, Que.

Pastes
Stuart & Foster, Toronto.

Paste, Dry
Stuart & Foster, Toronto.

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B. Greening Wire Co., Ltd., Hamilton.
Canada Wire & Iron Goods Co., Hamilton, Ont.

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Canadian General Eletric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man
Landers, Frary & Clark, New Britain, Conn.
Northern Electric Co., Ltd., Montreal.

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Cushman Motor Works, Ltd., Winnipeg.

Peelers, Vegetable
John Burns & Co., Montreal, Que.

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J. H. Still Mfg. Co., St. Thomas, Ont.

Pidgeon Nests
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The Ever Tight Piston Ring Co., St. Louis, Mo.

Piston Rod Packing
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

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Canadian Asbestos Co., Montreal, Que.

Pitch
Scythes & Co., Ltd., Toronto, Ont.

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Phosphor Tin and Copper
Canada Metal Co., Ltd., Toronto.

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Canadian Phonograph & Sapphire Disc Co. Winnipeg, Man.
Dominion Sewing Machine-Phonograph Co., Winnipeg

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A. C. Leslie & Co., Ltd., Montreal
Nova Scotia Steel Co., New Glasgow, N.S
Steel Co. of Canada, Ltd., Hamilton

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Parmenter & Bulloch, Gananoque

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Trimont Mfg. Co., Roxbury (Boston), Mass.

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The Rapid Tool & Machne Co., Ltd., Lachine, Que.
Wells Bros. Co., of Canada, Ltd., Galt

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Canada Metal Co., Toronto
Canadian Tube & Iron Co., Ltd., Montreal
Cavehill, Learmont & Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton
Thos. Davidson Mfg. Co., Ltd., Montreal.
Lewis Bros., Ltd., Montreal

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Pedlar People, Ltd., Oshawa
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg

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Canada Metal Co., Toronto
Hoyt Metal Co., Toronto
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Pipe, Stove
Collins Mfg. Co., Toronto
Soren Bros., Toronto

Pipe, Rain Water Conductor
Canada Metal Co., Toronto

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Otterville Mfg. Co., Otterville, Ont.

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The Bateman-Wilkinson Co., Ltd., Toronto, Ont.

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Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Pliers, Combination
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn
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Goodell-Pratt Co., Greenfield, Mass.

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Vlit Mfg. Co., Montreal, Que.

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Jas. Stewart Mfg. Co., Ltd., Woodstock

Stove Renovators
The Flexible Conduit Co., Ltd., Guelph, Ont.

Stoves, Vapor Oil
The Detroit Vapor Stove Co., Detroit, Mich.

Stoves, Fireless Cook
Louis McLain Co., Ltd., Winnipeg, Man.
Royal Fireless Cooker Co., Ottawa, Ont.

Stoves, Gas and Coal
The Gurney Foundry Co., Ltd., Toronto.
The Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.

Stoves, Gasoline
National Stamping & Electric Works, Chicago

Stove Lining
Geo. W. Reed, Montreal.

Stove Pipe
Collins Mfg. Co., Toronto
Thos. Davidson Mfg. Co., Ltd., Montreal.

Steel Bands
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man

Steel, Cold Rolled Band
J. E. Beauchamp & Co., Montreal, Que.
J. N. Warminton & Co., Montreal, Que.

Strapping, Box
The Acme Steel Goods Co., Ltd., Montreal.

Stretchers, Curtain
Otterville Mfg. Co., Otterville, Ont.

Stretchers, Wire
Banwell Hoxie Wire Fence Co., Ltd., Hamilton
Merchants Hardware Specialties, Ltd., Calgary
Otterville Mfg. Co., Otterville, Ont.

Steel, Reinforcing
Canadian Rolling Mills Co., Ltd., Montreal
Canadian Tube & Iron Co., Ltd., Montreal
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Steel, Strip
Dominion Sheet Metal Co., Ltd., Hamilton

Steel Lockers and Shelving
Dennis Wire & Iron Works, London, Ont.

Stencils and Ink
Hamilton Stamp & Stencil Co., Hamilton

Steamers and Boilers
Thos. Davidson Mfg Co., Ltd. Montreal

Steel, Mild, Sleigh Shoe, Tire
Canadian Rolling Mills Co., Ltd., Montreal
Canadian Tube & Iron Co., Ltd., Montreal
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man
Steel Co. of Canada, Hamilton

Steel Wagon Hardware
McKinnon Industries, Ltd., St. Catharines, Ont

STUCCO BOARD
Bishopric Wall Board Co., Ltd., Ottawa, Ont.

Sweat Pads
American Pad & Textile Co., Chatham

Burlington Windsor Blanket Co., Toronto.

Switches, Switchboards
Canadian General Electric Co., Ltd., Toronto
Great West Electric Co., Ltd., Winnipeg Ma.
Northern Electric Co., Montreal.

Tacks
Steel Co. of Canada, Ltd., Hamilton, Ont

Tanks, Cistern
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont
R. McDougall Co., Ltd., Galt, Ont.

Tanks, Galvanized Steel
Steel Trough & Machine Co., Ltd., Tweed, Ont.
Winnipeg Ceiling & Roofing Co., Winnipeg

Tanks, for Paint Oils, Oil, Gasoline, Kerosene, etc.
The S. F. Bowser Co. of Canada, Ltd., Inc., Toronto, Ont.

Tanks and Pumps, Lubricating Oil Storage
The S. F. Bowser Co. of Canada, Ltd., Inc., Toronto, Ont.

Taps
Butterfield & Co., Rock Island, Que.
Pratt & Whitney Co. of Canada, Ltd., Dundas
Wells Bros. Co. of Canada, Galt, Ont.

Tap Holders
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa

Tapping Attachments
Pratt & Whitney Co. of Canada, Ltd., Dundas
Wells Bros. of Canada, Galt

Tape, Rubber Friction
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Tapes, Measuring, Steel and Woven
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Tapes, Measuring
Caverhill, Learmont & Co., Montreal
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
L. S. Starrett Co., Athol, Mass.

Tapes, Pocket
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Tarpaulin
Scythes & Co., Ltd., Toronto, Ont.

Tea Pots and Urns, Tea Ball
Landers, Frary & Clark, New Britain, Conn.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Tents
Finnie & Murray, Ltd., Winnipeg.
Grant, Holden & Graham, Ltd., Ottawa, Ont.
Scythes & Co., Ltd., Toronto, Ont.
J. J. Turner & Sons, Ltd., Peterboro, Ont.

Terne Plates
A. C. Leslie & Co., Ltd., Montreal

Thimbles, Smoke Pipe
Can. Foundries & Forgings, Ltd., Brockville, Ont

Tiling, Walls and Floor
Barton Netting Co., Windsor

Tiling, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber Co., Ltd., Toronto

Tinsmiths' Machinery
Brown, Boggs Co., Hamilton, Ont.

Tinware
Soren Bros., Toronto, Ont.

Tin Plate
Joseph R. Martin & Co., Montreal, Que.
B. & S. H. Thompson & Co., Ltd., Montreal, Que

Tire Carriers, Automobile
Kinsinger Bruce & Co., Niagara Falls, Ont.
North American Hardware Co., Ltd., Montreal Q.

Tires and Tubes, Automobile and Motor Truck
Canadian Consolidated Rubber Co., Montreal.
Crown Cycle & Motor Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber, Ltd., Toronto.
Hyslop Bros., Toronto, Ont.
K. & S. Canadian Tire & Rubber Co., Ltd., Toronto, Ont.
North American Hardware Co., Ltd., Montreal
The F. E. Partridge Rubber Co., Ltd., Guelph.
The Sterns Tire & Tube Co. of Canada, Ltd., Toronto, Ont.
The Van Der Linde Rubber Co., Toronto.

Ties, Wall and Veneer
The Niagara Falls Metal Stamp'g Works, Niagara Falls, N.Y.

Tire Patch
Dunlop Tire and Rubber Goods Co., Ltd., Toronto
The Locktite Mfg. Co., Windsor, Ont.
W. C. Wood Co., Minneapolis, Minn.

Tires and Tubes,
Automobile, Aeroplane, Bicycle, Carriage, Motorcycle, and Motor Trucks
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Tire Accessories
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber, Ltd., Toronto.
W. C. Wood Co., Minneapolis, Minn.

Tire Repairs
W. C. Wood Co., Minneapolis, Minn.

Trucks
Canadian Pneumatic Tool Co., Ltd., Montreal
Kribs, Wm. A., Hespeler, Ont.

Truck Supplies
Canadian Pneumatic Tool Co., Ltd., Montreal

Toboggans
J. E. Beauchamp & Co., Montreal, Que.
Peterborough Canoe Co., Peterborough, Ont.
The Northland Ski Co., Ltd., St. Paul, Minn.

Toboggan Cushions and Accessories
The Northland Ski Co., St. Paul, Minn.

Toilet Paper
E. B. Eddy Co., Ltd., Hull, Que.

Tools
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
R. J. Coghlin Co., Ltd., Montreal, Que.
J. J. Turner & Sons, Ltd., Peterboro, Ont.
Jardine & Co., Ltd., A. B., Hespeler, Ont.
The Millers Falls Co., Millers Falls, Mass.
Northern Electric Co., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.
Pratt & Whitney, Dundas, Ont.
The Rapid Tool and Machine Co, Ltd., Montreal.
Smith & Heminway, Inc., Irvington, N.Y.
Ward & Payne, Sheffield, Eng.

Tools, Blacksmiths'
D. Ackland & Son, Winnipeg.
Jardine & Co., Ltd., A. B., Hespeler, Ont.

Tool Cabinets
Eagle Mfg. Co., Hamilton, Ont.

Tools, Garden
The Bateman-Wilkinson Co., Ltd., Toronto, Ont.
Coleman Fare Box Co., Toronto, Ont.
Eureka Planter Co., Woodstock
Ward & Payne, Sheffield, Eng.

Tools, Harvest
Beatty Bros., Ltd., Fergus, Ont
F. E. Myers & Bro., Ashland, O.

Tools, Hay
Louden Machinery Co., of Canada, Ltd., Guelph.

Tools, Logging and Lumbering
Canadian Warren Axe & Tool Co., St. Catharines.
Thos. Pink Co., Ltd., Pembroke, Ont.

Tool Holders
Williams & Co., J. H., Brooklyn, N.Y.

Toys
J. E. Beauchamp & Co., Montreal, Que.
The Belleville Hardware & Lock Mfg. Co., Belleville, Ont.
Coleman Fare Box Co., Toronto.
The Crown Mfg. Co., Hamilton, Ont.
Gendron Mfg. Co., Ltd., Toronto.

Tools, Machinists'
L. S. Starrett Co., Athol, Mass.
Goodell-Pratt Co., Greenfield, Mass.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.

Tools, Small
Pratt & Whitney Co. of Canada, Ltd., Dundas.

Towel Bars
Kinzinger Bruce & Co., Niagara Falls, Ont.

Transfer Decalcomania
Canada Decalomania Co., Ltd., Toronto.

Traps, Brass, Iron, Lead
Canada Metal Co., Toronto.

Traps, Game
The Niagara Falls Metal Stamp'g Works, Niagara Falls, N.Y.
Oneida Community, Ltd., Niagara Falls, Ont.

Troughs
Beatty Bros., Fergus, Ont.

Trammel Points
Stanley Rule & Level Co., New Britain, Conn.

Trowels
H. Disston & Sons, Toronto
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn
Ward & Payne, Sheffield, Eng.

Trucks, Warehouse
Canadian Pneumatic Tool Co., Ltd., Montreal.
Canada Foundries & Forgings, Brockville
Wm. Kribs, Hespeler, Ont.
John Watson Mfg. Co., Ltd., Winnipeg, Man

Try Squares
Henry Disston & Sons Co., Toronto
Stanley Rule & Level Co., New Britain, Conn.

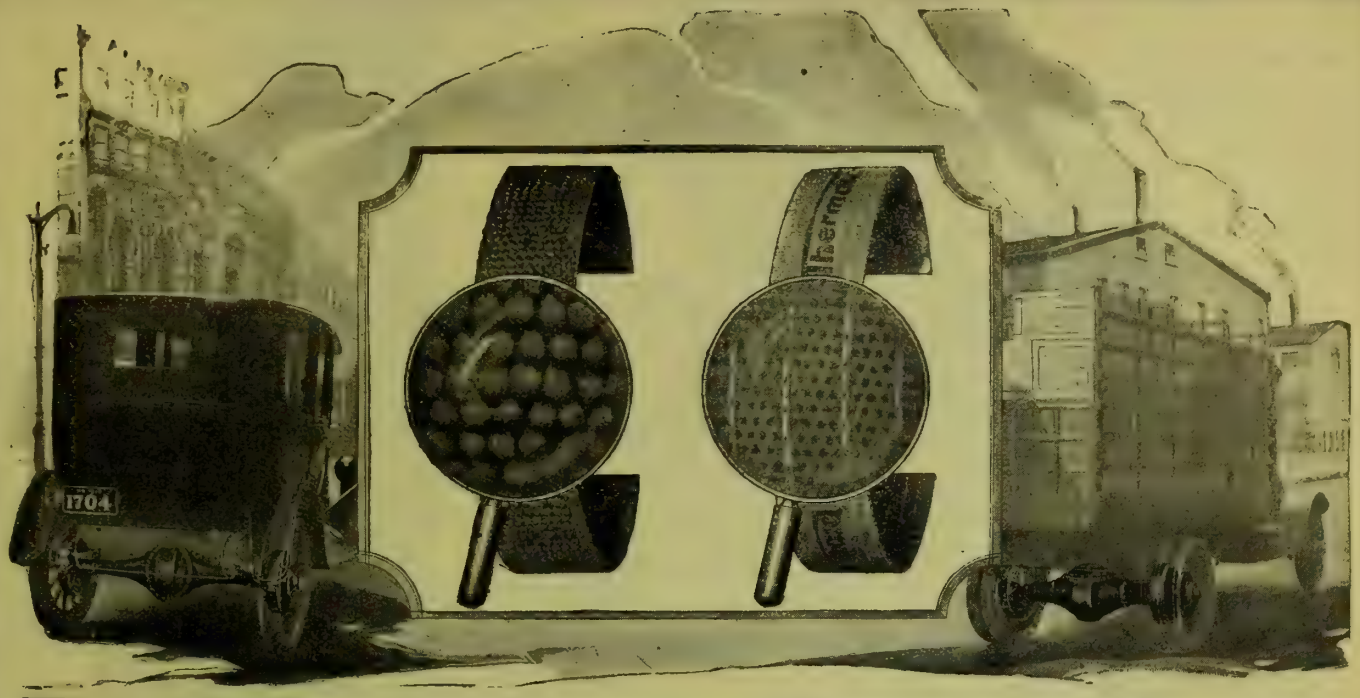
Truing Devices
Cleveland Stone Co., Cleveland, Ohio

Tube Rubber
K. and S. Canadian Tires, Ltd., Toronto, Ont.

Tungsten Lamps
Canadian Laco-Phillips Co., Toronto
Great West Electric Co., Ltd., Winnipeg, Man.
North American Hardware Co., Ltd., Montreal

Turning Tools
Ward & Payne, Sheffield, Eng.

Tube
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.



This difference means the safety of a car

Important facts that motorists should know about brake lining.

THE security that a brake lining gives depends on its gripping power. The gripping power depends on the texture. The closer, more compact the texture, the more uniform the gripping power. The looser the texture the more uneven and uncertain its gripping power. The photograph above shows the difference between the texture of Thermoid and ordinary woven lining.

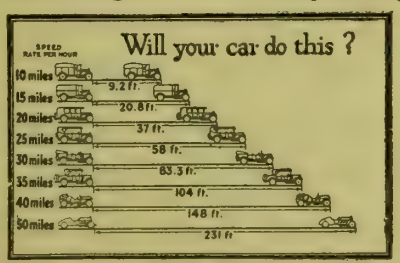
Thermoid has a close, compact texture. This gives Thermoid the ideal gripping power. Because of this close texture it wears down slowly and ***evenly,*** and retains the same uniform gripping power until worn to wafer thinness.

Ordinary woven brake lining is loosely woven. It has gripping power when new but wears down quickly and ***unevenly.*** This uneven surface causes ordinary lining to slip, very often just when it is most needed.

There is much the same difference between the wearing qualities of Thermoid and ordinary woven lining as there is between oak and pine, fine steel and coarse pig iron. In all of these cases the wear depends on the texture, the closer the texture the longer the wear.

Why Thermoid has such a close compact texture

In each square inch of Thermoid Brake Lining there is ***40% more material*** than in ordinary brake lining. This additional body gives a closer texture which is made tight and compact by ***hydraulic compression*** under 2000 lbs pressure. In addition to this, Thermoid is ***Grapnalized,*** an exclusive process in manufacture which enables it to resist moisture, oil and gasoline.



This chart shows the distances in which a car should stop, at any given speed, if the brakes are efficient.

National advertising

Our big advertising campaign is educating motorists to the difference between the compact texture of Thermoid and the loosely woven texture of ordinary brake lining. Take advantage of this campaign by stocking Thermoid, the brake lining that motorists want.

Every foot of Thermoid is backed by ***Our Guarantee: Thermoid will make good—or WE WILL.***

Thermoid Rubber Company

Factory and Main Offices:
Trenton, New Jersey

New York Chicago San Francisco Detroit
Los Angeles Philadelphia Pittsburgh
Boston London Turin Paris

Canadian Distributors:
The Canadian Fairbanks-Morse Co., Limited
Montreal







Makers of "Thermoid-Hardy Universal Joints" and "Thermoid Crolide Compound Tires."

THE BUYERS' GUIDE

Tubs, Butter (Covered)
E. B. Eddy Co., Ltd., Hull, Que.

Tub Stands, Folding
Otterville Mfg. Co., Otterville, Ont.

Tube, Rubber
K. & S. Canadian Tire and Rubber Co., Ltd., Toronto, Ont.

Tumbler Holders
Kinsanger, Bruce & Co., Niagara Falls, Ont.

Tubing, Brass
B. & S. H. Thompson & Co., Ltd., Montreal, Que.

Tubing, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
K. & S. Canadian Tire and Rubber Co., Ltd., Toronto, Ont.

Tubing, Steel
Standard Tube & Fence Co., Woodstock.

Turpentine
Brown Corporation, Portland, Maine.
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont.
Fred Smith, Toronto.
Stewart & Wood, Toronto.

Twines
Consumers' Cordage Co., Montreal.
Doon Twines, Ltd., Kitchener, Ont.
Scythes & Co., Ltd., Toronto.
Walter Woods & Co., Hamilton

Vacuum Cleaners and Sweepers
Bissell Carpet Sweeper Co. of Canada, Ltd., Niagara Falls, N.Y.
The Clements Mfg. Co., Ltd., Toronto.
The Daisy Vacuum Cleaner Co., London, Eng
The Hurley Machine Co., Ltd., Toronto.
McDonald & Willson, Ltd., Toronto, Ont.
Northern Electric Co., Ltd., Montreal, Que.

Valves, Air
The Penberthy Injector Co., Ltd., Windsor, Ont.

Valves, Brass
National Brass Co., London, Ont.
The Penberthy Injector Co., Ltd., Windsor, Ont.
United Brassfounders Ltd., Manchester, Eng.

Valves, Standard, Globe, Angle and Check
Canadian Fairbanks-Morse Co., Montreal.
Jenkins Bros., Montreal, Que.
The Penberthy Injector Co., Ltd., Windsor, Ont.
Jas. Morrison Brass Mfg. Co., Toronto.

Valves, Radiator and Air, Iron Body, Composition, Globe, Angle, Check
Canadian Fairbanks-Morse Co., Montreal.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Jenkins Bros., Ltd., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
United Brassfounders Ltd., Manchester, Eng.

Varnishes—Auto, Coach, House, Marine
Berry Brothers, Walkerville.
Boston Varnish Co., Everett Station, Boston.
Brandram-Henderson, Ltd., Montreal.
British America Paint Co., Ltd., Victoria, B.C.
Canada Paint Co., Montreal.
Dougall Varnish Co., Ltd., Montreal.
Glidden Varnish Co., Ltd., Toronto, Ont.
Wm. Harland & Sons, Toronto, Ont.
Imperial Varnish & Color Co., Ltd., Toronto.
International Varnish Co., Ltd., Montreal, Que.
McArthur Irwin, Montreal.
Martin-Senour Co., Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son, Montreal.
R. C. Jamieson & Co., Montreal.
Pratt & Lambert, Bridgeburg, Ont.
Sanderson Pearcy & Co., Toronto.
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.
Stewart & Wood, Toronto.
Ottawa Paint Works, Ottawa.
Wilkinson & Kompass, Hamilton.

Vehicles, Business
Canadian Pneumatic Tool Co., Ltd., Montreal, Q.

Veneer Seats
J. E. Beauchamp & Co., Montreal, Que.
Canadian Veneering Co., Acton Vale, Que.

Ventilators, Metallic
Winnipeg Ceiling & Roofing Co., Winnipeg.

Vermin Exterminator
The Common Sense Mfg. Co., Toronto.

Vises
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
Lewis Bros., Ltd., Montreal.
National Machinery & Supply Co., Hamilton.
North Bros. Mfg. Co., Philadelphia, Pa.
Plewes Ltd., Winnipeg, Man.
The Rock Island Mfg. Co., Rock Island, Ill.
The Rapid Tool and Machine Co., Ltd., Montreal.
Stanley Rule & Level Co., New Britain, Conn.
Stover Mfg. & Engine Co., Freeport, Ill.

Vises, Chain Pipe
Williams & Co., J. H., Brooklyn, N.Y.

Vulcanizers
Adamson Mfg. Co., Hamilton.
Northern Electric Co., Montreal.
The Presto Patch Co., Toronto, Ont.
C. A. Shaler Co., Waupun, Wis.

Wagon Hardware
Gregg Mfg. Co., Ltd., Winnipeg, Man.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Wagon Woodwork
West-Woods, Ltd., Winnipeg, Man.

Wallboard
Bishopric Wall Board Co., Ltd., Ottawa, Ont.

Wall Finish
British America Paint Co., Ltd., Victoria, B.C.

Walnut Seats
Canadian Veneering Co., Acton Vale, Que.
C. Kloepfer, Ltd., Toronto.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Stanley Works, New Britain, Conn.

Warmers, Foot
Chicago Flexible Shaft Co., Chicago, Ill.

Washers
Beauchamp & Co., J. E., Montreal, Que.
DesRochers, Ltd., Montreal, P.Q.
Steel Co. of Canada, Ltd., Hamilton.
Otterville Mfg. Co., Otterville, Ont.
The Union Iron & Metal Co., Ltd., Toronto.
Wilkinson & Kompass, Hamilton.

Washers, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Washing Machines, Electric, Hand and Power
Beatty Bros., Fergus, Ont.
J. H. Connor & Son, Ltd., Ottawa.
Dowswell, Lees & Co., Hamilton.
The Gurney Foundry Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
The Hurley Machine Co., Ltd., Toronto.
Kribs, Wm., Hespeler, Ont.
Geo. C. Kaitting & Son, Galt, Ont.
Maytag Co., Ltd., Winnipeg, Man.
Maxwells Ltd., St. Mary's, Ont.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
McDonald & Willson, Ltd., Toronto.
Nineteen Hundred Washer Co., Toronto, Ont.
The One Minute Washer Co., Toronto, Ont.

Waste, Cotton
Acme Waste Mfg. Co., Toronto.
E. Pullan Waste & Wipers Co., Toronto.
Scythes & Co., Ltd., Toronto.
Wilkinson & Kompass, Hamilton.

Wash Boards
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
E. B. Eddy Co., Ltd., Hull, Que.

Wash Tubs
E. B. Eddy Co., Ltd., Hull, Que.
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Watches
R. H. Ingersoll & Bro., Montreal, Que.

Watch Specialties
R. H. Ingersoll & Bro., Montreal, Que.

Waterproof Clothing
The Tower Canadian Ltd., Toronto, Ont.

Weather Stripping
Best Weatherstrip Co., Ltd., Hamilton, Ont.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
The Swan Mfg. Co., Winnipeg, Man.

Wedges
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canadian Warren Axe & Tool Co., St. Catharines, Ont.

Whitewash Outfits
Collins Mfg. Co., Toronto.
Spramotor Co., London, Ont.

Waterproof Goods
J. J. Turner & Sons, Ltd., Peterboro, Ont.

Weeders, Garden (hand)
J. E. Gelson Co., Port Washington, Wis.
C. S. Norcross & Sons, Bushnell, Ill.

Weights
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Wheelbarrows, Garden and Contractors
Erie Iron Works, Ltd., St. Thomas, Ont.
Bateman, Wilkinson Co., Ltd., Toronto, Ont.

Wheels, Well
J. E. Beauchamp & Co., Montreal, Que.
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Wheeled Goods
The Crown Mfg. Co., Hamilton, Ont.

Whips
J. E. Beauchamp & Co., Montreal, Que.

Whistles
The Penberthy Injector Co., Ltd., Windsor, Ont.

Wholesale Hardware
J. H. Ashdown Hardware Co., Ltd., Winnipeg.
Caverhill, Learmont & Co., Montreal.
J. E. Beauchamp & Co., Montreal, Que.
Frothingham & Workman, Montreal.
H. S. Howland Sons & Co., Toronto.
Lewis Bros., Ltd., Montreal.
Merrick Anderson Co., Winnipeg, Man.
Miller-Morse Co., Winnipeg, Man.
Morrison Blackwood Hardware Ltd., Moose Jaw, Sask.
Rice Lewis & Sons, Ltd., Toronto.
W. Walker & Sons Ltd., Toronto, Ont.
White's, Ltd., Collingwood, Ont.

Windshield Cleaner
The Outlook Co., Cleveland, Ohio.

White Lead
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
Carter White Lead Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
McArthur Irwin, Montreal.
Stewart & Wood, Toronto.

Window Guards, Wire
Canada Wire & Iron Goods Co., Hamilton, Ont.

Wipers
Scythes & Co., Ltd., Toronto, Ont.
E. Pullan Waste & Wipers Co., Toronto.

Wire
Canadian Tube & Iron Co., Ltd., Montreal.
Canada Wire & Iron Goods Co., Hamilton, Ont.
Caverhill, Learmont & Co., Montreal.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
B. Greening Wire Cloth Co., Ltd., Hamilton.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Lewis Bros., Ltd., Montreal.
Northern Electric Co., Montreal.
Northern Bolt Screw & Wire Co., Owen Sound.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Western Wire & Nail Co., London.

Wire, Annealed
The Graham Nail Works, Toronto.

Wire, Bright
The Graham Nail Works, Toronto.

Wire Cloth
Canada Wire & Iron Goods Co., Hamilton, Ont.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
B. Greening Wire Cloth Co., Ltd., Hamilton.

Wire, Coppered
The Graham Nail Works, Toronto.

Wire Cutters
Bridgeport Hardware Co., Bridgeport, Conn.
Northern Electric Co., Ltd., Montreal, Que.

Wire, Hay
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.

Wire Hoops
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.

Wire, Oiled and Annealed
The Graham Nail Works, Toronto.

Wire Mats
B. Greening Wire Cloth Co., Ltd., Hamilton.

Wire, Tinned
The Graham Nail Works, Toronto.

Wireworks of all kinds
Dennis Wire & Iron Works Co., Ltd., London, Ont.

Wire Wheels
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Wrapping Paper
E. B. Eddy Co., Ltd., Hull, Que.
Alex McArthur & Co., Montreal, Que.

Wrenches and Accessories
Barcalo Mfg. Co., Buffalo, N.Y.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Goodell-Pratt Co., Greenfield, Mass.
International Malleable Iron Co., Ltd., Guelph, Ont.
Keystone Mfg. Co., Buffalo, N.Y.
Trimont Mfg. Co., Roxbury, Mass.
Will B. Lane, Chicago, Ill
Plewes Ltd., Winnipeg, Man.
J. H. Williams Co., Brooklyn, N.Y.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Wrench Sets
Williams & Co., J. H., Brooklyn, N.Y.

Wrenches, Alligator
Bridgeport Hardware Co., Bridgeport, Conn.

Wrenches, Ratchet
L. S. Starrett Co., Athol, Mass.
Spielman Agencies, Montreal.

Wrought Nipples
Canadian Tube & Iron Co., Ltd., Montreal.

Wrought Couplings
Canadian Tube & Iron Co., Ltd., Montreal.

Wrought Washers
The Union Iron & Metal Co., Ltd., Toronto.

Wringers, Hand and Power
Beatty Bros., Fergus, Ont.
Caverhill, Learmont & Co., Montreal.
Connor & Son, Ltd., J. H., Ottawa, Ont.
Dowswell, Lees & Co., Hamilton.
Kribs, Wm. A., Hespeler, Ont.
Nineteen Hundred Washer Co., Inc., Toronto, Ont.
Lewis Bros., Ltd., Montreal.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
White Mop Wringer Co., Fultonville, N.Y.

Zinc, Bar
Canada Metal Co., Ltd., Toronto.

Zinc, Sheet
B. & S. H Thompson & Co., Ltd., Montreal, Que.



Patented in U.S.A.
50c - $1.00 - $1.50



Instead of Heat Vulcanizing

HEAT vulcanizing banished! Wood's Everloc, the original, self-vulcanizing Tire Patch is used instead. It is guaranteed to permanently repair punctures or blowouts to 17 inches in length. Just apply patch to injury. It's air-tight for good. Takes 3 minutes. No heat, tools, experience required.

50c - $1.00 - $1.50

Wood's Everloc Tire Patch is patented in the U.S.A.

W. C. WOOD COMPANY
74 WESTERN AVENUE Dept. E. MINNEAPOLIS, MINNESOTA
CANADIAN BRANCH: 204 PRINCESS ST., WINNIPEG, MAN.

Special Garage Size: 20" x 28"

WOOD'S EVERLOC TIRE PATCH



Little Giant 2 Stock Set

Motor Screw Plates

With all signs pointing toward a record-breaking season for passenger cars, trucks and tractors the prospects are bright for a brisk season for maintenance and repair tools.

Little Giant

Combination Screw Plates in both U.S. and S.A.E. standard threads contain a good range of tap and die sizes. They give the best possible service. They secure thereby for their owners maximum results at a minimum expense.



Little Giant Automobile Screw Plate

There is a screw plate for every need listed in our new No. 40 catalog. Make your selection in good season and be prepared for emergencies.



Automobile Set in Leather Roll.

Wells Brothers Company of Canada, Ltd.

Galt **Ontario**

Canadian Plant of the Greenfield Tap and Die Corporation



Every Sale Brings—Repeat Sale—Profits

Show any customer how it works—right in your store—and the sale is made.

Then he becomes a steady customer of yours—for Patch-&-Heat units to use with this vulcanizer.

Dealers sold more than a million Shaler 5-Minute Vulcanizers last year—and over 11,557,000 Patch-&-Heat Units. This is repeat business—repeat profits—that comes to you without effort.

Every motorist should carry a Shaler 5-Minute Vulcanizer in his car for emergency use.

On the road—in the garage—or anywhere, it repairs tube punctures, cuts, etc., in 5 minutes—makes the tube as good as new, without delay—without trouble or annoyance.

Uses the combination Patch-&-Heat Units which include—the rubber patch—and the solid chemical fuel that burns without flame or blaze.

Our Big Advertising Campaign Makes It Easy to Sell

Just as you are now reading this ad, so Motorists will read the dominant, attention-compelling Full Page Advertisements that will run throughout the entire spring and summer in Saturday Evening Post, Leslie's Weekly, Literary Digest, Colliers, Popular Mechanics, and other national magazines—all motorists' publications, and a large number of farm journals.

Get These Quick-Repeat Sales Profits—

Order from your jobber now or write for full description and discount sheet if you are not familiar with this popular accessory.

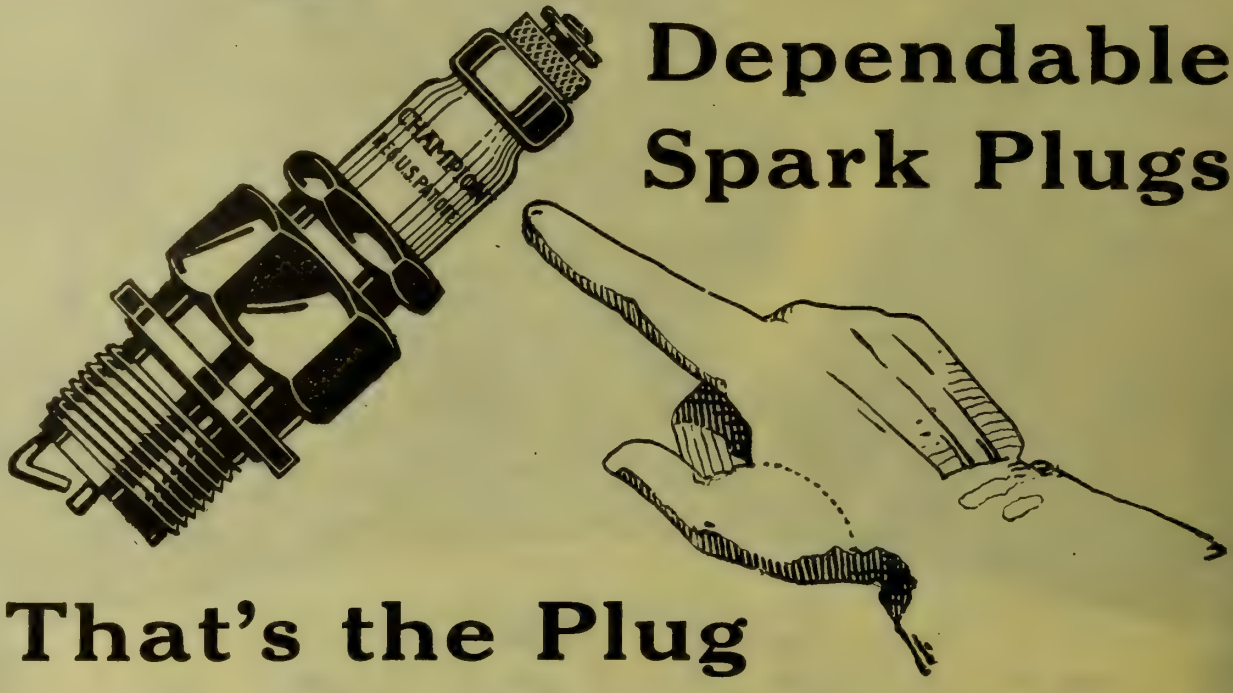
C. A. Shaler Company, 1505 Fourth St., Waupun, Wis. U.S.A.

Oldest and Largest Manufacturers of Vulcanizers in the World

SHALER

5 Minute Vulcanizer

Champion



Dependable Spark Plugs

That's the Plug

that is standard equipment on four out of every five gasoline motors and engines in use;—
that guarantees the highest motor efficiency;
with the 3450 insulator that resists shock, vibration and temperature changes far in excess of regular service requirements;—
with the patented compression-proof asbestos lined gaskets;
which offers you the greatest sales possibilities, because those who know its dependability demand it for replacements;—
which means satisfied customers because its efficiency assures a "plus service";—
that is guaranteed to give "Absolute Satisfaction to the user, or full repair or replacement will be made";—
that brings business to you, not only in the sale of spark plugs, but in other accessories, because the man who uses Champions knows that the dealer who sells them must carry other dependable lines.

Stock Champion Plugs and capitalize these facts and our big promotion campaign in building a bigger business and more profits.

Order now from your jobber.

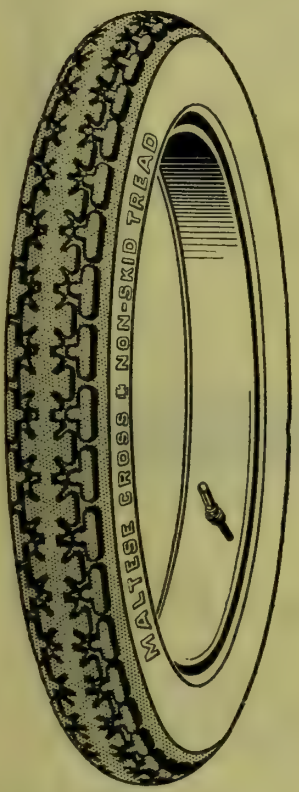
Champion Spark Plug Co. of Canada

LIMITED

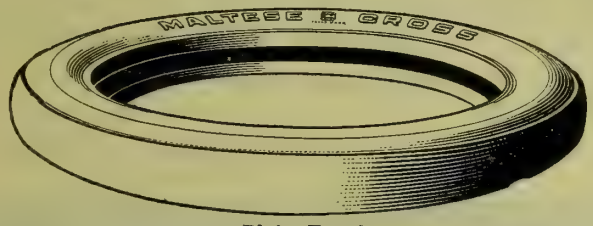
WINDSOR ∴ ONTARIO

All rubber goods bearing the Maltese Cross Trade Mark
Possess the Limit of Reliability.

MALTESE CROSS TIRES



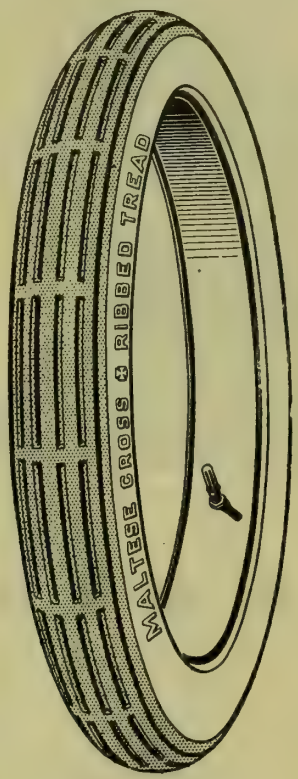
Non-Skid Tread



Plain Tread



Paragon Tread



Ribbed Tread

More Tire Customers—More Tire Profits

The supreme goodness of Maltese Cross Tires and the **extra service** motorists get out of them, are well known characteristics. Thousands of motorists are becoming enthusiastic over Maltese Cross Tires. Cash in on the growing demand for this reliable brand of tires. A good display of Maltese Cross Tires in your window will act as a magnet—it will draw trade.

Gutta Percha & Rubber, Limited

Head Offices and Factory, Toronto

Branches: Halifax Montreal Ottawa Toronto Fort William Winnipeg Regina Saskatoon Edmonton Calgary Lethbridge Vancouver Victoria



Quality Batteries at Reasonable Prices and Good Profits

The superior construction and quality of North Star Batteries will steadily pull sales and increase business for *you* by the repeat order route.

All good jobbers sell them.

CANADA DRY CELLS, LIMITED, WINNIPEG, CANADA

ANNOUNCING THE

H & R Self-Loading (Automatic) Pistol

Caliber .32 (765 M/M)



A hammerless pistol of the automatic type combining the desirable features of the various pistols now on the market and offering in the highest degree simplicity of construction, strength and reliability of mechanism, light weight and compactness.

A special circular describing this pistol, also a catalog of our complete line, will be mailed to any address on request.

LEADING HARDWARE AND SPORTING GOODS JOBBERS CAN SUPPLY.

HARRINGTON & RICHARDSON ARMS COMPANY

715 PARK AVENUE, WORCESTER, MASS., U.S.A.

ADAMSON

THE COMPLETE LINE OF

VULCANIZERS

Money Makers for the Dealer



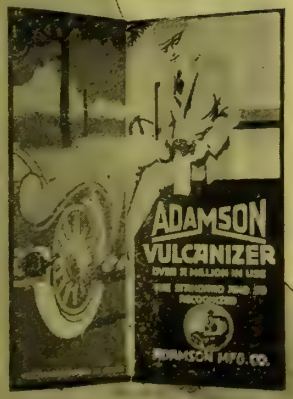
MODEL "E" $1.50
5-Minute Vulcanizer
Uses Adamson Dry Fuel or gasoline. Repairs tube punctures permanently in 5 minutes.



MODEL "T" $2.50
For ordinary repairs on inner tubes.



MODEL "U" $3.50
Repairs tubes and cases. Mends tread cuts and small blow-outs.



Write for Adamson store displays and dealer helps

DEALERS:

There's an Adamson for every kind of tube and casing repair that a motorist can make. You needn't miss a single sale when you stock the Adamson line.

The high price of tires and tubes and the nation-wide demand for Conservation will practically double the number of Adamson users—now over a million.

To show Adamsons is to sell them. Every motorist knows they are easiest to use, quick and sure in results, and make the strongest possible repair.

Adamsons cost least to buy and operate; any model will use common gasoline—always dependable and easy to get.

STOP THAT LEAK

Tread cuts and surface injuries admit moisture and sand into the fabric to rot and weaken it, causing blow-outs and short mileage.

—Sell Adamsons to repair such injuries in a few minutes time, while the tire remains on the wheel.

Practically every motorist wants an outfit to vulcanize his own tube punctures and blow-outs.—Sell him the dependable Adamson to make quick and lasting repairs—at home or on the road—without the use of cement.

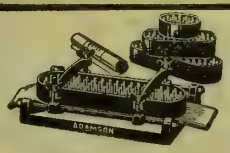
For quick sales and no dead stock carry Adamson Vulcanizers and Repair Gum.

Sold by all Jobbers

ADAMSON MANUFACTURING CO.
HAMILTON, CANADA

We also make, Adamson Brake Shoes, lined and unlined and Cut Outs for Ford Cars.

Money Savers for the Motorist



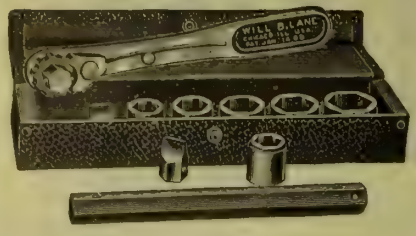
MODEL "S" $17.00
For private garages and repair shops. Mends cases and tubes.



ADAMSON REPAIR GUM
Essential for best results with any portable vulcanizer. Perfect adhesion without use of cement.



LANE'S HANDY AUTO RATCHET TOOLS



FORD SET

Contains—1 Handle, 7 inches in length; 2 Screw Driver Bits; 1 Extension Bar, 6 inches in length; 6 Sockets to fit all nuts and bolt heads on Ford cars, including the cylinder head. Put up in strong leatherette case. Weight, 22 ounces.



STANDARD SET

Contains—1 Handle, 7 inches in length; 2 Screw Driver Bits; 7 Sockets to fit all size nuts in U.S. Standard from ¼ inch bolt to ½ inch bolt; S.A.E. Standard from 5-16 inch bolt to 11-16 inch bolt. Cap screws from 5-16 inch bolt to ⅝ inch bolt. Put up in strong leatherette case. Weight, 18 ounces.

The **"Standard"** and **"Ford"** Sets of the Lane **"Unique"** Ratchet Wrench and the Lane **"Super-Unique" Ratchet** Wrench Set, together with the Lane **"Unique"** Off-Set Ratchet Screw Driver, present unusual selling opportunities for the dealer.

All Lane's Ratchet Tools are durable products. Machine-made, sockets turned from Grade "A" cold rolled steel, case hardened, Pawl and Ratchet Wheels milled, handdles drop-forged and case hardened.

Their ability to perform tasks, where other wrenches fail, make them easy to sell.

Your jobber has them.

Manufactured by

WILL B. LANE

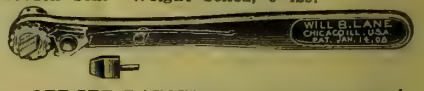
180 N. Dearborn St.

CHICAGO, ILL.



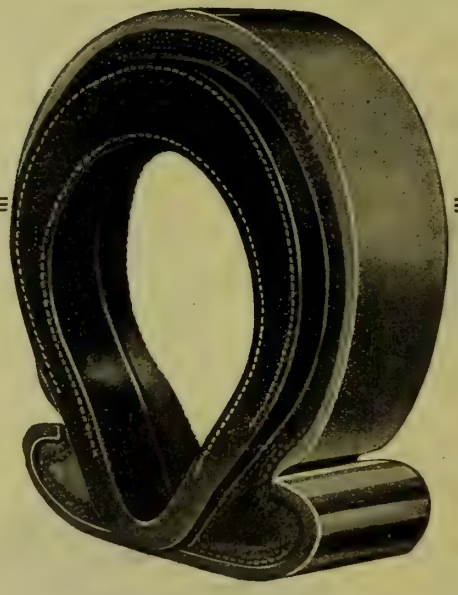
SUPER-UNIQUE SET

Contains—1 Drop Forged Handle, 9 inches in length; 1 Extension Bar, 8 inches in length with thimble attached; 15 Hexagon Sockets to fit all size nuts within 7-16 to 1¼ inches **broached opening.** The sockets fit all S.A.E. standards from ¼ to ⅞ inches. U.S. standards from 3-16 to ¾ inches (bolt). Cap screw sizes from ¼ to 1 inch. Put up in strong wooden box. Weight boxed, 6 lbs.



OFF-SET RATCHET SCREW DRIVER

Consists of—1 Six-inch Drop Forged Handle, polished and case-hardened; 2 Size accurately milled Screw Driver Bits made from the highest grade screw driver steel and oil tempered. Bits are interchangeable and can be removed and replaced in one second. This article is fully warranted. Weight, in paper box, five ounces.



STERNWEAR TUBES are actual money-savers. They last longer than other tubes and reduce blow-outs to a minimum. Actually the strongest and most serviceable part of a tire. Made in all standard sizes.

It's economy to buy them and profitable to sell them.

The Sterns Tire and Tube Company
of Canada Limited
944 Keele Street :-: Toronto, Ont.

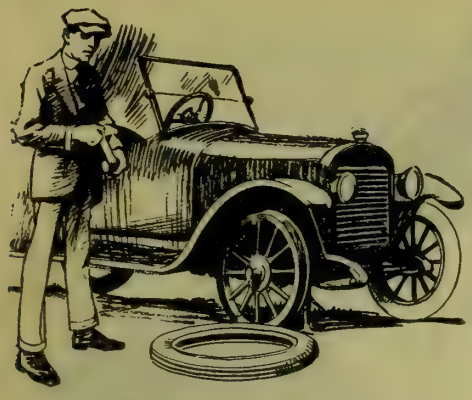
Insist on Getting A Tallman Two Cylinder Double Action Pump



Easy on Your Back

Saves Your Tires

Tallman Brass & Metal Limited
HAMILTON, ONT.



Every Auto Owner Needs The Locktite

Because it permanently seals a rip or hole in a tube absolutely tight—in a jiffy—with no waiting for the patch to set—

Because it is a complete tube repairing outfit—with cylinder and clamp for holding tube in place—emery-strong, canvas-back patching sheet—gasoline swab—tube buffer and cement—

That's why the Locktite Patcher is in great demand by all motorists.

And that's why Locktite offers you a money-making opportunity.

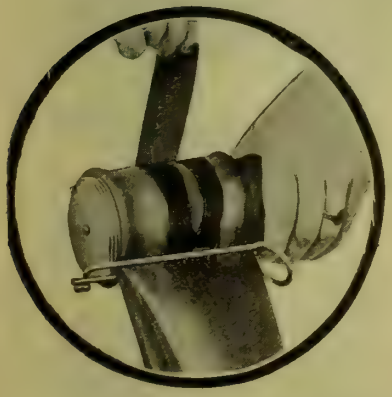
Requiring little shelf-room—selling over the counter like a spark-plug—requiring no service—the Locktite Patcher practically sells itself.

It is furnished in a special larger size for garages and repair shops.

Write for our dealer proposition to-day—this is the kind of article that makes quick and generous profits.

LOCKTITE PATCH CO., WINDSOR, ONT.

American Plant, Detroit, Mich.



How It Works

First place the tube around the container—as shown in the picture. Clean and roughen the surface around the hole with emery, apply cement. Then press on the patch firmly—and the tube is ready to go into the casing.

No waiting for the patch to set. The hotter the road, the tighter it holds.

LOCKTITE
AUTO-NEW-MATIC PATCHER

That's All That's Needed

THE Rie Nie Tube and Casing Patch, your two hands and a flat spot, and the repair is made. It is a permanent repair that never has to be touched again. It may also be used for effective repairs to casings.

Will mend anything made of rubber or rubberized fabric. See your dealer or mail the coupon below.

For Everything from a Pinhole to a Blowout



This for a Leak in the Radiator

Rie Nie Liquid Radiator Cement is a good, sensible, permanent repair that is easy to apply, sure in its effect and of benefit to the cooling system. Proved successful by thousands of car owners.

Permanently repairs all leaks in steam and hot water heating plants.

Auto Size (8-oz. can) each 75c.

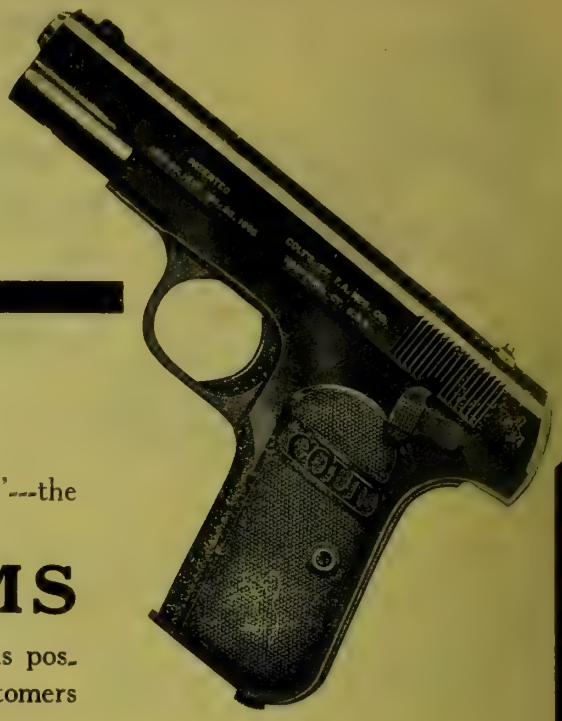
Special Size (for trucks, tractors and boilers) each, $3.00

Durkee-Atwood Co., Minneapolis, Minn., Cleveland, Ohio

Canadian Durkee-Atwood Co., Ltd., Toronto, Canand, Manufacturers of Rie Nie Products

Rie Nie Patches, Rubber or Fabric Back

Small Size $0.50 Large Size $1.00 Shop Size $3.00



You can now sell COLT Protection . .

The personal protection that Uncle Sam gave his "Boys"---the kind that is wanted in every *home.*

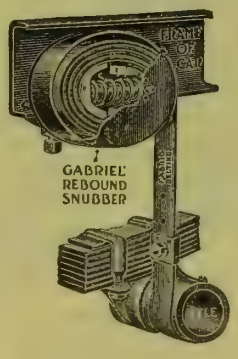
COLT'S FIREARMS

are now back in the home field and being released as fast as possible. Get in YOUR orders quickly so as to give your customers the *best*---COLT'S.

COLT'S PATENT FIRE ARMS MFG. CO.
HARTFORD, CONN., U. S. A. ,
or A. MacFarlane & Co., Coristine Bldg., Montreal

A REAL SNUBBER and A GOOD SELLER

REGULAR STYLE



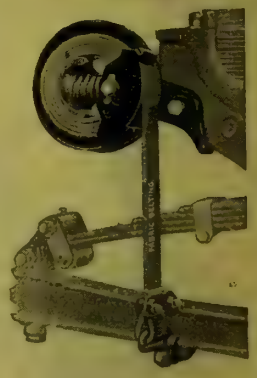
The Gabriel Snubber is not an experiment, but like most successful appliances is simple and reliable in action.

Used by the War Department after exhaustive tests. Easily attached.

Our 24-hour service will soon place these in your stock.

Use order form in back of our catalogue.

SPECIAL FOR FORDS



WALKER-VALLANCE LIMITED

HAMILTON :: CANADA

CLASCO

This Trade-Mark is a guarantee of Highest Quality and Workmanship

We specialize in, and our Plant is fully equipped to produce

STEEL and BRASS STAMPINGS of all kinds

Write us for quotations

CANADIAN LAMP & STAMPING CO., LIMITED

Makers of the celebrated CLASCO Lamps for Motor Cars

FORD CITY, ONTARIO

Pressed Steel and Brass Grease Cups
Oil Hole Covers and Oil Cups
Spring Shackle Bolts
Brass Pattern Makers Dowel Pins





"Oil Cup"



"Ratchet"





"D"





"M"

Catalogues and Prices Sent Upon Application

The CANADIAN WINKLEY CO., Ltd.
WINDSOR, ONT.

Plug Talk



$1.00 Retail

VERY little verbal argument is necessary to effect a sale in the case of

"SPHINX"

—England's Most Durable Plug

Interest is at once created in the attractive green metal box with the ingenious sealing band permitting the lid to be opened and the identification card to be perused. The sterling merits of the plug enclosed are vouched for by the Guarantee, unequivocal and without time limit, printed plainly on the box.

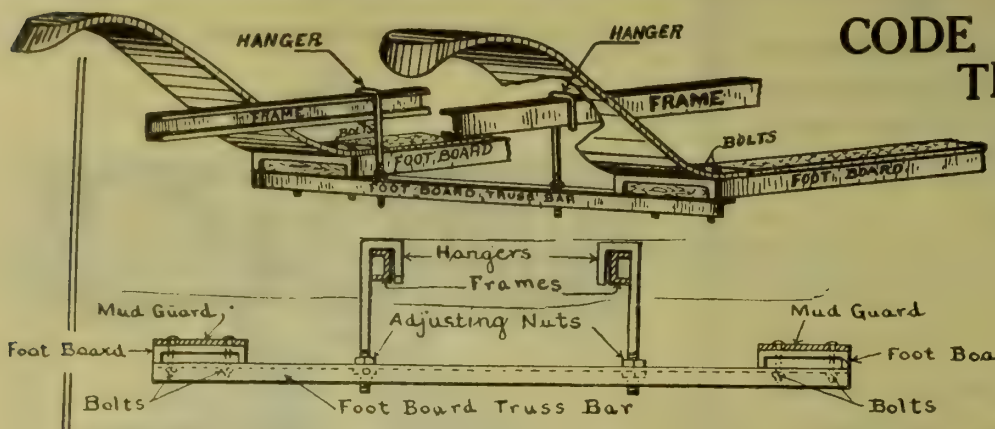
It is easy to sell Sphinx Plugs —and profitable. I shall be pleased to quote and to send you literature on request.

Sole Agent for Dominion: Wm. T. Evans, 1684 St. Urbain St., Montreal

Manufacturers: Sphinx Mfg. Co., Birmingham, England



Entirely British



CODE FOOT BOARD TRUSS BAR

for Ford Cars

Increases the life of the car. Can be attached by any one in a few minutes. Costs a trifle. Meets a popular demand. A quick seller with good profits.

At your Jobber's

The J. H. Hanson Co., Limited
MONTREAL, QUE.
The Western Specialty Co.,
WINNIPEG, MAN.

BICYCLE

WHOLESALE ONLY

SUPPLIES
FLASHLIGHTS

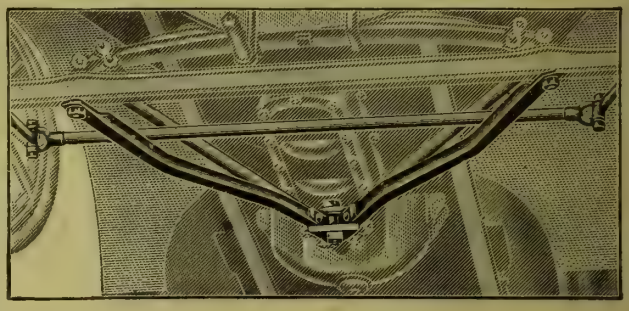
Mr. Dealer, if you are looking out for yourself and buying where you can make the most profit, GET IN TOUCH WITH US.

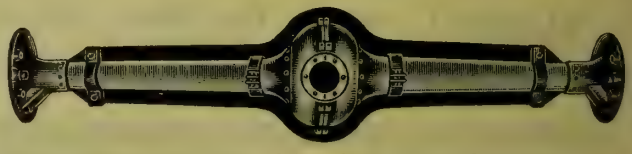
We Sell by Mail Only

Our prices positively defy competition. Our low overhead expenses, elimination of expensive salesmen enable us to sell goods of superior quality, at prices away below any of our competitors.

Write for Catalogue—FREE

CROWN CYCLE & MOTOR CO.
319 Craig St. West, MONTREAL
LARGEST WHOLESALE MAIL ORDER HOUSE IN CANADA





Big Opportunity To Sell To Owners of Small Cars

SUB-RADIUS ROD.—A boon to small car owners. Prevents rods from breaking or bending and eliminates chance of accidents. Stops vibration. Simple, dependable, durable.

Rear Axle Truss.—Prevents rear axle housing from sagging or being thrown out of line. No extra fittings, no holes to drill, all ready to easily adjust.

These accessories are money makers. Write direct or see your jobber.

LINE & KIMBALL CO.

Manufacturers of Auto Accessories

Moose Jaw **Saskatchewan**

MADE IN CANADA

BUFFALO OILS

These are a few of our most staple lines, so well and favorably known throughout Western Canada, and are sold only through reliable merchants.

Special Cylinder Oil for Steam Engines

Harness Oil. Neatsfoot Oil

A Gas Engine Oil (for gasoline engines).

Tractorlene Oil (for oil burning engines).

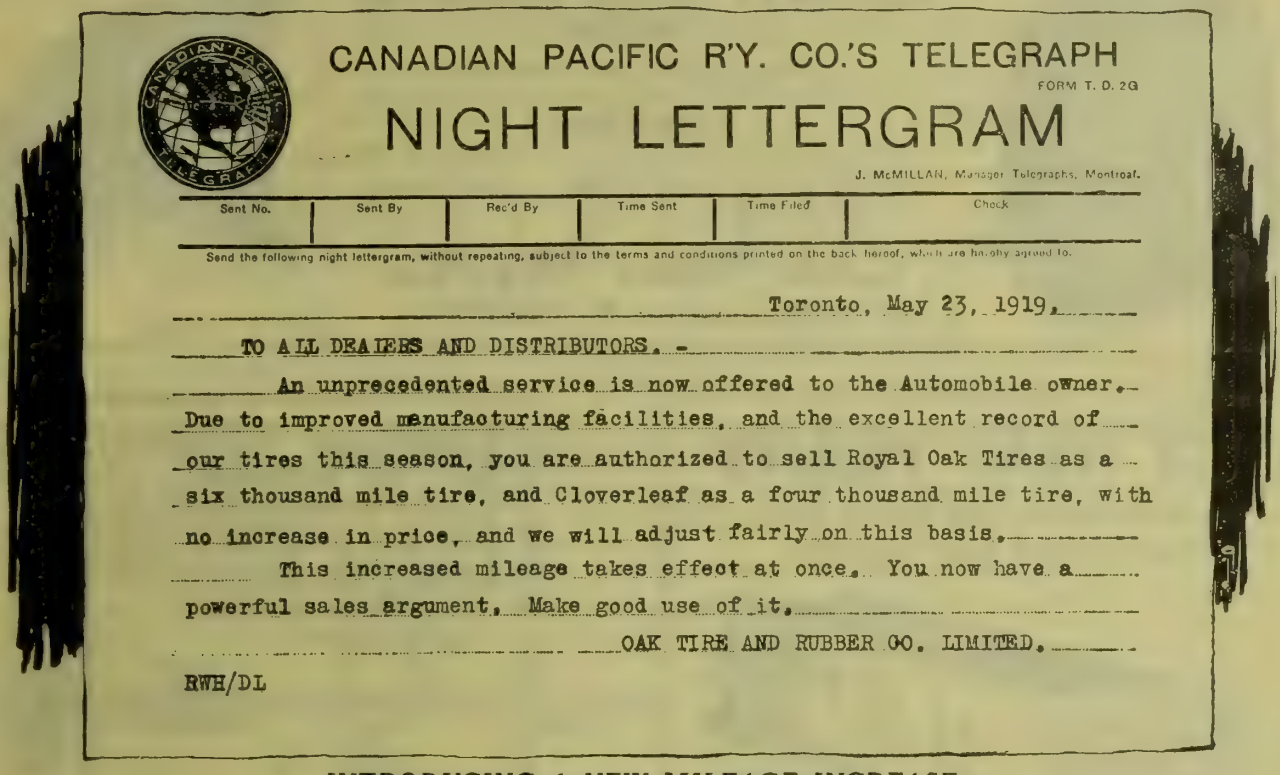
Ideal Thresher's Machine Oil (for general use).

Automobile Oil and Transmission Greases.



PRAIRIE CITY OIL COMPANY, LIMITED, WINNIPEG

ROYAL OAK TIRES



CANADIAN PACIFIC R'Y. CO.'S TELEGRAPH

FORM T. D. 2G

NIGHT LETTERGRAM

J. McMILLAN, Manager Telegraphs, Montreal.

Sent No.	Sent By	Rec'd By	Time Sent	Time Filed	Check

Send the following night lettergram, without repeating, subject to the terms and conditions printed on the back hereof, which are hereby agreed to.

Toronto, May 23, 1919.

TO ALL DEALERS AND DISTRIBUTORS. -

An unprecedented service is now offered to the Automobile owner. Due to improved manufacturing facilities, and the excellent record of our tires this season, you are authorized to sell Royal Oak Tires as a six thousand mile tire, and Cloverleaf as a four thousand mile tire, with no increase in price, and we will adjust fairly on this basis.

This increased mileage takes effect at once. You now have a powerful sales argument. Make good use of it.

OAK TIRE AND RUBBER CO. LIMITED.

RWH/DL

INTRODUCING A NEW MILEAGE INCREASE

The MacLean Business and Class Publications in Canada

TO SELL or buy from Canada such lines as machinery, hardware, food products, dry goods, books and stationery, paper, printing machinery and supplies and general merchandise of almost every description, raw or manufactured, use or consult the MacLean Business and Class Publications, as per list below. For special information, write the publishers. Concerning the quality of the MacLean publications let this copy of HARDWARE AND METAL which you hold in your hands speak for all. The MacLean list of 15 publications is as follows:—

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DRY GOODS REVIEW (Est. 1889)
MEN'S WEAR REVIEW (Est. 1898)
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THE POWER HOUSE (Est. 1907)
BOOKSELLER AND STATIONER (Est. 1884)
THE SANITARY ENGINEER (Est. 1907)
MARINE ENGINEERING of Can. (Est. 1910)
CANADIAN MOTOR, TRACTOR AND IMPLEMENT TRADE JOURNAL (Est. 1919)
CANADIAN FOUNDRYMAN (Est. 1909)
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THE FINANCIAL POST (Est. 1907)
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This fact may interest you: namely, the MacLean organization is the largest concern of its kind in the British Empire. The output of its mechanical department every working day is the equivalent of a 150-page publication of the size and type of this copy of HARDWARE AND METAL.

Our London Office, 88 Fleet Street, E.C.

Also at: NEW YORK, BOSTON, CHICAGO, MONTREAL, WINNIPEG

For over 20 years the MacLean Publishing Company has maintained a fully-staffed London office, and has rendered British and Continental manufacturers, shippers, and traders an invaluable service in many directions.

Specimen copies of the MacLean publications will be cheerfully forwarded to all asking for them. Address us at London or Toronto.

The MacLean Publishing Company, Limited

143-153 University Avenue **Toronto, Canada**



Manufacture of

Crown Mud Guards

OUR SPECIALTY

SEND SAMPLE OR SKETCH

REPAIRS

We guarantee you the best of satisfaction in repairing Mud Guards, Radiators, Windshields, Drip Pans, Lamps, etc.

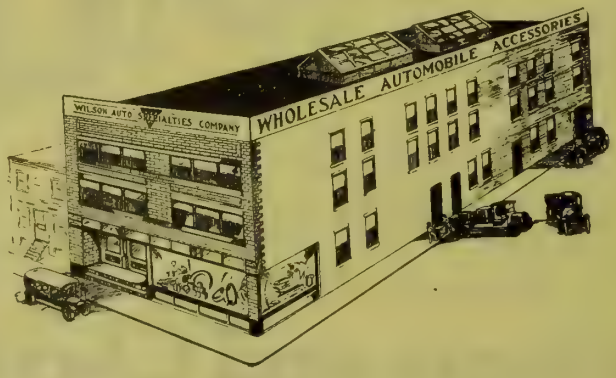
Guide Motor Mfg. Co.

62 Richmond St. E., TORONTO



OUR NEW PLANT

WILL ENABLE US TO SERVE YOU EVEN BETTER THAN BEFORE



We are now in our new warehouse—one of the largest automotive accessory plants in Canada—and with better facilities than before. We can assure you of a service second to none.

Wilson Auto Specialties Co.

HAMILTON - - CANADA

Cannon Oilers

Easy Seller Because—

It is exceptionally convenient, quick-acting and an oil saver. Just what meets a long-felt demand for an oil can in which oil is entirely controlled by the operator in whatever position the can may be held. Not a drop of oil need be wasted, as the flow of oil stops the instant the pressure on the plunger stops.
Ask any Threesherman, Mechanic or user.
A sure good sale and splendid profit.



THE "CANNON OILER"

FORCES THE OIL ANYWHERE

Name Copyrighted.
Original Patents Owned.
All Rights Reserved.

Order NOW of Your Jobber.

Manufactured only by

THE CANNON OILER COMPANY
Successor to R. E. Bloomer
Keithsburg, Illinois, U.S.A.



On market 5 years. Over 5,000,000 in use. Every set guaranteed. Popular thru service. Don't rebore cylinders. "NO-LEAK-O" makes good when others fail. Made different. Give results no other ring can. Write for booklet. Order from nearest Jobber, or write direct.

NO-LEAK-O PISTON RING CO., Baltimore, Md.

Refer to Department 4

Elgin Wrenches



Stand for Convenience and Service.

Excel in appearance, finish, durability. The convenient wrench for inconvenient places. Convenient to use, easy to carry, effective in results.

STAR MANUFACTURING CO.
Carpentersville, Ill., U.S.A.

Our Want Column Will Help You

NORTHLAND SKI

PRONOUNCED SHEE

BREAK THE WORLD'S RECORD AGAIN

The remarkable jump of **213 feet** made by Anders Haugen at Dillon, Colo., Mar. 9, 1919, on Northland Ski broke the former world's record by ten feet. **Write for catalog. Place your fall order now.**

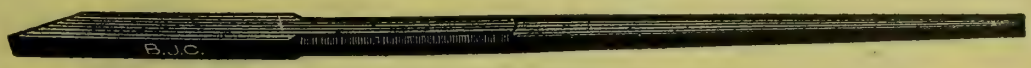
NORTHLAND SKI MFG. CO., ST. PAUL, MINN.

TARRED FELT

SPECIFY DOMINION BRAND

J. H. McCOMB, LIMITED Manufacturers of all kinds of Building Paper, Pitch and Coal Tar **MONTREAL**

CROWBARS



No. 102-A—CHISEL POINT

We offer you bars made of High Carbon Steel at the same price as you are buying the Mild Steel Bar elsewhere. Send us a trial order.

B. J. COGHLIN CO., LIMITED, Office and Factory: Ontario Street East, MONTREAL.



THE PROGRESSIVE MANUFACTURING CO.
Torrington, Conn., U.S.A.

FORSTNER BITS

bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTER. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability. Made for Brace-made Machines. Packed singly; packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Order through your jobber to-day.

North American Hardware Supply Limited

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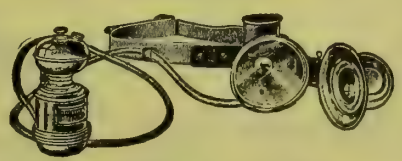
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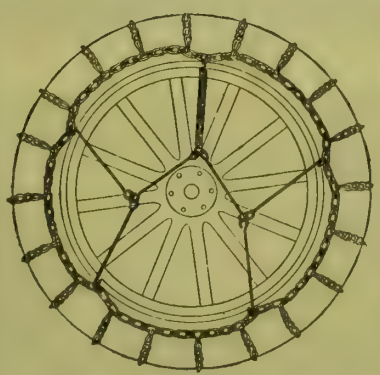
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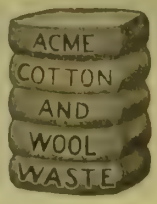
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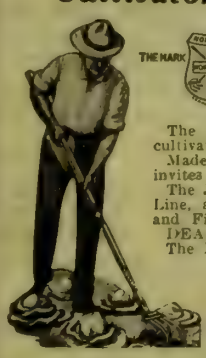
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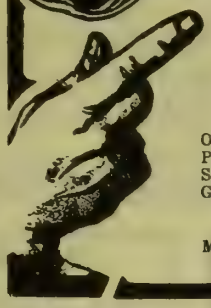
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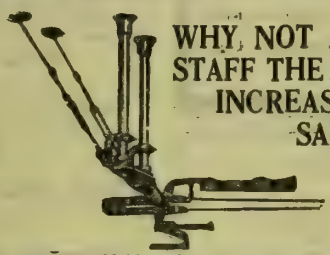
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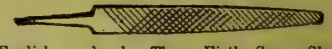
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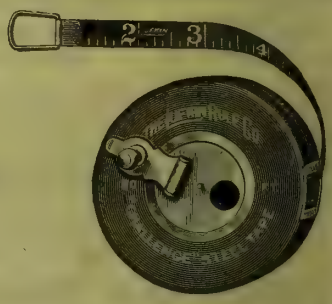
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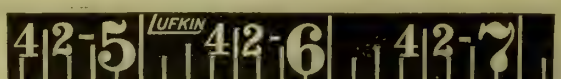
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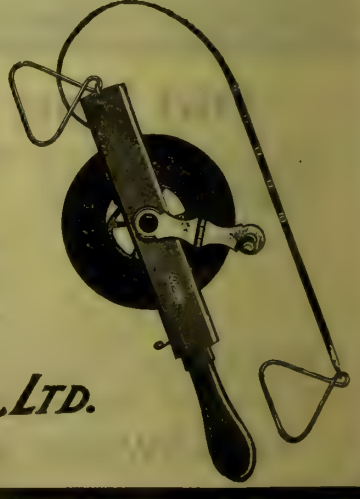


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Next is the "W & B" Automobile Wrench with all-steel malleable jaws, opening to 2 1/8 inches.

Then the "W & B" Adjustable "S" Wrench for tight corners and shut-up places, — handy, easily and quickly operated.

Next a face-to-face view of the Automobile Wrench, and after that a real "W & B" Machinist's Ball Pein Hammer and an honest-to-goodness Screw Driver that will twist anything that has a slotted head.

These are good goods, made in Canada and equally satisfying to dealer or user. Look for "W & B" in the diamond—the sure sign of long manufacturing experience, highest quality and fine service.

W&B

Trade Mark

The Whitman & Barnes Manufacturing Co.
Office and Factory: St. Catharines, Ont.
London Office: 139 Queen Victoria St., E. C.

Established 65 Years

Whitman & Barnes

TWIST DRILLS — REAMERS — WRENCHES — HAMMERS



PROFITS—HOW TO MAKE THEM BIGGER

Every merchant is in business for profit. His every business thought and act is directed toward bigger profits.

One merchant who has made a big success of his retail hardware business attributes this success to the fact that he plays up the "feature line."

"What do you mean by **feature line?**" he was asked.

"By feature lines, I mean those products in which I know the public have complete faith. There is, you know, one such product in every line. There is for instance, an outstanding gas range—I made it my business to get the agency for that range.

"There is a line of brushes that all Canada accepts as having highest quality—I play up that line in my windows and in my advertising.

"But above all, I have made it my business to be known as the man in my town who sells Quality Paint, for a hardware man is judged largely by the paint he handles.

"I have therefore linked up my store to the B-H line of Paints and Varnishes—and I play up the part that I'm the B-H Agent in my locality in every possible way."

Full particulars of our attractive agency proposition sent without any obligation on your part.

"Save the surface and you save all" Paint & Varnish

BRANDRAM-HENDERSON LIMITED

MONTREAL HALIFAX ST. JOHN TORONTO WINNIPEG
MEDICINE HAT CALGARY EDMONTON VANCOUVER

Trademark and Retail Salesmen's Number

HARDWARE AND METAL

Vol. XXXI
No. 25

PUBLISHED EVERY SATURDAY SINCE 1888

JUNE 21
1919

THE MACLEAN PUBLISHING COMPANY, LIMITED
PUBLICATION OFFICE: TORONTO, CANADA

MADE IN PREMIER CANADA

ROOF WITH METAL

MADE IN PREMIER CANADA

For Safety and Permanence

In all the leading farm papers there has recently appeared a series of advertisements featuring Galvanized Steel Roofing and Siding for farm buildings. Every dealer should join in this campaign for better, more durable material; one which insures absolute protection against fire and lightning.

Prices Are Lower Now!

Ask any of the following for prices on

Metal Shingles, Corrugated Sheets, Siding, Ventilators, Garages

The Pedlar People, Limited, Oshawa, Montreal, Ottawa, Winnipeg
The Metal Shingle & Siding Co., Limited, Preston, Montreal, Winnipeg, Calgary
The Galt Art Metal Company, Limited, Galt, Ont.
The Metallic Roofing Company, Limited, Toronto and Winnipeg
McFarland-Douglas Company, Limited, Ottawa

MADE IN PREMIER CANADA

Made Entirely From Canadian Material

MADE IN PREMIER CANADA

Dominion Sheet Metal Corporation, Ltd.

HAMILTON

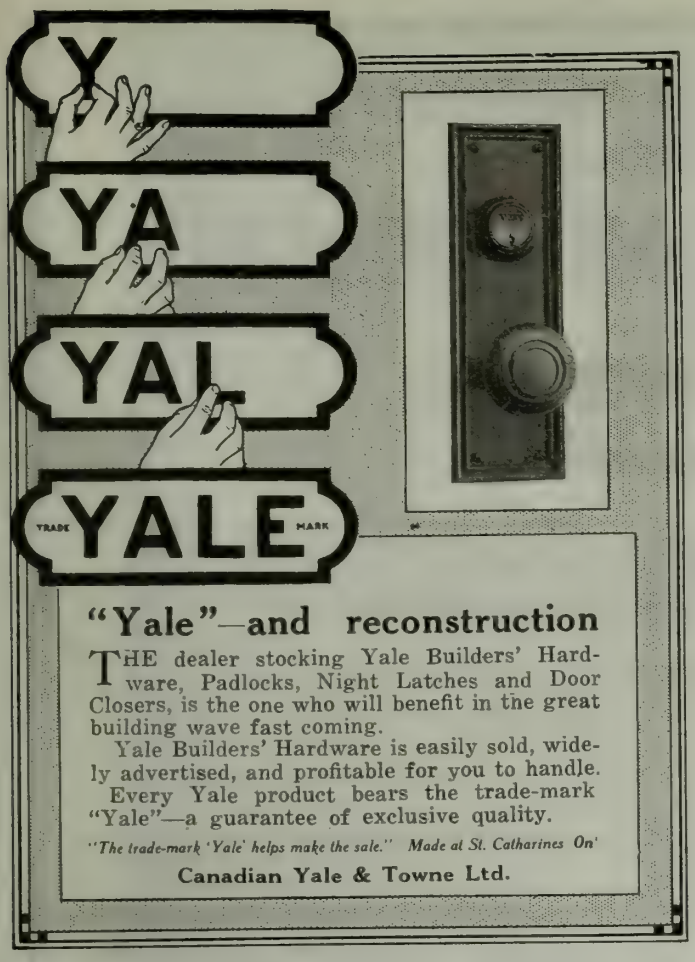
Westclox

Westclox is the short way of saying Western clocks. Handling Westclox is the short way to customer satisfaction.

Every Westclox alarm has the patented construction that made Big Ben famous as a timekeeper and an alarm. The word, Westclox, on the dial guarantees that.

Western Clock Co.—makers of Westclox
La Salle and Peru, Ill., U. S. A.

HARDWARE AND METAL, June 21st, 1919. Volume XXXI., No. 25. Published every Saturday at Toronto. Yearly subscription price, $3.00. Entered as second-class matter July 1st, 1912, at the Post Office at Buffalo, under Act of March 3rd, 1879. Entered as second-class matter at the Post Office Department, Ottawa.



"Yale"—and reconstruction

THE dealer stocking Yale Builders' Hardware, Padlocks, Night Latches and Door Closers, is the one who will benefit in the great building wave fast coming.

Yale Builders' Hardware is easily sold, widely advertised, and profitable for you to handle.

Every Yale product bears the trade-mark "Yale"—a guarantee of exclusive quality.

"The trade-mark 'Yale' helps make the sale." Made at St. Catharines On'

Canadian Yale & Towne Ltd.



DIES— **Dies designed for accurate threading and easily sharpened or adjusted for wear are numbered among—**

"P. & W. CO." SMALL TOOLS

also

Taps, Milling Cutters, Reamers, Punches, Drills and Miscellaneous Tools. You can't go wrong on a "P. & W. Co." Tool. They are made of High Grade Materials, by Expert Workmen and Absolutely Guaranteed.

PRATT & WHITNEY CO.
of Canada, Ltd.

Dundas, Ontario, Canada. Montreal, 723 Drummond Bldg. Vancouver, 609 Ban of Ottawa Bldg. Winnipeg, 1205 McArthur Bldg.

CLEVELAND GRINDSTONES

The CLEVELAND is a trade-marked grindstone. There is a great difference in grindstone quality, and this mark is your guarantee to the buyer that he has purchased a **genuine** Huron or Berea grindstone, which is the best quality of grindstones known to the manufacturing world and the standard for sharpening.

Do not be misled by the term "Berea Grit" into thinking you are getting BEREA STONE. Berea Grit is merely a geological name for stone of a certain age; it does not even refer to grinding qualities for agricultural and general uses which constitutes your grindstone market.

CLEVELAND TRADE MARK GRINDSTONES

We have the only Berea and Huron quarries. You can get this quality only through us. We can supply Cleveland Grindstones in power, hand or treadle.

There is profit for you in this Trade-mark.

THE CLEVELAND STONE CO., Union Bldg., CLEVELAND, OHIO

Bissett & Webb, Limited, Winnipeg, Man., Western Distributors

These Well Advertised Products Should Be in the Stock of

EVERY HARDWARE DEALER

The Trade Mark known

UNIVERSAL

in Every Home

Your Profits increase with your Turnover
Concentrate on Goods you can get and sell quickly

You will find in every home UNIVERSAL Appliances that are giving real satisfaction. It is easy to sell owners of these appliances other UNIVERSAL Home Needs.

Well-balanced, consistent national advertising is persistently and constantly reminding housewives of the UNIVERSAL Line.

Your jobber will be pleased to furnish you with full information or write direct to us.



UNIVERSAL BREAD MAKER
No. 4



UNIVERSAL FOOD CHOPPER
No. 0



UNIVERSAL PERCOLATOR
No. 474



UNIVERSAL TOASTER
No. E 946



UNIVERSAL VACUUM
BOTTLE No. 91



UNIVERSAL LUNCH KIT
No. 310



UNIVERSAL GRILL
No. E 984



UNIVERSAL URN
No. E 9166

Canadian Representatives:

A. MACFARLANE & COMPANY, LIMITED

MONTREAL QUEBEC

LANDERS · FRARY & CLARK

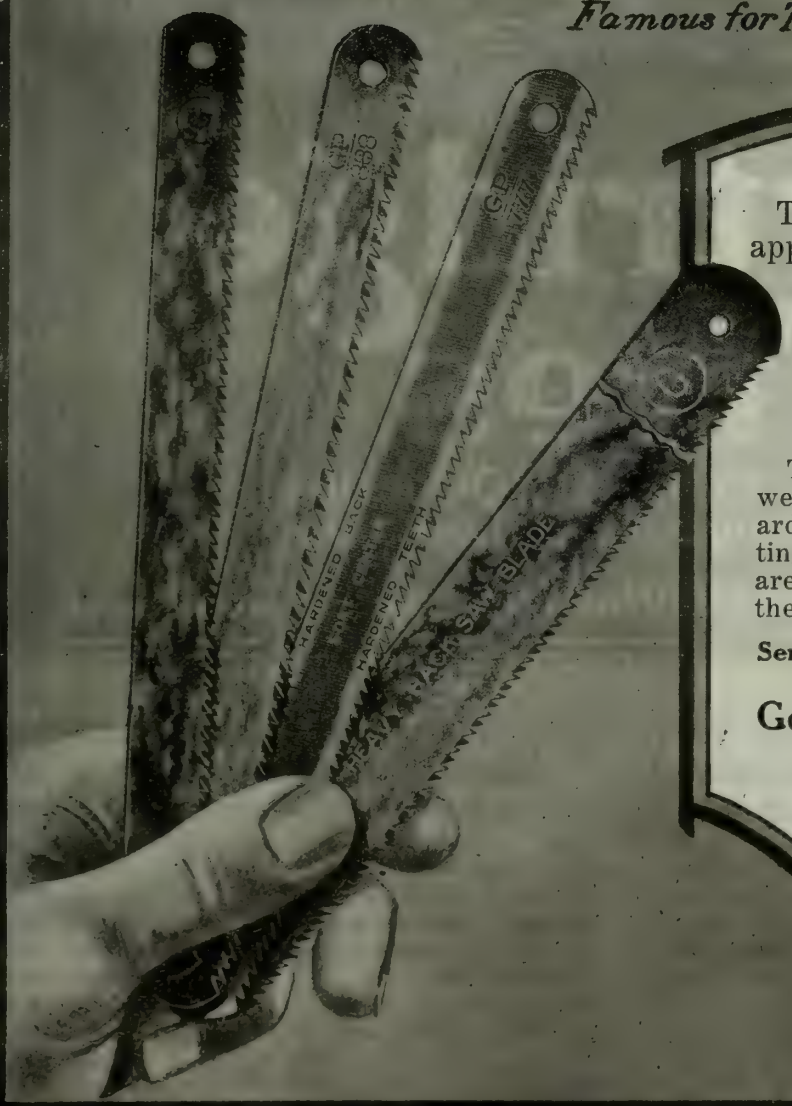
· NEW-BRITAIN CONNECTICUT ·

GOODELL-PRATT

1500 GOOD TOOLS

HACK SAWS

Famous for Temper and Cut



Those of your trade who appreciate the value of time will thank you for showing them the

GOODELL-PRATT HACK SAWS

Their use will cut costs as well as metals. Their standard of excellence, fast cutting qualities and endurance are known and recognized the world over.

Send for Tool Book No. 13.

Goodell-Pratt Company

Greenfield, Mass., U.S.A.

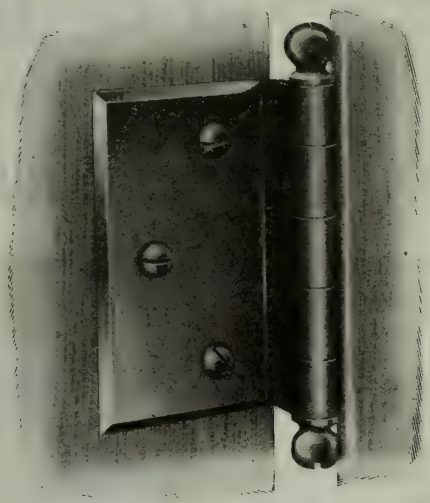
Makers of Mr. Punch



The advertisement shown above is No. 7 of a series that will appear during 1919 in newspapers and magazines from Coast to Coast. Hardware dealers can profit by this advertising by placing an order at once with any of the following distributors:

E. T. Black Tire Company - -	Vancouver, B.C.
Border City Auto Supply Co. - -	Windsor, Ont.
The Chapin Company - - -	Calgary, Alta.
The Canada Auto Devices Co. - -	London, Ont.
Edwin Chown & Son - - -	Kingston, Ont.
Cragg Bros. Co., Ltd. - - -	Halifax, N.S.
Hugh Carson Co., Ltd. - - -	Ottawa, Ont.
G. L. Griffith & Son - - -	Stratford, Ont.
Lamontagne, Ltd. - - - -	Montreal, Que.
The Marks-Clavett-Dobie Co., Ltd.,	Port Arthur, Ont.
Marshall-Wells Co., Ltd. - -	Winnipeg, Man.
Marshall-Wells Alberta Co., Ltd. -	Edmonton, Alta.
Ontario Auto Spring & Supply Co. -	Guelph, Ont.
Thomas Plimley - - - -	Victoria, B.C.
Summer Company - - - -	Moncton, N.B.
Samuel Trees & Co., Ltd. - - -	Toronto, Ont.
The United Automobile Tire Co., Ltd.,	St. John, N.B.
Wilson Auto Specialties Co. - -	Hamilton, Ont.

NATIONAL



No. 450 Ornamental Butt

New Features
Better Quality
Serviceable
Durable

This improved **National Product** is making sales for dealers everywhere. Combines unbeatable wear and appearance with up-to-date improvements over any other make.

Made of selected cold rolled steel, highly polished, double-plated, with beveled edges.

False tip is threaded and screws into Butt, also slotted for screw-driver, indicating which is the bottom of the Butt.

Our **No. 450 Ornamental Butt** readily appeals to carpenters and builders.

Write for your copy of the National Catalogue.

National Manufacturing Co.

Sterling, Illinois

ALL GARAGE DOORS SHOULD BE HUNG ON ROLLERS

No equipment ever produced offers the many attractive features or gives such universal satisfaction to the user as does the

HATCH GARAGE DOOR OUTFIT

Outfit includes:

3 Special Swivel Door Rollers
22 Feet of Track
3 Pairs Special Garage Door Hinges
3 Stay Rollers
2 Extra Heavy Door Handles
1 Safety Hasp
1 Hook and Eye



Makes doors weather-tight, sag-proof; prevents slamming, and does not get out of order.

The hinged door allows entrance without opening the other two.

Complete directions packed with every set.

The roller bearing swivel hangers hold the doors in place, take the bind off the hinges and roll the doors around the corner, on the inside of building to the side wall.

SWING IN NOW---WRITE OUR HANGER DEPT. TO-DAY.

CANADA STEEL GOODS COMPANY, LIMITED, Hamilton, Canada

DAVIDSON'S "PREMIER" AND "COLONIAL" ENAMELED WARES



The attractive appearance, together with the lasting and durable qualities of Davidson's Enamelware go far in making them the most profitable lines the dealer can place on his shelves.

Our complete line will meet any demand made upon you for this class of goods. Send for our attractive illustrated catalogue. It will better enable you to order your stocks for the spring trade.



The Thos. Davidson Mfg. Co., Ltd.

TORONTO MONTREAL WINNIPEG



PLYMOUTH ROPE

is like pure Gold--- one quality only

Many dealers are in the habit of specifying for 100% pure Manila Rope, thus thinking to obtain the best that is made.

As a matter of fact there are hundreds of marks and grades of Manila fiber covering a wide range in quality and in price. Therefore, pure Manila rope is not necessarily high-grade rope, even though it may be made from all-Manila fiber.

The term "Pure Manila" does not indicate any particular standard of rope quality, and the buyer's only safeguard is his dependence upon the reputation of the manufacturer.

PLYMOUTH ROPE

"The Rope You Can Trust"

is everywhere known as the highest quality obtainable — like pure gold—one quality only—always the same.

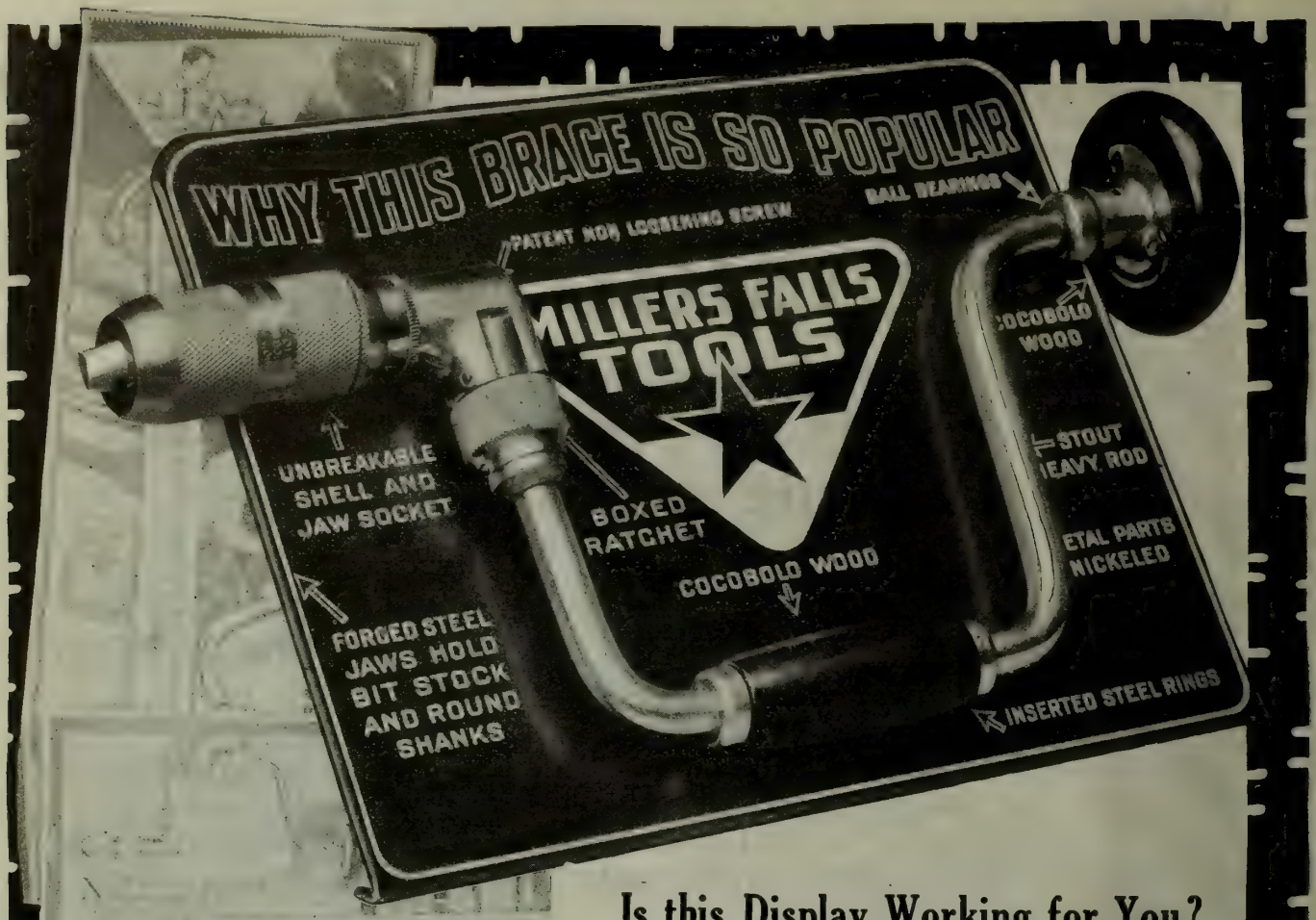
All Canadian Jobbers Handle Plymouth

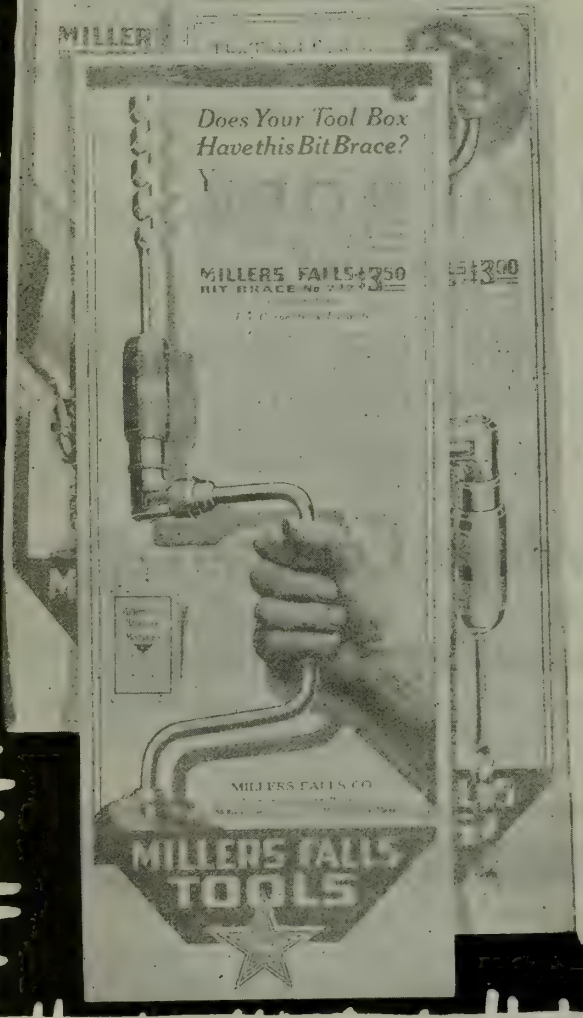
Plymouth Cordage Company

NORTH PLYMOUTH, MASS. WELLAND, CAN.

INDEPENDENT CORDAGE CO., LIMITED

TORONTO, CANADA CANADIAN SALES AGENTS





Is this Display Working for You?

Here's a display stand that will sell braces for you because it shows our nationally advertised brace to best advantage and gives your customers all its selling points at a glance.

This 732 Brace is a big seller because it will do far more than the ordinary brace and this fact is "getting across" big in our national advertising.

Has a patent chuck that will hold twist drills as well as regular auger bit shanks. Bores wood, plaster, cement and metal.

With this stand on your counter or in your window you connect your store with our national advertising in the "Saturday Evening Post" and other mediums. The stand helps you sell this leading tool which is half sold already when your customer sees the brace in your store.

Stand is furnished free with small order of No. 732 Braces. Write for pocket catalog and our special offer to the trade.

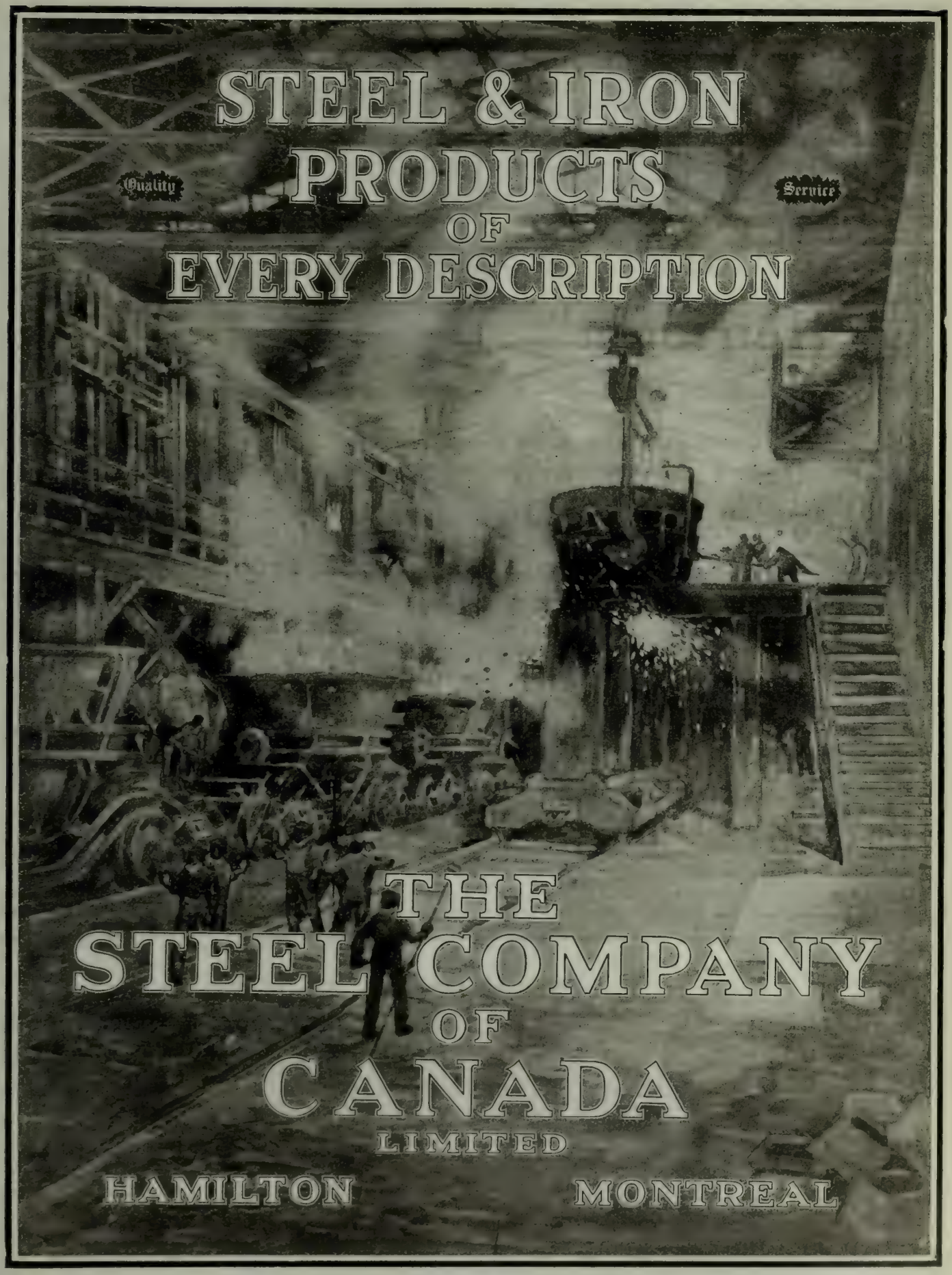
Our Handbook, "How to Sell Tools," helps you cash in on our national advertising in your tool department. It is full of money-making ideas and selling suggestions that you can use. Write for your copy to-day.

MILLERS FALLS CO.

"Toolmaker to the Master Mechanic"

100 River Street **Millers Falls, Mass.**

MILLERS FALLS TOOLS


STEEL & IRON
PRODUCTS
OF
EVERY DESCRIPTION
Quality
Service
THE
STEEL COMPANY
OF
CANADA
LIMITED
HAMILTON
MONTREAL

The Appeal of 'Heirloom'



When you realize the tremendous sales-appeal of the trademark 'Heirloom,' when linked with the name Canadian Wm. A. Rogers, Limited, you will appreciate the high-grade business it will bring. The suggestion of "quality that lasts" which the term 'Heirloom' conveys, is borne out by the exceptional beauty and worth of the Flatware and Hollowware sold under this mark.

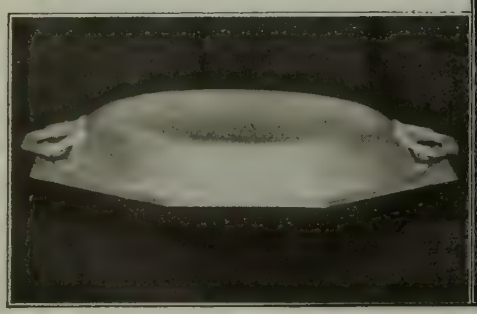
Be sure to see the 'Heirloom' line.

CANADIAN WM. A. ROGERS, LIMITED

570 King Street West - - - Toronto

Downtown Showrooms Kent Building Yonge and Richmond Sts.

For popular priced Flatware and Hollowware our "Rogers 1881" line is exceptional value.





These new pieces are among the Season's best sellers. The entree dish is nickel silver. The basket and bake dish are made of Britannia Metal.



WILT

PERFORMANCE COUNTS

You can't fool the mechanic when it's a question of cutting tools. He knows what to expect of a good tool. Sell him a **WILT** and thus make another satisfied customer.

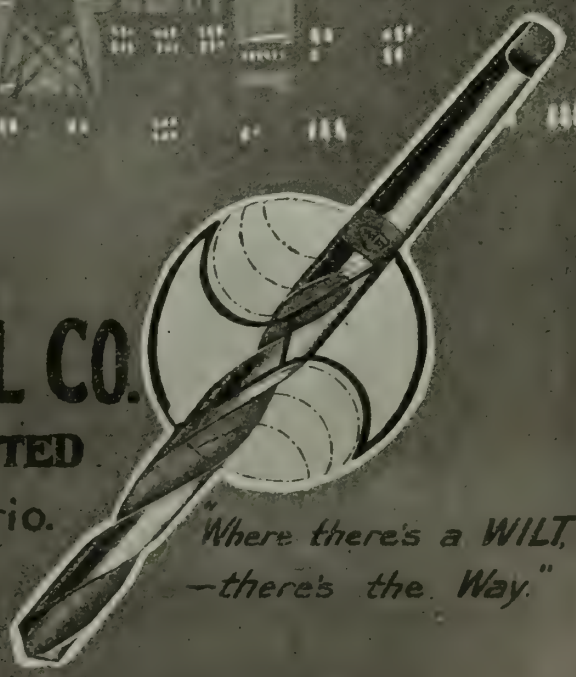
WILT High Speed and Carbon Twist Drills, Reamers, and Milling Cutters have a record of satisfactory performance equal to any throughout the world.

Our guarantee to **make good always**, our policy **of the best in materials** and **workmanship**, and our system of **minute** and **careful inspection** is reaping its reward in increased business for the hardware dealer.

You should be selling **WILT Products.** May we tell you why? Write us.

HIGH SPEED AND CARBON TWIST DRILLS



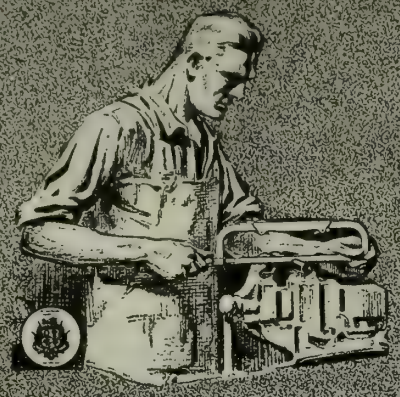


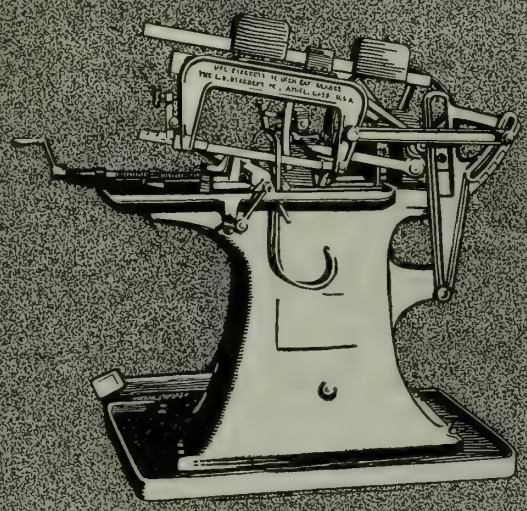
WILT TWIST DRILL CO.
OF CANADA, LIMITED

Walkerville. Ontario.

London Office: Wilt Twist Drill Agency, Moorgate Hall, Finsbury Pavement, London, E.C.2, Eng.

"Where there's a WILT, —there's the Way."





Starrett Hack Saws

Not merely **a** hack saw, but **the** hack saw that lowers the cutting cost.

Whether it's pipe, structural steel or cast iron, hand saw or power machine, Starrett blades cut quicker and last longer.

Lowest cutting costs are easiest to get when the Starrett Hack Saw Chart is followed.

A copy of the chart and catalog No. 213 will be sent free upon request.

The L. S. STARRETT Co.

The World's Greatest Toolmakers

Manufacturers of Hack Saws unexcelled.

ALTHOL, MASS.

42-944

Starrett Hack Saw Chart

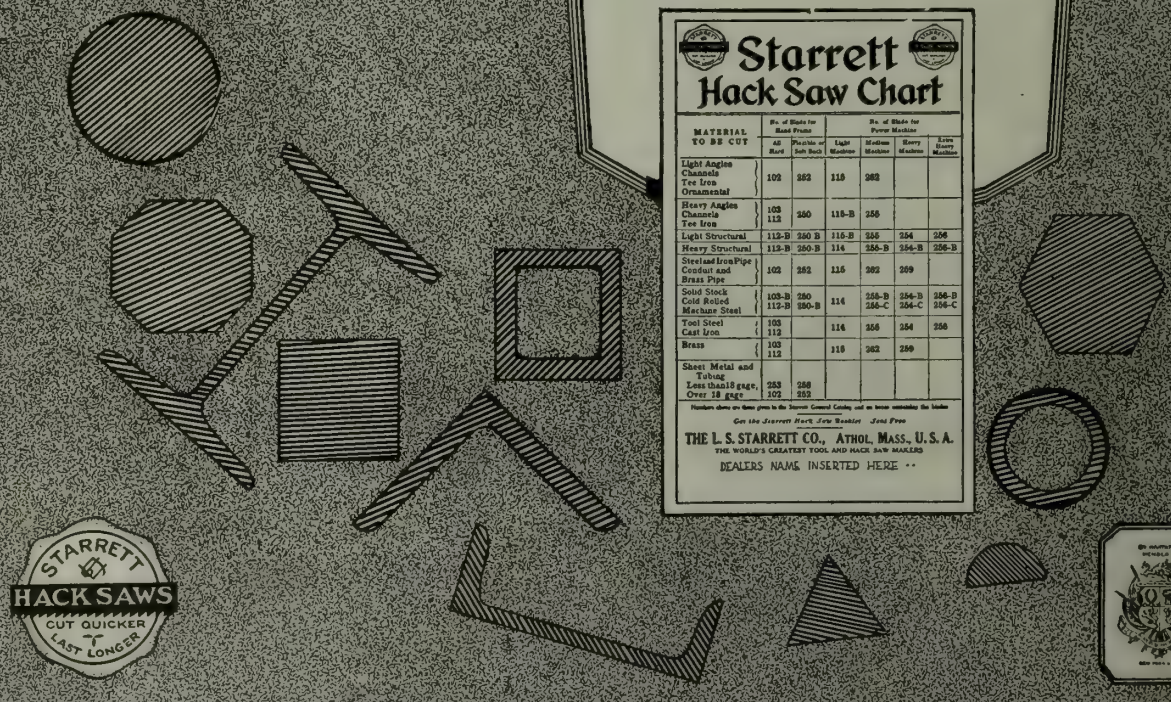
MATERIAL TO BE CUT	No. of Blade for Hand Frame		No. of Blade for Power Machine			
	All Hard	Flexible or Soft Back	Light Machine	Medium Machine	Heavy Machine	Extra Heavy Machine
Light Angles, Channels, Tee Iron, Ornamental	102	282	115	282		
Heavy Angles, Channels, Tee Iron	103, 112	280	115-B	255		
Light Structural	112-B	280 B	115-B	255	254	256
Heavy Structural	112-B	280-B	114	255-B	254-B	256-B
Steel and Iron Pipe, Conduit and Brass Pipe	102	282	115	282	269	
Solid Stock Cold Rolled Machine Steel	103-B, 112-B	280, 280-B	114	255-B, 255-C	254-B, 254-C	256-B, 256-C
Tool Steel, Cast Iron	103, 112		114	255	254	256
Brass	103, 112		115	282	269	
Sheet Metal and Tubing, Less than 18 gage, Over 18 gage	253, 102	286, 282				

Numbers shown are those given in the Starrett General Catalog and are herein commanding the blades

Get the Starrett Hack Saw Booklet Sent Free

THE L. S. STARRETT CO., ATHOL, MASS., U. S. A.
THE WORLD'S GREATEST TOOL AND HACK SAW MAKERS

DEALERS NAME INSERTED HERE



STARRETT HACK SAWS CUT QUICKER LAST LONGER

What's In A Name?



In this Name—our Trade Mark—there is the desire and ability to make it stand for what is BEST in

Enameled Ware—Japanned Ware—Pieced Tin Ware—Stamped Tin Ware—Sheet Iron Ware—Hot Galvanized Ware—Nickel Plated Ware—Hot Blast Oil Stoves—Beacon Lanterns, Etc.

Shipments Made Promptly

THE SHEET METAL PRODUCTS CO. OF CANADA LIMITED

MONTREAL TORONTO WINNIPEG



"Perky" Teapot



"Globe" Teapot



"Regular" Teakettle

WARE MFG. CO. LTD.
OAKVILLE
PURE ALUMINIUM WARE

—there's nothing in a name— unless—

THERE are two classes of manufacturer who are short-sighted to say the least.

The first is the man who puts his brand on an article which comes below the recognized standard of quality.

The second is the man who makes a dependable article without branding it.

There's nothing in the name unless that name stands for certain qualities in the goods.

"Oakville" on aluminium ware is an absolute guarantee of superior quality in material and workmanship.

"Oakville" on aluminium ware is the guide to

DIGNITY—BEAUTY—SERVICE

in kitchen and table ware—the "ware that will outwear any ware."
Ask for Catalog and Price List.
Sold through leading wholesalers.

The Aluminium Ware Manufacturing Co., Limited

OAKVILLE, ONT.

Richardson and Bureau, Montreal, Eastern Selling Agents

CANADA
FOUNDRIES & FORGINGS
LIMITED

Diamond "G"



Partial View of The Home of
Diamond "G" Products

Established 1854

JAMES SMART PLANT

BROCKVILLE, CANADA

REFLEX SPARK PLUGS

THEY KEEP THE CAR ON THE GO

They are dependable. Built up to a standard of quality that has made them standard equipment on many of the higher grade automobiles and motor trucks.

A large majority of motor car owners want better plugs than are usually furnished with their cars. 15,000 Reflex dealers cash in on this demand—get the big end of the spark plug business in their communities—make the big profits that ONLY can be made with Reflex Line. They don't miss a sale, because there is a Reflex for every make of passenger car or truck.

If you aren't selling Reflex Spark Plugs now, write us to-day for a proposition that is better than any you have ever been offered before. Let us give you prices and full information on the big advertising campaign we are just starting. Let us send you copy of guarantee that says every Reflex user must get at least a year's satisfactory service or money back. Don't pass up this opportunity. Get details of the Reflex Proposition.

Drop us a line TO-DAY.

We are offering an attractive price on Connecting Rods for Ford Cars.





Distributors
For Eastern Canada

Royal Canadian Specialties

(Hamilton Whip Company)

Hamilton - Canada

BARCALO

"S" Wrench



Profit

Not in **dollars** and **cents** only does the far-sighted Dealer figure his **profit.** In many other ways must a line of goods measure up to his requirements before they go upon his shelves.

The **Barcalo "S" Wrench**, taken from every angle, is the most profitable wrench any **hardware dealer can handle.** It proves its worth where others fail. Its extraordinary strength, its ability to perform tasks, impossible to other wrenches, its lasting qualities and its simple construction makes it an easy wrench for you to sell and an ideal one for the mechanic, machinist and garageman to use.

Our guarantee—of replacing without question, free of charge, any unsatisfactory wrench is proof of the confidence we place in the Barcalo "S" Wrench and your assurance of satisfied customers.

Made in 6, 8, 10, 12 and 14 in. sizes.

May we explain the splendid profits to be made selling this line?

Write for catalogue and prices—now.

Barcalo Manufacturing Company
Buffalo, New York

WINNIPEG—D. PHILIP
138 Portage Ave., East


End View of Track for 1914

INCOMPARABLE DOOR HANGER EFFICIENCY

MR. DEALER—IF YOU KNEW the superior points of **"ALLITH"** Door Hangers you would be making your customers your friends by continually displaying, talking and selling the "ALLITH" Line.


No. 1914

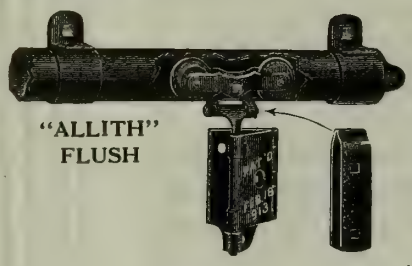
Here Are a Few of Our Pointers

Note the round groove in our Tubular Track which allows less friction and easier running bed. The wheels have perfectly rounded milled running face and do not allow side scraping, which sometimes happens with other shape tubular tracks.
When ordering demand "ALLITH" Round Groove Tubular Track.

"ALLITH" 1914 TUBULAR HANGER

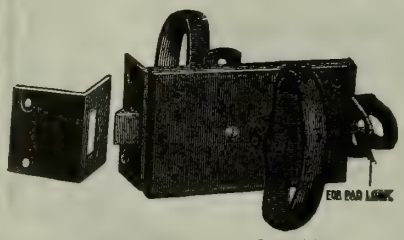
for Garages, Warehouses, Barns and Freight Sheds

Here is the real hanger to supply the building trade in your district with; a hanger that makes a satisfied customer. Order your stock of these hangers today and be prepared to supply all those factories, warehouses, garages and barns which are being built in your town. Have them in stock and don't lose the sale by not having stock on hand.


"ALLITH" FLUSH

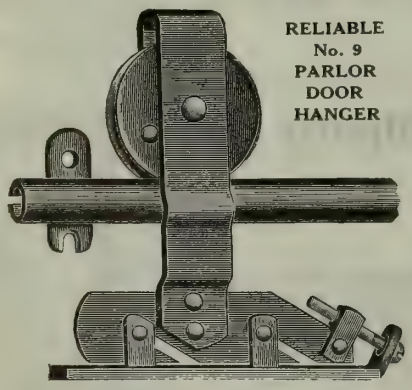
"ALLITH" FLUSH HANGER

The only **REAL** Hinged Flush Door Hanger on the market which allows a sliding door to fit into the opening as tight as if it were stationary. The only real weather-proof Door Hanger which is known as the factory man's friend. Supply this hanger to your builders.


"ALLITH" No. 50 LATCH

"ALLITH" No. 50 LATCH

The Latch for Garages, Barn Door and Warehouses, made of steel case, malleable handles and bolt with padlock attachment adjustable for any size door.
Every dealer should have a stock of these on hand. This is a line that sells every farmer or builder on sight. Put a sample on your counter and try it.


RELIABLE No. 9 PARLOR DOOR HANGER

RELIABLE No. 9 PARLOR DOOR HANGER

Reliable in name and reliable in nature. "ALWAYS RELIABLE." The building trade has commenced. See that your stock is complete on reliable Barn and Parlor Door Hangers. Consult us about your door hanger troubles.

DOOR HANGER VICTORIES

Are won by courage, energy and confidence. Keep going; keep busy; keep working, and work together selling "ALLITH" Door Hangers and Specialties.

Manufactured only by

ALLITH MANUFACTURING COMPANY, Limited

HAMILTON, ONTARIO

"The SALESMAN'S JOY"

IS JUST ANOTHER NAME FOR

KRIBS WASHING MACHINES

It's a "Grand and Glorious Feeling!" to know that you have the real quality and workmanship behind the goods you show your customers!



To-day hundreds of salesmen find true pleasure in selling KRIBS MACHINES. They have the unreserved gratitude of scores of pleased users. Reports come to hand right along of one machine selling many others in the same neighborhood.

KRIBS MACHINES HAVE CHARACTER. They are designed by men of long experience and are made of selected wood. The tubs will not warp or crack or come apart. The castings are smooth and well fitted. The gears are clean cut and do not slip. Safety devices guard against carelessness. They operate easily and do their work thoroughly.

If you are not selling our lines you're missing both PLEASURE and PROFIT.

Ask your jobber about them to-day, or write us direct.

The QUALITY and FINISH in our high-priced machines will be found just as marked in the modest low-priced lines. The New Electric is the Climax of Efficiency.

HAND POWER, WATER MOTOR, GASOLINE MOTOR, or ELECTRIC

William A. Kribs, Hespeler, Ontario

Maker of Freight-Handling Trucks of all kinds

GURNEY-OXFORD

GAS RANGES



No. 107

A complete line of gas ranges are manufactured under the famous *"Gurney-Oxford"* trade mark. Your customers can have a selection all the way from a one-burner hot-plate to a beautiful large cabinet style range. In this assortment are included all of the latest models and designs, some with nickel-plated door frames and white enamel door panels, others in plain black enamel finish, every range made perfect to carry out the special duties and requirements for which it was built.

We have illustrated here our No. 107, a three-burner cooking top range with oven, and our No. 106, a four-burner cooking top range with full size oven.

Why not have a line up of Gurney-Oxford ranges on your floor? Let the oval trade-mark bring customers to your store.

Send for our illustrated gas catalogue and dealer's terms



No. 106

The Gurney Foundry Co., Limited

TORONTO, - ONTARIO

The Gurney-Massey Co., Ltd., Montreal, Que.
The Gurney North-West Foundry Co., Ltd., Winnipeg.
The Gurney Foundry Co., Ltd., Calgary.
The Gurney Foundry Co., Ltd., Vancouver.

Hardware dealers who now sell and who will ultimately sell "Kasement" Screen Doors



THANKS to a good door, backed by the dealers' co-operation, together with an aggressive advertising campaign, the demand for "Kasement" doors this year has been tremendous.

Our exhibit and demonstration each year at the Canadian National Exhibition has helped wonderfully and satisfied householders have, by telling their friends, greatly increased the demand.

As a vindication of our one-price policy we are receiving letters daily from all parts of Canada, complimenting us on our method of doing business, and hundreds of repeat orders are evidence to us that the hesitancy to handle a higher priced door has been overcome. The dealers are realizing that quality counts and that it pays them from the standpoint of profit to sell "Kasement" doors. This is what one dealer says:

"There is nothing that has created such a sensation in spring hardware at our store as the 'Kasement' screen door."

"Kasement" doors are really the cheapest in the long run for the householder and undoubtedly are the most profitable for the dealer. It is unnecessary to carry a wide range of patterns in stock or on display and and there's less chance of left-overs.

The new (patented) Kasement Extension Bottom which we put on the market this year has proven a big success; Toronto dealers especially have found it a great sales-getter, as it brings many doors into the stock screen door realm which it was heretofore impossible to fit except with 'made to order' doors.

As a result of this year's experience we are arranging to greatly increase our output for next season and hope to keep apace with the growing demand for 'Kasement' screen doors.

Yours very truly,

TORONTO,
JUNE 21, 1919

Kasement Skrene Dore Co.
183 Church Street, Toronto, Can.
W. H. Cunningham,
MANAGER

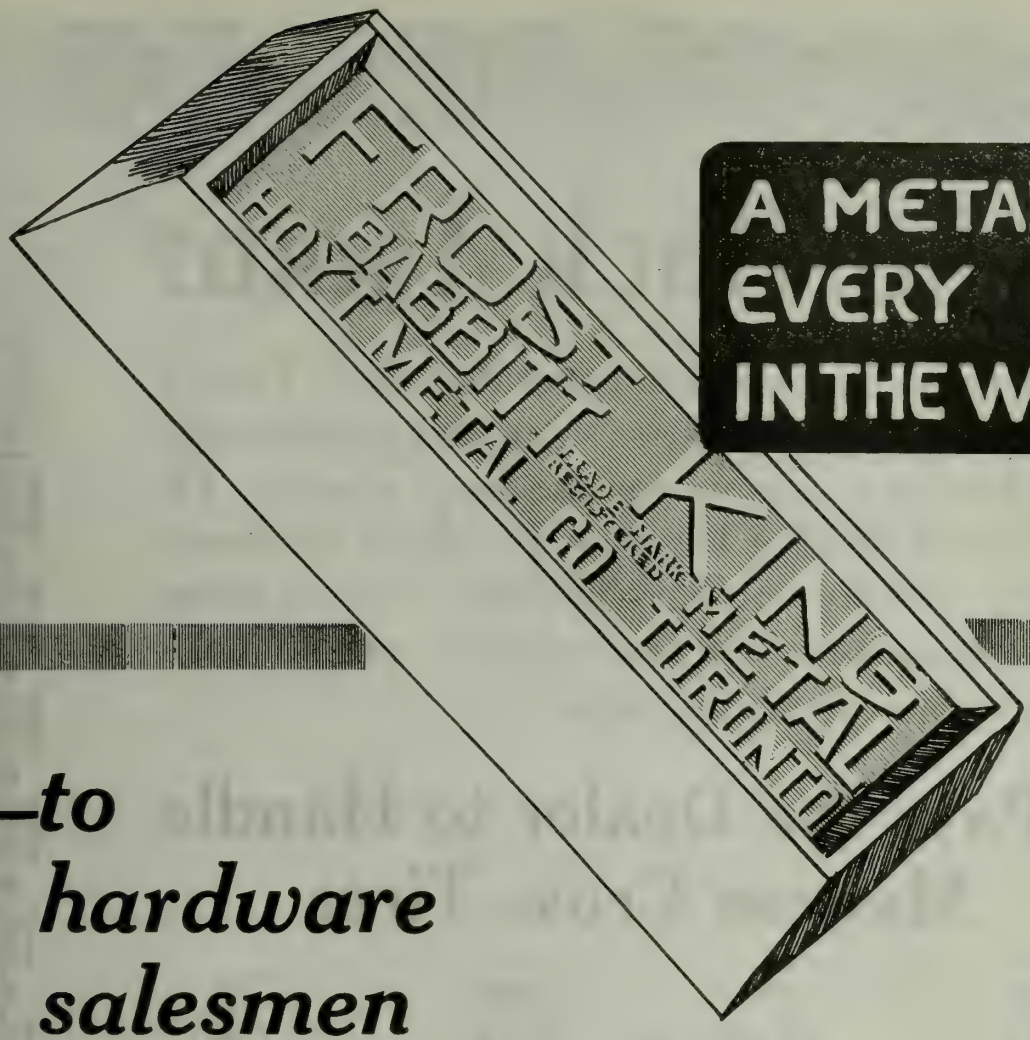


There's only one babbitt

and that is the one which exactly meets the needs of the individual requirements — the one which removes all friction and eliminates play where metal meets metal. ¶ In the Hoyt plant we make a specialty of alloying metals which meet every need of your customers—no matter what the use. ¶ We employ experts in every department whose long experience and interest in our products enables us to stand behind and guarantee every pound of metal turned out. ¶ Let us know your requirements and we will supply you with the "right" metal every time.

HOYT METAL CO., TORONTO

LONDON, ENG. NEW YORK, U.S.A. ST. LOUIS, MO., U.S.A.



—to hardware salesmen

Have you ever stopped to think what a nice business you could work up in the mills and factories around your town.

A portion of this trade may come to your store anyway, but not nearly the portion which is possible if you put forth special effort to cultivate it. Don't wait for the foreman to come into your store, but drop in today and find out what his needs are in babbitt metals, beltings, pulleys, lubricants and the dozen and one articles needed around the plant or for the personal use of the Staff.

If an industry is worth having in a town its business is worth going after.

Sell the best money can buy.

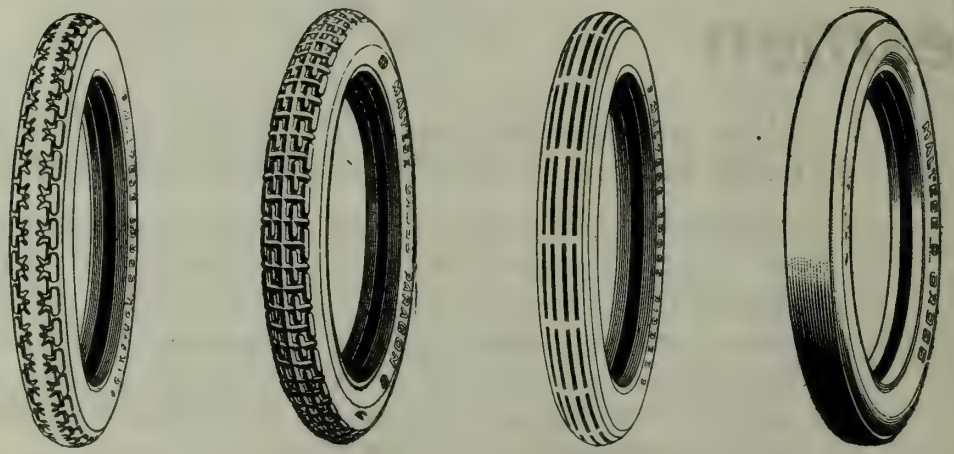
HOYT METAL CO., TORONTO

LONDON, ENG. NEW YORK, U.S.A. ST. LOUIS, MO., U.S.A.

"Hello! Back Again?"

"Yes, those two Maltese Cross Non-Skid Tires I got for my rear wheels are so mighty satisfactory that I want two more for the front wheels. I'll take the Ribbed or Paragon Tread for the front, whichever kind you have in stock. Full Maltese Cross equipment—all four wheels—and no more tire trouble—that's my idea."

It Pays the Dealer to Handle Maltese Cross Tires



Non-Skid Paragon Ribbed Plain

Write for latest, revised prices to the trade

Gutta Percha & Rubber, Limited

Head Offices and Factory, Toronto

Branches : Halifax Montreal Ottawa Toronto Fort William Winnipeg Regina Saskatoon Edmonton Calgary Lethbridge Vancouver Victoria

Cleaner Oil, Economically Handled
No Waste, More Profits.

This sums up the advantages of the dust and dirt-proof, leak and waste-proof battery of

GILBERT & BARKER

T-230-L Lubricating Oil Outfit

It replaces the fire risk, mess and waste of barrel storage, with safety, convenience and economy. The oil is kept absolutely clean and cannot evaporate. The modern hardware dealer is making additional profits catering to the automobile trade.

This outfit can be put in the rear of the store, quickly available to serve the auto trade with oil. A barrel track and chain hoist enables any man to drain a barrel with ease and despatch. It's such a good investment, making for such positive economy and additional profits from the handling of oils, that it soon pays for itself. At least this has been the experience of thousands of users.

Why not send for Bulletin 52 to-day.
To-day is a better day than to-morrow. Write

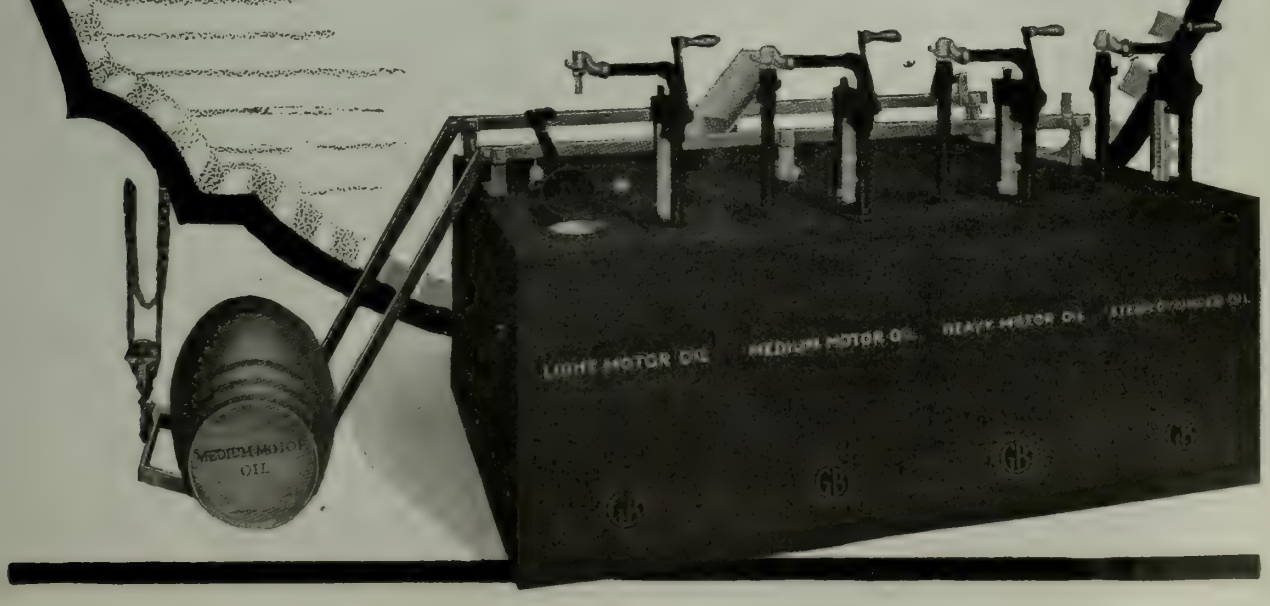
GILBERT & BARKER MFG. COMPANY

SPRINGFIELD, MASS., U.S.A.

Canadian Distributors:

Imperial Oil Limited

BRANCHES ALL CITIES



NUMBER THREE



IN the year 1853, Cyrus W. Field believed that by means of a cable people could talk across an ocean three thousand miles wide. For thirteen years he concentrated on perfecting his means of communication. He made fifty voyages across the Atlantic. Many of his cables broke in mid-ocean. In August, 1866, the first message was successfully transmitted from New York to England. This grand achievement was the result of a man with an idea concentrating on one thing. The story is one of the noblest records of American enterprise.

The secret of Cyrus W. Field's success was

CONCENTRATION

No man ever achieved a worth while victory by accident. Fine achievments are always the result of exhaustive experiments, hard work and concentration. One of the greatest men who ever lived, whose influence has lasted for centuries, took this for his motto: "This one thing I do."

Victor Hack Saws have achieved their position of dominance because we make nothing but hack saws. For many years we have concentrated all our energies and resources on perfecting this one tool. As a result, the Victor Hack Saw Blade is recognized by good mechanics and foremost technicians in all parts of the world as the most efficient hack saw for every metal-cutting purpose.

VICTOR SAW WORKS, Ltd.
HAMILTON, CANADA

VICTOR VICTOR HACK SAWS Get a Box and Try 'em

Wrico
Registered Trade Mark

Wrico
Registered Trade Mark

Wrico
Registered Trade Mark

Wrico
Registered Trade Mark



No. 12—Auto Funnels



No. 010—Auto Funnels

Wrico
Registered Trade Mark



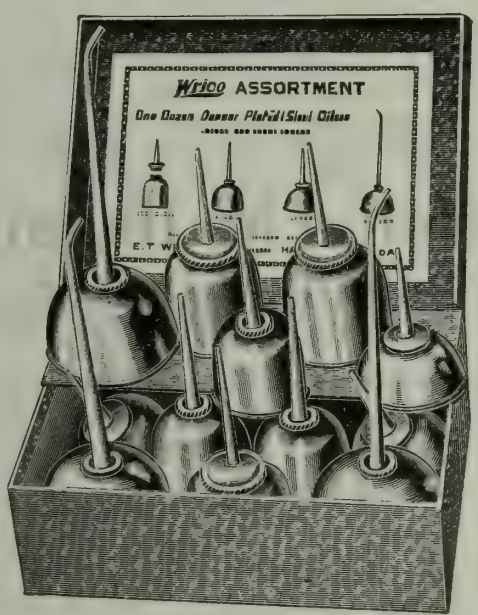
Canada Fly Killers



No. 40—Auto Funnels



No. 3—Triangular Station Lamp



Wrico Oiler Assortment.



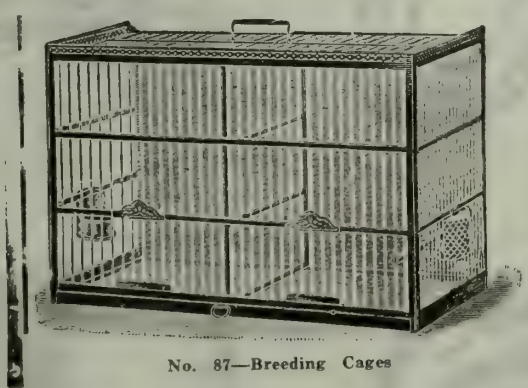
Canuck Bread Mixers



No. 4—Cold Blast Lanterns



No. 2—Auto Funnels



No. 87—Breeding Cages



No. 3—Auto Funnels

E. T. WRIGHT CO., Limited

HAMILTON - CANADA

WRITE FOR CATALOGUE AND QUOTATIONS

Wrico
Registered Trade Mark

Wrico
Registered Trade Mark

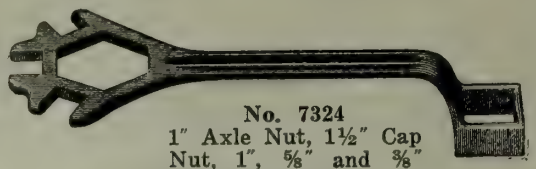


Plow Rings

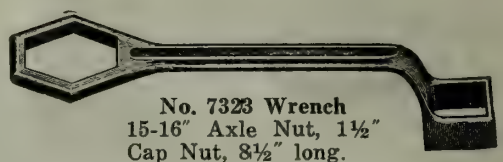
	Inches Wire	Inches Long	Inside In. Wide
No. 2800A.	½″	3″	1⅜″
No. 2800B.	7-16″	3¼″	1¼″

Malleable Iron Band Lugs for Round Rods

In sizes from ⅜″ to 1½″. Carefully made of the best malleable iron. Furnished in either bags or barrels.



No. 7324
1″ Axle Nut, 1½″ Cap Nut, 1″, ⅝″ and ⅜″ openings, 9″ long.



No. 7323 Wrench
15-16″ Axle Nut, 1½″ Cap Nut, 8½″ long.

BETTER MALLEABLE AND CAST IRON PRODUCTS

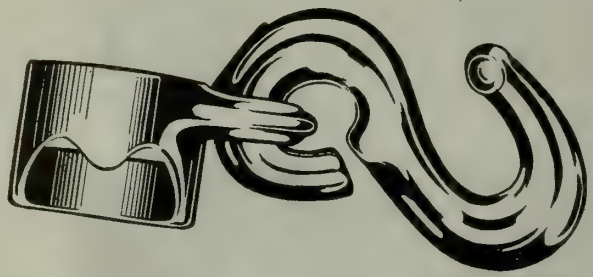
It has always been our aim to manufacture only the best Cast Iron and Malleable Products. The popular demand for our goods to-day is an indication of the high quality reputation we have attained.

To the progressive Hardware dealer seeking more business with greater profits we suggest the lines here illustrated. Prices and complete information will be gladly furnished on request. Write to-day.

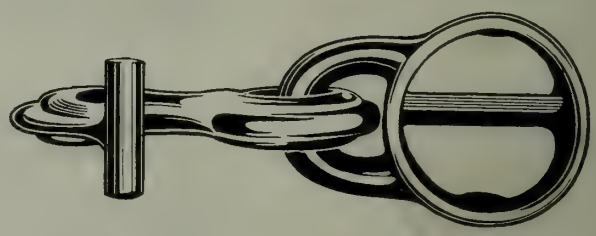
International Malleable Iron Company, Limited

Guelph, Ontario, Canada

Whiffletree Hooks



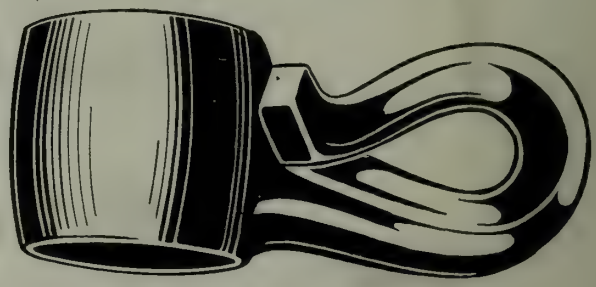
Side View— **McPhail**
Pattern ..... 1¼″ dia.—pairs



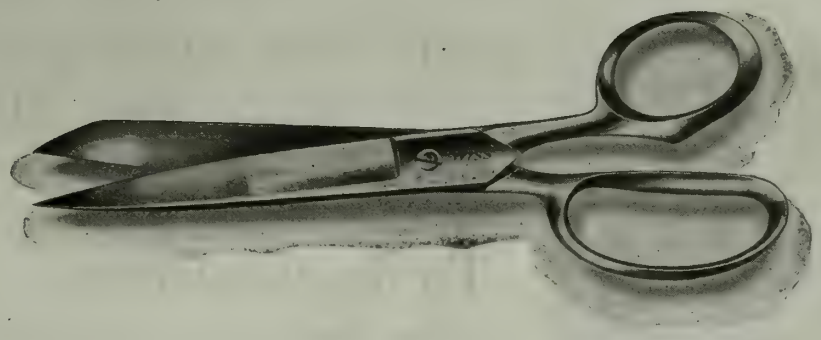
Face View— **McCormick**
Pattern ..... 1⅜″ dia.—pairs



Deering Pattern, 1⅜″ dia.—right and left pairs



Massey-Harris Pattern, 1¼″ dia.—right and left pairs.



QUALITY is another name for VALUE

The Steadily Increasing Demand for

WISS

Shears and Scissors

is due to a recognition on the part of intelligent consumers that real economy lies in buying the best---

that the VALUE of a thing is not based on its purchase price so much as upon its ability to make good.

To dealers who appreciate this fact the WISS line is particularly interesting.

In addition to its unmatchable quality, the WISS line is the most complete shear and scissor line made.

J. Wiss & Sons Co., Newark, N.J., U.S.A.

Canadian Office: 193 Spadina Avenue, Toronto

CARBORUNDUM NIAGARA GRINDERS



JUST TO REMIND YOU THAT YOU CAN SELL THEM

To the Carpenter

For grinding his chisels, plane, bits, gouges, etc. The No. 3 Niagara just suits him. It's big enough for bench work, small enough to pack in his tool kit.



To the Garage Man

For grinding parts, tools and fittings—for a dozen and one jobs about the shop. He will want the big No. 4, or, if he has power, the No. 28 Grinder Head.



To the Farmer

For grinding his scythes, grass hooks, mower sections, feed chopping knives—for edging spades and general farm tools, for grinding household knives, etc., the Niagara No. 14 is the machine for him.



To the Householder

For grinding household knives and tools —a little No. 1 machine.

The business is waiting for you—go after it with Carborundum Niagara Grinders. Carborundum displays and advertising will help you.

THE CARBORUNDUM COMPANY
NIAGARA FALLS, N. Y.

"*Lively and Lasting*"



Build Up Your Battery Business By Selling Reliable Flashlights

EVERY time you sell a Reliable Flashlight case you create a new customer for Reliable Batteries.

Every customer whom you can induce to buy "Reliable" Batteries can be reasonably expected to come back to you for his next supply. Your Reliable Flashlight sales are, therefore, a foundation for a *big* battery business.

Selling Reliable Flashlights should not be hard for you. Our extensive advertising campaign in leading magazines, farm papers, newspapers and motor journals pictures in a hundred ways the need and uses for a "Reliable Flashlight."

Your customers' homes are reached by this advertising.

Every sale of Reliable Products you make affords you a good, substantial profit, and every sale *fully* satisfies your customers.

The Reliable line *is a reliable line* for reliable dealers.

Ask your jobber to supply you with Reliable selling helps with your order.

JOBBERS IN PROVINCE OF ONTARIO:

The Hamilton Whip Co., Limited, Hamilton; Benson-Wilcox Electric Company, London; The Masco Co., Limited, Toronto; The H. S. Howland Sons & Company, Toronto; The Aikenhead Hardware Company, Toronto; Thos. Birkett & Sons, Ottawa; Marchand & Donnelly, Ottawa; and many others throughout Canada.

THE DOMINION BATTERY COMPANY
LIMITED

TORONTO CANADA

RELIABLE
TRADE MARK
Canadian Products



The Bull Dog Bite

The "W & B" Pipe Wrenches mind what you say.
Just tighten up on your pipe or rod and there's no shaking or pulling loose until you get around to where you want it. Then—quick release, and you're off.
Full range of sizes—6 to 14-inch, with wood handle grips; 10 to 48-inch, with steel handle grips.
Interchangeable parts. Milled teeth both jaws.
Full polish finish. Prompt shipment from stock.

The Whitman & Barnes Manufacturing Co.
Office and Factory: St. Catharines, Ont.
London Office: 139 Queen Victoria St., E. C.

Established 65 Years Whitman & Barnes

TWIST DRILLS — REAMERS — WRENCHES — HAMMERS

WE CARRY THE STOCK

THIS IS SPRAYER SEASON

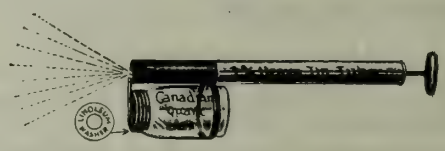
Orders Filled Day Received

THE STURDY



Just what its name implies.

THE CROWN



Stronger than ever, with zinc non-rustable screw cap. Gold and red finish.

THE BUCKET



For whitewash, garden and tree.

AND OTHERS

The bugs and beetles are going to have a busy season and you will be asked for all kinds of destroyers. We have them and can fill your wants promptly. Don't disappoint your customers.

THE COLLINS MANUFACTURING CO.

327-331 Symington Ave. TORONTO, ONT.

LION BRAND







CORDAGE

From all indications and information gathered, the Canadian harvest will be exceptionally heavy. This means that **Heavy Hauling Rope, Hay Fork Rope** and **Binder Twines** will be in great demand, then the ropes that are used by the shipping interests will come into prominence. **Yacht Cordage** and **Auto Tow Rope** will make the demand for **Lion Brand Cordage** brisk. Therefore, Mr. Dealer, sort up your **Cordage stocks** RIGHT NOW.

"Coast to Coast" Service with 13 Distributing Points

CONSUMERS CORDAGE COMPANY, LIMITED

HEAD OFFICE: MONTREAL, CANADA

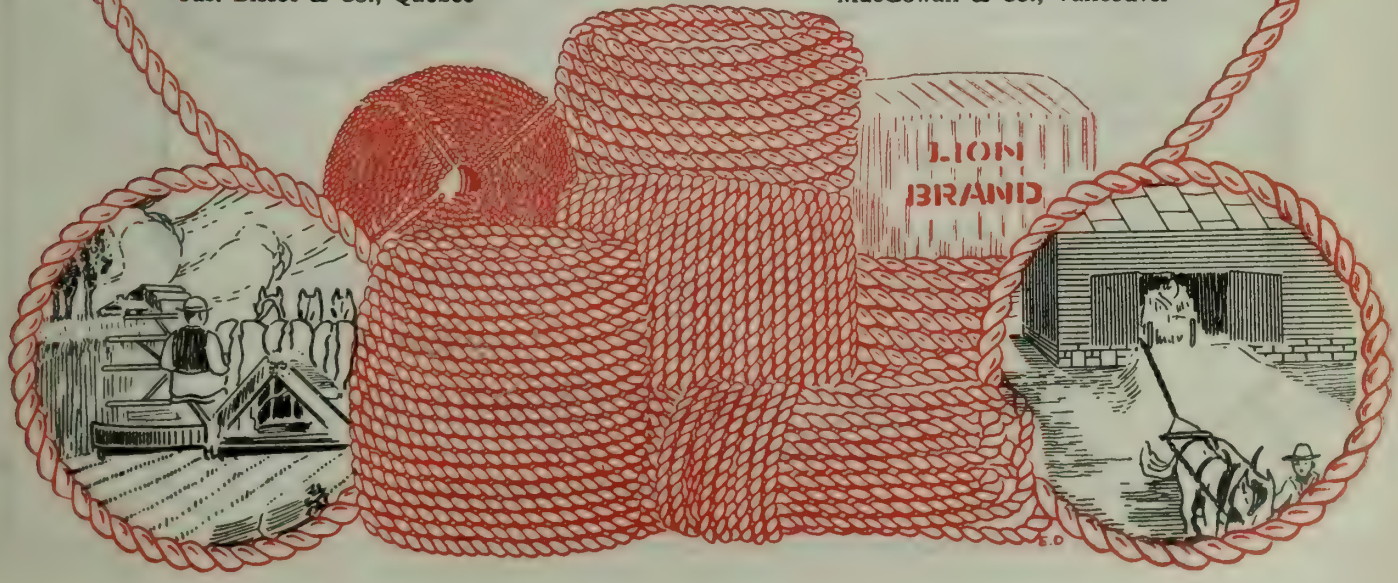
MILLS AT MONTREAL AND HALIFAX

BRANCHES AND STOCKS: ST. JOHN, N.B., AND TORONTO

Agents and Stocks:

Tees & Persse, Limited, Winnipeg, Regina, Saskatoon, Moose Jaw, Calgary, Edmonton, Fort William

Jas. Bisset & Co., Quebec **MacGowan & Co., Vancouver**





Probably the best all-round wrench set ever assembled. Ten of Williams' Superior Drop-Forged Wrenches in a durable, *practical*, canvas roll.

Williams' Superior Drop-Forged Wrenches

MANY desirable assortments of our *Superior* Drop-Forged Wrenches, with openings milled to U.S., S.A.E. and Whitworth Standards are packed in serviceable canvas rolls, assuring economy, convenience and neatness. Remember, we make and carry regularly 40 Standard patterns of Wrenches in about 1000 Sizes, with openings from 3/16 to 7⅝ inches:—something *Standard* for every wrench need.

Booklet describing all our wrench sets sent on request.

J. H. Williams & Co.

"THE WRENCH PEOPLE"

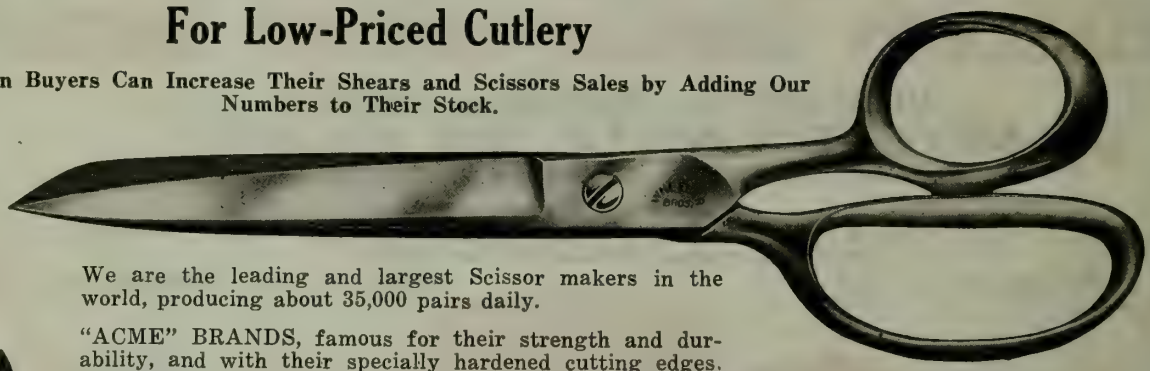
30 Richards Street, - Brooklyn, N.Y.

The A. G. Low Co., Ltd., 30 Pacific Ave., Saskatoon, Sask.
Agents for Manitoba, Saskatchewan, Alberta and British Columbia

"ACME" SHEARS AND SCISSORS ARE STANDARD

For Low-Priced Cutlery

Canadian Buyers Can Increase Their Shears and Scissors Sales by Adding Our Numbers to Their Stock.



We are the leading and largest Scissor makers in the world, producing about 35,000 pairs daily.

"ACME" BRANDS, famous for their strength and durability, and with their specially hardened cutting edges, are being maintained to the high standards of quality and finish we have established.



Realizing the importance of prompt service to orders, we are now in a position, on account of improved manufacturing facilities, to give all Canadian orders special service.

Our Canadian representative at Toronto will be pleased to show our samples to you, or have his traveller call on you.

We would esteem it a favor to demonstrate through a trial order the excellent goods we furnish and their fast selling ability.

Have you seen our new No. 5 Catalogue? Let us mail one to you.



THE ACME SHEAR COMPANY

BRIDGEPORT, CONN., U.S.A.

Incorporated 1882
Cap. Stock, $500,000

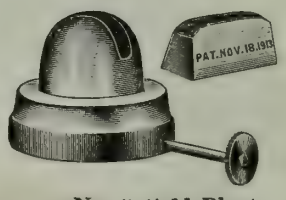
Canadian Agent: Mr. A. J. McCrae
23 Scott St., Toronto

You Buy an Automobile By Its Name or Trade Mark,

Why Not Lamp Burners



A and B Size
Correct Lamp Burner



No. 2 Cold Blast
Correct Lantern Burner

On your next order for Lamp Burners, specify "CORRECT" Burners.

They are just as they are branded, "CORRECT" in every detail.

If your Wholesaler does not carry "CORRECT" Burners, write us direct, and we will see that you get them.



Photo Reproduction
Illustrating Flame of B
or No. 2 Correct
Lamp Burner



Photo Reproduction
Illustrating Flame of
No. 2 Cold Blast
Correct Lantern
Burner

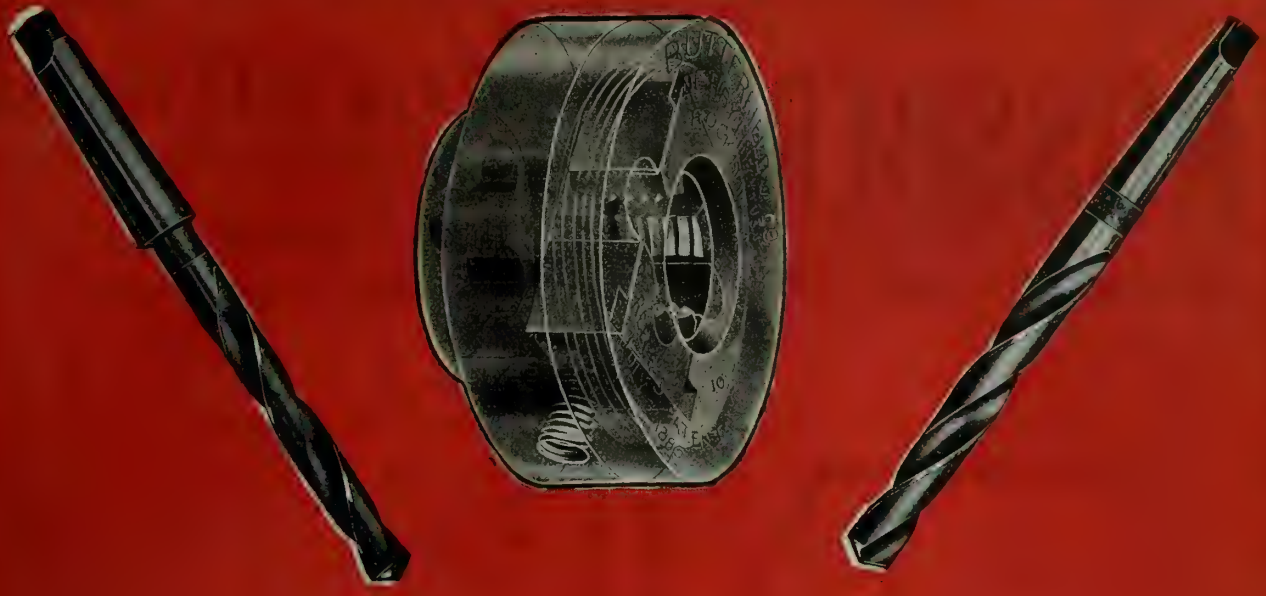
We also make "QUEEN MARY" and "DOMINION" Burners.

Manufactured only by

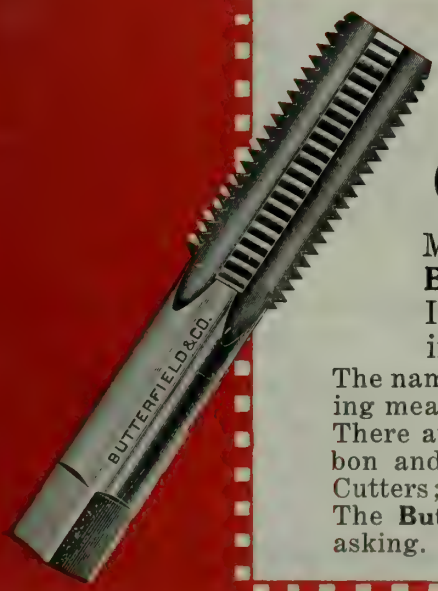
THE SCHULTZ MFG. COMPANY, LIMITED

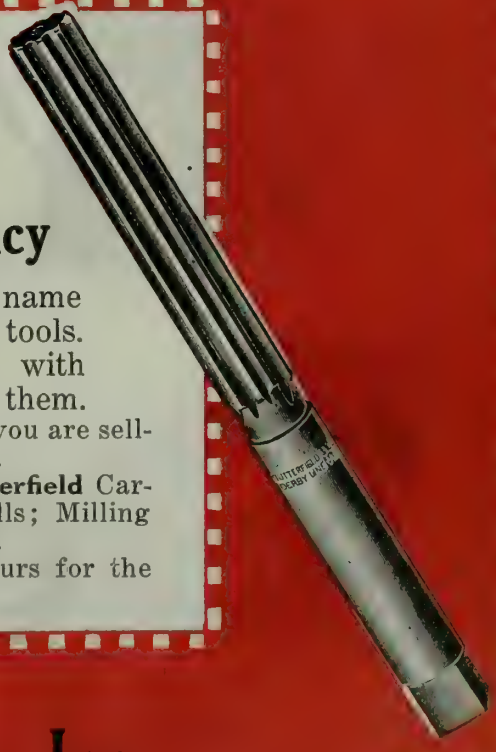
Hamilton, Canada


"REVEALED"
The Secret of Perfect Ignition
Guided by the North Star, Mariners know that all the elements of chance are removed from their travelling. Guided by the "North Star" mark battery users in the West are certain of perfect action, speed, long service. On "North Star" Batteries they take no chances of imperfections, they're sure, steadfast, reliable—"the best for the West.' '
No. 6
NORTH STAR
IGNITION
DRY
BATTERY
CANADA DRY CELLS
LIMITED
WINNIPEG MANITOBA
"NORTH STAR"
Multiple Ignition Batteries
The ideal unit battery, giving unapproachable service for heavy, intermittent ignition. Best and most economical for gas engines, motor boats, automobiles, carriage lighting, barn lighting, blasting and numerous other purposes demanding heavy service.
The Western dealer who handles the complete "North Star" line is best equipped for battery business. They're built for service under Western conditions and your customers know it.
Canada Dry Cells
Limited
WINNIPEG, MANITOBA
NORTH STAR
MULTIPLE
IGNITION
BATTERY



BUTTERFIELD&CO.





The Welcome Sign *of* Greater Efficiency

Mechanics look for the name **Butterfield** on cutting tools. It means quicker work with increased earnings for them.

The name **Butterfield** on the tools you are selling means increased sales for you.

There are splendid profits in **Butterfield** Carbon and High Speed Twist Drills; Milling Cutters; Taps; Dies and Reamers.

The **Butterfield** catalogue is yours for the asking.

Butterfield & Co., Inc.

Rock Island

Quebec, Canada

MOSSBERG

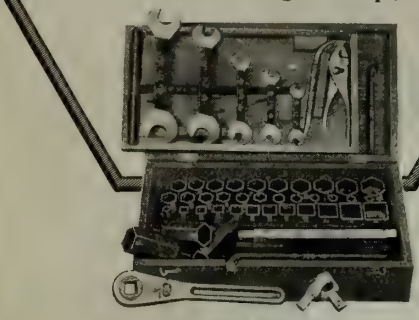
ALL STEEL WRENCHES AND TOOLS

Leadership in the manufacture of wrenches and tools has been gained and maintained through adherence to principles of manufacture which insure to the user of Mossberg products the utmost in value and in service.

Mossberg Socket Set No. 14, the "completest," containing an assortment of tools to fit every job

No. 4 Garage Set of Open-end Wrenches; one opening of each wrench fitting U.S. standard bolts, and the other opening of the same wrench fitting S.A.E. cap screws of the same dimensions.

Send for complete catalogue and particulars.





BY INVITATION MEMBER OF

NEW YORK U.S.A.

FRANK MOSSBERG CO.

WRENCHSMITHS FOR 20 YEARS

ATTLEBORO. MASS. U.S.A.

Stormtight

No Leaky Roofs For Ten Years

Coat your roofs, old or new, with **Stormtight** and they are covered by our ten-year guarantee.

Come rain or snow, heat or cold, the water-proof oils and gums and the asbestos fibre of **Stormtight** will remain steadfastly water-tight.

Easy To Put On

Apply it in any weather on any roof surface—tin, wood, tile, stone, brick, slate, concrete, canvas, composition, etc.

For your convenience **Stormtight** is furnished in plastic form, to be applied with a trowel or liquid to be brushed on.

Plastic **Stormtight** is especially recommended for repairs to leaky joints, breaks, flashings and over shingles where extra body is required.

Stormtight saves labor and material expense. Investigate.

Our customers know—write for their testimonials and full information to Department 41.

L. Sonneborn Sons, Inc.

264 Pearl Street, N.Y.

CANADIAN DEALERS

N. J. Dinnen & Co., Ltd., Winnipeg, Man.
John B. Keeble & Co., Toronto, Ont.
The Western Supply & Equipment Co., Calgary, Edmonton, Lethbridge, Alta.
Beveridge Paper Co., Ltd., Montreal, Que.
Chapman & Flinn, Ltd., Amherst, N.S.
E. J. Stevens, Halifax, N.S.
Sumner Co., Moncton, N.B.
Shaw & Mason, Ltd., Sydney, N.S.
Spencer Bros. & Turner Co., Ltd., Truro, N.S.

COMMUNITY PLATE



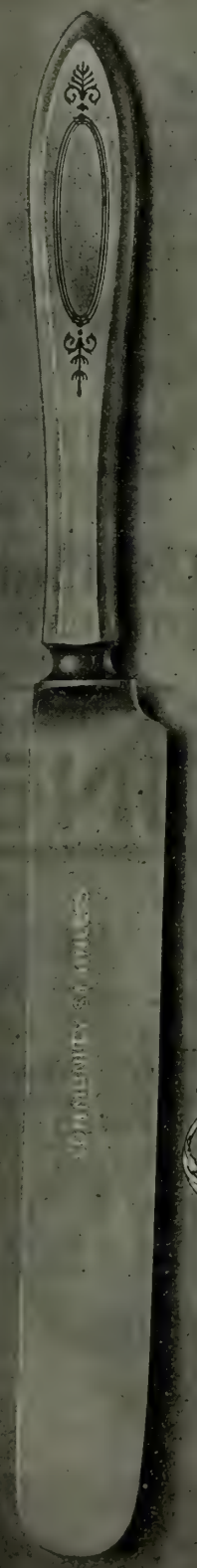
FULL AND PLEASING VALUE IN EVERY PIECE.

COMMUNITY SILVER PLATED WARE SOON POPULARIZES THE STORE SELLING IT.

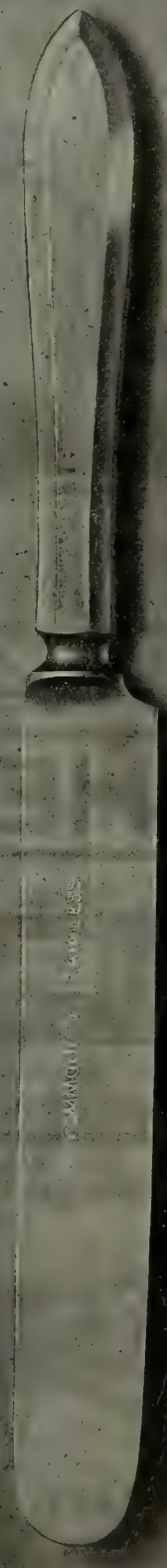
ORDER THROUGH

CAVERHILL LEARMONT & CO.

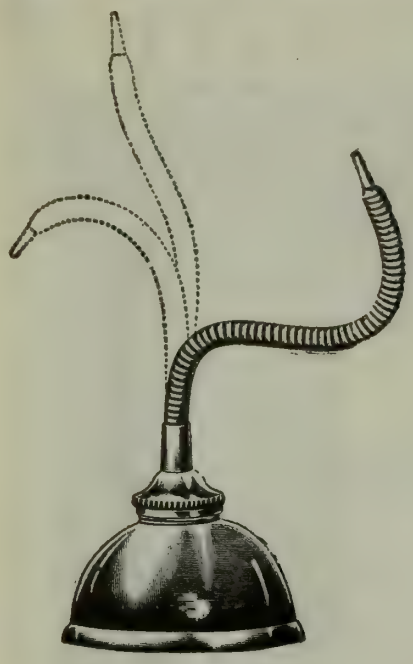
MONTREAL



ADAM Design



PATRICIAN Design



General Purpose Oiler

Made with steel spring bottom in three sizes—No. 1, 1/3 pint; No. 2, ½ pint and No. 3, 1 pint. A 7 in. spout to each.

ALL-WAY OILERS

Oils cost money these days. The prices are high. It's not only economy but necessary to save whenever possible.

ALL-WAY OILERS reduce wasteage to a minimum. Save money for your customers. Cut oil bills in half. Made of copper-plated steel in different sizes. Flexible spout allows oil to be injected at any angle. Always ready for use. A most profitable line for every Hardware Dealer.

Canadian Fairbanks-Morse Co., Ltd., Montreal; Wood, Alexander and James, Hamilton; Caverhill, Learmont Co., Montreal; Auto Supply Company, London; Great West Electric Co., Winnipeg; Wood, Vallance & Leggatt, Vancouver; Walker, Vallance, Ltd., Hamilton; Wm. Stairs, Son & Morrow, Ltd., Halifax; Summer Bros., Moncton, N.B.; Canadian Specialty Co., Moose Jaw; Rice Lewis & Co., Toronto; Whites, Limited, Collingwood; J. H. Ashdown & Co., Winnipeg; D. Ackland & Co., Winnipeg; Miller Morse Co., Winnipeg; Wilkinson-Kompass Co., Winnipeg; D. H. Howden & Co., London.

If your jobber cannot supply you, write us.

The All-Way Mfg. Company

77 York Street :: TORONTO, ONT.

THE BRAINERD LINE



No. 745

OUR ATTRACTIVE DISPLAY BOARDS INCREASE SALES SAVE TIME IN SELLING AND MODERNIZE THE STORE

THE BRAINERD MANUFACTURING CO.

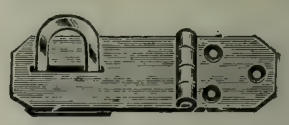
BRASS

BRONZE Special STEEL

HARDWARE

EAST ROCHESTER, N. Y.

U. S. A.



No. 804

WE CO-OPERATE INTENSIVELY WITH OUR CUSTOMERS. THIS INSURES SATISFACTORY DEALINGS



No. 1071



No. 1430

QUALITY — SERVICE — NEAT PACKAGES — BRIGHT LABELS

ALL THESE NECESSARY QUALIFICATIONS ARE A PART OF

THE BRAINERD LINE



Your Safeguard

When buying tinsmiths' or sheet metal working tools, always specify " B. B. Co."

Every tool carries an unqualified guarantee as to material and workmanship.

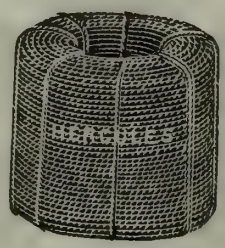
Get a copy of our new No. 25 Catalogue

The Brown Boggs Co., Limited

Hamilton, Canada

Order from Your Jobber

"HERCULES" SASH CORD



Manufactured in Canada

Serviceable and Dependable are

HYSLOP BICYCLES

TRADE MARK THE HYSLOP HYSLOP BROS LIMITED TORONTO REGISTERED 1896

If you could see how carefully every Hyslop Bicycle is built, how every piece of material and mechanical part entering into the construction is tested before being assembled—

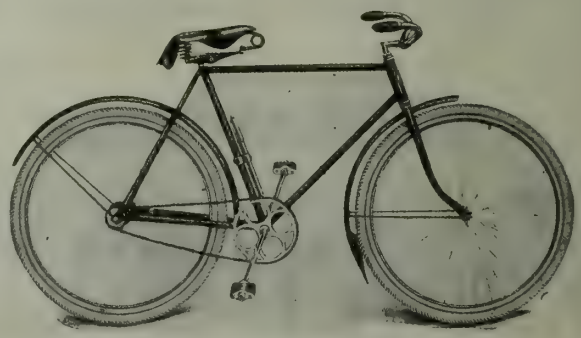
If you could see how the finished product is thoroughly inspected before leaving our premises—you would then realize what we mean by the strength of construction, reliable performance and dependable service, that are guaranteed in every Hyslop.

It is the quality built into every "wheel" that created a big demand for Hyslop Bicycles. They give good service years after they are purchased.

They create satisfied customers, who in turn send new business to the dealer.

DEALERS—You will find the Hyslop line a sound and profitable investment that will yield a generous profit and quick turn-overs.

They sell as easily as they ride.

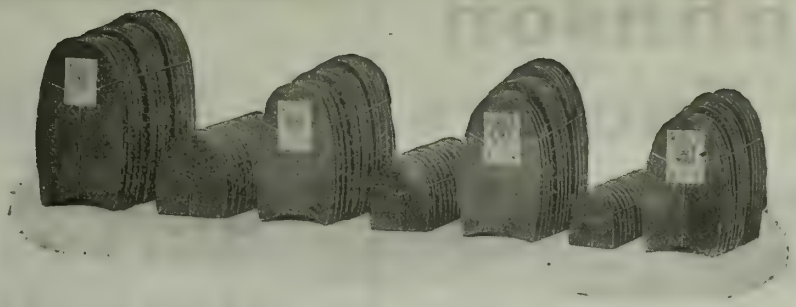


Wholesale Only

HYSLOP BROTHERS

LIMITED TORONTO

MADE IN CANADA



Note Change in Prices

	Per doz. pairs.
Grade "X"—No. 120 Men's Heavy Tap Sole	$4.40
Grade "X"—No. 121 Men's Heavy Medium Tap Sole	4.20
Grade "X"—No. 122 Men's Medium Tap Sole	4.00
Grade "X"—No. 123 Men's Light Tap Sole	3.80
or	
Grade "C"—No. 124 Men's Heavy Tap Sole	2.85
Grade "C"—No. 125 Men's Heavy Medium Tap Sole	2.65
Grade "C"—No. 126 Men's Medium Tap Sole	2.45
Grade "C"—No. 127 Men's Light Tap Sole	2.30
Grade "C"—No. 128 Men's Light Tap Sole, 3½-6½"	2.10

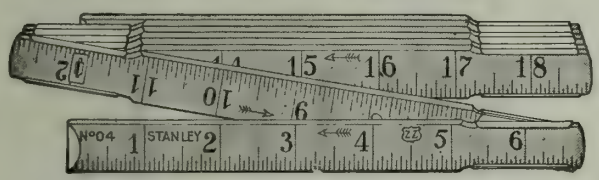
ANGLO-CANADIAN LEATHER COMPANY, LIMITED

665 KING ST. WEST, TORONTO, CANADA

Head Office, Montreal. Branch Office, Quebec. Tanneries, Huntsville and Bracebridge.

THE LARGEST SOLE LEATHER TANNERS IN THE BRITISH EMPIRE

Stanley Tools



"ZIG-ZAG" RULES

The term "ZIG-ZAG" as applied to folding rules made of flexible wood is a trade-mark belonging to this Company.

They are made with two distinct types of joints, the Concealed Joint in which there is no hole through the wood, and the Rivet Joint in which the rivet is carried through both wood and joint. Both types contain a stiff spring which holds the rule rigid when open, even in the longest lengths.

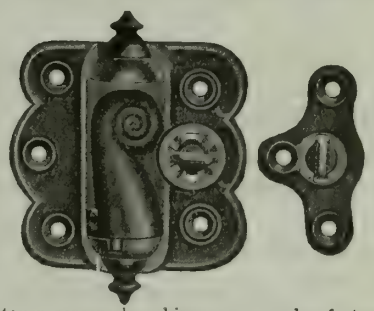
Several other patented features add special value to the Stanley and Victor rules. Made in all standard lengths and finishes.

Manufactured by

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.

Canadian Representatives: A. MacFarlane & Co., Ltd., Montreal, Canada.

BE PREPARED for



FLY SEASON

with a good stock of Stover

Screen Door Hinges

Stover screen door hinges are made of strong, smooth castings with the best grade of spring wire. That is why people that know the hinge business order the Stover hinges.

Stover hinges are made in non-hold-back, hold-back, detachable and double-acting styles.

Our new general hardware catalog No. R-19 is now ready for the trade. If you have not received one, let us know. It shows a big assortment of seasonable, quick-selling specialties, such as: Mop Sticks—Waffle Irons—Corn Stick Pans—Meat Broilers—Lemon Squeezers—Ice Picks and Shaves—Lamp Brackets—Paper Holders—Combination Pliers—Pincers—Cast Hammers and Hatchets—House Numbers—Shade Fixtures—Door Pulls—Coat, Robe and Harness Hooks—Latches—Saw Clamps—Dampers, and other Stove Trimmings Pulleys, all styles—Fireplace Fixtures—Windmills, Feed Mills and Gasoline Engines.

Stover Mfg. & Eng. Co.

709 East St.

FREEPORT, ILL.

Canadian Representatives: Cadman & Co., 322 McIntyre Block, Winnipeg; Mr. G. L. Cohoon, 11 St. Sacrament St., Montreal.

USE THIS COUPON

Stover Mfg. & Engine Co., 709 East St., Freeport, Ill.

Send undersigned information regarding your

Name .....

Business .....

Address .....

Iver Johnson Selling Factors

Safety — Protection — Dependability—





THE safety feature alone opens up a large field of possible business among those who have never had a revolver in the house on account of fear of accidents. Advertising is consistently giving the message of Iver Johnson safety to the public and bringing new customers to our dealers every day.

This advertising is also bringing out the argument of protection in such a way as to make people feel the need of a safe revolver in the home,

The result is that everyone knows you can "Hammer the Hammer," and that "You Can't Forget to Make it Safe."

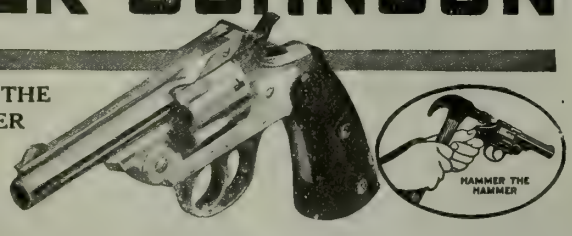
This reputation makes the Iver Johnson the easiest to sell for home protection.

Iver Johnson's Arms & Cycle Works
330 River Street, Fitchburg, Mass.
99 Chambers St., New York 717 Market St., San Francisco

Write for catalog and complete dealer information on firearms, also on bicycles and motorcycles.

IVER JOHNSON

HAMMER THE HAMMER



The SAFE Revolver to SELL

MADE IN CANADA

Blacksmiths' Boiler Makers' Machinists' AND Pipe Fitters' Tools

Write for Catalogue

A. B. Jardine & Co.
LIMITED
HESPELER, ONT.

Manufacturers OF

WIRE

HEADQUARTERS FOR

WIRE BALE TIES

Largest Capacity and Stock in Canada

PROMPT SHIPMENT

LAIDLAW BALE TIE COMPANY, Limited
HAMILTON, CANADA
Winnipeg Toronto Montreal
London, England

DUTCH BRAND "2 IN 1" TREAD FILLER



saves tires from going to the junk pile. "2 in 1" Tread Filler is a heavy liquid rubber for filling small cuts in casings and solid tires. Lengthens the life of the casing and tire. Easily applied. The motorist can repair his own tires. This is one of the famous Dutch Brand Products you should be selling. Our attractive counter display stand will make sales for you.

May we send you "Keeping Down the Up-keep" our completely illustrated catalogue? It's necessary to the success of your accessory department. Send us a postal to-day.



Order through your jobber direct.

VAN CLEEF BROS.

Manufacturers Dutch Brand Rubber Cements and Auto Chemical Specialties

Woodlawn Avenue, 77th to 78th Sts. Entire Block Chicago, Illinois

GLASS

OUR stock comprises every kind of glass and your order can be taken care of irrespective of the size. Special attention being given to Factory glass orders.

When in the market for any of the following glass, let us quote you:

WINDOW GLASS	LEADED GLASS
PLATE GLASS	MIRRORS
WIRED GLASS	WINDSHIELDS
ALL FANCY GLASS	FACTORY GLASS

HARLAND'S VARNISHES MOORE'S COLORS and PAINTS

LEEKS & POTTS, LIMITED

112 King West Hamilton, Ontario

"King Cutter"

RAZOR PASTE



You can put every razor in town in tip-top shape

by supplying all your patrons with a stick of "King Cutter" Razor Paste. It means only a small investment to have the above card display stand on your counter, but it will create business for you. It produces a satisfied customer every time a sale is made.

Ask your jobber.

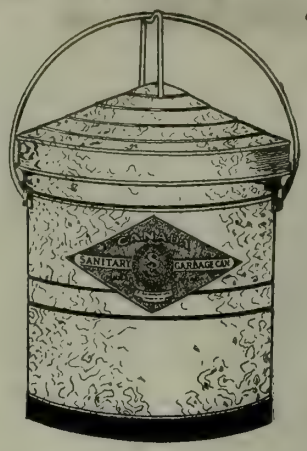
J. SAMUELS

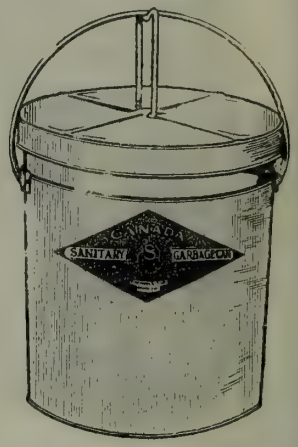
275 Qneen St. W. - TORONTO

—the trade mark

"CANADA"

on an ash sifter or garbage can means but one thing and that is—**the best money and experience can make.**





The two styles here shown represent two distinct types of can. The upper can is our famous galvanized can, while the lower is a more popular priced line, well made and finished in grey enamel. Order from your wholesaler.

J. SAMUELS

275 Queen St. W. - TORONTO

"UNIMECO" *Brand*

We are specialists in the manufacture of **Wrought Washers** of every description—round, square, plain and galvanized. We also make a special feature of Annealed Rivet Burrs.

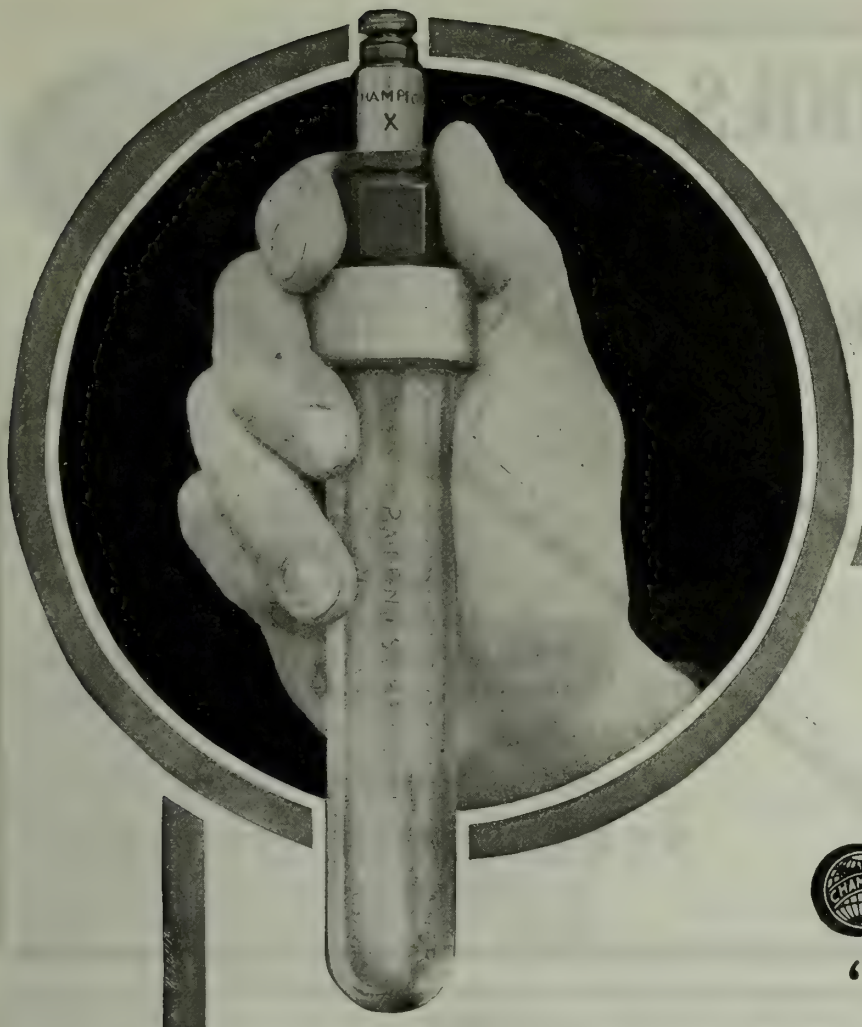
Our plant is fully equipped with the most modern machinery to take care of a large volume of domestic and export business.

Enquiries Solicited
Prompt Shipments Assured

THE UNION IRON & METAL CO., LIMITED

1951 DUNDAS ST. W.
TORONTO

ANNEALED RIVET BURRS
and
Wrought Washers



Champion

"Minute" Spark Plug Cleaner

This is the article that sells on sight to every motorist and every owner of a gasoline engine.

It's the simplest, most effective and most economical spark plug cleaner on the market, eliminating dirty hands, soiled clothing and all the exasperation that goes with cleaning spark plugs by the old method.

There's no need to take your plugs apart—

A little gasoline in the tube—screw in the plug—shake one minute and the foulest plug is clean as new. The needles pick away the carbon from the most inaccessible spots and the gasoline does the rest.

Over half a million Spark Plug users in Canada offer a big market for this handy motor accessory. Practically everyone who sees the Champion "Minute" Cleaner will want one. Add it to your stock and suggest its use to your customers. It will mean quick and profitable sales.

It carries the same guarantee of satisfaction as Champion Dependable Spark Plugs.

Order from your Jobber to-day.

Champion Spark Plug Co., of Canada, Limited
Windsor, Ontario

"YANKEE" TOOLS

Save Time At Every Turn

RATCHET DRIVER

Nos. 10 and 11

Made in 8 lengths from 2 to 12 inch blades



Here you have an easy moving ratchet, right hand, left hand or rigid; a comfortable handle, and withal, a strong and powerful driver that saves time and labor at every turn.

Your Jobber Can Supply You

NORTH BROS. MFG. CO.
PHILADELPHIA, PA.

TRIMO

The word Trimo

stands for good tools made by the Trimont Mfg. Co., which are the following:

The Trimo Pipe Wrench
The Trimo Chain Pipe Wrench
The Trimo Monkey Wrench
The Trimo Pipe Cutter (Hand)

The four good points that make **Trimo Pipe Wrenches** superior are the **Spiral Spring** always in place—**Steel Frames** that will not break—**Nut Guards** that protect adjustment nut—and the **Inserted Jaw** in handle that can be replaced when worn. Save money and buy Trimo goods, made by

TRIMONT MFG. CO.

55-71 Amory Street
Roxbury, Mass.
U.S.A.



TRIMO PIPE WRENCH
WOOD HANDLE



TRIMO PIPE WRENCH
STEEL HANDLE



TRIMO PIPE CUTTER

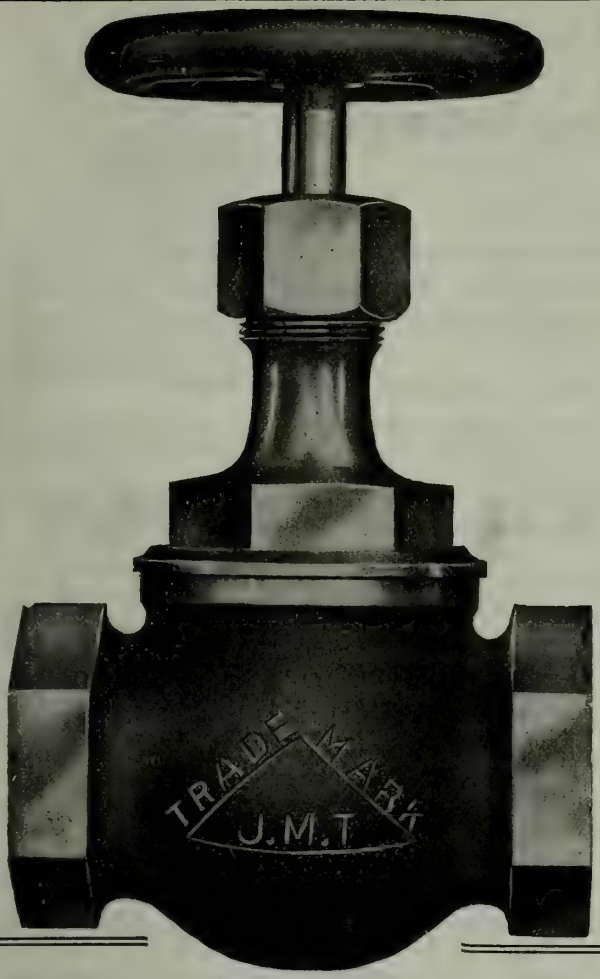


TRIMO MONKEY
WRENCH



TRIMO CHAIN WRENCHES

WITH FLAT-LINK OR CABLE CHAIN



A High Quality Hardware Line—

"Morrison" Brass Valves

They always satisfy the purchaser. The dealer experiences no come backs. Morrison Valves are made to last and when lasting work.

They are renewable disc valves, with heavy bodies, spindles and valves, and fitted with gland follower in packing nut.

You can sell Morrison Brass Valves in the full assurance of handling a quality product that will sustain the good reputation of your store.

The James Morrison Brass Mfg. Co. Limited

93-97 Adelaide St. West, Toronto, Ont.





FIVE WORKS---OVER 3,000 EMPLOYEES

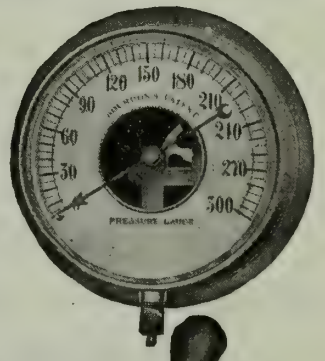
UNITED BRASSFOUNDERS AND ENGINEERS, LIMITED

EMPRESS FOUNDRY, CORNBROOK, MANCHESTER, ENG.

DURING THE WAR our Plants have been exclusively engaged on work of supreme national importance.

WITH PEACE IN SIGHT we are pleased to announce that we intend to again direct our energies to the intensive production of:—

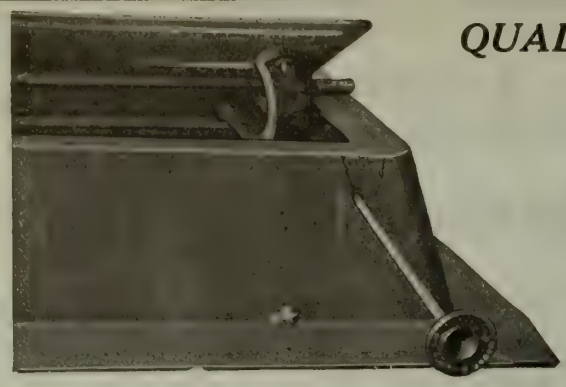
GUNMETAL and BRASS VALVES and COCKS.
STEAM, WATER and COMPRESSED AIR FITTINGS GENERALLY.
CAST IRON STOP and SLUICE VALVES.
SEMI-ROTARY PUMPS.
EXTRUDED BRASS and BRONZE BARS.
BRASS BOLTS and NUTS, STUDS and GENERAL TURNED WORK FROM THE BAR.
CAST AND MALLEABLE IRON COCKS and PIPE FITTINGS.
PRESSURE and VACUUM GAUGES.
INJECTORS and GENERAL JET APPLIANCES.
ENGINE GOVERNORS (Pickering, Proell, and Other Types).
SPRAYING MACHINES, for Insecticides and Lime-washing.
COPPERSMITHS' WORK.
"STELLA" BRAND ALLOYS: MANGANESE COPPER, SILICON COPPER, FERRO ZINC, PHOSPHOR COPPER and TIN, etc.





"UBEL" POST-WAR SERVICE

If you are interested in any or all of the lines mentioned, and are in a position to take a hand in the energetic distribution of the same, please communicate with us NOW to our Head Office, at above address.



QUALITY *SERVICE*

THE

Barton-Netting Co.

LIMITED

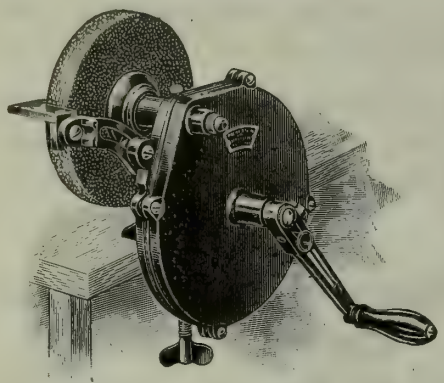
9-11-13 East Pitt St. Windsor, Ont.

THE BON LIMITED — CHANDELIERS — OUR LIGHTS SHINE EVERYWHERE — MANTELS - GRATES & TILES

Lighting Fixtures and Electric Appliances
Mantels, Coal, Gas and Electric Grates
Floor and Wall Tile for Bathrooms, etc.

OUR DOME DAMPER HAS ALL OTHERS BEATEN EVERY WAY

GRINDERS



The Mehasco Line—well and favorably known throughout the West. Stocked in 4, 5, 6 and 7-inch fine carborundum wheels, spiral steel cut gears completely enclosed and entirely noiseless; working parts run in a bath of oil, no wear and tear. **The Champion** is a cheaper line, but exceptional value. It is stocked in 4, 5 and 6-inch wheels.

The **No. 6 Tilting Grinder** runs in oil and on ball bearings, is offset from the handle, and is easily adjusted to any position without the use of set screws. The **No. 5 Sickle Grinder** has the gears completely enclosed, and is furnished with two grinding wheels, one for grinding sickles, and the other general purpose farm work. We also have the **No. 60 Power Grinder,** driven by belt. We have a special proposition of a display stand with a one-dozen assortment. Write us for information.

MEHASCO

MERCHANTS HARDWARE SPECIALTIES LIMITED

CALGARY

TRADE MARK "MORRISCA"

When you see the above Trade Mark on anything pertaining to Fishing Tackle you need have no hesitation in recommending it to your customers.

There is no possibility (except in a few articles) of prices for Fishing Tackle being reduced before next season, so that during the period of transition you would be well advised to place orders well ahead of your every-day requirements.

Orders for future delivery are now being booked, but owing to the great pressure we have had with Government work it will be some time yet before we are able to attain our pre-war output.

Our new General Catalogue is now in preparation, and we are placing on a Register the names of Fishing Tackle Dealers who will obtain a copy on publication. Have you sent in your name? If not, do so now.

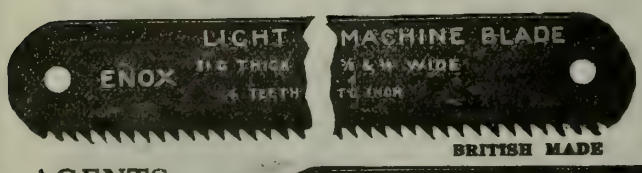
In the meantime we invite and welcome your enquiries and will be pleased to quote you for anything we can supply. We are Wholesale only, and all enquiries from consumers direct are referred to the nearest retailer. We don't cut into his business.

Morris Carswell & Co., Ltd.

118 Howard Street, Glasgow, Scotland

ENOX HACKSAW BLADES

ARE THE BEST

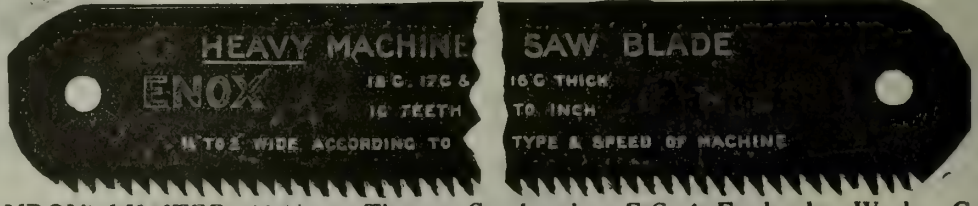




BRITISH MADE

AGENTS IN CANADIAN TOWNS WANTED

AN ENTIREL BRITISH COMPANY



Liberal terms offered to firms willing to carry stocks and act as sole agents for the district.

SOLE MAKERS FRY'S (LONDON) LIMITED, 46 Upper Thames St., London, E.C. 4, England. Works: Greenwich, S.E. 10

The Standard Machinery & Supplies, Limited, 261 Notre Dame St., West, Montreal.
Agents for British Columbia—The A. R. Williams Machinery Co., 495 Railway St., Vancouver, B.C.

"BRIDGEPORT" The Quality Mark on Handy Labor-Saving Tools



No. 42 Assortment
Little Wonder Screw Drivers.



The Matchless Opener



No. 242
Pribar Screw Driver

If you would sell only the best in hand tools you can do so under the **"Bridgeport"** name.

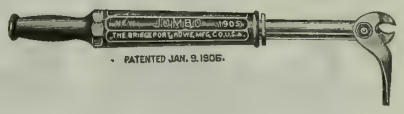
All **"Bridgeport"** tools are carefully and well made and possess up-to-date features which render them extraordinarily useful.

You should be selling the **"Bridgeport"** line. A line that is made for quick sales and better profits. Your jobber can supply you, or you may write us direct for catalogue and prices.

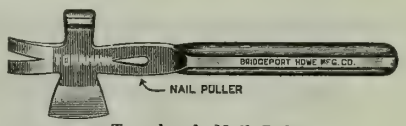




No. 102
Hercules Knife Handle
Screw Driver



New Jumbo Nail Puller



Tomahawk Nail Puller.



The Matchless Tire Tool.

THE BRIDGEPORT HARDWARE MFG. CORP.
BRIDGEPORT, CONN.

Brantford Asphalt Slates in big demand

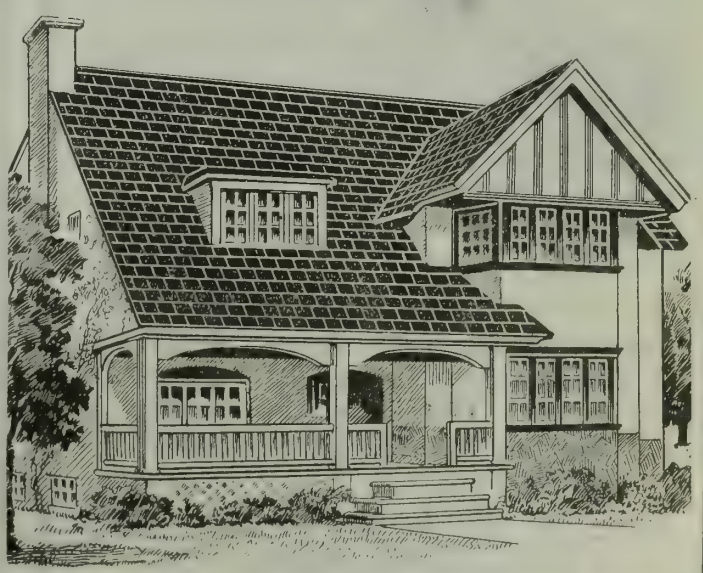
The output of Brantford Asphalt Slates in 1917 was double 1916—1918 double 1917. This indicates that there is a big, growing market for this artistic, durable, fire-resistant roofing.

Progressive hardware dealers who push the sale of Brantford Asphalt Slates will find it a very profitable line. In fact, there are good profits to be made in the entire line of Brantford Roofing—

Asphalt, Rubber, Crystal, Leatheroid and Standard Mohawk in rolls—Asphalt Slates in individual size shingles, and the Asphalt Slab Slate, which is four shingles in one—and Climax Sheathing Paper, a big seller.

The hardware dealer can meet every roofing requirement with this line of nationally advertised, first quality roofing.

Brantford Roofing Co. Limited
Head Office and Factory: - Brantford, Canada
Branches at Toronto, Montreal, Halifax, Winnipeg



BROOMS

We are pleased to advise the trade that we can now supply our

Standard Brooms

Prompt Shipment

and will be glad to book your order—*PRICES RIGHT.*

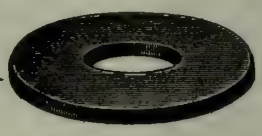
QUALITY as usual.

Walter Woods & Co.

Hamilton and Winnipeg

Wrought and Steel Plate WASHERS

of all descriptions





Round & Square Plain or Galvanized

Annealed Rivet Burrs, Felloe Plates, Sheared and Punched Plates. Malleable Washers and Cast Iron Washers.

Prompt Shipment

Wrought Washer Mfg. Company

Milwaukee, Wis.



They Sell

Woodsmen know White tools. You don't have to urge them. Just say "This is a White Broad Axe." 82 years' experience.

Have you our Three Catalogues?

The L. & I. J. White Co.

55 Columbia St., Buffalo, N.Y.

METALS - CHEMICALS - GLASS

B&S·H Established 1790

Metals

Mills can make prompt shipments of APOLLO Galvanized Sheets, Black Steel Sheets and Specialties, Tin Plates, Terne Plates, Canada Plates, etc.

B.&S.H.THOMPSON

& COMPANY LIMITED

MONTREAL

Branches : Toronto, Winnipeg, Vancouver, New Glasgow, N.S.

Selling Agents for Eastern Canada for United States Steel Products Co.
Exporters of the Products of the American Sheet & Tinplate Co.



DON'T hesitate. Order from your jobber to-day. **Mendets** is a very rapid seller and the profits are good. Every housewife appreciates it's money-saving value. Mends graniteware, pots, pans and rubber utensils, etc.

Have your jobber send you a display case. Sales will commence immediately.

COLLETTE MANUFACTURING COMPANY, COLLINGWOOD, ONT.

William Penn MOTOR OIL

A body for every make and type of motor car and tractor—

Extra Heavy, Heavy, Medium, Light, Cold Test

made of Pennsylvania stocks—admittedly the best in the world — to specifications determined by years of experience catering to Western Canadian needs.

Write our nearest office for chart showing which one of these oils you should use.

4

Continental Oil Company LIMITED

WINNIPEG BRANDON ST. BONIFACE — REGINA SASKATOON SWIFT CURRENT — CALGARY CAMROSE LETHBRIDGE

TIRES,

Hardware Dealers

Now is Your Opportunity to Beat the Mail Order Houses

30 x 3½ Inner Tubes	$ 1.90
30 x 3½ Plain Tires	13.10
30 x 3½ Grooved Tires	14.00
30 x 3½ Non-Skid Tires	14.65

HUNDREDS OF OTHER SIZES

BRAND NEW GOODS

Mr. Dealer, we can sell you the most complete line of automobile accessories in Canada at tremendous reductions. Write for our catalogues. Wholesale only.

CROWN CYCLE & MOTOR CO.
319 Craig St. West, MONTREAL
LARGEST WHOLESALE MAIL ORDER HOUSE IN CANADA

E. Roy, 65½ St. Andre St., Montreal, Que. A. S. Butchart, 26 Adelaide St. W., Toronto C. C. Cartwright, Union Trust Bldg., Winnipeg



4 Good Reasons --READ 'EM !

Why you should sell Rolled Thread Bolts and Screws:

BETTER QUALITY—Rolled Thread Bolts can only be made from first quality Basic Open-Hearth Stock.

STRONGER—Actual tests show 13 per cent. greater strength than Cut Thread Bolts.

NO USELESS WEIGHT — Shanks are smaller than threads. No useless weight to pay freight on.

BIG FIRMS ADOPTING THEM—Some of the largest users on the continent will accept nothing else—and they always investigate before acting.

THE NORTHERN BOLT, SCREW AND WIRE COMPANY, LIMITED - OWEN SOUND, ONT.

QUALITY FIRST IN

Still's Handles

We are specialists in the manufacture of wood handles.

Quality First has always been our policy in all our products.

STILL'S HANDLES enjoy a reputation throughout the Dominion that has put them in the front rank of rapid sellers for the retailer.

Wherever the best is in demand there **STILL'S** are sold.

More sold in Canada than any other make. **STILL'S HANDLES** are made with exacting care from high quality Canadian woods, durable and lasting to an unusual degree. Axe, Pick, Sledge and Hammer Handles, Cant, Hook and Peavie Handles. There are good profits for the dealer and an abundance of customers' satisfaction in all **STILL'S HANDLES.**

J. H. STILL MFG. COMPANY

ST. THOMAS . - ONTARIO



No. 212½ Sash Lock. *Cast Brass.*

BUILDERS' HARDWARE

The future looks bright for a renewal of business activities. The demand for building hardware is steadily increasing. You can profitably meet this demand with Stratford Brass Company Products.

We manufacture Furniture Trimmings of all kinds, also Sash Locks, Sash Lifts, Casement Fasteners, Door Pulls, Hat Hooks, Transom Catches, Key Plates, Flush Bolts, Sash Push and Pull Plates, House Numbers, Door Knockers, Casement Adjusters, etc.

The Stratford Brass Company,
Limited
STRATFORD, ONTARIO



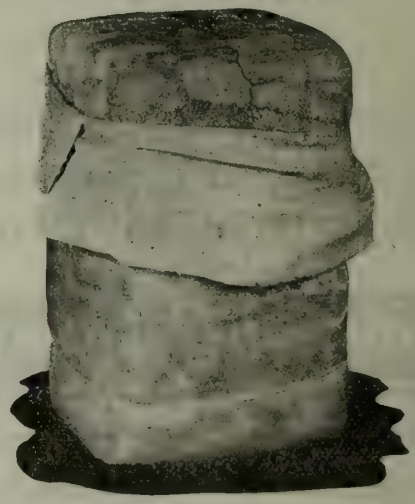
"TALLMANS' SPECIAL" ARCTIC METAL

a medium-priced babbitt specially adapted for Saw Mill and Woodworking machinery.

Will remain cool under exceptionally high speed.

Its long life proves its efficiency.

Tallman Brass & Metal Limited
HAMILTON, ONT.



We make prompt deliveries at lowest market prices consistent with quality and packing. Write for our prices, and keep them before you. We have all grades and sizes Bahama, Cuban and Florida Sponges in stock.

Evans & Co., Limited
(Importers and Exporters)
Coristine Building :: Montreal, Que.

WHITTALL CANS

for

Meats Vegetables Milk Syrup Fish Paint Etc.

PACKERS' CANS

Open Top Sanitary Cans

and

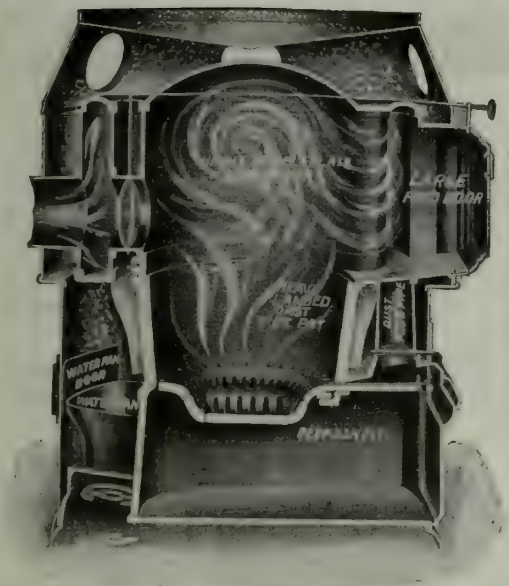
Standard Packer Cans

with Solder-Hemmed Caps

A. R. WHITTALL CAN CO., LIMITED

MONTREAL

Established 1888



New Idea Warm Air Furnace

MORE HEATING SURFACE on every NEW IDEA FURNACE than any other furnace. Ash pit large and roomy, less chance of ashes banking up and burning out grates.

FIRE POT one piece, with deep flanges adding one-third more heating surface. Very heavy. Guaranteed for FIVE YEARS.

RADIATOR large, giving more surface than found in other furnaces.

NEW IDEA DUPLEX GRATES (Patented) take care of any size clinker from either Hard or Soft Coal. They operate so easily a child can operate them. They work so well that there are never any ashes worth sifting, saving the dirtiest work necessary in attending old-style furnaces.

New Idea Furnace made in seven sizes. And every one Guaranteed.

Get the NEW IDEA FURNACE AGENCY for 1919 and see your furnace business grow. They sell themselves and others. Write now for Agency.

Agencies and Show Rooms:
Chas. Rankow, Durban, South Africa; Webb Bros., Demerara, British Guiana; W. G. Chester, 1160 Hamilton St., Vancouver, B.C.; Edward Le Bas & Co., Inc., 64-68 Broad St., New York, N.Y.; Dock House, Billiter St., London, E.C. 3, England

The Hamilton Stove & Heater Company, Limited

SUCCESSORS TO

Gurney, Tilden & Company, Limited

Head Office and Works: - HAMILTON, ONTARIO

Offices and Warerooms: Winnipeg, Vancouver, Montreal

Sanitary Dustless Mop

Made by

The Perfection Sanitary Brush Co.

1118 Queen St. West Toronto



This mop is well known and perfect in every way, doing the work and lasting much longer than the ordinary mop, as it is specially arranged so that the head can be easily disconnected from the handle and reversed in order to use both sides. Also it can be washed out often and becomes like new again.

The Only Reversible Floor Mop on the Market

"PERFECTION" QUALITY

Manufacturers to the Trade

Send for Catalogue and Prices **Phone Park 250**

W. HARRIS CO., & Limited

MANUFACTURERS OF

GLUES

Flake, Ground or Sheet

Importers of

POTATO STARCH
CORN DEXTRINE

Your inquires solicited, giving name of your wholesale dealer

W. HARRIS & CO., Limited

994 Danforth Ave. TORONTO, Can.

VOL-PEEK 15¢

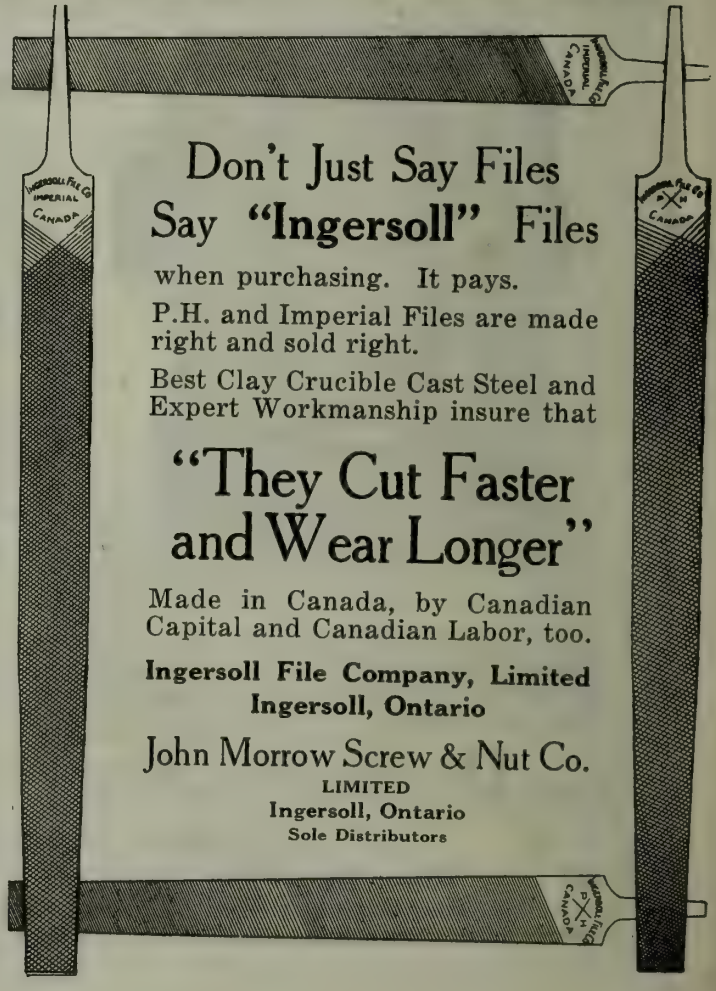


Vol-Peek stops leaks in all kinds of kitchen utensils, such as Pots, Pans, Tinware, Graniteware, Copper, Aluminum, etc. Note the absence of tools. Can be applied by the finger. A feature that induces the housewife to purchase. Vol-Peek is being advertised all over Canada. Every home needs it. Our attractive display stands suggest sales on sight. Write for it to-day. Contains 24 packages, $2.25, 60% profit.

At your jobbers or direct.

H. NAGLE & CO., Box 2024, MONTREAL

(Owning and operating Vol-Peek Mfg. Co.)



Don't Just Say Files
Say "Ingersoll" Files

when purchasing. It pays.

P.H. and Imperial Files are made right and sold right.

Best Clay Crucible Cast Steel and Expert Workmanship insure that

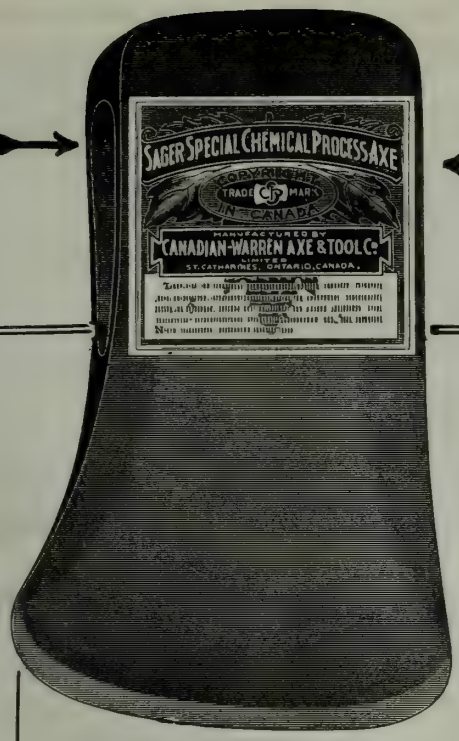
"They Cut Faster and Wear Longer"

Made in Canada, by Canadian Capital and Canadian Labor, too.

Ingersoll File Company, Limited
Ingersoll, Ontario

John Morrow Screw & Nut Co.

LIMITED
Ingersoll, Ontario
Sole Distributors



WHY NOT BE GUIDED BY THE JUDGMENT OF HUNDREDS OF WELL KNOWN LUMBERMEN, WHO ACKNOWLEDGE THE SUPERIORITY OF

"SAGER AXES"
AND
"SOO LINE"
LOGGING TOOLS?

GET THE HABIT.
(AND THE PROFIT)

Canadian-Warren Axe & Tool Co.,
LIMITED
ST. CATHARINES, ONT.



Soo Line
Logging Tools

SALES ARE VERY STEADY

You can bank upon a steady call for "Famous Five" Files.

The demand doesn't fluctuate much, but shows a certain increase from year to year.

Customers know "Famous Five" as standard grade tools, and appreciate the judgment of dealers who carry them.

Always specify "Famous Five" when ordering from jobbers.

They are:

KEARNEY & FOOT
GREAT WESTERN
AMERICAN
ARCADE
GLOBE

Made in Canada by





A HOT WEATHER QUICK SELLER

When the mercury is high and housewives want to iron in comfort, easy sales are ready and waiting for you. Prospects are half sold on

THE Royal Self Heating Iron

It's simple, it's sure, it's sound in principle and design—850,000 satisfied users now, and more being added every day.

We supply you with Window Trims, Counter Displays, Movie Slides, Electrotypes, Circulars, etc.

Write for details and address of your nearest distributor.

CADMAN & COMPANY
322 McIntyre Block, Winnipeg,
Western Canadian Representatives.

Royal Self-Heating Iron Company
556 Wayne St. Big Prairie, Ohio, U.S.A.



Everything Within Sight

—means more selling power for you.

An attractive and systematic display of your merchandise by using

"DULUTH" SECTIONAL Hardware Store Fixtures

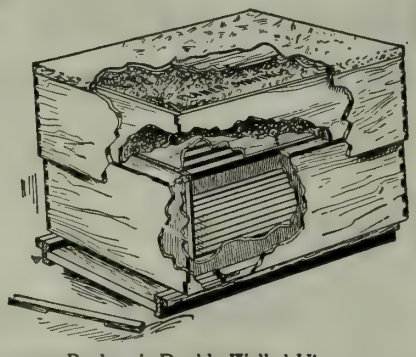
—will establish more confidence with your customers. The customer sees the goods before him. He knows what he is getting. Other purchases are easily suggested and the dealer reaps the reward of more sales.

You should have our new Booklet "Cutting Costs and Increasing Sales." It will help you in your business. Write for it. It's free.

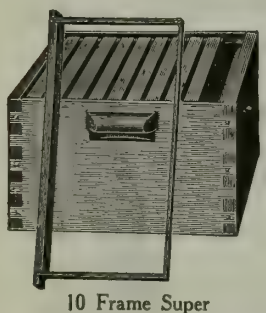
Duluth Show Case Company
Duluth, Minnesota, U.S.A.

BEEKEEPER'S SUPPLIES

Hives
Frames
Foundation
Extractors
and
Engines



Buckeye's Double Walled Hive



10 Frame Super

Honey Tins and
Glass Jars
Honey Labels
Literature on
Bee Culture

EVERYTHING THE BEEKEEPER NEEDS

Ask For Catalogue and Trade Discounts

The Canadian Bee Supply & Honey Co.
LIMITED
73 Jarvis St., Toronto Factory, Stouffville, Ont.

SECTIONS

ARE YOU REQUIRING ANGLES, CHANNELS, FLATS, ROUNDS, SQUARES, HEXAGONS OR OTHER SECTIONS IN

ALUMINIUM?

WE CARRY A LARGE STOCK OF STANDARD SIZES AT OUR TORONTO WAREHOUSE.

LET US SEND YOU SAMPLES.

THE BRITISH ALUMINIUM COMPANY, LIMITED

265 ADELAIDE ST. W., TORONTO

(Eastern Agents: Spielman Agencies, Montreal)

More-Profit Pumps ---Real Profit

No use to sell a pump that makes trouble for a dealer with his customer.

The trouble is remembered. The cost of repairs is dead loss of time and temper. The dealer suffers.



"Aremacdee" hand and motor metal pumps for force or lift use, every kind, are shown in the big catalogue.

Dealers, ask for prices and terms. Get real profits on your metal pump sales.

WRITE

The R. McDougall Co.
LIMITED
GALT, CANADA

The L. Martin Co. *Headquarters for*

GERMANTOWN LAMPBLACKS

IN

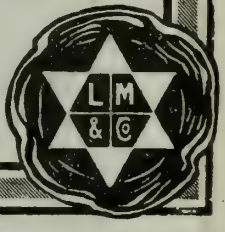
ENGLAND and AMERICA

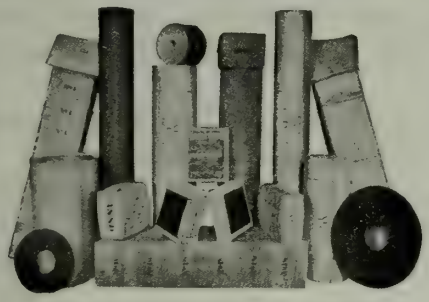
Originators of Eagle, Old Standard, Globe and Pyramid Germantown Brands.

Suppliers of Bulk Blacks to the highest class Grinding Trade.

THE L. MARTIN CO.

Montreal Toronto
Philadelphia New York
Winnipeg
London, Eng.





ALL our products are made to give the utmost service to the ultimate purchaser. That means satisfied customers and more sales for the dealer.

We make:—

Emery Paper and Cloth, Garnet Paper and Cloth, Flint Paper and Cloth, Discs and Circles.

We can help you to increase your sales. Write for catalogue and prices.

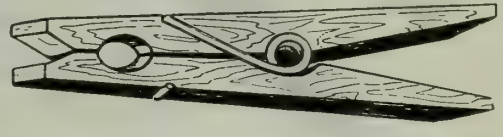
Canadian Sales Representatives:

Messrs, Moncrieff & Endress, Galt Bldg., Winnipeg Man. 'Phone Garry 3389.

Mr. Alexander Gibb, 3 St. Nicholas St., Montreal, Can. 'Phone Main 2343.

United States Sand Paper Co.
Williamsport, Pennsylvania

The Megantic Broom Mfg., Co., Ltd.
Manufacturers of Brooms and Clothes Pins

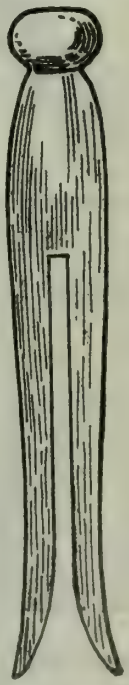




Lake Megantic, Que.

Our clothes pins are made and designed to **stay on** the line. And they do. Dealers know that by the way housewives are asking for them. Made of the best wood, that insures against splitting. Splendid profits and customers' satisfaction assured to the dealer selling them. Write our nearest agent.

AGENTS: Boivin & Grenier, Quebec. Delorme Frere, Montreal. J. Hunter White, St. John, N.B. H. D. Marshall, Ottawa. Harry Horne Co., Toronto. Tomlinson & O'Brien, Winnipeg. Oppenheimer Bros., Vancouver; McFarlane & Field, Hamilton, Canada.



REED'S STANDARD Asphalt Roofing

The dealer aiming to give his customers the utmost in money value can safely recommend REED'S STANDARD ASPHALT ROOFING. It stands the test of the roughest elements and is absolutely reliable.

Cement and nails with every roll. A time and money saver. Weight per square—1-ply, 35 lbs.; 2-ply, 45 lbs.; 3-ply, 55 lbs.

Prices and particulars will be mailed you on request.

We handle a complete line of Roofer's Supplies. Write us for prices and complete information.

G. W. REED & CO., Limited, Manufacturers

Montreal, Que.

SHARRATT & NEWTH

43-44 PERCIVAL ST., LONDON, E.C. 1

GLAZIERS DIAMONDS Of All Descriptions



Our Popular

AMERICAN PATTERN

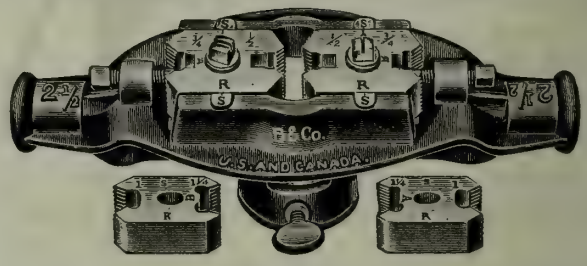
Used Everywhere

Quality— ***The Best***

Established 100 Years

Write to us for Illustrated Catalogue of EVERY TOOL required for GLASS CUTTING or to our

Agents:
A. Ramsay & Son Co.
Montreal



Solid Die Plates

Armstrong Adjustable Stock and Dies
Pipe Cutters and Vises

We are the sole manufacturers of the above lines formerly made by Butterfields, and we are determined to maintain the reputation enjoyed by these goods.

They are one of the most profitable lines for the dealer to handle.

Send to-day for our catalogue and prices.

Prompt delivery guaranteed.

Rapid Tool & Machine Co., Ltd.

Lachine, Que. **Branch: Iberville, Que.**

PINK'S LUMBERING TOOLS

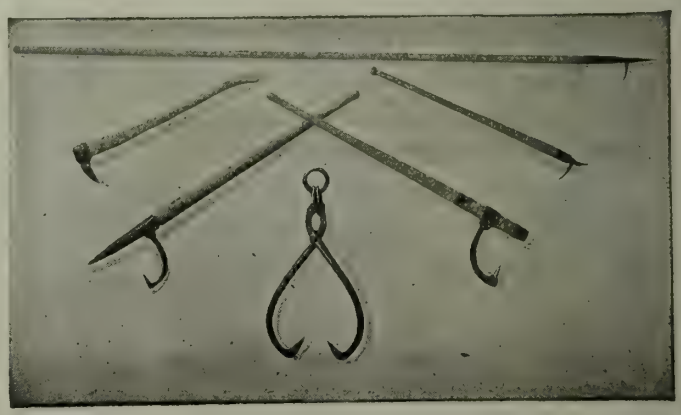
The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.



THOS. PINK COMPANY, LIMITED

Manufacturers of Lumber Tools

Pembroke **Ontario**

Our Canadian soldiers made Canada famous by winning great victories in Flanders. The Canadian Arrow Head Vanadium Steel Saws are making Canada famous, by winning the battle of popularity throughout the world.



ARROW HEAD SAWS

Write for Catalogue
T. F. SHURLY CO., LTD.
St. Catharines, Ont.

MAPLE LEAF SAWS

Unbreakable Handles

Something New

Ask your dealer for our No. 1914

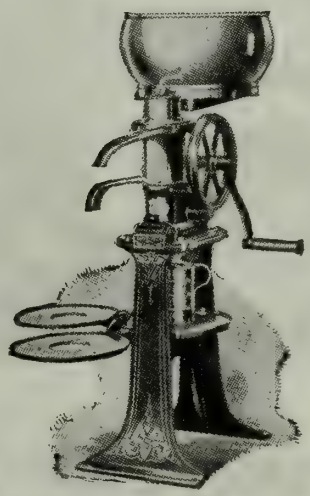
Blade extends through Handle—a protection against breakage.



Maple Leaf Saws--are all High Quality products made to render a distinct service to the purchaser.

Satisfied customers assured to the Dealer selling them.

Shurly-Dietrich Co., Ltd.
GALT : : : CANADA



In a Class by Itself

On account of the ability of the bowl

TO BALANCE ITSELF

THE ANKER-HOLTH PAYS BOTH DEALER—USER

Write

Silverwoods, Limited
London, Ont.

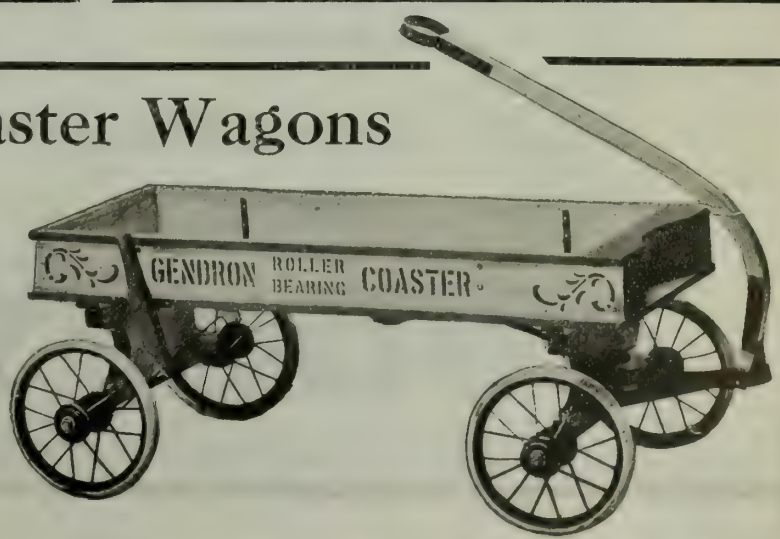
Roller Bearing Coaster Wagons

FOR BOYS AND GIRLS

Our new and exclusive line of Coaster Wagons will prove a profitable line for summer sales. Right now is the time to stock up. Be prepared for the new business that is just ahead. Furnished in either Iron or Rubber Tires.

These wagons are extra well made, handle design registered and absolutely reliable. A postal will bring you prices and complete information. Write us.

Gendron Manufacturing Company,
LIMITED
Duchess and Ontario Streets, Toronto, Ont.





Goodyear Selling Points:

1. Built of pliable cords, embedded in rubber.

2. Oversize——gives a greater stream of water.

3. Seamlessly welded, crack-proof and leak-proof.

4. Economical, because of long life.

GOODYEAR

Hardware Men Appreciate this Better-Value Hose

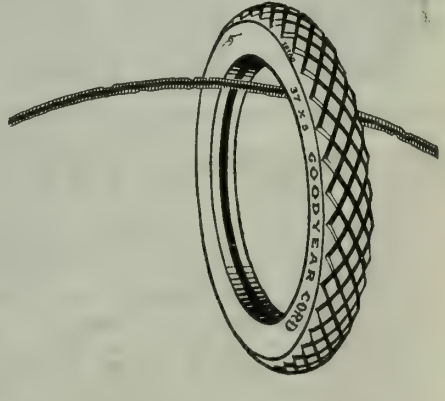
It is a hose they can highly recommend—as an economical, long-life hose—as a crack-proof, trouble-free hose.

Goodyear Cord Hose is constructed like the famous Goodyear Cord Tire—layers of strong, pliable cords embedded in good rubber. Welded without seams into one unit—with a smooth cover. It is over-size, giving a larger stream of water.

Goodyear Cord Hose is being advertised throughout Canada. It offers you a great opportunity to increase your sales. We will supply window displays, sales suggestions, advertisements for you to run in your local paper.

Take advantage of this opportunity. Order Goodyear Cord Hose from your wholesaler at once. Strengthen your customers' goodwill by selling them this better-value hose.

The Goodyear Tire & Rubber Company of Canada Limited



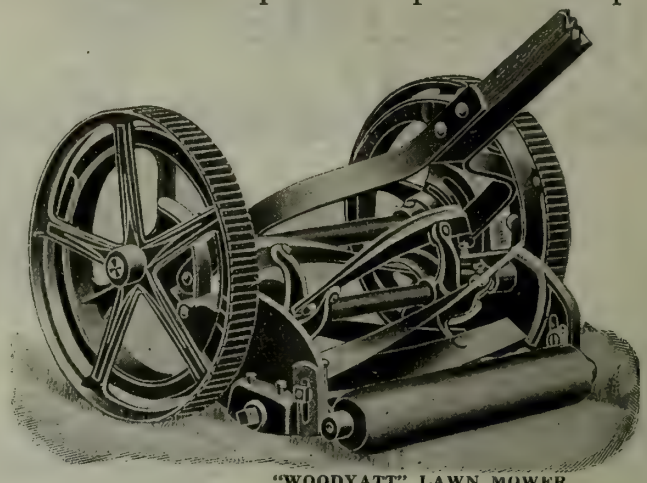
CORD HOSE

A SPLENDID RECORD

"Taylor-Forbes Lawn Mowers" have been in the service for forty-five years, a service in which all good Canadians take pride—a pride in keeping their lawns clean and neat.

In this the first peace summer in four years even greater interest will be taken in the lawns and this should mean more lawn mower sales for you.

You will have no difficulty selling your customer any of the T-F lawn mowers, when you show him the goods and the guarantee.



"WOODYATT" LAWN MOWER

Taylor-Forbes Company, Limited

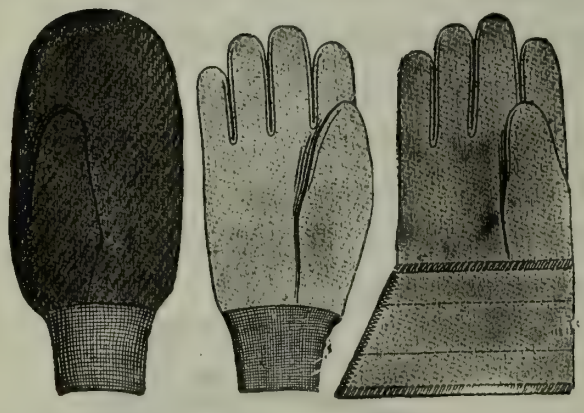
Taylor-Forbes Co., 246 Craig St. W., Montreal

H. G. Rogers, Ltd., 147 Prince William Street, St. John, N.B.

Head Office and Works:
Guelph, Ont.

Taylor-Forbes Co., Ltd., 1070 Homer Street Vancouver.

H. F. Moulden & Son, 314 Confederation Life Bldg., Winnipeg.



TAPATCO
REGISTERED TRADE MARK BRAND

Here is a line of **Working Gloves and Mitts** that you can sell with a great deal of profit.

"TAPATCO" Products give absolute statisfaction under the hardest wear. Constructed from the highest grade materials. Made by expert Canadian workmen and sold by dealers everywhere.

Write your jobber for full description and prices of our many lines.

The American Pad & Textile Co.
Chatham, Ontario

Manufacturers and agents desiring to establish their goods in New Zealand are invited to communicate with us. We are open to consider sole agencies for hardware, grindery and general merchandise lines. The whole of New Zealand covered by an efficient, well-organized selling organization. Full information given regarding cost of advertising, trade customs and sales prospects without any obligation whatever on the part of the enquirer.

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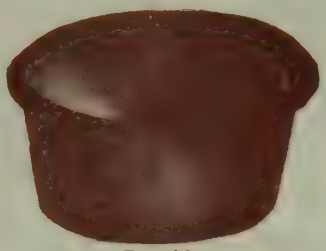


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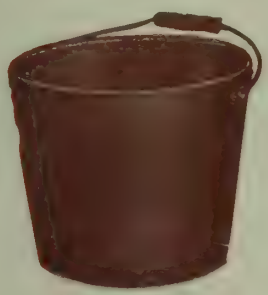
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HARDWARE AND METAL

CANADA'S NATIONAL HARDWARE WEEKLY

Vol. XXX. TORONTO, JUNE 21, 1919 No. 25

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Canada's National Hardware Weekly

HARDWARE AND METAL

Published Every Saturday Since 1888

Vol. XXX. TORONTO, JUNE 21, 1919 No. 25

Value of Trade-Mark as Sales Producer

Trade-Marked Goods, Back of Which Guarantee Stands, Good Foundation on Which to Build Increasing Sales—Act as Means of Establishing Confidence—Makes Selling Easy

"ONE thing we want to do, and particularly in connection with foreign trade, is to establish our own particular trade mark, our peculiar design recognizable everywhere as Canada's, and we want to be sure that everything which goes out of Canada with that trade mark on it shall be up to standard not only to secure the sale of the goods, but to uphold the reputation of the manufacturers of the country behind it."

In these words Mr. Lloyd Harris, of the Canadian Trade Commission, emphasized in his address on export trade to Canadian manufacturers on his return from Europe a truth that applies not only to them, but to every manufacturer, jobber and retailer soliciting business at home.

The retailer is realizing the importance of linking up his store and having it always recognized by buyers in his territory as the place where goods backed by a guarantee that means something are to be obtained. Such a sales policy has a value and importance that is far reaching in its effects upon trade building. The merchant whose store is known as the headquarters for the greatest number of well-known trade-marked goods has established a reputation for service and quality that will always cause the store to be associated with the best goods.

Give Him a Standing

Handling goods that are trade-marked and back of which the manufacturer stands, gives the store a standing that it could not obtain in any other way. The trade mark should stand for goods that give satisfactory service, and prospec-



These are just a few samples of retail advertising picked at r andom which illustrate how the retailer is linking up his store with trade marked goods. A wide range of goods is shown, and the retailer in many cas es points out advantages of the line he handles as he sees them and stands back of them.

tive buyers gain added confidence in the dealer handling them. The dealer who features such goods in his windows, in his store and in his advertising, can have no better ad. for his store. He can have no better ad. for his own business integrity. It means that he is prepared to stand behind the articles he sells. If the goods through some defect in material not always apparent in the manufacture, do not stand up and give the service expected of them, they can be replaced without question. Handling goods of this kind gives the dealer a status that is a sure foundation for wide and successful business dealing. It gives him a confidence that he will make his sales talk absolutely convincing because he is prepared to back the goods to the limit, knowing that behind his word stands the trade mark of the firm, which, perhaps, for years has meant a guarantee of all that is sound.

Establishes Confidence

The dealer who in his window displays nothing but trade-marked goods at once establishes in the minds of all who see them a bond of confidence. The man who looks in and sees a —— knife may never have owned one, but he knows from what he has heard his friends say that —— knives stand for quality. He knows from satisfied customers of the store and the retailers' advertising about the good service the goods give. Naturally the customer gets a good impression as to the kind of goods he may expect to get at this store. When he finds that every line the merchant shows him, no matter whether it is knives or paints or tools or any other goods, is trade marked and that the merchant is going to stand behind every article, and guarantee it to be satisfactory, he decides he has struck the store where it will pay him to deal.

Striking Contrast

Perhaps the best way to appreciate what this really means is to go into some store where they do not handle trade-marked goods, made by firms whose names are a guarantee of quality. The merchant will tell you that the paint he is offering you is all right, he thinks. No, he will not guarantee it, but he thinks it should be all right. He does not know why the maker does not put his name on the goods he manufactures or why he refuses to stand behind them or let people know who he is. If you don't like the paint or if it does not give you the service you might reasonably expect you have no redress. Contrast this with the man handling some well-known trade-marked line which he is ready to stand absolutely behind.

"Bring it back," he says, "if it is not absolutely all I say it is, and if it does not do everything we claim for it, I am here in business and the firm I got it from is in business to make it right. If you are not satisfied we will replace the goods or give you your money back."

Which Will Win?

Which merchant is building on the broad foundation that will establish a steadily growing and successful business? To which store would you go back when you want to make your next purchase?

Makes Selling Easy

Handling trade-marked goods makes selling easy. The prospective buyer is already familiar with the goods through having heard or read of them. He is favorably disposed towards them because all that he has heard about them has been good. Not only that, but there is a distinctly favorable impression created also about the store because it handles goods that are giving satisfaction. All this is invaluable from a sales standpoint. It happens very frequently that a salesman may find it necessary when he handles two or more lines of goods to sell the line that is not trade marked because it is a little cheaper; in many cases it has happened that a few days later the customer brought the goods back and stated that he would gladly pay the difference in price, but wanted the trade-marked article.

People Ask for Them

"I have found from experience that it is much easier to sell trade-marked goods that people know about and read about," said an Ontario dealer to HARDWARE AND METAL. "As an instance, I handle two lines of electric irons. One is trade-marked and sells at a considerably higher price than the other. Occasionally a customer decides that she wants the cheaper iron. In a great many cases, though, I have found that it is only a question of a few days before she brings it back and says she will gladly pay the difference and take the other iron. All my experience points to the wisdom of handling the trade-marked article that I can stand behind. I find that in many instances the sale is already half made. A customer comes in and asks to see some line. I show the line that is backed by advertising and that I can guarantee. In the great majority of cases he is satisfied right there. The mere fact that I am handling goods of that nature satisfies him that it means quality and when I state I stand behind it and that the firm that made it is prepared to stand behind it, the sale is easily completed. I got a good customer the other day in the shape of a man who had never been in the store before, because he lived nearer another dealer. The other dealer recently sold him a screw driver and charged him a dollar for it. As soon as the man took it home and started to use it, it twisted right around. He took it back to the dealer and wanted another, but the dealer would not make it good. He came to my store and did not tell me what had happened, but asked to look at my screw drivers. As soon as he saw the trade mark on them he selected one and then told me what had happened in the other store. I assured him that if the screw driver he had bought did not give every satisfaction he could bring it back and get another or his money back. He asked about

(Continued on page 77.)

FORM LETTER ACHIEVES "PERSONAL TOUCH"



Interior of the hardware store operated by D. A. Sands, at Yorkton. Mr. Sands specializes in the sale of automobile tires. When this photograph was taken, in May, garden seeds were prominently displayed at the front of the store.

D. A. Sands, Yorkton, Saskatchewan, is a great believer in the form letter as a means of introducing some new line of goods. He has a mailing list of 500 of the best known farmers in this vicinity, and he believes that by sending each of them a letter he achieves the "personal touch" that he could not accomplish in any other way. Recently when he acquired the agency for a line of automobile tires advertised in HARDWARE AND METAL, he informed his farmer friends through the mails. He did the same thing in the case of a line of lubricating oil for which he was appointed agent in the Yorkton district. Always in the painting season he sends out his form letters as a reminder. He states that he has been able to trace results to this method beyond any doubt.

Mr. Sands is one of those who see in the common use of the automobile serious difficulties for the village merchants. He has observed that within the last two or three years as cars have become more numerous in the country that farmers and their wives drive long distances to larger centres in order to do their shopping. For one thing they believe they can do better, and again they enjoy the trip to new and what appears to them greener fields. One day during the last week in May three farmers drove their cars into Yorkton from a distance of 30 to 40 miles, and brought home $150 worth of lumber.

New Tariff is Affecting Prices

Lines of Copper and Brass Goods Have Been Advanced Approximately Three Per Cent.—Reductions in the Price of Gasoline and Lubricating Oils—No Change in Prices of Rolled Iron or Steel Sheets Likely

WHILE the tariff proposals made by Sir Thomas White have not yet been passed, it is generally believed in the trade that they will be accepted and several changes in prices have already been made on the basis of the new tariff. As stated in last week's issue of HARDWARE AND METAL, gasoline prices have gone down one cent per gallon. A reduction has also been made in the prices of lubricating oils These come as a result of the removal under the new tariff proposals of thhe 7½ per cent. war tax on crude petroleum.

With the addition of 1½ cents per pound to copper, one cent a pound to zinc spelter and one cent a pound to lead, a revision of prices upwards is being made and many lines of brass and copper goods will be affected. The advances so far made will average about three per cent. One dealer summarized the situation by saying that it simply means another addition to the already high cost of living in Canada.

Big Buyer of Lead

Canada has been a big buyer of lead from the United States. During the past four years Canadians have averaged nearly 30,000 tons of lead a year. Now that munitions making is at an end and with the levying of the new duty on lead, it is likely that the business will drop to insignificant proportions. The view has already been expressed by leading American handlers of Mexican lead that with a duty of one cent a pound it will be impossible for them to sell in the Canadian markets in competition with Canadian producers.

The imposition of the duties on lead, copper, and spelter will, it is expected, result in Canada refining enough of these materials to take care of her own requirements. Sheet copper prices have already advanced.

No Immediate Changes

The change in the duty on rolled iron or steel sheets and strips, Canada plates, Russia iron, terne plates and the other lines covered under number 384 of the new tariff, is not expected to result in any price changes. The duty under the new tariff is made to read 12½%, as against a former duty of 5% plus 7½% war tax. This amounts to the same thing as at present, but if at some time in the future the war tax should be removed the proposed duty will not be affected, and manufacturers of sheets are assured of the 12½% protection.

In the case of cement the war customs duty will be repealed and the general tariff rate will be reduced to eight cents per hundred pounds, or two cents lower than the former rate.

Farm Implements

Farm implements will perhaps be more largely affected than any other lines under the new tariff. Including the 7½% war duty reduction it will provide for a total reduction under the general tariff from 27½% to 15% on cultivators, horse rakes, harrows, seed drills, manure spreaders and weeders, and also on complete parts of these implements. On plows and windmills and complete parts of same, portable engines and trac-

---

Comparisons between proposed tariffs and those the new ones will replace.

Tariff Items.	British Preferential Tariff		Intermediate Tariff		General Tariff	
	Proposed	Before	Prop's'd	Before	Prop's'd	Before
348c. Brass in blocks, ingots or pigs, copper in bars or rods, not less than six ft. lengths, unmanufactured, N O P, copper in strips, sheets, or plates not polished, planished or coated; brass or copper tubing, in lengths not less than 6 ft. and not polished, bent or otherwise manufactured	5%	5%+5%	10%	Free	10%	7½%
348D. Copper in bars or rods when imported by manufacturers or trolley, telegraph and telephone wires, electric wires and electric cables for use only in the manufacture of such articles in their factories	Free	5%	Free	Free	Free	7½%
356. Nickel in bars and rods, strips, sheets or plates	Free	5%	Free	Free	Free	7½%
356a. Nickel silver and German silver in bars, rods, strips, sheets, plates and anodes	5%	5%+5%	10%	Free	10%	7½%
384. Rolled iron or steel sheets and strips, polished or not, number fourteen gauge and thinner, N O P, Canada plates, Russia iron, terne plates, and rolled sheets of iron or steel, coated with zinc, spelter, or other metal, of all widths or thicknesses, N O P, and rolled iron or steel, hoop, band scroll or strip, number fourteen gauge and thinner, galvanized or coated with other metal or not, N O P	7½%	7½+5%	12½%	5%	12½%	5%+7½
384a. Rolled iron, or steel, hoop, band, scroll or strip, No. 14 gauge and thinner, and rolled iron or steel sheet, when imported by manufacturers for use only in their own factories in the manufacture of galvanized iron or steel hoop, bank, scroll, strip or sheet	Free	Free	Free	5%	Free	5%
336. Cultivators, harrows, horse rakes, seed drills, manure spreaders and weeders and complete parts thereof	10%	12½+5%	15%	17½%	15%	20%+7½
446b. Ploughs and complete parts thereof	12½%	12½+5%	17½%	17½%	17½%	20%+7½
446c. Windmills and complete parts thereof, not including shafting	12½%	12½+5%	17½%	17½%	17½%	20%+7½
447. Portable engines with boilers in combination, horsepower and traction engines for farm purposes, wind stackers and threshing machine separators, including baggers, weighers and self-feeders, thereof, and complete parts, all articles specified in this tariff item	12½%	15+5%	17½%	17½%	17½%	20%
448. Hay loaders, potato diggers, fodder or feed cutters, grain crushers, fanning mills, hay tedders, farm road or field rollers, post hole diggers, snaiths and other agricultural implements, N O P	12½%	15+5%	20%	22½%	20%	25%+7½
591. Farm waggons and complete parts thereof	15%	17½+5%	20%	22½%	20%	25%+7½
591a. Freight waggons, drays and sleighs, and complete parts thereof	17½%	17½+5%	25%	22½%	25%	35%+7½
705a. Settlers' effects, viz.: machines, vehicles and implements, for agricultural purposes, moved by mechanical power, if actually owned abroad by the settler for at least six months before his removal to Canada, and subject to regulations prescribed by the Minister of Customs, provided that the said machines, vehicles and implements may not be so entered unless brought by the settler on his first arrival and shall not be sold or otherwise disposed of, without payment of duty until after twelve months' actual use in Canada	Free	Free	Free	Free	Free	Free
267a. Crude petroleum in natural state 7.900 specific gravity or heavier at 60 degrees temperature, when imported by oil refiners to be refined in their own factories	Free	5%	Free	7½%	Free	7½%
290. Cement, portland and hydraulic, or water lime, in barrels, bags or casks, the weight of the package to be included in the weight for duty, per one hundred pounds	5c	7c+5%	8c	10c+7½%	8c	10c+7½%
329a. Iron ore	Free	5%	Free	Free	Free	7½%
337. Lead, old scrap, and block, per pound	¼c	10%+5%	1c	15%	1c	15%
343. Tin in blocks, pigs or bars, tin strip waste and tin foil	Free	5%	Free	Free	Free	7½%
345 Zinc dust, sheets and plates, sal-ammonia, skimmings and seamless drawn tubing of zinc	Free	5%	Free	Free	Free	7½%
345a. Zinc spelter and zinc in blocks, pigs, bars or rods, per pound	¼c	5%	1c	Free	1c	7½%
348. Copper, in blocks, ingots or pigs, per pound	1c	5%	1½c	Free	1½c	7½%
348b. Brass and copper scrap	Free	5%	Free	Free	Free	7½%

tion engines for farm purposes, horse-power threshing machines, separators and appliances for same, the tariff provides for a reduction of from 27½% to 17½%. On such lines as hay loaders, potato diggers, fodder or feed cutters, grain crushers, fanning mills, hay tedders, farm, road or field rollers, post-hole diggers, snaiths, and other agricultural implements, the duty is reduced from 32½% to 20%. The same rate of reduction applies also to farm wagons.

Expect Good Business

Any changes that are being made in the British preferential tariff will not, according to representatives of British firms, work any hardship on them. There are, they state, great numbers of inquiries being received for British-made goods, which British firms are not at present in a position to fill. It will, they expect, be only a question of time, though, before they will be in a position to look after orders.

Another factor in the tariff situation as it applies to trade between Canada and the United States is that as matters stand at present owing to the balance of trade being against Canada, there is a rate of exchange against Canada that amounts to no less than three per cent. This is an important item in figuring costs, especially on large shipments.

Some of the Figures

During the fiscal year ending March, 1919, Canada imported from England Portland cement valued at $2,749, and from the United States Portland cement worth $23,688. In the same period there was imported from the United States brass rods and bars valued at $211,735; copper bars and rods valued at $4,014,-210; copper sheets and plates valued at $404,456; copper tubing valued at $188,-779; copper wire worth $68,436. From England came bar iron, band iron, sheets and plates valued at $1,313,083, and from the United States similar materials valued at $10,059,372; also from the United States bar and sheet steel valued at $265,935. Tin plates and sheets from the United States were valued at $11,-263,164 as against $11,176 from England. Tinware imports from the United States totalled $1,645,450 and from England $46,470. Tin blocks, pigs and bars from England totalled $1,557,189, as against $144,347 from the United States. Total imports of zinc products from the United States were $1,180,349, of which spelter amounted to $700,792. Iron ore from the United States was valued at $5,048,456. During the year 2,824,542 gallons of gasoline valued at $738,6[illegible] came in from the United States, an 236,809,939 gallons of crude petroleum, valued at $13,661,429. From the United States came lubricating oils valued at $1,488,985.

Before the War

Just how the figures shown above compare with those before the war may be gained from the following: For the year ending March, 1915, Canada imported from the United States 177,879,-835 gallons of crude petroleum valued at $5,994,318; 27,469,397 gallons of gasoline valued at $4,466,986; zinc spelter valued at $598,398, of which $110,717 came from England, $89,671 from Belgium, $46,364 from Germany and $330,-497 from the United States. In the same period there came from the United Kingdom galvanized sheets valued at $2,054,438; rolled iron or steel and cast steel in bars, bands, sheets, etc., valued at $727,555; also rolled iron or steel

Continued on page 73

Emulating the 5, 10, 15, 20, 25-Cent Idea in Neepawa, Man.

THERE is a rather interesting and fairly successful experiment being tried by an old-time hardware merchant at Neepawa, Manitoba, that should be of interest to the trade, and which carried out along moderate lines might prove a money maker in conjunction with the regular system of merchandising.

Briefly, Jack Phillips, formerly of Phillips Bros, of Morris, Manitoba, has emulated the late Mr. Woolworth and opened a large 5, 10, 15, 20 and 25 cent store in one of the most prominent business locations along the main street of the town. He went into business in October last, and at present writing he is going strong. Nothing can be purchased in his store higher than twenty-five cents.

Mr. Phillips has made the discovery that the success of his business is due largely to the innate curiosity of both men and women customers, particularly the latter. There appears to be something fascinating, something of a gamble in making purchases from a stock of this kind. The buyer is possessed of the idea that he or she is getting a bargain, and in many instances such is the case.

The most striking result of this system of selling is that the customer who comes in to purchase a cake of soap or a lead pencil invariably goes away with the purchases amounting to anywhere from 50 cents to three or four dollars.

The points of this story as applied to the hardware trade are these:

1. A well advertised department of this kind would attract customers to the store, particularly farmers' wives.

2. It should prove a profitable investment, in itself.

3. It would result in heavily increasing sales of regular stock.

4. It would afford an opportunity for clearing up odds and ends.

Mr. Phillips has an open mind as to whether the scheme can be successful in a town of less than 2,000 population.

He was first attracted by the money-making possibilities of such a store by observing the business done by the Woolworth store in Lethbridge, Alberta. The manager of that store said that it should be quite easy to make a start in a small town with an initial stock costing about $2,000.

When Mr. Phillips set up business in Neepawa, he painted the entire front of his premises a brilliant red in keeping with the methods of the late multi-millionaire, but his purchases amounting to $2,000 made such a scanty display that, as he tells it, he had to space the articles out on the shelves in order to make a showing. His proposition very soon became known to the travellers in various lines, and his stock has been built up largely of the broken lines they offered him, and in which he secured exceptional values.

Both his great double windows and the interior of his store are dressed in the most attractive manner. Such articles as toys, sheet music gaudily lithographed, ribbons, fireworks, Japanese goods, notably Japanese lanterns festooned in long strings, brightly printed seed boxes and dry goods sundries, make an attractive color scheme that gives the effect of a bazaar. But the real basic stock of the store is hardware in all its smaller lines. Particularly in agateware are there some genuine bargains offered.

The shelves and counters on both sides of the store are marked off into sections in which the goods of one price are collected, while the whole centre of the store is taken up with great tables criss-crossed into pockets in which a vast assortment of goods are displayed. Immediately in front of the entrance is the finest fixture in the store, a "silent salesman" showcase filled with pretty articles of feminine ware.

Mr. Phillips states that his greatest difficulty in these days of soaring prices has been to secure goods selling at and under the 25 cent figure. He tried for a time to use a woman buyer in the large centres but without success. In recent months he has made many buying trips to Winnipeg and has also made heavy purchases across the line. In the months of February he tried special sales at values up to 15 cents and while they were successful for a while he found that the results did not justify the effort. He has been urged by wholesale men to raise his limit to 50 cents, but so far has refused to do so. A similar store is operated in Portage la Prairie with values up to 99 cents.

SHOW CARDS OF THE SMALLER TORONTO STORES

Many Show Preference for the Small, Neatly-Lettered Card of Quiet Coloring—Others Feature Color Schemes Artistically Worked Out With Pleasing Effects.

Written for Hardware and Metal by ROBERT T. D. EDWARDS

FOR the past six months or so we have been sounding the praises of the large department stores throughout America in regard to the show cards and show carding systems they use, and have showed many ways in which we could use their ideas in our smaller stores.



There is no doubt that many of the hints thrown out were put into practice and that benefit has been derived from them. However, to continue the style of article we wish to give a few ideas which the smaller Toronto stores use on their show cards.

It is surprising, after making a study of the better small stores, to find the good class of show cards they use. They all have their own ideas of what constitutes a good show card; some like the small, neatly lettered cards of quiet colorings, with the lettering in the centre of the card or at the upper left hand side; others want cards with the lettering much heavier, but showing an absence of gaudy colorings; still others use small, neatly lettered cards, but have color schemes artistically worked out on them, which makes a very pleasing effect.

Can Easily See Them

You have only to walk along Yonge Street and gaze at the neatly trimmed windows to see these show cards.

White cards with black letters are quite prominent. Light colored mat boards, such as grey, cream, etc., are all favored to a great extent.

Dark surfaces are also used with light colored letterings, white on black, cream on dark brown or dark green, cream or white on grey.

Of course, various color combinations are used with attractive effects. The outlining of letters is very much favored now instead of the old-fashioned shading of letters. This along with high lighting has come to the fore greatly within the last year, and a more detailed description of it will be gone into in future lessons.

Air Brush Work

Air brush work still appears, but not nearly so prominently as a few years ago. Both for sale and better class show cards, the red sable writer is found to be far superior to the air brush when used in a skilled hand. This has been proven beyond a doubt.

Air brush work, if not used very sparingly and in an artistic manner, will do more to cheapen a display than any other thing. The trouble with most writers in using an air brush is that they don't know when they have sufficient decorations on the card. They do not seem to know when to stop.

Much of the small lettering which is formed on dark cards seen in Toronto store windows is made with the music pen, although the small sable brush is used by some. The operation of this pen has been previously explained. It makes a splendid Roman letter and is especially adapted for lettering with heavy opaque show card color.

The lettering is of a pen stroke Roman formation, similar to forms previously used.

The card illustrated on the right shows how to make an exceedingly neat card very quickly. Here you will note that no color other than black is used. The border design is cut from magazine advertisements and cut down to suit the size of the show card.

You may not be able to get this exact design, but there are many others that will suit the purpose just as well.

Care should be taken in cutting out and pasting these borders on. Mark the position in which they are to be placed before doing the pasting. Wipe all paste and finger marks off after pasting with a clean moistened cloth.

SUGGESTIONS FOR SEASONABLE SHOW CARDS.

The Brides' month—the Brides' store.

Our electric toaster will add cheer to the morning meal.

One of our refrigerators saves many steps.

For the fishermen—the proper equipment to land the "big ones."

Campers' supplies that add much to the holiday.

Don't put off getting that coal oil stove any longer.

Our screen doors and windows keep out the flies. Get yours now.

Lunch kits for the picnic parties.

USES FOR PLATE GLASS

The Plate Glass Manufacturers of America have issued a booklet suggesting numerous uses to which plate glass may be put. It is illustrated throughout in colors, most attractively. Some of the uses suggested are wind shields for autos, show cases, shelves for show cases, bathrooms and furniture, headlights and



sidelights for autos, windows and doors in railway coaches and street cars, ornamental signs, push plates on doors in residences, desk tops, tops for tables, counters and other furniture, adding machines and display cases, aquariums, over doors in ranges, fronts for cracker and cookie cases, deck and port lights for boats, mixing slabs for bread and pastry making, mixing slabs for chemists and druggists, partition work of all kinds, window ventilators, rough glass for floors, sky lights, sidewalks, etc., mirrors of all kinds and modern store fronts. The economy, comfort and beauty of plate glass is emphasized.

NEW TARIFF AFFECTING PRICES

(Continued from page 72.)

sheets in strips, valued at $771,104. Copper in blocks, pigs and ingots came in as follows: United Kingdom $6,636, Germany $8,131, United States $778,094, and copper in sheets, strips and plates, United Kingdom $5.890, Germany $323, United States $718,956. From the United Kingdom came Canada plates, Russian iron and terne plates and rolled sheets of iron and steel, valued at $498,631. Brass in blocks and pigs were imported as follows: Germany $2.367, United States $232.831. Brass tubing imports were as follows: United Kingdom $67,987, Belgium $6,595, Germany $29.923, United States $313,836. Copper tubing imports were United Kingdom $25,108, Germany $41,621, United States $120,490. From the United Kingdom came tin plates and sheets valued at $684,947, and from the United States at $2,859,061, and tin in blocks, pigs and bars as follows: United Kingdom, $782,-619; Straits Settlements, $338,193; Germany, $4,806; United States, $866,014.

Big Gains Showing in Electrical Business

Insistent Demand From All Over the Country for Electrical Labor-Saving Devices in the Home-Revival of Building Offers Splendid Opportunity for Hardwaremen to Sell Electrical Fixtures

THAT there is big business ahead for hardwaremen in electrical utilities and electrical fixtures is the opinion of those in close touch with the electrical development that is going on all over Canada. An absolutely legitimate field, in which many hardware men are already making good profits, is wide open to the trade, with a volume of business which is bound to increase every year. There is not only a lot of good business to be had now, but with the steady extension of electric lines into the rural districts, the purchase by farmers in outlying sections of their own power plants, and the general and insistent call for more and more labor saving appliances in the homes, the business has a future that is rosy indeed. Many American firms are predicting that the business in appliances and fixtures is going to rival that in motors and supplies, which runs into many millions annually. If this is true in the States it will be equally true in Canada, and is already apparent in the demands that are being made upon the electric power companies for more and still more power to take care of the increasing loads.

Demand for Fixtures

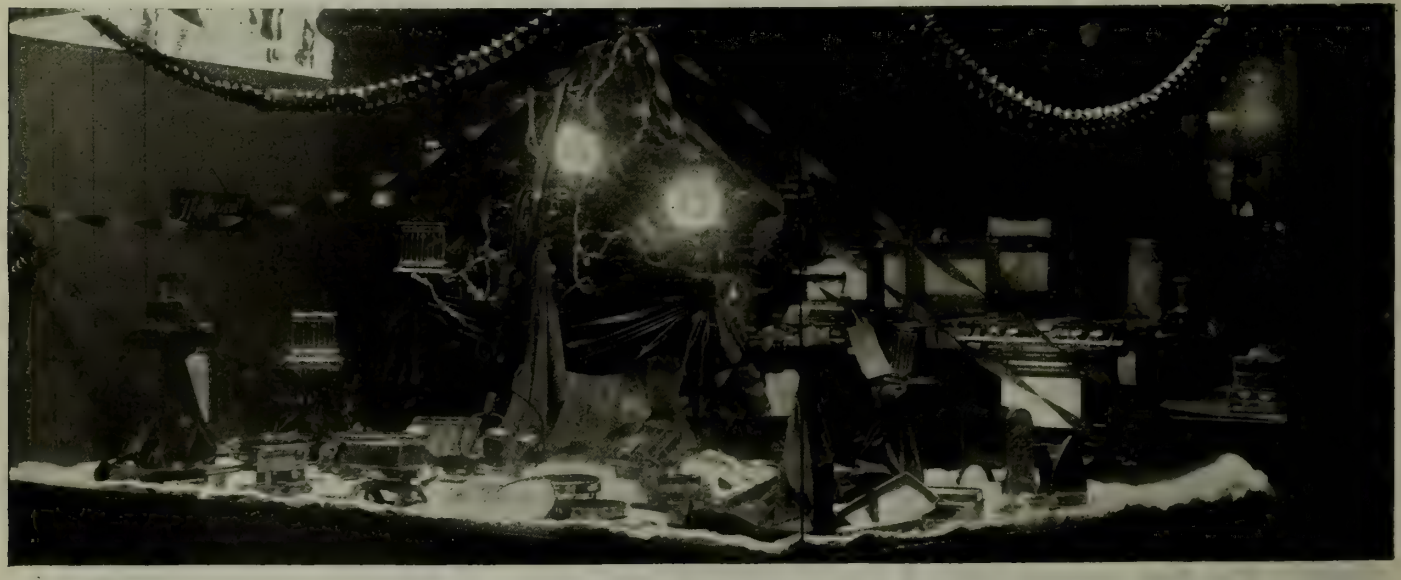
For the past four years, owing to conditions and restrictions, electrical development has been held back. It is still held back, but not because of restrictions. The situation at present revolves supplies of materials with which to fill around the inability to get sufficient orders for equipment. In Ontario there are a number of requests in for new power lines and extensions to power lines. Some of these will not be proceeded with for two reasons. One is the difficulty of obtaining equipment and another is the high prices, not only of equipment, but of the labor required to construct the lines. Some of the lines will go ahead this year. Others will be held back pending lower costs But they will be built sooner or later and in the meantime new projects are constantly being developed. Those who are in touch with the situation in those districts where it will be impracticable to build power lines declare that there is a noticeable increase in the sales of home power plants. People want electricity and they are going to have it, even if they have to put in their own plant. Every plant of this kind that is put in, and there are many of them being sold all the time, means just that many more prospects for the hardwaremen.

Farmers are Big Buyers

The farmers, all over the Dominion, are getting to be big buyers of electrical devices. Many of them now light their homes and their stables by electricity, and in addition have provided for their wives' taking advantage of the power by getting electric washers, electric cleaners and many other electrical appliances. The number of farmers enjoying these comforts is growing far faster than those not in touch with the sales have any idea. And those in the trade state that they will continue to grow because electricity has demonstrated beyond any question of doubt that it is a real servant, and does its work quickly and economically.

Tell One Another

Electrical devices very often sell themselves. They are obviously so efficient and so simple that anyone can see their value. And people have not been slow to appreciate the value of a helper of this kind, especially those who have been having trouble in getting hired help. No woman who has ever used an electric iron, or an electric washer or an electric vacuum cleaner ever wants to go back to the old methods. She is not only satisfied with her electric helpers but she is a tireless booster for them among her friends. This is perhaps one of the main reasons why electric goods are selling so fast. It is also one reason why so many hardwaremen have been quick to see the opportunity and take advantage of it. No merchants come into closer personal touch with the homes than the hardwaremen, and when they find a demand for goods that will render real service in the homes they are right there to look after all the business that is offering. Electricity has, perhaps, done more in the past ten years to make the homes of Canada better and more comfortable places than any other agency. It is also doing more to take the drudgery out of housework than any other agent. Not only this but it has shown people miles out in the country and away from power lines that they can have at small cost all the electrical conveniences that are to be found in the



An attractive window display of electrical goods always carries a wide appeal to the buying public, especially to all home-makers. Just now it has an especially seasonable value, as thousands of dollars' worth of electrical utilities are being purchased as gifts for June brides. The above display, which includes such lines as toasters, irons, grills, heaters and similar useful devices, offers many suggestions to a large number of prospective buyers interested in obtaining at moderate prices something not only useful and serviceable but attractive looking.

most expensive city homes. Is it any wonder then that the demand for electrical goods of all kinds is growing by leaps and bounds?

Sell Many Fixtures

Because building has been held back for nearly five years the hardwaremen have not been able to do anything like a normal trade in fixtures. Now, however, with the building all over Canada showing a steady increase there is going to be some splendid chances for business. Every home that is built, almost, offers more or less prospects for fixtures. Certainly every home that has electricity in it offers prospects for more and more business. The mail order firms have been making a big drive in the electrical business of all kinds, both fixtures and utilities, and they have got results. The hardware men, however, have been handling a big share of the trade, selling more in the aggregate, it is stated, than either the electrical dealers or the mail order firms. The hardwaremen now are one of the big factors in the distribution of electrical goods and they are steadily increasing their sales.

Sees Big Opportunity

"There are some splendid opportunities for the hardware dealers to develop electrical business," said C. H. Willson, president of McDonald & Willson, Toronto. "There is a big and steadily growing demand in all parts of the Dominion for electrical utilities such as washing machines, vacuum cleaners and so on, and also for electrical fixtures. Owing to conditions during the past four years there has been nothing like the opportunity for selling electrical fixtures that there will be from now on. With the revival of the building business there will be splendid chances for the hardwaremen to sell fixtures. They handle general supplies, sockets and so on, and handling electrical fixtures is a logical development. People all over the country who are building houses will require a lot of electrical fixtures and equipment, and there is a splendid opportunity for the hardwareman to get this business. It is a perfectly legitimate class of business for the hardwareman to go after. The mail order firms sell thousands of dollars' worth of fixtures every year to people all over the country, who buy from the mail order houses and then get a local electrician to put them up or put them up themselves. If the hardware dealers will go after this business it is theirs and they should go after it because it carries a good profit. it is a nice trade to handle and the fixtures make an attractive showing in the store.

People Demand Them

Mr. Willson continued, "Everywhere there is a steadily growing demand for electric utilities. This demand is bound to increase. Every home in which there is electricity is a prospect for an electric washer, a vacuum sweeper or some other device. The hardware man has an exceptional chance to get this business because he has a store and show windows and is usually very close to the people personally. Many dealers are not getting the results they should from electric appliances because they do not go after business the right way. For instance a farmer drops into a store to get a few pounds of nails, and while he is waiting for them perhaps he sees an electric washer out on the floor and says, "Nice-looking machine, that. Suppose it is a pretty good worker." The hardware man sometimes, instead of following up the interest aroused by the machine and showing the man how it works and what it will do, says, "Yes, that is a nice machine, it would cost you about $100." In saying this just that way, the dealer may cause the prospective customer to lose interest in the machine because he thinks it is out of his reach on account of the price. If the dealer had shown him that the machine would save hundreds of dollars in his home by the efficient service it would render, that it would save his wife endless drudgery and also that the machine was obtainable on a contract by which small payments could be made, he would have proceeded along lines that would in many cases result in a sale being made.

There is nothing the hardwareman has in his store that will prove of more real value in most homes than a first-class washing machine.

Sell Intelligently

"It is a business though, that must be handled in the proper way," said Mr. Willson. "The dealer should make the best use he can of his store and window displays. He should not be afraid to advertise and he should not be afraid to make use of every chance he has to let people know he is handling washers. One way to help get business is to put on demonstrations. Another is to send out literature to those who are likely to be interested. There is a lot of good business to be had in washing machines but it must be gone after. Some dealers could sell many more machines if they would extend credit to responsible people, of course. There need be no risk whatever in doing this provided the hardware dealer is satisfied about the party. Many people will buy machines if they are allowed to make small payments who would not care to pay the full amount down. They do not mind paying the additional per cent. which will more than take care of the extra cost of carrying the credit.

A Big Demand

"There is a big demand from the farmers," Mr. Willson stated, "for electrical labor saving equipment of all kinds, and it is going to be a lot bigger. In Ontario the electrical lines are being extended to all parts of the province. In the Northwest, where there is no such power available, we find a large increase in the sales of home power plants. This business is growing fast and it brings with it the sale of utilities as we supply connections and equipment by which the farmers who have their own power plants can connect up with the washing machine or other devices.

Will Boost Demand

"Never in the history of the business," Mr. Willson pointed out, "has there been such an advertising campaign as is now being put on by makers of washing machines and other appliances. In the big American magazines they are using pages of space each issue. This is bound to stir up an enormous interest on the part of the buying public and this is being reflected in Canada. We can notice more results now than were apparent a year ago. People know about a washing machine and what it will do where they didn't before. The more advertising that is done and the more machines that are sold will automatically increase the general interest. Those who have bought will tell others about the good results obtainable and thus an ever widening circle is created. The sooner the dealer takes advantage of

(Continued on page 77.)

DEVELOPING THE SPORTING INTEREST OF A TOWN

Out in the town of Souris, Manitoba, F. & J. Shields, an enterprising firm of hardware merchants, have taken the lead in the sale of sporting goods in the face of competition by several other stores by using aggressive methods.

Perhaps they have done more to establish themselves as the "official" sporting goods house of Souris by displaying schedules of athletic tournaments on their front windows, than by any other means. There is no sportier town in the West than this. It has its baseball and football leagues, its tennis tournaments, its lawn bowling and its aquatic sports in summer, to say nothing of its winter sports, and wherever possible the Shields hardware firm gives zest to the competition by pasting conspicuously against the inside of their windows a list of the winners in the play-down, together with a schedule of the events still to come. These lists are neatly typewritten, and are kept up-to-date, although there are constant changes to be made. The window in which these lists usually appear is most of the time dressed with sporting goods.

Importance of Trade Mark; History

What It Is—Fraudulent Infringement Criminal Offence—Means of Protection Provided —Recognition Being More Widely Given—Value Hard to Estimate

MORE and more the value of the trade mark is being recognized. This is brought home to the manufacturer and jobber by the retailer, who is demanding just something more than merchandise. The merchants of to-day are demanding goods which they can stand back of and guarantee. Manufacturers are coming to a greater realization of this, although there are many in Canada as yet fail to appreciate all that the trade mark might stand for.

What is a Trade Mark?

The term "trade mark" denotes a distinctive mark or device showing that the artiele to which it is affixed is manufactured or sold by a certain house or firm. Recent statutes read that a trade mark must consist of or contain at least one of the following essential particulars:—

1. A name of an individual or firm printed, impressed or woven in some particular and distinctive manner.
2. A written signature or copy of a written signature of the individual or firm applying for registration thereof as a trade mark.
3. A distinctive device, mark, brand, heading, label or ticket.
4. An invented word or words.
5. A word or words having no reference to the character or quality of the goods, and not being a geographical name.

Fraudulent Infringement Criminal Offence

There are many points of interest in connection with the use or misuse of a trade mark. It is significant that no action can be brought for the infringement of an unregistered trade mark. For an ordinary infringement the remedy consists in damages and an injunction. But fraudulent infringement is a criminal offence, punishable with fine and imprisonment, besides forfeiture of the goods in respect of which the offence has been committed. Foreign goods bearing a trade mark in use in the United Kingdom may not be imported unless the trade mark is accompanied with a definite indication of the country in which the goods were produced. As the right to a trade mark is always the exclusive right to use it in connection with a particular class of goods, it can be assigned or transmitted only in connection with the good-will of the business concerned in making those goods. It is determinable with that good-will.

Right Dates Back Only 50 Years

From the earliest times almost it has been the custom for merchants to distinguish the goods of their own manufacture from those of their competitors by affixing to them some special symbol or device, by way of trade mark. It is only since a comparatively recent date than an exclusive right to a particular trade mark has come to be recognized by the courts as property capable of being legally protected against infringement. It is only really within the last fifty years that this right has obtained statutory recognition and the use of trade marks been made the subject of legislative enactment.

This is perhaps all the more surprising in view of the early attention bestowed by the legislator upon two other important species of "intellectual" property, viz., patents and literary copyright. More than a hundred years after the famous Statute of Monopolies (1624) and eight years after the passing of the first Copyright Act (1734) we find Lord Hardwicke, the then Lord Chancellor of the United Kingdom, refusing to grant an injunction at the suit of a maker of playing cards to restrain the defendant from manufacturing and selling cards bearing the counterfeit of the plaintiff's work. He did so on the ground, among others, that he knew of no instance of the granting of an injunction to restrain one trader from using the same mark as another. He held that to impose such restraint would be fraught with mischievous consequences. This observation, however, he qualified by the remark that if it were done with fraudulent design or to draw away customers from the rival trader, whose mark is thus appropriated, that might be sufficient to maintain an action.

About the earliest authentic instance of a successful attempt to restrain trade mark piracy was the case of Sykes vs. Sykes in 1824; fraud was made the basis of the action. Deceit and fraudulent misrepresentation were causes of action well known to the common law. This was presumably the form of action most nearly suited to the circumstances of this case. If the merchant, despoiled of his trade mark, could not bring his grievance under the head of fraud, there was no other form of action available at common law.

A concurrent jurisdiction in cases of this kind was also exercised by the Courts of Chancery. Their ability to grant an injunction restraining the continuance of a fraud proved a very valuable supplement to the award of damages—the only form of redress obtainable at that time in the common law courts. However, it was shown that even the Chancery judges for a time retained the doctrine that fraudulent intention was a necessary ingredient in an action for infringement of trade mark, and unless the plaintiff first proved his case in the common law courts they refused to grant an injunction.

Toilsome Determination of Right

It has taken some time to come, but gradually the view has gained ground that the owner of a trade mark has a genuine proprietary interest in his mark, which he is entitled to have protected against invasion and infringement like any other right of property. A case which definitely established the principle that a trader has a good right of action against any person who wrongfully assumes his trade mark, even in the absence of proof of fraudulent intent, was that of Millington vs. Fox, decided in 1834. The decision in this case signalized the full recognition, at least in

POINTS IN REGISTERING A TRADE MARK AT OTTAWA

There are two kinds of registrations or copyright that apply to trade marks, the one for "special" lines, the other a "general" one.

A special trade mark is the exclusive right given to a firm to use that special name or brand or device of any kind for one line of goods.

A general trade mark is the right given to a firm to use its name or trade mark or brand exclusively for any number of goods which it may turn out or handle, and at the same time prevents any other firm from using this name.

Registering.—The cost of registering these trade marks with the Dominion Government under the Patent Branch of the Department of Agriculture is $35 for a special and $40 for a general. The Government cost is $25 and $30 respectively, a patent attorney usually being paid $10 for the clerical work. In the case of drawings being made an extra charge is made.

Priority.—As a rule priority decides which firm shall have the right to a certain trade mark. If a firm shows that they have been using a certain trade mark for a few years and have built up a business on the basis of that, but have omitted to have it registered, no other firm, even of it applied first, would be allowed to retain a copyright on this name. The firm that can prove priority in use can by issuing an injunction stop the use of their trade mark by the second firm.

Foreign Firms. — Where United States or British firms do not register their names in Canada and a Canadian firm appropriates the brand name, it is usually a simple matter for the outside firm to get an injunction by showing that their brand has become well known and that they would suffer a hardship by the use of it by a Canadian firm. There would be no objection in regard to making use, however, of a trade mark or brand that has been used for one line of goods and adapting it to another line.

Chancery courts, of trade marks as property capable of legal protection.

The fusion of the principles of common law and equity, effected by the Judicature Act of 1873, brought the common law courts into line with the Chancery. From that date the plaintiff was no longer required to prove fraud, but merely that the "get-up" of the defendant's goods actually did mislead or was calculated to mislead, the public into believing them to be the goods of the plaintiff's manufacture.

Means of Protection Provided

The Merchandise Marks Act of 1862, and later the Trade Marks Registration Act of 1875, were passed to provide adequate means for the protection of the trade mark. The Trade Marks Registration Act of 1875 introduced a new era in the history of trade mark law. The principles which it formulated have in the main been adhered to up to the present day. It was designed to afford protection to the trader on the one hand, and to the public on the other, against the abuse of trade mark rights.

A register of trade marks were established and placed under the control of the Commissioner, afterwards Comptroller, of Patents. Registration was not obligatory, but it was made a condition precedent to the bringing of an action for infringement of trade mark. After five years, registration was treated as conclusive evidence of the registered owner's title to his trade mark. In the interest of the public, on the other hand, the Act required the publication of all registered trade marks and their definite appropriation to certain classes of goods, so that any member of the public might know, by inspecting the register, the precise features and scope of any particular trade mark for which an exclusive right of use was claimed. The Patents, Designs and Trade Marks Act of 1883, expressly barred the use of geographical names and words describing or commending the quality of goods. "Bovril" was allowed to pass muster, but a word such as "Triticumina," as applied to wheat-meal bread and biscuits, was rejected as descriptive.

By the Trade Marks Act of 1905 a trade mark was defined by statute of the British Parliament as: "A mark used or proposed to be used upon or in connection with goods for the purpose of indicating that they are the goods of the proprietor of such trade mark by virtue of manufacture, selection, certification, dealing with or offering for sale."

A trade mark is not in any sense a guarantee of quality. It warrants neither excellence nor uniformity. But the manufacturer, ever mindful of the value of having a trade mark associated with these qualities, as a rule strives to have his goods known because of their excellence and uniformity.

Recognition Given

Towns, cities and provinces, etc., are all coming to a recognition of the trade mark. Whereas the mark which might be adopted by a city is strictly not a trade mark, however it indicates that the goods bearing it have come from a particular locality or made by certain people, and that is a point of interest. It was only last week in Toronto, in addressing the members of the Canadian Manufacturers' Association, that Lloyd Harris made reference to what he considered the necessity of Canadian manufacturers adopting a uniform trade mark for Made-in-Canada goods. It is more than likely that the suggestion will be followed up and some action taken in the near future.

Value Hard to Estimate.

The value of a trade mark is pretty difficult to estimate. Some captains of industry place more real value on a celebrated trade mark than they do on the dollars and cents in a plant. The feeling which these men have is that the trade mark represents their good name; that it stands for something besides just a stamp on a piece of merchandise. Back of the trade mark which this type of manufacturers utilize is more or less an ideal. They are building plants to turn out goods which will measure up to a standard and not down to a price. Therein is one of the greatest reasons for the adoption of a trade mark and making same stand for goods of highest quality.

The president of one corporation, in a speech at a celebration of its success, made the statement that each letter of one of its word marks was worth $1,000,000. The value of the trade marks of the American Tobacco Company, as shown by the dissolution proceedings in the United States Supreme Court, was estimated at $45,000,000. That represented one-fifth of the assets of this great corporation, which is most decidedly a big portion to be in trade marks unless the value is there. It is really not surprising that such a value was placed on its trade marks, for it had been the policy in the formation of that organization never to take in a competitor unless he had a valuable mark to identify his goods.

WHAT THE CANADIAN GOVERNMENT DEEMS TO BE TRADE MARKS

The following extracts from the Canadian Statutes bearing on trade marks from the "Act Respecting Trade Marks and Industrial Designs," is of interest from a Canadian standpoint.

"5. All marks, names, labels, brands, packages or other business devices which are adopted for use by any person in his trade, business, occupation or calling, for the purpose of distinguishing any manufacture, product or article of any description manufactured, produced, compounded, packed or offered for sale by him, applied in any manner whatever either to such manufacture, product or article, or to any package, parcel, case, box or other vessel or receptacle of any description whatsoever containing the same, shall, for the purposes of this Act, be considered and known as trade marks."

"16. A general trade mark once registered and destined to be the sign in trade of the proprietor thereof, shall endure without limitation."

"17. A specific trade mark, when registered, shall endure for the term of twenty-five years, but may be renewed before the expiration of the said term by the proprietor thereof, or by his legal representative, for another term of twenty-five years and so on from time to time; but every such renewal shall be registered before the expiration of the current term of twenty-five years."

BIG GAINS SHOWING IN ELECTRICAL BUSINESS

(Continued from page 75.)

this the sooner he is going to start his circle of sales which will widen steadily. The hardware dealer should realize what this means to him and make the most of his opportunity. It will show his customers that he is up to date and that is a thing that all people like about a store. If Mrs. Jones goes down town and sees a washer in Smith's hardware window she is almost sure to go and tell at least a dozen of her friends that Mr. Smith has one of those washers that were advertised in the magazines or newspapers last week. The general impression goes around that Smith is an up-to-date dealer and in this way he can cash in on an enormous lot of free advertising. Aside from all this though there is a splendid opportunity for the hardware man in handling all kinds of electrical supplies and fixtures as he has the show windows and store in which to show the goods. Just in this point alone the hardware man has a big advantage. If he will follow it up by aggressive sales work and constant sales talk of the right kind he can turn over a lot of goods. The scarcity of help and the need of labor saving devices in the homes presents an opportunity that is a real one. It is not temporary but is going to grow bigger all the time."

VALUE OF TRADE MARK AS SALES PRODUCER

(Continued from page 70.)

some paints, and I told him all about the line we handle and the guarantee that went with them. He bought some paint, too, and since then has been in for many other articles."

With the retailer himself lies very largely the building up of a business of a permanent nature on goods carrying a trade mark. Not just a mere name, but goods back of which your name can be linked with the manufacturer in a guarantee of absolute satisfaction. It is by handling merchandise of this nature that a solid foundation can be laid for your success. It is goods which tend towards permanence, which win the customers' approval, that the merchant should link up his sales program.

Protecting the Home Town Front

The Part That "Mud" Plays in the Success of a Town—The Four Important Factors in a Town's Growth—Measuring Miles by Minutes—Getting the Right Sort of People to the Town—The 100 Per Cent. Citizen

FRANK STOCKDALE, the noted authority on merchandising subjects, is becoming better known in Canada every year. He has delivered lectures in a vast number of communities in Canada during the past year, and a multitude of merchants are looking to him to throw some light on many vexed problems of merchandising. Among the places he lectured at recently was Regina, where he delivered a course of four lectures in connection with the convention of the Retail Merchants' Association, Saskatchewan branch. That many of those who were not able to be present at that convention, and have been unable to hear him at other places, might have some of the benefit of these addresses, HARDWARE AND METAL sent a special representative to this convention to take a report of these addresses. The first of these articles appeared in a recent issue of this paper. In succeeding issues we will publish the balance of this series.

The next lecture deals with the subject, "Salespeople of To-day and To-morrow." Mr. Stockdale in this lecture makes an interesting distinction between "selling" and merely "waiting on" a customer. The question of service, of viewing the sale from the other side of the counter, handling the difficult customer, are among the interesting questions that are dealt with in this lecture.

"IN my opinion the day has arrived in most places, and will arrive in all places, when the competition to which you must give your attention as a part of your business will take you outside of your own stores and hook you up in the ranks of the protectors of the home town front. Competition is no longer between individuals exclusively. in many places the main competition is not between individuals but between towns. The town problem is one you will be interested in when you know what it means.

"In the State of North Dakota is being carried on a campaign, and the object of that campaign is to promote the interests and the welfare of the communities of that state as a whole. In the United States there are at least 10,000 declining towns. In Illinois between 1900 and 1910 there were 357 incorporated cities and towns that actulaly went backward in that period. These centres had fewer people in 1910 than in 1900. That is an indication of an almost universal condition.

"The whole of Canada is going forward in population, but we have this problem on our hands. I like to compare the community of to-day with the family of yesterday. The family of yesterday had the spinning wheel in the home. Now we have in the community a man responsible for bringing clothing to the homes. Yesterday people raised and ground their own cereals, whereas to-day the retail grocer is responsible for supplying foodstuffs. Yesterday the man cut his wood or dug the mine, whereas to-day the coal man provides these fuels. Things that used to be done in the home are being done in the community by other people. The communities are the big families to which we belong, and the trouble is we do not recognize our relationship to that family. We look upon ourselves as individuals, but we have an inter-dependence with provincial and national life. A house divided against itself cannot stand. That is historical. A community divided against itself cannot prosper.

Fewer and Bigger Towns

"There are tendencies going on towards the centralization of population. In my opinion we are going to have fewer towns and bigger towns. Community building is a real problem.

"The greatest ally of the mail order house is spelled with three letters, "MUD." In your town two things are necessary to make good towns. Good roads and good stores. Good roads make a poor town, unless it has good stores in it. Good stores don't make a good town, unless there are good roads in an agricultural community. The town with the best roads and stores will be the best town.

"Things That Make a Good Town Internally"

"A town must be a good place to live in and a good place to make a living in. One of the problems of the Canadian Northwest is to make your towns a good place in which to live. The natural advantages of that country are unsurpassed."

The following four points were emphasized by Mr. Stockdale as being the essentials of a good town:

Production or manufacture.
Transportation.
Trade.
Civic Welfare.

"People are congregated in a town for trade," continued Mr. Stockdale. "If the prosperity growing out of that trade is not directed along the lines of civic welfare, the town is not much good. Water supply, sanitation, streets, sidewalks, schools, entertainment features are the essentials of civic welfare. In all new countries the problem is to make them good places to live in. People make values and the country wants people.

Town as Big as the Territory Served

"The single taxers say 60% of our values are social values or community values brought about by the coming together of people. There is a lot of truth in this. The average man does not realize what it means to bring people to his town, or what it means for people to go out of his town. The farmer opposes the interests of the farm, because of the imaginary Chinese wall built around the town. How big is your town? You will say 200, 300, or 1,000. Your town is as big as the trade territory that you supply. If you reach out fifty miles, that is the size of your town. You want to protect that town front. The fronts will overlap a great deal.

"One farmer thinks the town people are a nuisance and sends away for everything he wants. This farmer's land is worth $100 an acre, compared with $20 for better land in another section not so close to town facilities. He gave for his reason for not moving to the better and cheaper land the fact that he had had enough pioneering. This farmer's land was worth five times the price of better land, because it was near a town.

"You cannot pioneer in a crowd. The farmer's wife has social connections in town, the children attend the town schools, the son works in a store in town. These things enhance the value of the land located near the town, and the farmer owes the town something for increasing the value of his property.

"The bigger the town is, the farther

the influence on farm property extends. Some people vote down school improvements, but this is a serious matter. The town with good schools and churches draws people. This is the basis of community development.

Attracting the Right People

"How can you induce the greatest number of people to live in your community? There are two kinds of people that are attracted to communities; one is the old man who has made his money. The other is the young man who wants to make his money. One has fortune and the other has energy. These are the shifters. Communities of the East are losing to the communities of the West the men of this class. Old men go to California, because it is a better place to live in. The man who makes money in this country gets out of this country unless he gets good roads. There are 75,000 people from the State of Iowa in the Iowa Society of California. There are 125,000 Iowans in California. They are not there for the climate, as most people think. California has had its climate for a long time, but it is only recently that the people have got the habit of going out there in such numbers. One official of the railways, who investigated the matter, said people were going to California for good roads. One farmer in California stated that he spent most of his time motoring while in California, and that he spent $6,200 in five years on car expenses.

"The climate makers of California are the drawing card. The spirit of the people of California makes it what it is. They are real boosters in Los Angeles —the city advertising built. They back their boosting with their money too. The booster who does not back it with his money is a four-flusher.

"Good roads are needed to hold the people, and good roads are a factor that is developing and causing this evolution in our communities.

Measuring Miles by Minutes

"The way to measure distance is not by miles, but by minutes, between towns. Thirty-five miles may be forty-five minutes, or four hours. Good roads will develop the community, and these good roads are going to eliminate a lot of the small towns. There are just two things a small town can do—either grow into a big town, or get off the map. Small-town people get busy.

"If a town has good transportation it is a good retail town. The support of the town comes from the dollars that go over the retail counter. Thirty cents of every dollar goes to pay telephone, out of every dollar and goes into circulation.

"Retailers are the backbone of the community from an economic standpoint. It is not what a man earns—that is an individual asset, but what he spends—that is a community asset."

A 100 Per Cent. Citizen

At this point Mr. Stockdale outlined the following as a 100 per cent. citizen:

Man who works in community, 10 per cent.

Man who lives in community, 40 per cent.

Man who spends for all he needs in community, 50 per cent.

"Money must go over the retail counter before you can have civic welfare," said Mr. Stockdale, continuing. "The trouble with the average community is 'smugosity' (a word coined by Mr. Stockdale to express the self-centred composure of some communities). Smug meaning self-satisfied,and ossified meaning bone.

"Ignorance is shown in modern community building. We adhere too much to individuals. The price of co-operation is sacrifice. You have to sacrifice some of the things you would have as an individual to have the things you would have by co-operation.

"What is the great improvement in city government, which we have had in the last few years? The commission form of government. You cannot wipe out a town instantaneously, but it is the slow fire of competition which does the damage. The war shows the value of unity of command, purpose and action. That is the secret of community building.

"Some towns furnish everything to make a real organization, but nobody is willing to furnish the time and energy. We have to get all the interests of the community together. If you are going to have a good community you must get individual responsibility. This co-operative work is a part of your business, not as a community duty. You help to gain by helping the other fellow to gain.

"If you want to live in the kind of a town
Like the kind of a town you like,
You needn't slip your clothes in a grip
And start on a long, long hike.
You'll only find what you left behind,
For there's nothing that's really new.
It's a knock at yourself when you knock your town.
It isn't your town—it's you.

"Real towns are not made by men afraid
Lest somebody else gets ahead.
When everybody works and nobody shirks,
You can raise a town from the dead.
And if, when you make your personal stake
Your neighbor can make one, too,
Your town will be what you want to see,
It isn't your town—it's YOU."

LONDON, ONT., RETAILERS' OUTING ON AUGUST 6

London, Ont.—The members of the London Retail Hardware Association will hold their annual picnic on Wednesday afternoon, August 6. A splendid program of sports is being arranged and no pains will be spared to make the outing the splendid success it has always been in the past.

Higher Tinplate Increases Can Prices

Will Mean Early Advances for Tin Containers—Most Plate Comes From States Now—Manufacturer Does Not See Import From England Possible for Months—Packers at Disadvantage

FRED R. Whittall, managing director of the A. R. Whittall Can Co., Ltd., Montreal, in an interview this week stated that the new tariff on tinplate will work a considerable disadvantage to various packers and manufacturers.

"In the first place," said Mr. Whittall, "the increase of duty is equal to an advance of five per cent. net, the new tariff being 12½ per cent. In view of the fact that nearly all the tinplate used in Canada comes from the United States, it will be necessary to pay this increased duty on all requirements, for there will not be any English tinplate on this market for at least six months, and in the meantime practically all of the packing will be completed for the year. All Canadian packers will be at a disadvantage.

The greatest hardship will be that to the packer of fruits, soups, etc. In the first place, the duty has been increased to 12 ½ per cent., and in addition to this the removal of the war tax on foodstuffs will increase the disadvantage of the Canadian packer to this extent, making competition much keener on such lines as may be placed upon the Canadian market by the United States packer, who will be benefited. He will be in a position to place his product here on a much more favorable basis than before.

Mr. Whittall, as above stated, does not believe that tinplate from the United Kingdom will be available for some time in sufficient quantities to make much difference in the way of price advantage.

Of course the users of tin cans for any purpose will have to pay more for them new. This will mean that paint manufacturers will have to expend at least an additional five per cent. for their containers, and this will have a direct bearing, as is obvious, upon the price of paint, varnish, stains, etc. It will be a factor in the firming of markets generally on all products put up in tin, and in many lines the effect will be an early one.

EDITORIAL COMMENT

EDITORIAL BRIEFS

WAS it a market change or just the weather man who is responsible for the "advance to higher levels" in thermometers these days?

CANADIAN manufacturers need to get together and establish a Made-in-Canada trade mark, in the opinion of Lloyd Harris, trade commissioner.

"ABSOLUTELY too busy to write an ad," was the headline used in the newspaper space used by one retail firm a few days ago. They at least keep their name before the people with last-minute news.

THE VALUE OF THE TRADE MARK

A GREATER appreciation on the part of the retailer is daily being shown in the value of trade-marked goods. Back of the goods must first come the retailer, for he is directly in touch with the user, so it is right that the buyer be discerning in the goods he secures to be handed over the counter to the customer. Trade-marked goods, then, which carry the manufacturer's name and guarantee, are assets to the retail merchant. True it is that sometimes cheaper merchandise is procurable, but the retail merchant will probably lose in one sale of goods that are unsatisfactory a customer whose purchases will offset the little difference in his buying cost many times over. Farmer, laborer, householder are demanding good goods—they are willing to pay a fair price and the merchant who is linking up his store sales program with trade-marked goods turned out by creditable manufacturers can cash in on this demand for the better class of merchandise.

THE VERY FIRST QUESTION

THERE is a lesson for every retailer in what Lloyd Harris of the Canadian Trade Commission has been telling the manufacturers since his return from Europe. The Commission went over to do everything possible to sell all the Canadian goods it could and Mr. Harris says it was handicapped right from the very start by not being able to give prices. Thousands of letters were received asking about goods and always the first question asked was "How Much?" This question is a universal one no matter where business is done. It is the very first thing that comes into the mind of the man or woman in whose mind the desire to buy has been created. The importance of always giving the price of goods shown in the window, in the store or advertised has been pointed out before in HARDWARE AND METAL. Merchants who fill their windows with goods in which no prices are shown are working under a handicap. Any number of people would like to buy but simply will not go into the store to inquire the prices, because they think they may be high, or because they think they may be forced to buy or for some other reason. As Lloyd Harris told the manufacturers, the price is a most important consideration and because he was unable to tell people in Europe how much the goods they inquired about would cost, the chance was missed for closing up a lot of good business right there. Just in the same way the merchant who does not let people know his prices is constantly missing a lot of opportunities for good trade.

AN EVER EXPANDING FIELD

PEOPLE all over the Dominion are alive as never before to the possibilities electricity offers in taking the drudgery out of many tasks. While Ontario is perhaps leading the way by showing the scores of uses to which electrical power may be applied, many of the other Provinces are following rapidly. Many requests for more power and for extensions in to the rural districts of Ontario are being received by the Ontario Hydro Power Commission. Requests of a similar nature are being received by other power companies all over the country. It will be impossible to proceed with all the work that is required this year for the simple reason that the equivalent cannot be secured. In some instances the companies are advising those asking for extensions that the present is not a good time to proceed with the work because of the difficulties in getting equipment and also because of the high prices. All this, however, is merely incidental. It shows which way the wind blows. People everywhere are learning that electricity is an efficient, quick and economical servant and in the next few years many millions of dollars will be spent in providing equipment and transmission lines so that it can be made to serve more people. Every one of these people will be potential buyers of all sorts of equipment, washing machines, vacuum sweepers and so on. Every one who has once used equipment of this kind becomes forever a "booster" for electricity and the sales

possibilities are truly unlimited. The hardware men of Canada have been fully awake to their opportunity and each year sees them handling electrical goods in increasing quantities. They are developing just as fast as the electrical business develops and that is very rapidly. It is quite safe to say that the hardware men are now one of the principal factors in the distribution of electrical goods. In many places they are handling far more electrical goods than the regular electric stores and many of the manufacturers would rather have their distribution through the hardware stores because they know from experience that the business will be handled aggressively. Electricity is here to stay and its development opens immense opportunities to the hardware men.

BUSINESS OUTLOOK GOOD

REPORTS from the big steel centres in the United States are that the agricultural implement makers and the automobile manufacturers are placing large contracts for future deliveries, many of them into 1920. This is an indication that large business is in prospect and also that supplies are not too plentiful. Automobile firms never in their history have had so much trouble in getting supplies as in the past few months. As a result they are away behind with all deliveries, while in the meantime orders continue to accumulate. One of the lessons many individuals as well as dealers have had impressed upon them this season is that too cautious buying may result in having to go without the goods indefinitely. It is not only in the auto business that dealers are without stocks. All over the country hardware men are complaining that they have placed orders for this or for that and that they cannot get the goods. With lots of business offering they are unable to fill orders promptly. The dealers who some months ago decided that business was going to be good and bought accordingly have not been disappointed. In fact in most cases they have found it far better than they ever expected. The general opinion of those in close touch with conditions in Canada is that business is going to be good right along and that this country has before it a future that is not surpassed by any country in the world. The spring paint season which is now closing has been with many firms a record-breaker. Sales have far surpassed even those of the pre-war days. Some weeks ago there appeared in HARDWARE AND METAL the view that paint dealers who were basing the spring campaign on the idea that sales were going to be good would find them good. This has been amply proven in the past month. What applies to paint applies to other lines as well. The dealer who sizes up the needs of his district carefully and then stocks to meet those requirements will have no trouble in disposing of the goods.

HAVE YOU ADVERTISING SLACKERS?

IS your store getting all the advertising it should? Not only newspaper advertising, but all the advertising because this consists of a lot more than newspaper space, valuable as newspaper space is. There are at least twelve ways in which your store can be well advertised besides using the newspapers and unless you are using them you have some advertising "slackers." One of your very best ads. should be your store windows and you cannot pay too much attention to them because they will produce results just in proportion to the care they get. Another big ad. for your store is your store display. Goods attractively displayed will not only sell, but people will tell others about them. Your whole store appearance is constantly telling people whether you are a good merchant or not. If the floors are not kept clean, the show cases immaculate, your windows properly washed and the sidewalks clean and if unsoiled tags are not used for pricing, all these things are advertising against you. No store has a better ad. than courteous service. This is one thing that people always remember and tell others about. Your delivery truck should be a good ad. for your business. Your stationery should be another. Many firms get good advertising out of enclosures sent out with monthly statements. Many others get a lot of publicity out of enclosures in every parcel sent out. Some firms use special wrapping paper, stickers or advertising tape. The matter sent out by manufacturers will frequently help materially in advertising your store. Circular letters are an effective and inexpensive way by which many firms get a lot of good advertising and good business. Another means of advertising that is often neglected by merchants is their telephone. This can be made to produce a lot of business if properly handled. Although each of these suggestions may seem relatively unimportant, the cumulative effect of them all means a lot of extra advertising and good business.

DIMINISHING FIRE LOSSES

THE fire loss for the United States and Canada for the month of April shows a decline of 25 per cent. as compared with the corresponding month of last year. The total loss during the first four months of the year was $94,024,925 compared with a loss for the previous year during the same period of $98,646,135 and $102,139,655 for the same period in 1917.

It is to be hoped that these figures represent a real change in conditions, for the enormous wastage of fire has been the disgrace of this continent. Even with these improved figures, this continent has an unenviable place of prominence as the premier waster in this regard in the world.

EVENTS IN THE TRADE

Business Changes

Toronto.—David Gluckman has purchased the hardware business of Wm. E. Smythe.

Lougheed, Alta.—Lee O. Shrouse and Fred Newberry have registered partnership in the Lougheed Hardware Co.

Wetaskwin, Alta. — Roulston Bros. are reported to have succeeded G. D. Wallace, Ltd., hardware and furniture.

New Firms

The Globe Metal Specialty Co., 75 Duke Street, Toronto, will manufacture vulcanizers, metal frame mirrors, smokers' sets and other metal goods. W. Stampleman will be manager.

Fire Losses

The nitrogen plant at Trenton, Ont., owned by a Chicago firm and formerly operated by the Imperial Munitions Board under the name of the British Chemical Company, was completely destroyed by fire.

Laval Industrielle, Limitee, Montreal, manufacturers of sheet metals, sustained a loss by fire.

Obituaries

The plant of the Imperial Oil Co., at Sarnia, Ont., was closed down on Thursday, out of respect for Richard Robinson, the firm's oldest employee, whose funeral was held on that day.

The death occurred at London, Ont., of Wm. J. Element, aged 85, for many years with the Imperial Oil Co. at London, and later in the builders' supply business.

Following an operation for appendicitis, the death occurred at St. Michael's Hospital in Toronto, of George R. Drury, foreman at the factory of the Sheet Metal Products Co.

Trade Notes

Henry Brierly, Toronto, hardware, has sold out.

The Gendron Manufacturing Co., of Toronto, will commence work shortly on the erection of a new factory.

The Brant Glass Co. plans to equip a factory at Brantford, Ont., for the manufacture of plate glass.

Ivan Cook and Wilbert Lendon have been taken into the hardware business formerly conducted by H. Lendon, at Leamington, Ont., and the firm name is now Lendon & Cook.

The Readman Coal Grate Co. has been registered at Grand Mere, Quebec, by Chas. Levack and Onesime Readman.

The Commercial Construction Company, Limited, has been organized and will have its head office at Sudbury, Ont.

The Goderich Mercantile Co., Ltd., recently organized at Goderich, Ont., plans to manufacture go-carts, baby carriages and small wheel rigs.

Work will be commenced shortly on a new five-storey warehouse building, 100x200 feet, reinforced concrete and brick construction, for Wood, Alexander & James, of Hamilton, Ont.

The rebuilding of the factory of Wm. Cane & Sons, Ltd., which was wrecked by fire and explosion at Newmarket, Ont., will be commenced shortly. The bursting of a boiler caused damage that will amount to about $200,000, and the death of five persons.

Messrs. Baldwin, of Swansea, Wales, have completed negotiations by which they will establish a steel plate rolling mill on the site of the British Forgings plant. The estimated expenditure will be from $2,000,000 to $3,000,000.

The Quaker City Chemical Co., the Canadian branch of O. F. Zurm & Co., of Philadelphia, will be located in Hamilton, Ont.

The Board of Trade of St. Marys, Ont., is endeavoring to get M. D. Pendergast, of Sarnia, formerly of the Sarnia Woven Wire Fence Co., to locate a plant at St. Marys for making fencing.

The secretary general of Holland's Industries Fair, which will be held at Utrecht, is sending out literature to Canadian firms regarding the exhibition and is also offering the services of its comercial intelligence department for those who wish to obtain agencies.

Robert Horne, who has been in the hardware business at Sudbury, Ont., for twenty years, has disposed of his interests to O. Hickson, of Montreal, a former manager of the retail department of the Cochrane Hardware. Mr. Horne plans to visit his old home in Banffshire, Scotland, during the Summer.

Montreal News

Mr. Andrews, representing the Remington U-M-C Co. of Windsor, Ontario, called on the Montreal trade this week.

Colonel Robert Starke, of Starke-Seybold, Ltd., Montreal, was in Toronto for the semi-annual meeting of the Canadian Wholesale Hardware Association.

W. S. McLennan, general sales manager Brandram-Henderson, Limited, Montreal, was in New York on Wednesday and Thursday of this week.

W. S. Fallis, managing director of the Sherwin-Williams Co. of Canada, Ltd., was a visitor to Toronto over the week-end, returning to Montreal the first of the week.

George C. Davis, general manager Frothingham and Workman, Ltd., Montreal, was in Toronto for the meeting of the Canadian Wholesale Hardware Association, held this week.

Alex. Prudhomme, president of the Metal and Hardware Association, Montreal, attended the semi-annual meeting of the Canadian Wholesale Hardware Association at Toronto this week.

W. Beverley Robinson, president, and H. Kearns, managing director, B. & S. H. Thompson and Co., Ltd., Montreal, returned several days ago from an extended trip to the United Kingdom and European centres.

Jos. Dowling, manager Caverhill, Learmont and Co., Montreal, spent several days in Toronto this week. Mr. Dowling, as president, was in attendance at the meeting of the Canadian Wholesale Hardware Association.

The staff and employees of the Sherwin-Williams Co. of Canada, Ltd., Montreal, are holding their annual picnic this Saturday at Lavaltrie, down the St. Lawrence from Montreal. The picnicers reach the grounds by boat.

Winnipeg News

J. B. Stallwood, of Maryfield, Man., spent a few days in the city on business and reports business to be very good.

A. G. Irwin, of Swan Lake, Man., has sold out his hardware business and spent a few days in the city before leaving for Vancouver to visit his brother. He may later open up a store on the coast.

A. L. Stelck, of the Sutherland and Stelck Hardware and Implement Company, Dauphin, Man., spent the week in the city on business and reports crops in good condition and prospects bright for a good year's business.

C. E. Houlding, of Saskatoon, Sask., was a visitor in the city during the week, and reports that indications at the present point to good business. When asked about the strike Mr. Houlding stated that it had not affected business in the least and had gradually fizzled out.

Incorporations

Mills (Barton) Hardware, Limited, of Hamilton, Ont., has been granted an Ontario charter.

Dominion Stores Ltd., head office Toronto, capital $20,000, plans to deal in implements and machinery in connection with carrying on the business of general merchants.

General Combustion Co., of Canada, Ltd., head office Montreal, capital $100,000, plans to manufacture and deal in furnaces and heating apparatus, using electricity.

J. E. Fournier, Ltd., head office Montreal, capital $200,000, plans to manufacture and deal in leather goods of all kinds.

Canadian Safety Fuse Co., Ltd., head office Montreal, capital $300,000, plans to manufacture and deal in merchandise of all kinds.

Motor Mart, of Montreal, Ltd., capital $100,000, head office Montreal, plans to manufacture and repair motor vehicles of all kinds, and also to deal in accessories.

Olds Motor Works, of Canada, Ltd., capital $10,000, head office Oshawa, Ont., plans to manufacture and deal in trucks.

Pilot Steel & Tool Co., Ltd., head office Montreal, capital $15,000, plans to manufacture and deal in metals and minerals.

Gates Refractories, Ltd., head office Montreal, capital $250,000, plans to manufacture and deal in terra cotta, tile, stone and wood and metal products.

Hydro Chemical Co., Ltd., capital $200,000, head office Montreal, plans to manufacture and deal in polishes, lacquers, oils, varnishes, turpentine, etc.

Ames Holden Tire Co., Ltd., capital $3,000,000, head office Montreal, plans to manufacture and deal in automobile tires and accessories.

Galt Brass Co., Ltd., capital $500,000, head office Galt, Ont., plans to carry on a general business in brass products.

The British American Oil Co., Ltd., has been granted permission to increase its capital from $1,500,000 to $3,000,000.

The Redmond Co., head office Montreal, capital $600,000, plans to manufacture and deal in mitts, gloves and furs.

Independent Auto Service & Sales, Ltd., capital $15,000, head office Ottawa, plans to manufacture and deal in autos, motor trucks, tractors and accessories.

Paint & Varnish, Ltd., capital $100,000, head office Montreal, plans to manufacture and deal in paints, varnishes, glass and lead products.

BRUSH MAN WEDS

A wedding of interest was solemnized on June 11th at Trinity Church, St. John, N. B., when Roy C. Lewis, of T. S. Simms and Co., Limited, brush manufacturers, St. John, N.B., was married to Miss Elsie Jean Nevins, of the same city. Mr. and Mrs. Lewis, after receiving the congratulations of friends, entrained for Montreal and other points, and upon their return will take up residence in the Earle Apartments, Lancaster.

Appointed Director Dominion Coal Co.

George Caverhill, head of the firm of Caverhill, Learmont & Co., Montreal, wholesale hardware, was elected a director of the Dominion Coal Co., Ltd., Montreal, a few days ago. The choice of Mr. Caverhill was made to fill the vacancy on the board caused through the death of W. D. Matthews, of Toronto.



GEORGE CAVERHILL

President, Caverhill, Learmont and Co., Montreal, who was elected a Director of The Dominion Coal Co., Montreal, this week.

DOMINION SHEET METAL CORPORATION ADOPTS PROFIT SHARING PLAN

At a meeting of the board of directors of the Dominion Sheet Metal Corporation, Hamilton, Ont., a profit sharing scheme for the firm's employees was inaugurated.

It was decided to offer the employees preferred stock of the corporation at par, and also to give every employee who has been with the firm for six months a full week's vacation with pay. Hitherto vacations have been confined to the salary staff, but now all employees will enjoy the same privilege.

The offer of the 8 per cent. preferred stock is made on the following basis:

The number of shares allotted to each employee will be based on his earnings. This stock is at present selling in a limited way at 110 and 115, but the workers will be able to secure it at par, paying for it at the rate of two per cent. a month. They will be credited with the 8 per cent. dividend at the rate of two per cent. each quarter, and no charge will be made for interest on the unpaid balances. Further, they will be credited at the same rate as paid common stockholders on their holdings of common stock until the preferred stock is paid for, and thereafter at the option of the company. This will give the employees 14 per cent. per annum credit and no charge for interest.

Wapella Hardware Dealer Is a Real Bird Man

W. P. C. McDonald, hardware merchant at Wapella, Sask., is getting to be a real aviator. As stated in a previous issue of HARDWARE AND METAL, he purchased a Curtis biplane while in Toronto some weeks ago, and took it out to Saskatchewan. He has been making a number of trips between Wapella and adjoining towns while learning how to handle the machine, but last Sunday made his first long flight. Leaving Wapella at 10.15 a.m. he made a successful trip to Regina, arriving in that city at 12.10. The distance is 120 miles. On the return trip Mr. McDonald left at 5 o'clock and reached Wapella at 6.37. In returning Mr. McDonald made better time because he did not have to fly against a heavy west wind.

PRESIDENT WORKMAN LOOKS FOR REVIVAL

At the annual meeting of the Dominion Steel Corporation, held in Montreal, President Mark Workman spoke optimistically of the outlook for business. The low stocks which are general throughout the world, he pointed out, means that tremendous purchasing must be done, and although at the present time the attitude of buyers generally was inclined to be conservative he had every hope of a revival of business before long. It is not to be expected, he said, that the margin of profit will be so great as in the past year because production costs are remaining abnormally high, and at the same time there is keen competition.

The directors of the Dominion Steel Corporation were all re-elected, and at meetings of the Dominion Iron and Steel Co. and the Dominion Coal Co. the retiring directors of these firms were re-elected. The vacancy on the board of the Dominion Coal Co., created by the death of W. D. Matthews, was filled by appointing George Caverhill, of Caverhill, Learmont & Co., a director.

ELECTED DIRECTOR TORONTO GENERAL TRUSTS CORPORATION

Robert Hobson, president of the Steel Co. of Canada, Ltd., Hamilton, has been elected a director of the Toronto General Trusts Corporation, Toronto. His election, along with Lionel H. Clarke, chairman of the Toronto Harbor Commission, were to fill the vacancies left by the late Senator Peter McLaren and the late W. D. Matthews.

J. W. SMYTH RETIRES

J. W. Smyth, of Armstrong, Smyth & Dowswell, Limited, Regina, has sold his interests to the other members of the company. Mr. Smyth has been manager of the hardware business during the past thirteen years, and on account of ill health has been forced to retire.

British Restrictions On Autos Will Remain

The automobile section of the American Chamber of Commerce in London, England, has made representations to the British Board of Trade with a view to having the import restrictions on American motor cars further relaxed, if not entirely removed. At present the importation of motor vehicles and parts thereof is limited to 50 per cent. of the 1913 imports up to September 1, 1919, in proportionate monthly quantities.

Sir Auckland Geddes, now president of the Board of Trade, in place of Sir Albert Stanley, resigned, in informing the automobile importers that no increase in the ratio could be allowed at present, put practicallv the entire responsibility upon the present position of the exchanges, and necessity for guarding the future of sterling exchange on America.

Sir Auckland Geddes said that the Board of Trade could not consider any one trade or industry by itself, but must look at everything with a view to the best interests of the nation. From this point of view the matter of maintaining Great Britain's financial position and therefore the position of her exchanges was the essential consideration.

Although it is impossible to reconsider the ratio already fixed until September 1, at which time the Government has promised to review the entire import and export position, the Board of Trade has agreed to a concession in favor of importers not represented in 1913, but who have since established sizable businesses dependent on automobiles from America, whereby the Board of Trade will grant licenses up to the total quantity according to any plan of allocation among the importers concerned, which is unanimously agreed to by all members of the automobile section of the American Chamber.

The Board of Trade's only condition is that the total of the concession already granted is not to be exceeded up till September 1. This will leave the complete operation of the concession in the hands of the American Chamber of Commerce in London.

WORKING OUT SOLUTION OF BRITISH TRADE PROBLEMS

At the final meeting of the consultative council on imports, held at the Board of Trade, London, Eng., Sir Auckland Geddes thanked the council on behalf of the Government for the arduous work it had performed. He told them that, in the opinion of the Government, the work which they had done had proved to be of the greatest value to British trade, and had contributed substantially to securing employment throughout the country. He also informed them that, while they had been working at a transitional policy, other minds had been occupied in working out a permanent policy for the country, and that just as this was the concluding meeting of the council he hoped that, later in the day, he would attend the concluding meeting of those who had been working out in detail the proposals for a permanent policy. Sir Auckland said that it was obviously impossible for him at that time to indicate in any way the nature of the solution which had been arrived at of the many problems involved. He could, however, give them one indication of the complexity of the position. It was this: that the exchanges were now roughly capable of division into two classes, those that were heavily against us and those that were heavily in our favor, and that the difference was in some cases very great. Whatever policy was adopted would have to take full account of this great change in our economic position in comparison with what existed in 1914.

S. F. BOWSER FORMS CANADIAN COMPANY

S. F. Bowser Co., Ltd., Toronto, Ont., manufacturers of oil tanks, pumps and storage systems, has been organized as a Canadian company. S. F. Bowser Co., Ltd., has for a number of years been manufacturing and selling Bowser gasoline and oil pumps, tanks and storage systems under the control of the parent company at Fort Wayne, Ind., U.S.A.

H. C. Christie, who has been for a number of year connected with the Canadian factory of the Bowser Co., recently as sales manager, has been elected manager, with E. E. Cummings as factory manager. The other officers are: S. F. Bowser, president; S. B. Bechtel, vice-president; H. J. Grosvenor, secretary; W. G. Zahrt, treasurer.

COMPLETE NEW CANADIAN FACTORY

The Northwestern Chemical Company, of Marietta, Ohio, announce that their new Canadian factory is completed. This new addition to the manufacturing capacity of this firm is located at Ville St. Pierre, Montreal, Quebec.

F. R. Hall, general manager of the Northwestern Chemical Company, states that this will be distinctly a Canadian institution, employing only Canadian labor and selling throughout the Dominion.

All of the products will be manufactured in Canada and placed on the market in Imperial measure containers.

It is intimated that by making their line in Canada, jobbers, dealers and motorists will effect a saving in duty.

The Canadian branch will be managed by Prescott W. Robinson, of Montreal. Mr. Robinson will also have charge of sales in the Eastern Provinces, New Brunswick, Ontario, Quebec, Nova Scotia, and Prince Edward Island. The sales offices will be located in the Drummond Building, Montreal.

E. Victor Vallance will have charge of Manitoba, Saskatchewan and Alberta sales, with offices in the Confederation Life Building, Winnipeg.

I. D. Cross, with offices at 77 O'Farrell St., San Francisco, will have charge of British Columbia sales.



T. S. SIMMS & CO., LTD.

A catalogue of lather brushes, covering one of the lines of better brushes made by T. S. Simms & Co., Ltd., St. John, N.B., is just off the press. The catalogue, which was designed by S. D. Purdy, one of the directors of the firm, contains 31 pages, each 13½ by 10 in. The color work is excellently executed and the illustrations throughout most attractive. A feature of the listing is that as a guide to the trade the firm has marked with a star the lines it can recommend as being most serviceable for the price charged, and with two stars lines that are particularly recommended. In the catalogue are listed only the shaving brushes made by the firm. Readers of HARDWARE AND METAL may obtain copies upon request.

GLOBE ENGINEERING CO., LTD.

The Globe Engineering Co., Ltd., of Hamilton, Ont., has issued a catalogue of the lines of builders' hardware it manufactures, including inside mortise lock sets, mortise locks, mortise knobs, sash lifts, sash fasteners, rim lock sets, rim locks, rim knobs, hat and coat hooks. This catalogue is attractively illustrated. Readers of HARDWARE AND METAL who desire copies may obtain them on request.

MERCHANTS HARDWARE SPECIALTIES, LIMITED

The Merchants Hardware Specialties, Limited, 325 Tenth Avenue West, Calgary, have published a thirty-six page price list, in which are listed auto accessories, sporting goods, cutlery, tools, washing machines, tinware, aluminum ware, electrical goods, grinders, stoves and ranges and other hardware lines. The catalogue is attractively illustrated throughout, and on two of the pages a list is given of all tractor engines made in America, with the proper spark plugs that should be used in them. Readers of HARDWARE AND METAL may obtain copies of the price list upon request.

WILT COUNTER SIGN

The Wilt Twist Drill Co., of Canada, Limited, of Walkerville, Ont., is distributing to the trade a very handsome counter sign. It is so constructed that it may be used either as an easel or hung up on the wall. The counter sign is nine inches high and six inches in width. On a background of dark blue and surrounded by a neat gold border, is pictured in its natural color a Wilt drill. The firm's trade mark in flaming red is shown above, and at the top and bottom there is gold lettering. The finish is brilliant and striking, the whole effect being very attractive.

Additions To List For Early Closing

Ontario

SUDBURY.—Stores close Thursday at 12.30 during June, July and August. Stores closes each night at six o'clock except Saturday.

Manitoba

BOISSEVAIN. — Stores close at 12 o'clock on Thursdays during June and July. Stores close every evening except Saturday at six o'clock.

Nova Scotia

DIGBY.—Stores close at noon on Thursday during May, June, July, August and September.

DISCOVER NEW ALLOY

According to newspaper reports a magnesium alloy two-thirds the weight of aluminum and one-quarter the weight of cast iron has been discovered after tests at McGill University, Montreal. The alloy is being used, it is stated, in the manufacture of airplane engine piston rods for the machines of the Italian army by a concern in Shawinigan Falls, Quebec.

VANCOUVER MAN PRESIDENT OF PACIFIC COAST TRAVELLERS

The convention of the United Commercial Travellers' Association, jurisdiction of Washington, Oregon and British Columbia, which has been in progress at Vancouver recently, elected the following officers:

Past Grand Counsellor, A. R. Macfarlane, Vancouver.

Grand Counsellor, Percy Martin, Vancouver.

Grand Junior Counsellor, P. E. Arlett, Portland.

Grand Secretary, H. W. Thompson, Tacoma.

Grand Treasurer, G. R. Kerr, Seattle.

Grand Conductor, E. M. McConnan, Victoria.

Grand Page, C. W. Moore, Spokane.

Grand Sentinel, W. H. Rice, Seattle.

The next convention will be held at Portland, Oregon.

H. H. Kidd, manager of the Moose Jaw Branch of the Tees and Persse, has been appointed manager of Tees and Persse at Fort William and Port Arthur. Mr. Kidd has been in Moose Jaw over eight years. He is well known in musical circles and is a member of the Rotary Club.

THE CANADIAN CREDIT MEN'S ASSOCIATION, LTD., ELECT DIRECTORS

At the annual meeting held to-day, the following were elected:

President, A. G. Parker, of W. J. Gage & Co., Ltd.; vice-president, Thos. W. Learie, of W. R. Johnston & Co., Ltd.; secretary-treasurer and manager, A. S. Crighton; directors: H. E. Dane, of Dominion Rubber System (Ont.), Ltd.; George T. Dunn, of Canadian Steel and Wire Co., Ltd.; John B. Kirby, of Williams, Greene & Rome Co., Ltd.; Jas. A. Lamb, of Grant-Holden-Graham, Ltd.; E. A. Lye, of W. R. Brock Co., Ltd.; E. S. Little, of Robinson, Little & Co., Ltd.; C. Marriott, of Geo. Goulding & Sons; D. Marshall, of A. T. Reid Co., Ltd.; T. McMillan, of Ansley Dineen Hat & Fur Co., Ltd.; C. J. Purkis, of Caulfeild, Burns & Gibson, Ltd.; J. B. Ratcliffe, of John Northway & Sons, Ltd.; C. F. Richardson, of H. P. Eckardt & Co.; Mark Rowe, of Canada Furniture Mfrs., Ltd.

The Trade Mark and the Display Window



Not only is it apparent that retailers are linking up their newspaper advertising with trade-marked goods, but the same is true in that other link of the sales merchandising chain, the store window. Here is a window display of tools in which will be noted the hangers and goods of many manufacturers. A careful study of the window itself showed a wide variety of merchandise familiar to mechanics.

THE CLERKS DEPARTMENT

Preparing Copy for Advertising

Three Essentials for Effective Advertising—Study the Heading—Sub-Heads Almost Indispensable—Position of Introduction—Illustrations Valuable Addition —Making the Layout—Be Positive in Statements, But Truthful

WHAT is advertising? The word is derived from the Latin word adverto, which means, turn towards, therefore advertising is turning the attention or interest towards some article or commodity and so create a desire for the possession of it.

In commercial usage advertising is defined as selling through publicity methods, in other words salesmanship in print.

The quick turnover of his stock, the goal for every merchant, can best be accomplished by pushing his leading profitable lines with intelligent advertising. To plan effective advertising, three things must be kept in mind: The advertisement must be seen; it must be read; and it must leave a convincing impression that will create a desire in the mind of the reader for that article.

In the first place, the space to be taken in the newspaper, whether it is intended for a large or small advertisement, should occupy, if possible, a prominent position, so that it will readily catch the eye of the reader.

The real strength in many ads. lies for the most part in ideas and their expressions, because it is here that the advertiser has the opportunity to change attention to interest after it is read. The selling force of every ad. lies in the first impressions which create the desire to buy.

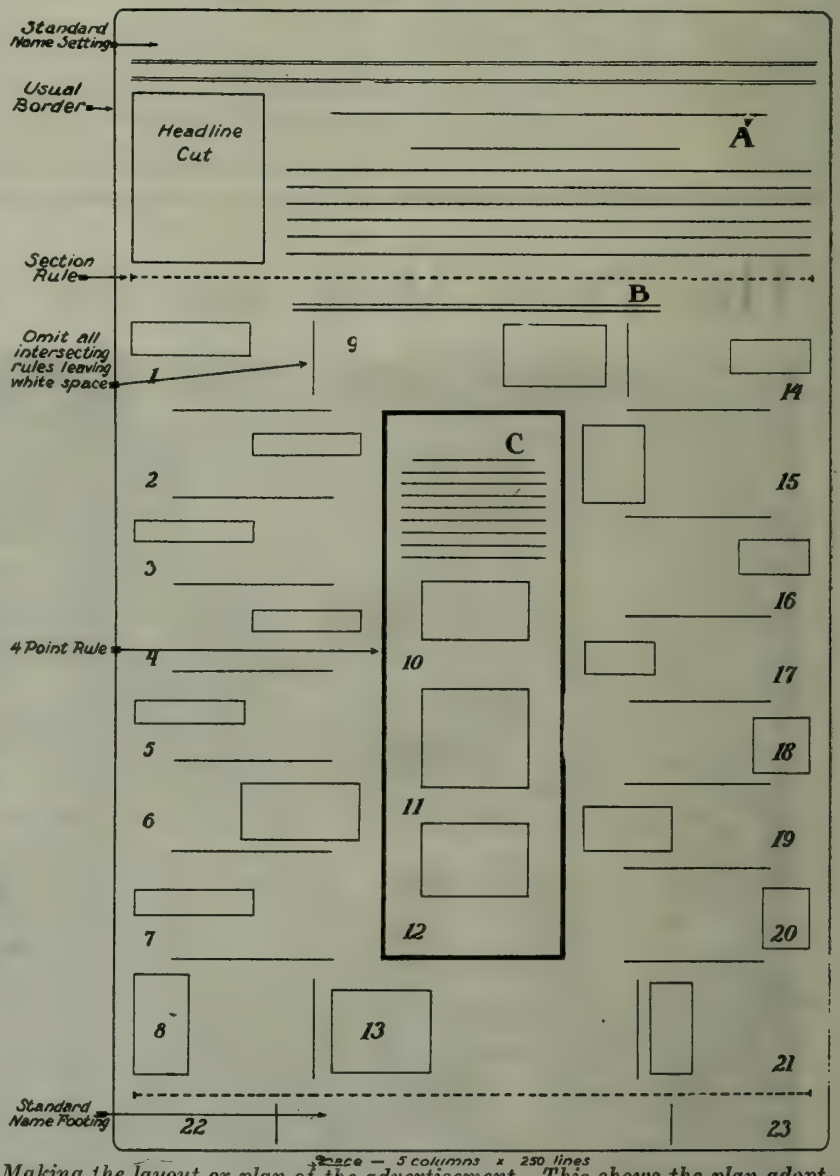
Copy in advertising includes all matter and would make a lengthy article if dealt with in minute detail, so that here it will be dealt with as briefly as possible.

Study the Heading

The heading should be as concise as is consistent with clearness. A few short words that will be grasped at a glance, for instance, "Get Your Garden Tools Now." The heading should have a direct bearing on the articles that are included in the body of the ad.

Sub Headings Almost Indispensable

Sub headings are almost indispensable in large advertisements, as it is not possible that one person will be interested in all of the articles presented.



Making the layout or plan of the advertisement. This shows the plan adopted by Mr. Byford, and many other ad. writers in preparing copy. There is no chance of the printer going wrong and the study necessary in planning an ad. along these lines must lead to more convincing and attractive matter for your customers to read. The little squares indicate the position of the cuts; the figures where the reading matter should go. Where rules are used, attention is directed to them as will be seen marked on the above plan. A study of this layout with the completed ad. on the next page may help many merchants who claim to find difficulty in preparing newspaper advertising.

The use of sub headings provide a sort of index to the advertisement, the eye glancing over the page is drawn to that section containing the information that particularly interests the reader.

Position of Introduction

The position of the introduction is usually beneath the heading and serves as a connecting link between the heading and the remainder of the copy. This matter should be interesting and newsy, the public as a rule are too busy to read anything but that which appears interesting.

Descriptive Matter

Where an advertisement is to contain a number of articles it is necessary to write descriptive matter relating to that article. This can be termed "informing copy," inasmuch as it gives the information regarding the quality, durability, usefulness, etc.; it should also contain the chief selling point and the price beneath.

There is, however, an exception to this rule, if the article, for instance, is one with a cut price, then the price can be placed between the sub heading and the descriptive matter.

Sometimes no descriptive matter is used, simply the name of the article and the price with a one or two point rule around to form a box or panel.

When used in conjunction with descriptive matter illustrations or cuts, as they are termed, form a valuable addition to newspaper advertising. Line cuts are best suited for this purpose as they present a clear impression of the article. If the cut is a good representation of the article, or shows the results of using the article, it will usually present one or more selling points, better than many words of descriptive matter.



This shows the completed ad., the layout for which appears on the preceding page. Here is a mighty attractive ad. which carries real news value to proposed customers. The ad. is brightened up with cuts, the descriptive matter right to the point and the price is there. The same plan even on a smaller scale is as easily worked out and worthy of attention.

The following article written by Chas. Byford of the Mills Hardware Co., Hamilton, has in it many points of value not only to the junior clerk but to those who have stepped up higher: Mr. Byford has gone through all the preliminary steps in the hardware trade, working himself up to his present position in charge of advertising for the Mills Hardware Co. His success as a window dresser will be remembered through his association with the Bond Hardware Co. of Guelph, Ont., during which period he won many prizes in HARDWARE AND METAL *Window Dressing Contests. His early experience was gained in England. Whereas Mr. Byford has stepped out of the "clerks" class, his story has a distinct message to the retail clerks of Canada and consequently has been run in this department*—EDITOR'S NOTE.

Use Easily Read Type

Always use a plain, easily read type. For the average heading, Cheltenham Bold Italic is a good clear outstanding type; the size must, of course, be in accordance with the size of the advertisement.

For the introduction, 10 or 12 point type is suitable.

Descriptive matter is usually set in 8 point, occasionally 10 point. Some newspapers have machine-set type in 10 point light face italic, which makes a good variation and can be used for the introduction or news talks.

Much information can be gained from the printer in the sizes and styles of type. It is the co-operation between the ad. writer and printer that helps to make well-displayed advertisements.

Give Firm Name Some Attention

The style in which a name should take must be left to the merchant's good judgment. In a small town or city the style, "Brown's Hardware," would be sufficient, but in a large city a more definite location is sometimes necessary in order to prevent confusion with other stores. The name may be placed at the head or foot of the ad., or sometimes both in the case of large advertisements.

Making the Layout

After it has been decided what articles are to be advertised, it is a practical method to make a layout or plan of the advertisement, the size of the space to be taken.

This is where study is required in order to get the most effective, well displayed, evenly balanced ad.

To explain the method I use, refer to the drawing of the layout, which is re-

produced, the actual size being 5 columns wide by 250 lines.

The introduction written on a separate paper is marked A; the descriptive matter is done the same way, with a copy of the cut pasted on, each paper being marked with the corresponding number on the layout.

The position of cuts must be marked on the layout; this is important to a well-balanced advertisement and the printer may not place them to suit unless directed in this manner.

It will be noted on the sketch of layout that the thickness of rules is marked. This is necessary as the printer may not use the size to your liking.

The advertisement reproduced shows the finished ad. from the layout, thus showing how the details are worked out.

White space when used in a judicious form is often considered as valuable as display matter.

Neat borders are best for general use, for certain occasions or for particular purposes large striking borders may be in order.

In conclusion, write your copy to represent your store and be prepared with the quality of merchandise to back your selling points.

Be positive in your statements, but above all, be truthful.

ST. THOMAS, ONT., CLERKS START MOVE FOR EARLY CLOSING SATURDAY

The retail clerks and employees of local business houses gathered recently in the city hall for the purpose of obtaining an expression of opinion on the question of closing all stores not later than 6 o'clock on Saturday evenings.

Ask Public Co-operation

There were various expressions of opinion, and a number of merchants were present, but there was not a single dissenting voice when the early Saturday closing was discussed. The final decision was to conduct a publicity campaign, the general feeling being that as salespeople, the various clerks interested could sell an early Saturday closing just as easily as they could sell the goods over the counter.

Among other resolutions passed was one in which the large audience present called on all salespeople, store employees, assistants and their families in the city of St. Thomas to positively refrain from shopping or buying anything after the hour of 6 o'clock at night.

Officers Elected

Frank Shaw, of Clacott's, presided, and Omer Gray, a local grocery clerk, acted as secretary of the meeting. They were later elected as president and secretary, with the following as advisory board members: W. Richardson, J. McGregor, H. Penwarden, W. Silcox, J. Coombs, and A. J. Clarke. The executive board consists of the following: S. H. Pavey, Stan. Goldsmith, C. Trull, Ed. McElleroy and Misses Venning, N. Lordan and Pearl Morris.

WOULD ENLARGE CLERKS' UNION

An effort is being made to have all the retail clerks of Toronto, estimated at about 25,000 in numbers, enrolled in the Retail Clerks' Union. Organizer J. Hoop is at present in the city, endeavoring to bring this about. Only about 200 at present belong to the local.

A city-wide campaign is to be launched to get as many of the unorganized men into the union as possible, with the ultimate object of securing an 8-hour day and a minimum wage of $25 a week.

NEW CYCLING CLUB OFFICERS

The officers of the Toronto Wheelsmen's Association, recently organized, are: President, G. W. P. Hood; vice-president, Geo. Beattie; secretary, H. M. Alexander; treasurer, Geo. Mashinter; auditor, W. L. Overs; chairman racing board, Victor Levesque; membership, H. Haskin; championship, L. Fisher; finance, P. Blackmore.

Still Many June Brides to Please



Here is an example of an appeal by one retail hardware merchant on pleasing gifts for the June bride or brides of other months. This arrangement is very attractive and not only that, but distinctive. It is a layout which is not hard to duplicate even on a more moderate scale. Perhaps no one line has more appeal than real nice silver-plated flatware and hollowware from the hardwareman's stock. There are still many June brides for the hardwareman to cater to, and there are other months coming when these lines will be in demand—it should be a steady trade and only accentuated at certain seasons. This window display was made by the J. H. Ashdown Hardware Co., of Winnipeg, and shows up splendidly.

Fencing May Advance—Big Sales Made

Shorter Working Hours Will Mean Higher Production Cost, Says Fence Man—Has Been Revival of Buying Interest This Year

THAT there will be higher prices for woven fencing and probably for other lines of fencing made of wire is the opinion of A. G. Young, Montreal manager of the Ideal Fence and Spring Co. of Canada, Ltd. In speaking with Mr. Young, HARDWARE AND METAL was informed that if the present demands of workers are considered and granted, there is absolutely nothing ahead but an increase of price for these goods.

The average worker will not deliver as much work under the shorter hours, if they are decided upon, Mr. Young thinks, as he did under the former system of an eight or ten-hour day for the whole week. He, the worker, will have too many idle hours on his hands, and this idleness will be conducive to less production, and probably a poorer class of work. With the decreased production, the costs of commodities will increase, and, as always, the consumer will have to foot the bill and pay the price. The manufacturer will be governed in his selling, naturally, by his cost to produce. Asked as to the cost of raw material, Mr. Young stated that the same rules would apply as those outlined above. In the wire factory, shorter working hours would prevail and production would be cut down. Overhead charges will be higher at these mills, and when the manufacturer starts to turn out fencing it will be a product that has cost him more money than before.

An Excellent Season

Speaking of the present business which is coming to hand, Mr. Young said that the activity of recent weeks was splendid. "The farmers are doing more fencing, have more money to buy it, and are now protecting their crops from the stock. They are, in many cases, doing work which has been deferred for several seasons, and apparently realize that prices are not going to drop a great deal, if at all.

"There has been some difficulty in the matter of transportation," continued Mr. Young. "Various delays have existed regarding the movement of shipments. Not only so, but rates have advanced and this is an added reason for higher prices. Where we used to pay 2c per hundred pounds for getting shipments out we now have to pay as much as 6c."

Mr. Young stated that there had been so much business of late that delays had been encountered in filling orders, but this is gradually being overtaken. The season is turning out to be one of the best for some time, and results are much better than the prospect indicated some months ago. Difficulties have been experienced in getting shipments forward to Newfoundland, which market is developing nicely, Mr. Young concluded.

MANITOBA R.M.A. CONVENTION POSTPONED

Owing to the unsettled labor conditions in the West it has been thought advisable to postpone the Manitoba Retail Merchants' Association Convention which was to have been held in Brandon the middle of this month.

The Convention date has, therefore, been changed to August 12. There has been no change made in the programme, however, and it will be carried out as arranged.

SOURIS, MAN., TO HAVE MONTHLY SHOPPING DAY

Reviving a Scheme to Keep Money at Home. Inducements to Come to Town Not Only to Shop, but to Meet Other Shoppers

All the merchants in the town of Souris, Man., are combining this month to inaugurate what will be known as a monthly shopping day. Rather they are going to re-establish this plan which was in effect for several months up till one year ago. As this town is a divisional point on the C.P.R. this special shopping day will be fixed for the sixteenth of the month, or the day following pay day. All merchants will lay themselves out to have their stocks in excellent shape for this day, and bargain sales will be the rule in all lines.

Such a day is sure to put a serious check on the practice of sending pay-day money to the mail order houses, but it has another effect in that it draws country trade as well as town trade. In other words it adds another big "Saturday" to the month. To use a worn-out expression a peculiar psychological effect follows the institution of this monthly shopping day. When it is heralded from every advertisement in the weekly newspaper, and passed on by word of mouth, a desire is created to join the big throng that will be in town that day, and there is nothing the people on the lonely farms crave more than a jaunt to town to meet old friends and make needed purchases. This idea is accelerated by the offer of special values.

For the opening month it is planned to start with the old-fashioned "dollar-day," when the greatest possible assortment of goods will be marked at this figure.

MANITOBA TOWNS FIND CO-OPERATIVE DELIVERY SATISFACTORY

Merchants in at least two Manitoba towns are successfully carrying out the system of co-operative delivery. In the town of Souris this plan has been in force for the last two years, four of the largest merchants paying proportionately for the delivery of goods to their customers. In Carberry the delivery has only been in force a few months. In both towns the deliveries are made by motor truck, operated by its owner, and regular schedules are maintained of two deliveries in the morning and three in the afternoon, so that the merchant may promise his customer exactly when her purchases will be taken to her home. In this way not only is overhead expense reduced for each merchant, but there is an elimination of a duplicate delivery system.

Absolutely too Busy to Write an Ad.

Never saw such business before—We have the goods you want; possibly that may explain.

True & Blanchard Co., - Newport

There is at least the merit in this use of newspaper space of keeping the firm's name before the public. Too often retailers when pressed with business omit their announcement altogether or leave in an ad. which is out of date, or list unseasonable merchandise. The customers of this firm's store must realize that the firm is right on the job and ready to take care of their requirements. It is an unusual use of space and it is often by getting in this variation that the retailer creates a greater interest and keeps the customers' attention focused on his offerings.

NEW HARDWARE GOODS

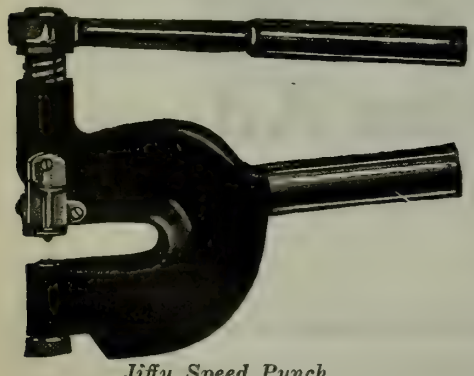
OFFERED TO CANADIAN HARDWAREMEN

JIFFY SPEED PUNCH

Paul W. Koch & Co., 19 South Willis Street, Chicago, Ill., are putting on the market what they call their Jiffy punch, a compact, portable and powerful speed punch, weighing but 4½ lbs., 9½ inches long, and is especially designed to meet all requirements of use in the shop or out on the job.

The Jiffy Speed Punch works in a small space. It punches holes of 5-32, 3-16 and ¼ in. thickness in metal up to 10 gauge, with such speed, that it is stated it can be operated all day with little fatigue to the mechanic. The reason given for this is because of the absence of long, clumsy handles, operator brought close to material, extreme light weight and quick, positive action, punch marks followed quickly and accurately.

The handle is placed a little above the centre of the tool and does not tip easily; therefore keeping it in an upright position ready for use. The deep throat and automatic stripper give clear view to punch mark for next operation. Only a half turn of lever, it is said, is required to drive punch through metal. The crowned punches of floating type will, it is stated, direct power to centre. Will not twist or turn in operation, practically eliminating punch breakage. Punches and dies are easily changed. Specially tempered dies are set rigidly in holders, which the manufacturers state not only adds strength but prevents breakage. The lever handle fits a hexagon nut and can instantly be changed to give operator greater or less leverage as desired. Other points the manufacturers enumerate are that there is nothing to wear out in a Jiffy Speed Punch. It is made throughout of the best grade of materials, is of



Jiffy Speed Punch.

rugged construction and is built for service. Requires little oiling and no adjusting and is a convenient size hand punch.

A NEW LAMP

The Canadian Tungsten Lamp Co., of Hamilton, are introducing a new lamp called the "Ajax" to the hardware trade. It is made in vacuum and nitrogen types and is claimed by the makers to give excellent service. They claim to sell it



Ajax Lamp

under a 1,000-hour life performance guarantee.

PISTON RING

"No-Leak-O" piston rings, manufactured by the No-Leak-O Piston Ring Co., of Baltimore, Md., are made of cast iron, are individually cast concentric rings, and have a groove cut around the rings at a right angle to the face, sloping at an angle of about forty-five degrees. The groove is near one edge, it is stated, passing between the sliding face forming the lap joint and the side of the ring. The rings are made under a patented process by which, it is claimed, even bearing is secured on the cylinder wall, thereby wearing the cylinder perfectly round. The groove full of oil, it is stated, makes a perfect lubricant, insuring long life. The oil in the groove, it is claimed, formed a dam or seal that the gas cannot escape, and this also, it is stated, prevents the surplus oil working up. Perfect lubrication is secured, it is claimed, without any waste, resulting, it is stated, in mileage being almost doubled on lubricating oil and a big saving in gasoline.

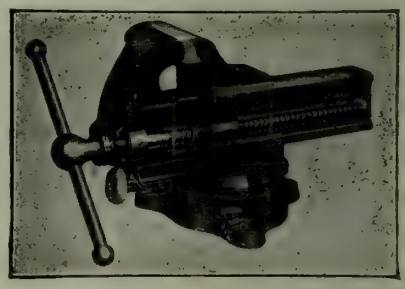
CARBON DESTROYER

The "No Knocks" Carbon Destroyer Co., 102 Richmond Street West, Toronto, are now marketing what is said to be a positive solution for carbon troubles in the "No Knocks" carbon destroyer and gas saver. The manufacturer states that this is unconditionally guaranteed to stop engine knocking from carbon, give greater power and pep, prevent carbon accumulating on valves and plugs, eliminate already accumulated carbon and effect a large saving in gasoline cost. By introducing vaporized cool air into the manifold the manufacturer indicates that he produces at all times the effect of running the engine on a damp, cool night. All metal parts are made of solid brass polished and nickeled. The glass container is ¼ in. thick.

THE WEDG-LOK VISE

The Jahant Foundry and Heating Co., of Akron, O., have recently placed an entirely new type of vise on the market known as the Wedg-Lok vise. In looks it does not differ greatly from ordinary vises. It is very compact and sturdily built, being ample, it is indicated, to stand the strain of all ordinary demands. The vise proper sets into a turn-table base, which permits the upper part of the vise to be turned around in a complete circle. This, it is said, makes it possible for a workman to easily adjust his work to any desired angle.

The important point with this vise, the manufacturers state, is its locking feature, which is accomplished automatically when tightening the jaws; a slight turn of the main screw loosens the wedge lock sufficiently to permit the vise to be turned without removing work from the jaws. If it is desired to lock the vise in any one position for permanent work, it is said that a turn of the thumb screw quickly accomplishes this result; when the job needs to be turned turn the vise, not the job. This feature is one which it is claimed practically



Wedg-Lok Vise.

makes of the Wedg-Lok vise a dozen vises in one.

Robert Tulloch, manager of Bennett and Sons, hardware, Gananoque., Ont., was elected president of the Retail Merchants' Association which was organized. Clifford Syne was elected as secretary.

WEEKLY HARDWARE MARKET REPORTS

STATEMENTS FROM BUYING CENTRES

THE MARKETS AT A GLANCE

MANY lines of brass and copper goods have been advanced as a result of the changes provided for in the revised tariff schedule. On the other hand, a revision to lower levels has been made in lubricating oils of from 1c to 3c per gallon, following on the removal of the 7½ per cent. war tax on crude petroleum.

Turpentine has undergone further revisions upward this week, following the registering at Southern points of the highest price on record for this commodity. The advances in the East range from 5c to 15c per gallon, with the West, which has shown little interest in market conditions the past few weeks, coming to life with a 25c per gallon increase. The revival of trade interest in the West is noticeable, too, in a sharp revision upward on linseed oil, amounting to 37c per gallon. Markets in the East have steadied down slightly with some markets showing an upward move and the range generally narrowing towards the highest figures.

Indications point to the probability of a change being made in the prices prevailing on ready-mixed paints. With the marked advances on linseed oil and turpentine, along with a revision now being made on containers as a result of tariff changes on tinplate, manufacturers cannot see any other way out.

A change has been recorded in wrought washers this week and the new discounts named provide for a slight decline from figures formerly in effect. A change to lower levels is also noticeable in one line of knife handle wrenches.

An advance has been recorded in one line of silver-plated flatware, amounting to about 5 per cent. This, the jobbers believe, is just the forerunner to a general revision upward in this class of merchandise.

A revision in cotton waste has occurred in some quarters, prices being lowered slightly to the extent of ¼c to ½c per pound. This is even in the face of an advance by the manufacturers of cotton thread. Business is along rather narrow lines and competition is keen.

Hammock chains, alarm clocks, hand pump oilers have advanced along with one line of saw sets and sweat pads. Curry combs are lower and horse-clippers have moved upward.

MONTREAL MARKETS

MONTREAL, June 19—Price changes for the week are several and include advances for old materials and rubbers as well as for iron, two or three lines of valves, and fruit presses. There is considerable strength to the ware market also, and advances will be made later, it is thought, for some of these lines. Copper sheets and bars are marked up, too.

Declines are announced for lubricating oils of from one to five cents per gallon, according to the grade. Lower prices are in effect for picks and mattocks, grub hoes and claw bars. Curry combs are down and also wrought washers. There has been a good deal of selling during the week and the jobbers are quite hopeful for the future.

Picks, Curry Combs, Wrought Washers Down

Montreal.

VARIOUS HARDWARE.—Clay and rock picks are reduced in price in this market. The new prices on 5-6 lb. weights, rock and clay patters is $11 per doz.; 6-7 lbs., $12, and 7-8 lbs., $13. Pick mattocks are reduced to $13, and grub hoes to $10 for 3-in., and $10.50 for 3½-in. Claw bars are quoted at $11.25 per dozen. Curry combs are quoted at list plus 15%, excepting No. 270, which is quoted at $2.25 per doz. net. Wrought washers are now on a discount basis of 50%.

Nail Tonnage Sold Is Satisfactory

Montreal.

NAILS AND WIRE.—While there is but a very limited amount of building, compared with a normal season before the war, the total tonnage of nails going out to dealers is large. Prices are steady and unchanged with $4.75 the base per keg for both wire and cut nails.

Wire fencing and other wire used in the erection of fences, etc., has been in great demand of late and it has been difficult, some assert, to procure supplies promptly. The base price for smooth galvanized wire number nine is $5 per 100 lbs.

Valves Up Again; Fruit Presses, Too

Montreal.

VALVES, PRESSES.—One jobber has advanced prices on Jenkins' "Globe" valves to 10 per cent. off list, and for "Gate" and "Straightway" to 12½ per cent. American or Henis fruit presses are also higher, the new price basis being $5.40 per dozen.

Stoves Are Booked; Wares Very Firm

Montreal.

STOVES AND WARES.—Now that dealers perceive the improbability of lower prices coming for stoves and ranges there is a real improvement in the matter of bookings, and orders are coming to hand readily. The undertone is firm and no declines are anticipated here. There is an excellent demand for general lines and various wares are firm. Advances seem likely to be made later for tinware, but the manufacturers are

not increasing the prices of made-up lines, in accordance with the higher prices for tinplate, until stocks in hand are fairly well liquidated. Later, new schedules will be issued, it is expected, and these will mean increases in the price basis.

Hay Rope To Move; Cordage is Held

Montreal.

ROPE, CORDAGE. — Manufacturers are now anticipating a heavy demand for hay rope, and the season promises to be a splendid one. The hay sections of Quebec will have a big yield, it is expected, and the crop will be ready for attention ere long. In a general way there is a fair amount of business and the basis is without change. Pure manila basis remains at 34c per lb.; British manila at 30c and sisal at 27½c.

Lubricating Oils Down 1 to 5 Cents

Montreal.

OILS, GASOLINE.—The feature of the week in oil markets is that of a decline of from one cent to five cents per gallon for various grades of paraffin, light oils, engine, machine and cylinder. There is a long list of special brands and this is effected in varying extent. On cylinder oils the average decline is two cents, on Gargoyle auto oil three cents, and on light machine and engine oils, about one cent. Harness oil is lower, too. There is no change on coal oil, which is quoted at twenty to twenty-three cents, while gasoline is selling at the reduced price of thirty-three cents, made effective last week.

Steady Sale For Iron and Steel

Montreal

IRON AND STEEL. — Midsummer selling of steel and iron bars is reported and there is a good outturn to country buyers. Stocks are now quite complete and buyers may get a good range to meet requirements. The basis is steady and unchanged.

Iron finish machinery steel	3 80
Norway iron	12 00
Single reeled machinery steel	5 50
Spring steel	5 50
Sleigh shoe steel	3 75
Tire steel	3 95
Toe calk steel, per 100 lbs.	4 65
Band steel	3 75
Harrow tooth steel	3 90
Mining tool steel, per lb.	0 17½-0 19
Black Diamond tool steel, per lb.	0 18 -0 19
Black Diamond cast steel, lb.	0 22
Common bar iron, per 100 lbs.	3 75
Refined iron, per 100 lbs.	4 75
Mild steel	3 75

Some Demand For Sheets and Plates

Montreal

SHEETS AND PLANTS.—Considerable movement is reported of various sheets, but large orders are not plentiful, the buying being in small lots for the most part. Prices are steadily held on a more even basis and the range for limited quantity enquiry is considered fairly close.

BLACK SHEETS—	Per 100 lbs.	
10 gauge	$5 25	$6 25
12 gauge	5 30	6 30
14 gauge	5 35	6 35
16 gauge	5 45	6 50
18-20 gauge	6 00	6 35
22-24 gauge	6 05	6 40
26 gauge	6 10	6 50
28 gauge	6 40	7 00
GALVANIZED SHEETS—		
10¾ oz.	$8 35	$9 25
28 gauge	8 30	8 85
26 gauge	....	8 50
22 and 24 gauge	7 70	8 35
20 gauge	7 50	8 35
18 gauge	7 50	8 35
16 gauge	7 30	8 00

NOTE—These prices are for full bundles, an extra charge of 25c to 35c per 100 lbs. is made for broken lots.

Products Are Firm; Lead May Go Up

Montreal.

LEAD PRODUCTS—Advances may be considered necessary later on some manufactured lines of lead, but there is no indication of this materializing for the next week or ten days. Demand is rather on the light order and this is a barrier to increases being made. There are no changes of price for the week.

Lead pipe	0 11½
Lead waste	0 12½
Lead traps and bends	15%
Lead wool, lb.	0 13
Lead sheets, 3 to 3½ lbs., sq. ft., lb.	0 10¼
Lead sheets, 4 to 8 lbs, sq. ft.	0 09½

Cut sheets ¾c lb. extra, and cut sheets to size, 1c. lb. extra.

Solder, guaranteed, lb.	0 35½
Solder, strictly, lb.	0 31
Solder, commercial, lb.	0 29
Solder, wiping, lb.	0 27
Solder wire (8 gauge)—	
40-60	0 35
45-55	0 37½
50-50	0 40¼
Zinc sheets, casks	0 17
Do., broken lots	0 18

Old Metals Up; A Better Market

Montreal.

OLD MATERIAL.—Prices have at last responded to a better feeling in the old metal market, and there are advanced quotations this week for brass, copper, old rubbers and wrought iron. The inquiry is better, though this can be improved and probably will be better from this time forward. The outlook is much improved.

Dealers' Buying Prices—		
Pipe scrap, ton	7 00	8 00
Stove plate, ton	....	15 00
No. 2 busheling	....	5 00
Old rubbers, boots and shoes	0 07	0 07¼
Overshoes, lumbermen's rubber boots	....	0 03½
Overshoes, etc. (trimmed)	....	0 05
Bicycle tires	....	0 03
Automobile tires	....	0 03
Yellow brass	0 07½	0 08
Red brass	....	0 14
Light brass	....	0 06
Scrap zinc	....	0 05
Heavy copper	0 15	0 16
Wrought iron, No. 1, per gr. ton	....	12 00

Much Ingot Strength; Tin; Iron To Go Up

Montreal.

INGOT METALS.—A better and more buoyant feling pervades the ingot market than has existed for many weeks. Advances are probable for some lines and there has been a stimulated demand.

COPPER.—A slight advance of price makes the local quotation 21c per lb. There has been quite a little trading and the market is firm.

TIN.—An advance may be made in the price of tin as soon as the embargo in the United States is lifted against its import. This may be announced at an early date. It will mean more competi-

FLASHES FROM THE WEEK'S MARKETS

Winnipeg came back this week with an advance of 37c per gallon in linseed oil. It is some time since any change had been made, strike proceedings holding the floor against the flight of flax seed.

* * *

W. & B. knife handle wrenches underwent a decline of 10 per cent. in prices issued this week.

* * *

Wrought washers show a decline in a revision of the discount from 45 per cent. off the list to 50 per cent. off the list.

* * *

Rogers Bros. 1847 silver-plated flatware has been revised and present discounts provide for an advance of about 5 per cent.

* * *

Lubricating oils generally have undergone a revision to lower levels, following the removal of the war tax on crude petroleum.

Picks and mattocks have been revised downward in some quarters.

* * *

Turpentine aeroplaned in Winnipeg, going up 25c per gallon after a few weeks of inactivity.

* * *

Taintor saw sets registered an advance this week.

* * *

Bright wire goods, cap screws and set screws were among lists to decline out West.

* * *

Rosins showed a phenomenal advance at primary points of $5.00 per barrel this week.

* * *

A record high price for turpentine was reached last week at primary points. There has been a slight reaction in price.

* * *

An enormous demand for insecticides has sprung up and retailers are placing heavy orders with the manufacturers and jobbers.

tive trading. In the meantime prices hold at 56c per lb.

LEAD.—The market is steady and there has been some movement but no change of price, which holds at 7½c per lb.

ANTIMONY.—An advance for this metal may be made in the near future. In the meantime there is a steady market at 9½c per lb.

ALUMINUM.—Steadiness is the only feature. Price remains at 38c per lb.

SPELTER.—At the unchanged price of 8¾c per lb. there is a fair trading and ample stock to meet requirements.

PIG IRON.—A good inquiry obtains for forward shipment. The market is rather strong and advances are looked for. $48 per ton still is quoted.

TORONTO MARKETS

TORONTO, June 19.—Lower prices have been named on one line of knife handle wrenches and a decline is also apparent in curry combs. Some lines of brass valves are higher, with others slightly lower. Lubricating oils are under revision downward, with some automobile oils already changed. Silver-plated flat ware has advanced 5 per cent. in some quarters.

Electric fans and household appliances are active and a big sale of all summer lines is apparent, including screen doors, windows, wire cloth, lawn hose, etc.

Some Lines Valves Higher; Others Down

Toronto.

VALVES.—There has been an advance made in some quarters this week on Jenkins' Bros. globe, check and gate valves. This approximates an advance over the former figure of about 5 per cent. A further price revision has been made by the manufacturers of Penberthy valves, and quotations which the manufacturers name at Windsor, Ont., are for the compodisk valves, 15 per cent. and 5 per cent; gate, 25 per cent.; regrinding valves, 15 per cent. and 2½ per cent., and swing check valves 10 per cent. and 2½ per cent.

Silver Plated Flatware Higher

Toronto.

SILVER-PLATED WARE. — Higher prices are provided for in the new discounts which have been named on Roger Bros. 1847 silver-plated flat ware. These are now being quoted to the trade at 30 and 10 per cent. discount from list instead of 40 per cent. formerly in effect, which shows a net advance approximating 5 per cent. Whether this advance presages a similar move in other lines is not known, but jobbers indicate that they would not be surprised to see higher prices ruling all the way around.

10 *Per Cent. Drop Made in K. H. Wrenches*

Toronto.

WRENCHES.—There has been a decline reported this week in the price of Whitman and Barnes knife handle wrenches. The new prices which have been named provide for a drop of 10 per cent. On the new basis, the prices per doz. net are for the 6 in., $11.25; 8 in., $13.50; 10 in., $15.80; 12 in., $20.25; 15 in., $27, and 18 in., $36.

Decline Made in Curry Combs

Toronto.

CURRY COMBS.—There has been a revision made in the price of curry combs and the new prices that have been named provide for a drop from the former level. The present basis of quoting is shown by an advance on list of 15 per cent.

Cotton Twines in Firm Position

Toronto.

TWINES.—Mills in the United States are in some instances reporting fairly stiff advances in all grades of cotton twine. During the week there has been an advance made in one quarter of 4c per lb., applying all the way around. This has not extended to the Canadian field as yet, but this may be expected to have some bearing on the prices which will rule here.

Lubricating Oils Being Revised Down

Toronto.

OILS, GASOLINE.—The market on gasoline seems to have settled down to the change which was reported last week. This provided for a decline of 1c per gal., making the quotation to-day 32c. Refiners generally expect that present basis will be maintained for some little time. A new schedule of prices is being worked out on lubricating oils and it is indicated that with very few exceptions a decline will be put into effect approximating 1c per gal. This is in line with the removal of the war tax on crude oil coming into Canada to be refined. A definite change has been made in the list price of Gargoyle Mobiloil, which in barrels is now quoted at $1.30 per gal., list, as against $1.33 less 25 per cent.

Activity in Summer Lines; Stoves; Wares

Toronto.

STOVES, WARES.—There is little to be added to the report given last week on stoves. As far as the heavy stoves and ranges are concerned, business is still rather restricted in these. However, in regard to all Summer lines, there is lots of business to be had, but not always a sufficient stock to take care of same. Manufacturers and jobbers are both rushed with orders which they are finding it difficult to keep up with. Prices have been firmly maintained and there is no indication of any immediate change.

In regard to tinware and copper ware, there has been no stated change in either one of these lines as yet. However, the proposed tariff changes which are under discussion in Ottawa are such that both of these lines may be affected and any new prices which may be adopted will be advances. No immediate change is anticipated, however. There is a big business being done in the majority of these lines, along with the enamelware, and altogether manufacturers and jobbers are well satisfied with the trade which they are doing.

Revised Prices on Waste Coming

Toronto.

WASTE, OAKUM.—There is under way, in some quarters, a revision on cotton waste, which will result in a decline of from ½c to ¼c per lb. New prices have not definitely been settled as yet, but as soon as these are available the change will be given in detail. This is in line with information in these columns last week and has been made in spite of an advance in thread the past few days.

Oakum reveals no particularly interesting feature, prices being steady and business only fair.

Good Demand For Sheets, Plates Apparent

Toronto.

SHEETS, PLATES.—Activity marks the operations of jobbers on steel sheets, sales assuming very fair proportions, and being met from ample stocks. No revision is yet noticeable in prices and market seems to be fairly well settled on its present basis. Range of quotations prevailing to the trade this week are:

10 gauge	$4 75	$5 45
12 gauge	4 80	5 50
14 gauge	4 85	5 10
16 gauge	4 95	5 20
18-20 gauge	5 80	....
22-24 gauge	5 85	....
26 gauge	5 90	....
28 gauge	6 00	....
3-16 inch plate	4 90	6 25
¼-inch boiler plate	4 50	5 80

Prices shown are for full cases. An extra charge of from 25c per 100 lbs. is made for less than case lots.

GALVANIZED SHEETS.

10¾ oz.	$7 80	$8 10
U.S. 28	7 40	7 70
U.S. 26	7 10	7 40
22 and 24	6 95	7 25
18 and 20	6 80	7 10
16	6 65	6 95

12 and 14	6 50	6 80

An extra is now charged on galvanized sheets, 10¾ oz. and 28 ga., when shipped out in sheets 3 feet wide. The extra charged over prices shown above is 20c per 100 pounds. Other gauges show no change for different widths.

Prices shown are for full cases. An extra charge of 25c per 100 lbs. is made for less than case lots.

Orders Coming For Iron and Steel Bars

Toronto.

IRON AND STEEL.—There has been no change in market prices this week. Jobbers report a very fair volume of business coming to hand and stocks are in very fair shape to meet increased demands. Range of prices are given as follows:

Common bar steel	4 25	4 50
Common bar iron	$4 25	$4 50
Refined iron	4 65	4 90
Angle base	4 50	4 75
Horseshoe iron	4 50	4 75
Tire steel	4 45	4 70
Mild steel	4 25	4 50
Norway iron	11 50	15 00
Toe caulk steel	5 15	5 45
Sleigh shoe steel	4 25	4 50
Band steel, No. 10	4 50	4 75
Do., No. 12	4 75	5 00
Spring steel	9 50	11 50
Mining drill steel	21 00	30 00
Sheet cast steel	0 42	0 45

Steady Tone Noted in Corrugated Sheets

Toronto.

CORRUGATED SHEETS.—There is a steady and well maintained market revealed in the situation on corrugated sheets. Business is reported as quite satisfactory and manufacturers are experiencing no difficulty in taking care of orders. Trade in eavetrough, conductor pipe and kindred lines is very fair and market firm. Prices shown in current market quotations are unchanged. Range of prices on corrugated sheets are as follows:

	Per 100 sq. ft.	
Corrugated Sheets—	Gal'zed	Painted
No. 28 gauge	$8 25	$7 00
No. 26 gauge	9 00	8 00
No. 24 gauge	13 50	10 00
No. 22 gauge	16 00	12 50
No. 20 gauge	19 00	16 00
No. 18 gauge	24 00	19 50

Discount, 7½ per cent.

On shipments of 300 lbs. and over, freight is allowed south and east of and including North Bay; also several western counties in Quebec Province. Places north and west of North Bay, the freight is equalized on North Bay. For Quebec and Maritime Provinces, freight is equalized on Montreal.

Wrought Pipe Firm; Boiler Tubes Too

Toronto.

WROUGHT IRON, BOILER TUBES.—The market on wrought pipe is very firm. Labor costs are mounting and will be a factor to at least maintain if not advance the present schedule. A fair volume of business is being handled and outlook generally is quite satisfactory. Prices are shown in current market quotations.

There have been no new developments in boiler tubes, the demand being only fair, with prices firmly held at following levels:

	Per 100 feet	
BOILER TUBES—	Seamless	Lapweld
1¼ inch	27 00	.....
1½ inch	28 00	.....
1¾ inch	30 00	26 00
2 inch	30 00	26 00
2¼ inch	33 00	28 00
2½ inch	40 00	32 00
3 inch	46 00	38 00
3¼ inch	.....	45 00
3½ inch	56 00	42 00
4 inch	70 00	54 00

Range Boiler Prices Have Been Reduced

Toronto.

RANGE BOILERS.—As a result of prices having been reduced by American manufacturers, new and lower quotations are now in effect in range boilers. While business has been to some extent affected by unsettled conditions and labor troubles, it has, on the whole, been very good. Quotations are as follows:

Range boilers, 30-gallon, standard, $11.00; extra heavy, $12.50. 35-gallon, standard, $12.50; extra heavy, $14.50. 40-gallon, standard, $13.50; extra heavy, $15.50. 52-gallon, standard, $20.50; extra heavy, $25.00. 66-gallon, standard, $32.00; extra heavy. $38.00; 82-gallon, standard, $40.00; extra heavy, $47.00. 100-gallon, standard, $50.00; extra heavy, $58.00. 120-gallon, standard, $60.00; extra heavy, $67.00.

Solder Maintains Position; Lead Holds

Toronto.

LEAD AND ZINC PRODUCTS.—There has been no further revision in solder this week, prices noted last week being maintained. There is a fair volume of business passing and outlook seems very good.

Manufactured lead products retain a steady position with the undertone to the market generally firm. Range of prices this week are as follows:

Lead pipe, ib.		$0 11½
Lead waste pipe, lb.		0 12½
Lead traps and bends		15%
Lead wool, lb.	0 11	0 12½
Lead sheets, 4 to 6 lbs., sq. ft., in rolls, lb.	0 11	0 12½
Cut sheets ½ to ¾c lb. extra and cut sheets to size, 1c lb. extra.		
Solder, guaranteed, lb.	$0 33	$0 37
Solder, strictly, lb.	0 31	0 35
Solder, commercial, lb.	0 28	0 31
Solder, wiping, lb.	0 27½	0 30
Solder, wire, lb.	0 34	0 40
Zinc sheets, per lb.		0 17

Strong Buying Movement in Copper

Toronto.

OLD MATERIALS.—Better things have come to the metal dealers in the last few days and they are experiencing a strong buying movement in copper with conditions throughout the entire range looking up. Higher prices are being looked for within the next few days. Range of buying prices in effect to-day is:

Dealers' Buying Prices—		
Tea lead		0 03
Heavy lead pipe		0 04
Pipe scrap		8 00
Stove plate, per ton		10 00
No. 2 busheling		8 00
Yellow Brass		0 07
Red Brass		0 10
Light Brass		0 05½
Scrap zinc		0 04½
Heavy copper		0 15
Wrought iron, No. 1, per gr. ton		15 00
No. 1 machinery cast		14 00
Heavy melting steel		9 00
Old rubbers, boots and shoes	0 06	0 06¼
Overshoes, lumbermen's rubber boots		0 04½
Bicycle tires		0 04½
Automobile tires	0 03½	0 04

Lower Levels Reached in Washers

Toronto.

WROUGHT WASHERS.—Manufacturers announce a reduction in the price of wrought washers through a change in the discount. The discount of 45 per cent. which has been in effect has been replaced by one of 50 per cent. Lists and extras appear in current market quotations:

Nails Show No Revision; Wire

Toronto.

NAILS, WIRE.—The market on wire nails remains steady, and there is no indication of any immediate change. Jobbers report that orders are coming along fairly well, and advices from retailers would indicate that there appears to be a good deal of building activity. Prices show no change on those that have been ruling for some time past, the wire nails selling at a base of $4.70 per 100 lbs., and cut nails at $4.75.

Some activity is apparent in a few lines of wire, but this is not exceptionally heavy yet. The price for smooth steel wire is still held at $5 per 100 lbs. base, with the extras on other lines remaining unchanged.

Change For Better in Rope Movement

Toronto.

CORDAGE.—Manufacturers report that at last there is a change for the better in the amount of business which they are asked to handle. Retailers are again coming into the market and altogether the outlook is much brighter than it has been for some time past. Quotations show no change during the week, pure manila being quoted at 34c per lb. base; British manila, 30c; New Zealand hemp, 30c; sisal, 27½c, and sisal lath yarn, 27½c.

Metal Markets Holding Steadily

Toronto.

INGOT METAL.—The markets seem somewhat steadier this week and apparently await the outcome of the vote on the tariff, which if passed in its present basis may effect some changes in metals. There is a fair amount of activity and stocks available ample.

COPPER.—There is a strong undertone to the market on copper with a very good demand in evidence. Stocks are ample and outlook better, it is thought. Prices are unchanged for the week at 18½c per lb.

TIN.—The price of 58c per lb. has been held without change. Supplies are coming along in ample quantities to meet the demand and sales along rather narrow channels.

SPELTER. — Little interest attaches to this metal. The increase in duty on spelter is expected to result in a greater demand for the home product. Prices show no change, however, as yet, 8c per lb. being the figure generally in effect.

LEAD.—A stronger undertone to the market is shown on lead, although primary points seem to vary almost daily. The price here ranges around 6½c to 7c with a possibility of higher levels being reached.

ANTIMONY. — The market holds strong and quotations are well maintained around the 9c per lb. level. There is a fair demand reported.

ALUMINUM.—Trade is not very active as yet in this metal, but a slight improvement is apparent. Prices remain unchanged at 40c to 42c per lb.

LONDON MARKETS

LONDON, Ont., June 19.—Business has been very brisk and all summer lines are especially active. Throughout the whole district prospects for the future are excellent. Prices are firm. Linseed oil and turpentine again advance. Shipments of British goods, such as gauge glasses, door bolts, tools and a little cutlery, are now coming in. The prices on these lines are very firm.

Higher Prices For Pump Hand Oilers

London, Ont.

PUMP HAND OILERS—New and higher quotations are now effective on pump hand oilers. Prices are as follows: No. 402, coppered, $18.00 per doz.; No. 403, coppered, $21.00 per dozen; No. 404, coppered, $23.00 per dozen; No. 351, tin, $11.50 per dozen; No. 353, tin, $14.50 per dozen; No. 355, tin, $17.50 per dozen.

Advance is Made For Alarm Clock Prices

London, Ont.

ALARM CLOCKS—An advance has been made in the price of alarm clocks and quotations are on the following basis: Good Morning, $1.30 each; Lookout, $1.70 each; Sleepmetre, $1.80 each.

Hammock Chains Are Quoted Higher

London, Ont.

HAMMOCK CHAINS—New quotations, which are higher, are being made on hammock chains. Prices are as follows: 3 ft., $6.50 doz. pair; 4 ft., $8.50 doz. pair; 6 ft., $12.50 doz. pair.

Lower Prices Named For Wrought Washers

London, Ont.

WROUGHT WASHERS—New prices named on wrought washers show a reduction. The latest quotation is 50% off list, as against the old figure of 45%.

Higher Quotations on Taintor Hand Saw Sets

London, Ont.

TAINTOR HAND SAW SETS—A new and higher quotation of $15.00 per dozen is in effect on Taintor hand saw sets.

Curry Comb Prices Revised Downward

London, Ont.

CURRY COMBS—Prices of curry combs have been reduced and the new quotations are on the basis of list + 15%, as against the old figure of add 25%.

Brisk Demand For Lawn Hose, Sprinklers

London, Ont.

LAWN HOSE, SPRINKLERS—While no changes have been made in prices there is a brisk demand for lawn hose. Quotations are: 3 ply x ½ in., 11½c ft.; ⅝ in., 13½c ft.; ¾ in., 15½c ft. 4 ply x ½ in., 13c ft.; ⅝ in., 16c ft.; ¾ in., 17½c ft. 5 ply x ½ in., 14½c ft.; ⅝ in., 17½c ft.; ¾ in., 19½c ft.

Lawn hose, corrugated, has been a big seller. Prices are: ½ in., 17½c ft.; ⅝ in., 20½c ft.; ¾ in., 23½c ft., less 5% in full reels of 500 ft.

Hose nozzles are finding a big sale and supplies are not too plentiful. Prices are: Gem, $6.30 dozen.

Hose sprinklers are selling as follows: Ring, $10.80 dozen; Pluvius revolving, $24.50 dozen.

Hose reels are quoted as follows: Wood, with galvanized drum, $1.75 each; No. 10 McKinnon, $1.80 each; No. 20, McKinnon, $2.65 each.

Advance Made in Price of Sweat Pads

London, Ont.

SWEAT PADS—Prices of sweat pads show an advance and quotations are now: Old gold or yellow, $8.60 dozen.

Higher Price Named For English Clippers

London, Ont.

ENGLISH HAND HORSE CLIPPERS—Higher quotations are now being made on English hand horse clippers, as follows: Newmarket, $2.85 per pair; plates for same, top $1.00 each, bottom $1.50 each.

Screen Doors, Windows Remain Unchanged

London, Ont.

SCREEN DOORS, WINDOWS—There has been a splendid sale for screen doors and windows. No change has been made in quotations, which are as follows:

Doors—No. 1, plain grained only, $17.40 doz.; No. 2, with brackets, grained only, $21.50 doz.; No. 3, with brackets, grained, filled and varnished, $28.40; No. 21, Mission style, grained, filled and varnished, $26 doz.; No. 8, with panel, grained, filled and varnished, $30.65 doz.; No. 9, with panel and oval, grained, filled and varnished, $36.90 doz.

Screen Door Spring Hinges—No. 20, japanned, $19.50 gross pairs; No. 7/11, loose pin, $20.

Stocks Getting Low in Screen Wire Cloth

London, Ont.

SCREEN WIRE CLOTH, POULTRY NETTING—There has been an extra heavy sale of screen wire cloth and stocks are getting low. Prices show no change. Poultry netting is still selling well. Quotations are as follows:

Screen Wire Cloth—Painted black—100 ft. rolls, $3.25 per 100 sq. ft.; 50 ft. rolls, $3.30.

Bronze—14c sq. ft.

Poultry Netting—Canadian, 15% off list; American, 10% off list.

Prices of Nails Are Holding Steady

London, Ont.

NAILS—Nails are in steady demand at prices which show no change. Quotations are as follows: Wire, $4.70, base, per 100 pounds; cut $4.75, base.

Prices of Rope Remain Unchanged

London, Ont.

ROPE—With the approach of the harvest season the sale of rope is improving. Prices are unchanged as follows: Pure manila, 34c, base; British manila, 30c, base; New Zealand hemp, 30c; sisal, 27½c, base.

Further Advance is Shown in Turpentine

London, Ont.

TURPENTINE—There has been a good sale for turpentine. Quotations show an advance of 10 cents and are as follows: 1 barrel lots, $1.60 imperial gallon; 2 to 4 barrel lots, $1.59 imperial gallon; 5-gallon lots, $1.70 imperial gal.

Prices Are Firm For White Lead in Oil

London, Ont.

WHITE LEAD IN OIL—Prices of white lead in oil remain firm and very fair sales are being made. Quotations are as follows: Pure, tons, $16.30 per 100 lbs.; less tons, $16.65. Pure Elephant, tons, $16.90 per 100 lbs.; less tons, $17.25.

Putty Prices May Go Higher Shortly

London, Ont.

PUTTY—Putty prices are firm and may go higher shortly. Quotations are as follows: Standard, 100-lb. drums, $6.75 per 100 lbs; 25-lb. drums, $7.00 per 100 lbs; pure, 100-lb. drums, $8.75 per 100 lbs.; pure, 25-lb drums, $9.00 per 100 lbs.

Linseed Oil Shows a Steady Advance

London, Ont.

LINSEED OIL—Linseed oil is in steady demand and prices have been steadily advancing. Quotations are: 1

to 2 barrel lots, $2.45 gallon, $2.48; 3 to 5 barrel lots, $2.44 gallon, $2.47; 6 to 9 barrel lots, $2.42 gallon, $2.45; less barrels, add 10 cents gallon.

WINNIPEG MARKETS

WINNIPEG, June 19.—Price changes during the week are very numerous. The receipt of mails which have been undelivered for the past three weeks contained advices of many changes in the staple lines. Lower prices again predominate and include the following lines: brass butts, soldering coppers, night latches, gate hooks and eyes, screw hooks, screw eyes, cornice hooks, lamp and lantern burners, cap screws, set screws, shaft bolts and slip bolts, while solder, linseed oil and turpentine show advances.

The strike situation is daily improving, and many are breaking away from the unions and returning to work, and it is hoped that next week will see the end of it and the resumption of business in all lines.

Soldering Coppers Show a Reduction

Winnipeg.

SOLDERING COPPERS — Soldering coppers again show a reduction in price due to the raw material market, and declined 2c per lb. during the week, making to-day's selling price 40c base. Net prices on the various sizes are as follows: ¾ lb. to pair, 47c; 1 lb., 46c; 1½ lbs., 43c; 2 lbs., 42c; 2½ lbs., 41c; 3 lbs. and over, 40c lb.

Solder Moves Up One Cent Per Pound

Winnipeg.

SOLDER—The advancing market on block tin has had the effect of further advancing the price of solder, which moved up 1c per pound during the week, making to-day's price as follows: Half and half solder, full cases, 35c lb.; less than cases, 36c lb.

Brass Butts Show Substantial Reduction

Winnipeg.

BRASS BUTTS—Narrow, middle and broad brass butts show a substantial reduction during the week, amounting to about 25 or 30%, due to lower prices on raw material. These are selling to-day at net list. Net prices on the various sizes are as follows:

Brass Butts	Dozen Pairs Narrow	Middle	Broad
1 inch	.32	.38	.40
1¼ inch	.46	.48	.54
1½ inch	.52	.60	.68
1¾ inch	.68	.76	.84
2 inch	.80	.92	1.04
2¼ inch	1.12	1.30	1.50
2½ inch	1.40	1.70	2.00

Night Latches and Padlocks Are Lower

Winnipeg.

NIGHT LATCHES, PADLOCKS — Miller night latches and padlocks have undergone a revision during the week, with some lines showing advances and others declines, based on costs of material and labor. Prices on the night latches are given below: Miller night latches, No. 64, $7.55; No. 178C, $11.30; No. 170, $9.40; No. 137C, $15.00; No. 378 1B, $11.30; No. 4978, $18.85.

Decline Shown in Bright Wire Goods

Winnipeg.

BRIGHT WIRE GOODS—Bright wire goods register a decline of approximately 10% during the week, and include such lines as gate hooks and eyes, screw hooks, screw eyes and cornice hooks, all of which are now selling at 80% off list. Net prices are given herewith:

Screw Eyes, Suit "B"—1, 30c; 2, 30c; 3, 30c; 4, 34c; 5, 40c; 6, 50c; 7, 56c; 8, 66c; 9, 76c; 10, 90c; 12, $1.30; 14, $1.80 per gross.

Screw Hooks, Suit "M"—3, 46c; 4, 50c; 5, 56c; 6, 60c; 7, 70c; 8, 80c; 9, 90c; 10, $1.20; 11, $1.60; 12, $1.80; 13, $2; 14, $2.50; 15, $2.75; 16, $3 per gross.

Cornice Hooks—1¼ in., 50c; 1½ in., 56c; 1¾ in., 60c; 2 in., 70c; 2¼ in., 80c; 2½ in., 90c; 3 in., $1.60 per gross.

Gate Hooks and Eyes—1½ in., $1.30; 2 in., $1.60; 2½ in., $2; 3 in., $2.40; 3½ in., $2.90; 4 in., $3.40; 5 in., $4.80; 6 in., $6 per gross.

Lower Prices Named on Lamps, Lantern Burners

Winnipeg.

LAMPS, LANTERN BURNERS — Prices on lamp and lantern burners, which have been steadily advancing for the past four years, have been revised to lower levels during the week, based on new prices issued by the manufacturers, which show a reduction of from 10 to 15% per cent., making to-day's selling prices as follows: Lamp burners, Banner, A, $1.05; B, $1.30 doz. Security, A, $1.30; B, $1.70; Canada, 90c. Regal, D., $3.20. Lantern burners, Banner, No. 1, $1.05; No. 2, $1.75.

Cap and Set Screws Revised Downward

Winnipeg.

CAP SCREWS, SET SCREWS—Based on new prices from manufacturers, cap screws and set screws have been revised to lower levels during the week and are now selling at the following discounts: Cap screws, 33 1-3% off list; set screws, 40% off list.

Reduction Made in Shaft and Step Bolts

Winnipeg.

SHAFT BOLTS, STEP BOLTS.—Shaft bolts and step bolts also show a reduction in price during the week, based on latest factory quotations, and are selling to-day on the following basis: Shaft bolts, 20% off list; step bolts, 20% off list.

Twenty Five Cents Jump in Turpentine

Winnipeg.

TURPENTINE—Turpentine prices, as predicted in last week's issue of HARDWARE AND METAL, were expected to advance and show a rise of 25c per gallon on the local market, due to the shortage of the new crop and heavy demands in the South. New prices just issued show the highest figure reached in this commodity and are given as follows: Barrel lots, $1.60 gallon; half-barrel lots, $1.63 gallon; 5-gallon lots, $1.65 gallon; 1-gallon lots, $1.65 gallon, plus the usual extras for containers.

Linseed Oil Advances 37 Cents Per Gallon

Winnipeg.

LINSEED OIL.—As predicted in last issue of HARDWARE AND METAL, flax seed prices were expected to affect the selling price of linseed oil, and prices during the week fulfil this prediction, having advanced a total of 37c per gallon, reaching a new high level. No immediate change is looked for until the new flax crop is assured. To-day's prices are given as follows: Raw linseed oil, $2.30 gallon; boiled linseed oil, $2.33 gallon, in single-barrel lots.

PITTSBURGH MARKETS

PITTSBURGH, Pa., June 19.—Production of steel ingots in May was at the rate of about 26,450,000 gross tons a year. This represented about 45 per cent. of capacity, against 65 per cent. in April, 77 per cent. in March, 85 per cent. in February and 87 per cent. in January. The improvement in the buying of steel began about the second week in May, and this improvement caused somewhat heavier production of steel, even before the end of May. The increase does not show in the monthly statistics because previously production had been declining so sharply. It is probable that at some time in May the rate was down to 50 per cent. of capacity, perhaps in the third week of the month, but with the heavier buying for more than a month past there has been a gradual gain and the rate at present may be estimated as being about 60 per

cent. Unless midsummer conditions cause a material slump in production, as the market is almost invariably dull in July and August, the low point in output in May, say 50 per cent. of capacity for a part of the month, will pass into history as the record low rate after the war. It is almost the universal opinion that there is a period of several years of great activity, say from five to ten years, ahead of the trade, the main difficulty being in getting started.

Steel Corporation Tonnage

The Steel Corporation's unfilled obligations at the end of May amounted to 4,282,310 tons, representing a decrease of 518,375 tons during the month, while the decreases in the preceding four months had averaged slightly more than 600,000 tons a month. The May decrease represented about 38 per cent. of the month's capacity, and as shipments were about 58 per cent. of capacity the new bookings appear to have been only about 20 per cent. of capacity, the smallest for a great many months.

Such a showing appears decidedly unfavorable, and certainly out of keeping with the universally admitted fact that the steel market began to grow more active before the middle of May. The difficulty lies with the Steel Corporation report, which includes contracts. Trade practice has been, as to many contracts, that the buyer could specify or not, as he chose, the mills usually cancelling unspecified quotas at the end of the quarter, and sometimes, in recent years, at the end of each month. The contract does not produce mill operation except as it is specified against. The Steel Corporation booked very little contract business in May, and only a very moderate amount of strictly new business in the form of shipping orders. On the other hand, it received specifications, or shipping orders, against contracts in much larger volume than in April. It is learned in well-posted quarters that the actual shipping orders received in May, in new orders and in specifications against contracts, amounted to fully 75 per cent. of the month's capacity. This enabled the Steel Corporation to increase its mill operations somewhat in the latter part of the month, and there has been a slight further increase this month. Yet the monthly report of "unfilled tonnage," which has been given out regularly for many years, made a very poor showing. Sometimes, on the other hand, it makes what appears to be a good showing when fundamental conditions are not nearly as good as is thus suggested.

Steel Prices

In some quarters it is claimed that there is less shading of steel prices than formerly, say a fortnight or a month ago, but these claims are to be doubted. There is probably about as much shading as formerly. The market, nevertheless, may be said to be on a safer foundation for this reason, that the price cutting does not precipitate a general decline. Earlier in the year many producers, if not all producers, had the idea, perhaps a correct one at the time, that if there were any price cutting it would precipitate a break and the whole bottom would fall out of the market. That was why they embraced Secretary Redfield's proposal, afterwards called "price stabilization" in February, because they hoped it would enable them to agree among themselves as to prices, but lost all interest in the matter when about April 1, the Attorney-General rendered an opinion that the whole procedure would be in violation of the Sherman law.

Price cutting, where it exists, rarely runs to $4 a ton, and is more commonly about $2 a ton. Claims are that the great bulk of the business is placed at regular or March 21 prices, but one should not feel too secure about this.

A marked improvement has occurred in the buying of merchant steel pipe, which has been one of the laggards among finished steel products. Since about the first of the year oil country goods have been in excellent demand, and now some of the mills are fully sold for two or three months, one or two being actually behind in deliveries. With the larger demand for merchant or ordinary standard steel pipe the pipe mill operations are much better rounded out.

Sheet Buying

While demand for sheets has been moderately good since the first of the year, averaging fully up to the general run of finished steel products, there has been a gradual further improvement since the fore part of May, when buying was rather light. The buying is more widespread in character. While the leading buying interest is still the automobile trade, some other classes of buyers are coming more to the front, particularly in black and blue annealed. Galvanized sheets continue to move very slowly. Despite the great campaign of road building that is supposed to be in progress the demand for galvanized corrugated culvert stock is conspicuously light. It is said that more than 80 per cent., and perhaps 90 per cent., of the sheets bought are at full prices, 4.35c for black, 6.70c for galvanized and 3.55c for blue annealed.

Pig Iron

Pig iron is perhaps a shade stronger. Of course there is no advancing tendency, but there is somewhat less disposition on the part of certain furnaces to cut prices. This cutting arose largely from furnaces going outside their regular districts in order to eke out on the limited demand from their regular trade, and with more buying by their regular customers these furnaces are less disposed to go outside their districts. The Cleveland furnaces, for instance, are now making few if any offers in the Pittsburgh market, which should normally be supplied by the valley and scattered Western Pennsylvania furnaces. It looks now as though the prices of March 21 would hold fairly well, with such declines as certain districts must have to make a regular price structure. The war time prices did not recognize the differentials that usually obtain between districts. Birmingham iron, for instance, has declined about $3 a ton, whereby it can now penetrate some northern markets in competition with northern furnaces.

MAKE GOOD ROADS—KEEP BUSINESS AT HOME

That the retail seller of auto equipment should be able to dispose of a larger amount of these is dependent upon the improvement of country roads, is the opinion of H. P. Seybold, of Starke-Seybold, Ltd., Montreal. In speaking to HARDWARE AND METAL, Mr. Seybold expressed his regret that Canadian roads were in such a deplorable condition. He believes that the amount of business that is lost through tourists and others being unable to take popular trips to the larger centres is very large every season.

"There are many who would gladly motor to Ottawa from Montreal, for instance," said Mr. Seybold. "The roads are not in a suitable condition, and this travel is almost impossible. On the other hand, the road between Montreal and Quebec is an excellent one, and there is, consequently, a big traffic between the two cities. Better roads between other large cities would make it possible for car owners to take other trips, for, naturally, one does not wish to take the same trip every time."

Mr. Seybold made the observation that the automobile dealers of Canada lost a great deal of good business through tourists having to plan trips that took them far out of their way. Some of them would, for instance, motor down into the Northern States, where roads were good. Many came in to Montreal via Rouse's Point through the States, whereas, if the road conditions were what they might be, other small towns between the larger centres would naturally secure a lot of business. "For," said Mr. Seybold, "the motorist breaks down away from home, or wants something after he has gone away from his home city. This business should be secured by the Canadian dealers."

There also was a big loss, Mr. Seybold thought, to the towns and cities through the overnight charges that would accrue to the hotels and stores. It was high time, in his opinion, for a big good roads campaign.

MOTOR TOURING POPULAR

That the present season is going to be a record breaker in every way, and that a larger number of motorists intend touring Eastern Canada is indicated by the out-of-town inquiries for routes and and road information received by the secretary of the Montreal Automobile Association. During the past week, a total of 45 inquiries came in by mail from all parts, asking for touring information.

The officers of the association are making efforts to make the membership 2,000 this season.



Trade with Schools and Churches

Now is the Time to Get After the Members of School Boards and Church Trustees and Show the Real Saving Property Painting Will Effect—Big Volume of Business to be Had

"GENTLEMEN, there is just one more item of business before we adjourn," remarked the chairman to the board of management of the Downsville Presbyterian Church. "Our church has not been painted for six years and it is high time that we make its appearance measure up to the place this congregation holds in the town. Furthermore, our trusteeship will not permit us to allow this property to go unprotected for lack of paint any longer."

"The first item of business before the board is the opening of tenders for the painting of the school building inside and out," began the chairman of the Bidwell Township Consolidated School Board, at the last meeting of that body before the closing of the school for the summer holidays.

"Say Jim, are you ready to go before the school board to-night and tell them how badly the schoolhouse needs painting and our terms for supplying the paint?" asked Jack Rogers of his partner in the Brownsville Hardware Co.

The above extracts of conversations are typical of many other and similar conversations that are taking place throughout the country at the present time. The approach of the summer holidays when school buildings are left free for repairs, renovation and repainting opens up an opportunity for the sale of various lines. House paint for the exterior, flat wall paints for the interior walls, floor varnishes for the floors and shingle stains for the roof.

During the summer there is less inconvenience caused to diminished church congregations through painting than at any other time of the year.

Keep After Them

The local influence of the paint dealers can also be brought to bear on both church and school boards not to neglect this most needful means of protection and upkeep wherever it is seen that it is necessary.

Whatever excuse the individual members of both church and school board may have for neglecting to repaint their own property, their trusteeship of the property of others should not permit them to neglect painting and re-painting with sufficient frequency to maintain the prolonged service of such properties.

None of these boards can overlook their duty in this regard if the local paint dealer and painter present the "Save the Surface" idea in a proper manner. Their obligations to the community which elected them to office is to maintain the value of the property given to their care. Once the necessity of painting has been brought to their attention they cannot wink at it as they might at their own private property.

Has Been Neglected

Travelling through the country one can readily see that the protection of such public property with paint has not been given the attention that it should. There is seen to be as much neglect in this as there has been with private property.

There are many paint dealers and painters who are in a position to counteract this neglect of they go about it with businesslike intent. The creation of a little public sentiment on the question of painting public property frequently enough to keep it protected will soon bring any governing board to a sense of its responsibility. It should be done on sound business basis as would be done with the private individual.

Destructive Forces

Weather, moisture and climatic conditions are no respecter of churches or schools or other public buildings. They attack these with deteriorating results that amount up to at least 2 per cent. per annum. If a few gallons of paint applied every four or five years will possibly reduce the percentage of loss to one-half of one per cent. per annum, the coffers of the public might as well benefit by the other one and a half per cent. Certainly, paint and painting every four or five years will not cost anything like the loss that arises from neglect.

Paint dealers can most decidedly confer a benefit on the community by advancing the sales of paint in this direction. Perhaps the volume of paint sales will not be so great as the moral influence it will have on the community at large. Every city, town and hamlet maintains a degree of local pride in whatever concerns its public welfare. The automobile now takes both friends and strangers through the main street of the town instead of just past the railway station on the outskirts. Each community is being given more of the "once over" than it has ever experienced before.

People Note These Things

The degree with which its schools, churches and other public buildings are maintained impresses such passersby

Continued on page 102

Mooramel

A PERFECT WHITE ENAMEL

Made in GLOSS and EGGSHELL White and produces a durable, rich, lustrous, porcelain-like finish that satisfactorily retains its whiteness for years.



MOORAMEL works easy, has perfect flowing properties, ENDURING whiteness and other qualities which make it the EXCELLING ENAMEL. It is without any question the most practical and also the most economical article of its kind ever manufactured.

MOORAMEL can be used with equal good results on either INTERIOR or EXTERIOR work and can be cleansed with soap and water as often as necessary without any injurious effects.

MOORAMEL SELLS AT A REASONABLE PRICE

MOORAMEL like all other MOORE PRODUCTS sells on its MERITS. We do not ask our Dealers to pay high prices to help pay the cost of EXPENSIVE and INEFFECTIVE advertising. We depend on QUALITY and PRICE to sell our products.

This is only one of the answers to the questions so often asked—

? HOW CAN MOORE'S SELL HIGH GRADE PAINTS AND VARNISHES AT PRICES SO MUCH LOWER THAN OTHER MANUFACTURERS. ?

Write us for details of our splendid agency proposition and we will give you further reasons why we can do it.

"Save the surface and you save all" *Paint & Varnish*

BENJAMIN MOORE & CO., LIMITED

One of the largest paint and varnish industries on the American Continent

TORONTO HALIFAX WINNIPEG

The Brush Department

Uses Flat Silent Salesmen for Brushes

Has Been a Winning Idea, Says F. J. Hogan, 280 Centre Street, Montreal—Get the Brushes Before Customers Early—Suggestion is Important

ON the back counter of F. J. Hogan, hardware merchant, 280 Centre street, Montreal, are several flat silent salesmen. The counter is not a high one and with the cases placed on its top, the height is fairly suitable for use as a counter. These cases have been employed to excellent purposes through the accommodation they afford for the brush stock of the store—particularly for the smaller flat and round wall brushes.

The cases occupy a space, lengthwise, of about twelve feet. This is sufficient accommodation for a large stock, and hundreds of brushes are on display. The cases are forward from the paint section, so that the customer, in passing along to select paint, does not require to ask for brushes—he is almost sure to see them. Even though brushes may not have been thought of the suggestion is there, and through suggestion many brushes are sold.

"That case was filled with brushes in the spring, and we have sold a great quantity this year," said Mr. Hogan to HARDWARE AND METAL. "This case is a splendid selling feature. The customer comes along and looks into the case and is enabled to select what is desired without trouble or delay. It has been a great seller for brushes."

Makes Early Displays

In his paint and brush department, Mr. Hogan is a strong advocate of the principle that "the early bird gets the worm." By adhering to this idea he has sold plenty of brushes and much paint weeks before the painting season can be said to have opened, he stated.

"We do a lot of business with the men in this district," continued Mr. Hogan. "The store is near the Lachine Canal and the men working about here like to get their work done early. They do quite a deal of painting while they have time, and before they get busy on other work there is a chance to do this. And when the canal opens and the boats begin to run there is better business generally."

It is apparently wisdom to always display well in advance the various wares that are classed as seasonable. The man of the house, the housewife, the boatman who has a canoe, a skiff, or motor boat, will all appreciate getting the odd painting or varnishing in hand early. Much lies with the hardware man to see that the season be started right. And brushes are unquestionably one of the lines that must be brought to the fore early.

Brush and Paint Sales

There is opportunity for connecting up one sale with another, when it comes to brushes and paint. Mr. Hogan has sold a great many brushes of what might be called the popular-priced variety. "Many buy brushes and when through with them, lay them aside. Then they need a new one. By having a good stock of brushes that can be sold at a price which most people will pay," Mr. Hogan stated, "they will usually throw the old one away and buy another."

While Mr. Hogan operates in a large paint manufacturing centre, his opening order for paint this spring amounted to about $1,100. "I sell more than one quality of mixed paint, but I sell more of the better and higher-priced paint. It is not much trouble to convince the customer to buy good paint. And when a man is starting new work, we often send over a quart of the best paint we have and ask him to try it out, and make no charge for it."

This latter idea is a good one, and has been satisfactory to this firm, Mr. Hogan says. It denotes the merchant's faith in the line and is also a liberal policy. Sales are usually made as a result of the introduction of the line thus made.

While Mr. Hogan operates in a large at this location for some years, he states that he established his business amid many others in the same district. By maintaining a close attention to service he has secured a nice business. "'Service' is our watchword," said Mr. Hogan. In furtherance of this plan, he had one man, for nearly a year, give close and careful attention to telephone orders and to soliciting them. And in addition, speedy delivery has been maintained. For some of this delivery an auto truck has been used successfully.



This illustrates how one Montreal firm, Lariviere Inc., link up their window displays of paints, varnishing and brushes. This is a splendid display recently used in the campaign to increase sales and was a factor in stimulating interest in the various products shown. Apart from the splendid arrangement of the various paints and varnishes, there is a good showing of brushes which links up the two lines. A good use is made of window cut-outs, color cards and paddles, the entire arrangement is one that gets the eye of the passer-by.



FOR OVER SIXTY YEARS the predominating principle that has governed us in all our business dealings and one that has helped us to win and hold the confidence of the general public and the trade, has been the policy of "Square Dealing." Absolute honesty of purpose and good service, backed by goods of merit, have combined to place us in the front rank as manufacturers of high-class brushware.

THE BOECKH TRADE MARK

the symbol of quality and dependability is zealously guarded by us, and any product that bears our imprint carries also with it a guarantee of the best workmanship, and the best of material.

Satisfactory service—quality—the best, and reasonable prices have created the demand for Boeckh's Brushes that dealers should make use of to their advantage.

Your enquiry regarding our products will receive our immediate and prompt attention. We will be pleased to supply you with display cards, advertising matter, etc. Write us in connection with your requirements.

THE BOECKH COMPANY, LTD.

TORONTO - CANADA

SUMMER TRADE WITH SCHOOLS AND CHURCHES

(Continued from page 98.)

or visitors favorably, or unfavorably as upkeep is maintained. The same may be said of the hotels, inns, and roadhouses that cater to the motorist. The rousing of local civic pride is bound to directly or indirectly influence the citizens of the community in the better upkeep and painting of their own private property as well. The necessity of maintaining the most perfect sanitary conditions in schools and churches also opens up other means of promoting paint sales. School floors should be treated, according to the nature of the floor, at every holiday session. Softwood floors should be given a coat of paint. Hardwood floors should be either oiled or varnished. The sealing up of the floors with whatever finish is required not only prevents much wear, but makes it easier for them to be kept clean and sanitary.

The study and scientific research in connection with the influence of color in the surroundings of the schoolhouse has been given a great deal of attention. Both from the decorative and sanitary standpoint the walls of school rooms should be treated with a washable flat tone paint in colors that will have a helpful, restful influence on both teachers and pupils. There is a great deal more in this subject than can be given in this article. Any dealer interested in the subject can obtain a mass of helpful information along this line from his supply house.

Permanent Oil Paint

School walls should not be left in the white. They should be treated with a permanent oil paint that can be easily washed or renewed. Considering the number of interior walls in every school building this will lead to paint sales of considerable volume. At the same time the decorative effects that can be made make impressions on children that are carried home and will quite likely lead to business in the private homes.

The same reasons for flat wall paints can also be advanced for their use in churches, Sunday school rooms and assembly halls.

Just now is the season of year to get after this business. School boards estimating the amount of repairs and renovation necessary for the summer are perhaps in a more receptive mood to receive paint arguments than at any time of the year. No one is in a better position to develop this business than the local paint man and painter whose interest is in such property, along with his fellow citizens. If the arousing of public opinion is necessary, no one is in a better position to do so than the local paint dealer who knows his community from A to Z.

Where to Start

Preaching the gospel of paint like other gospels, should begin first at Jerusalem, and the starting points should be the individual members of the boards that have such properties entrusted to them. If you are planning a "Clean Up and Paint Up" effort in your town no better examples than the public buildings in which all are interested could be selected.

Some idea of the business that can be developed on buildings of this kind may be gathered from the fact that in 1914, there were upwards of 26,000 public schools throughout Canada. In addition to these there are various normal schools, collegiate institutes, private academies, colleges and universities all requiring a greater or less volume of paint. Lacking any definite statistics the writer has been given an estimate of upwards of 12,000 church buildings. Probably this estimate is low, but there are few communities with less than two churches, in many cases more.

Both figures and casual observation indicate a large volume of business for the trade in protecting and maintaining the upkeep of these public service properties. Now is the time to get after it with all possible energy.

STEEL PRODUCERS AND AMERICAN COMPETITION

LONDON, ENG.—The views of Sir Robert Hadfield, the well-known authority on manganese steel and the head of the firm of Hadfield Steel Foundry Co., of Sheffield, find expression in the National News. He says: "A good deal of fuss has been made in certain newspaper quarters, and scare headlines used, because Birmingham recently placed an order for 1,000 tons of tram rails with an American firm instead of a British one. It is said that tenders were asked for from British firms, but that owing to the labor troubles they could not undertake the contract." Sir Robert went on to point out that the placing of this order in the United States was not, as declared by one newspaper, a "blow for Sheffield," as not a single ton of such rails was produced in Sheffield. It happens in every trade that one country, as it were, snatches orders from another. A little while ago it was America who was getting excited because the British were supplying armor piercing shells to the U.S. Navy. Now it chances to be their turn to score, and it ought to be remembered that a little competition now and then is beneficial, not harmful. In any case, we ought to be very thankful that any competition there is in the steel trade is coming from America and not from Germany, as it used to do a few years back. American competition is good because we know that our ally fights fair and square, and will not take a mean advantage of us. German competition was a very different matter, for in the past the German Government paid subsidies so that its iron manufacturers could afford to undercut us in the open market. This, of course, has been stopped by the war, and we have no unfair trickery to anticipate now. The friendly competition between Britain and America will only stimulate the turning our of first rate goods and be to our advantage rather than otherwise.

There is at present a world shortage of steel after four years of its manufacture for purposes of destruction and consequently there will be a very big demand as things settle down and war's destruction turns to peace's construction.

Strong Paint Tendencies—May Advance

Latest Advances for Lead and Turpentine Create Unexpected Situation—May be Deferred Action, But Increase Justified, Say the Manufacturers

THAT there will be an advance in the near future in the price of prepared paint is the strong tendency of the present market. It may even transpire before another week passes that manufacturers will raise their prices, and if this is done it will follow the steady increases that have been made for linseed oil and turpentine. Another factor is the increased cost of containers as a result of the revision in the tariff on tin plate.

HARDWARE AND METAL has been giving the market conditions close attention, and there is not a single tendency that can be discerned but what points to a firming of the market.

"Before the end of the week prepared paints may advance in price," said a Montreal manufacturer to HARDWARE AND METAL on Tuesday. "The market is very strong and it will be little surprise if the same advances."

This informant laid stress upon the high points reached for linseed oil and turpentine. It has been increasingly difficult to secure ample supplies of these, and then only at higher prices. If these prices advance any, or if they even hold as at present, this manufacturer believes that an advance is inevitable.

Another manufacturer stated his belief that linseed oil and turpentine will continue high for several months at least. In such event there is nothing in sight, he believes, but higher prices. Paint manufacturers generally have been giving the matter thought, he says, and the question of grinding new supplies on the basis of higher basic material costs has impressed them with the necessity of considering a revision of price schedules.

While there seems to be a determined desire to not interfere with prices as they exist, if this can be accomplished, it is clear that the matter will be considered from all angles. That there may be increases immediately effected is the opinion expressed by several of the large prepared paint makers in Montreal.



It Pays To Push "Berry" Brands

It's easy to sell any varnish once but a lucrative and growing varnish trade can only be built on quality. The wide reputation of Berry Brothers' Varnishes, Enamels and Stains for giving the utmost in quality values has caused "Berry" label to be known and trusted by all varnish buyers.

It pays to recommend and sell "Berry" Finishes, they create satisfied and permanent customers.

PARTIAL LIST OF DISTRIBUTORS OF BERRY BROTHERS' PRODUCTS

Frank A. Gillis Co. - - Halifax, N.S.
Marks, Clavett, Dobie Co., Ltd., Port Arthur, Ont.
Whites, Ltd. - - Collingwood, Ont.
Sanderson Pearcy & Co., Ltd. - Toronto
A. M. Bell & Co., Ltd. - - Halifax. N.S.
Lariviere, Inc. - - - Montreal, Que.
L. H. Gaudry & Co. - - Quebec, P.Q.
Wood, Vallance, Ltd. - - Winnipeg, Man.
Wood, Vallance & Adams, Ltd., Calgary, Alta.
Revillon Wholesale, Ltd. - Edmonton, Alta.
Hunter-Henderson Paint Co., Ltd., Vancouver, B.C.
Wood, Vallance Hardware Co., Ltd., Nelson, B.C.

BERRY BROTHERS INC
World's Largest Makers
Varnishes and Paint Specialties

WALKERVILLE, ONT.

(501)

WEEKLY PAINT MARKETS

MONTREAL

MONTREAL, June 19.—More than usual interest centres in paint circles this week in view of the strong markets that have developed. Manufacturers freely voice their opinions as to the likelihood of an early advance for mixed paint and this will come, if it does, through the higher oil and turpentine markets. A distinctly firm position has been reached and the matter is receiving consideration of the manufacturers this week.

Linseed oil and turpentine are again advanced, the former being quoted $2.25 to $2.35 per gallon, and the latter $1.55 to $1.70. Both lines are very scarce and hard to obtain. White lead in oil and putty are steadily firm. Rosin has advanced $4 per barrel.

Five to Seven Cents Added Linseed Oil

Montreal.

LINSEED OIL. — Creeping ever higher, linseed oil has reached a basis of $2.25 to $2.35 per gallon, and this means an increase of 5c to 7c over the quotations of last week. Jobbers are not anxious to quote prices at all and there is but a limited supply. Seed quotations were somewhat lower for a day or two, but reaction came and the basis to-day is around $4.80 for spot seed. Declines are not looked for, and if the trade secures what its requirements call for, there will be an advantage in this. Much strength pervades the market.

Raw—	Imp. Gal.	
1 to 4 barrels	$2 25	$2 35
5 to 9 barrels	....	....
10 to 25 barrels	....	....
Boiled—	**Imp. Gal.**	
1 to 4 barrels	$2 27½	$2 37½
5 to 9 barrels	....	....
10 to 25 barrels	....	....

One-fifty-five Low Turpentine Price

Montreal.

TURPENTINE. — Extremely high prices are expected to rule for turpentine for some time, and the advance of the week is ten to fifteen cents per gallon. No relief is in sight, apparently, and with very little stock to offer it is possible that it will be harder than ever to secure requisite stocks for distribution. The paint makers need much themselves and it is certain that they will make distribution as carefully as possible.

Turpentine—	Imp. Gal.	
1 to 4 barrels	$1 55	$1 70
Small lots	....	....

(Packages extra.)

No Decline To Come In Putty Market

Montreal.

PUTTY.—Declines are not at all probable for putty and there is every reason to anticipate an advance if linseed oil keeps its upward course. Prices are unchanged for the week and a fair amount of business, seasonably speaking, is being transacted.

Bulk, in barrels	$5 00	$5 25	$5 60
Do., ½ barrels	5 15	5 40	5 75
Do., 100 lbs.	5 85	6 10	6 45
Do., 25 lbs.	6 10	6 35	6 70
Do., 12½ lbs.	6 35	6 60	6 95
3 and 5 lb. tins	8 10	8 35	8 70
1 and 3 lb. tins	8 60	8 85	9 20
Do., in 100 lb. cases	7 15	7 40	7 75

Pure linseed oil putty, $2 per 100 lbs. advance on above prices.

Glaziers' putty—$1.60 per 100 lbs. advance on above prices.

Terms—2%, 15 days, net 60.

White Lead Strong Advance Suggested

Montreal.

WHITE LEAD IN OIL.—While the corroders have not intimated definitely that there will be any immediate advance of lead prices, the grinders assert that high oil costs, as now prevailing, will serve to change the price basis very soon for white lead in oil, if these oil prices remain on the high pedestal. Sales are still made on the basis prevailing for some months, but the period for which these prices were named expires with the close of June. Changes might be made at any time to take effect July first. Five ton lots are selling on the basis of $15.50 per 100 lbs.; ton lots at $16; and smaller lots at $16.35.

Rosin Advances Four Dollars

Montreal.

ROSIN—An advance of approximately four dollars per 280 lb. barrel is made for various grades of rosin. There has been an increased demand and supplies are none too heavy. Grades "E," "F." "G" and "H" are now quoted at $19.00 per barrel.

Mixed Paints May Be Advanced

Montreal.

MIXED PAINTS, ETC.—That there will be an early revision of prepared paint prices is not a remote possibility. Several manufacturers, in speaking with HARDWARE AND METAL, expressed their belief that an increase would have to be made. The outstanding factors tending to this are the higher prices for linseed oil and turpentine, and then the latest factor introduced is that of the increase of five per cent. in the duty on tinplate, which comes so largely from the United States at the present time, affecting prices of containers. Increases will be considered and they may come even before the week-end.

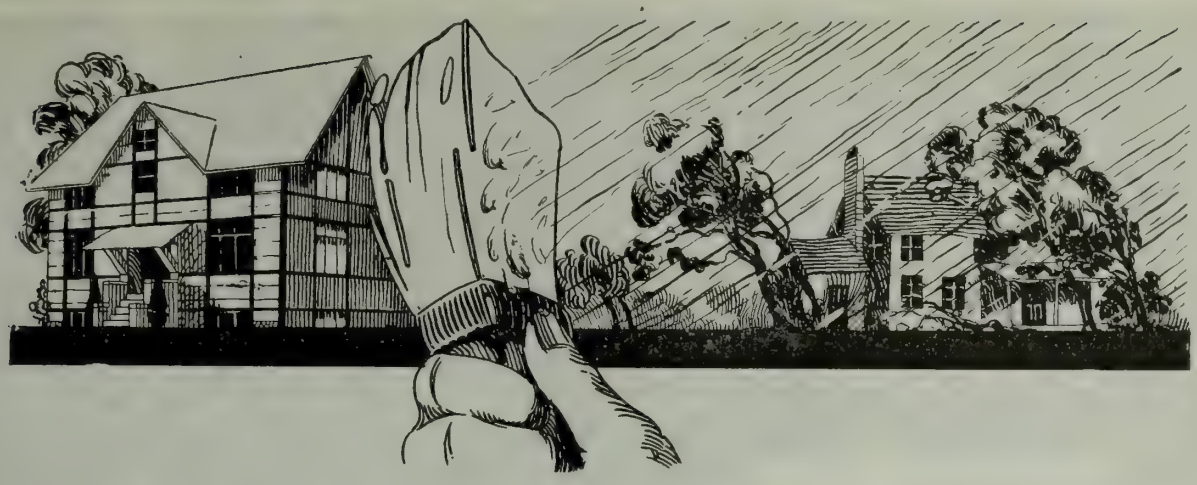
TORONTO

TORONTO, June 19.—Although flax seed prices have been very irregular this week, having advanced eight cents and then dropped back four, linseed oil prices have remained stationary. Further advances in linseed oil, however, are expected at any time, as Argentine shippers, who had contracts with American firms, are refusing to make deliveries and are willingly paying forfeitures for non-fulfilment of contracts in order to take advantage of the high prices overseas buyers are offering. During the week turpentine reached the highest prices ever paid at Savannah, but there has been a slight reaction and present quotations are 1¼ cents below the new high record at Savannah. Large shipments are being made overseas, but indications are that the export demands are being filled and that slightly easier prices may prevail. To-day's Toronto quotations show an advance of five cents. Owing to big demands, both at home and for overseas, rosin prices have advanced rapidly, and to-day's quotations are $5 per barrel higher than those of a week ago. As a result of the soaring prices of turpentine, linseed oil and other materials paint manufacturers are considering revising their quotations and there is every indication that advances will be made very shortly.

Linseed Oil Steady; Likely To Advance

Toronto.

LINSEED OIL.—While prices of linseed oil show no change from those of last week, advances are expected at any time. Some of the crushers have been making fairly substantial shipments to Liverpool. Shipments of seed are coming to hand slowly and, it is stated, that there is not half the seed in the elevators that was available at this time last year. Argentine seed is being steadily diverted to overseas points and



The Paint Brush Forms The Only Real Protection

IT is this thought—"Protection"—that furnishes the key-note of the co-operative campaign now under way, to increase the consumption of paints and varnishes throughout Canada.

Every firm or individual making or selling paint products, is expected to do his part to make this campaign a success.

You will share in the **profit** the campaign is bound to bring to the paint and varnish trade—you will naturally want to share in the **effort** to impress the public with the importance of "painting to protect."

In your windows and in your newspaper ads make constant use of the phrase that has been adopted in connection with this big co-operative campaign.

"Save the surface and you save all" *Paint & Varnish*

In order to get **maximum** benefit from this great movement you should make sure that you have the right **brand** of paints and varnishes to offer those people who are inspired by the educational advertising of the Paint and Varnish Association to do some painting. There are several reliable brands of paint, but only one B-H English Paint. Considering its advantages in quality and its equality in price, B-H "English" Paint is the logical line for you to handle. And, when you add the outstanding publicity done for B-H "English" Paint, the reasons become overwhelming.

If there is no B-H Agent in your town, here's your opportunity. Do not let it escape you! Write at once to our nearest Branch, and let us lay our attractive proposition before you.

BRANDRAM-HENDERSON LIMITED

MONTREAL HALIFAX ST. JOHN TORONTO WINNIPEG

MEDICINE HAT CALGARY EDMONTON VANCOUVER

many American firms who had contracted for large supplies are receiving instead forfeitures for non-fulfilment of contracts. No relief as far as Canadian supplies are concerned is expected until the new crop comes on the market in October. In the meantime prospects are for a steady demand and very firm prices. Quotations range from $2.40 to $2.45, as follows:

Linseed Oil—		Raw
1 to 2 barrels, gal.	$2 40	$2 45
3 to 5 barrels, gal.	2 39	2 44
10 barrels and over	2 37	2 42
		Boiled
1 to 2 barrels, gal.	....	2 48
3 to 5 barrels, gal.	....	2 47
1 bbls. and over	....	2 45

Prices shown are those ruling on Thursday of current week and subject to daily fluctuation of the market.

Turpentine Reacting; Rosins Are Advancing

Toronto.

TURPENTINE, ROSIN.— Following an advance which smashed all previous price records at Savannah, turpentine has reacted slightly and quotations are now 1¼ cents lower at Southern ports. Nearly 10,000 barrels have moved out for overseas ports during the week and this had the effect of increasing prices. With the large shipments that have been made it is felt that a great deal of the export demand may have been met and that prices are likely to reach lower levels before long. The trade in general would welcome this, as it would make for a better business all round, many refusing to buy at the recent high quotations. Rosins are showing great activity and there is a big demand for supplies, both for home and overseas markets. Local quotations are $5 a barrel higher than those of last week, and even higher prices are looked for. Turpentine quotations are five cents in advance of last week, and are as follows:

Turpentine—		Imp. Gal.
1 barrel (barrel included)	....	$1 60
2 to 5 barrels (barrel included)	....	1 59
5 gallon lots	....	1 70

Paint Prices Seem Likely To Advance

Toronto.

MIXED PAINTS.—"Matters simply cannot go on as they are without prices being advanced shortly," was the way one manufacturer summarized the outlook in regard to mixed paints. With turpentine, linseed oil and other things needed in paint making steadily climbing, an advance in paint prices, it is stated, is inevitable. The matter will be discussed very shortly by the manufacturers. In the meantime, orders continue to pour in and one of the very best paint-selling seasons on record for many firms is drawing to a close. One manufacturer declared that for every ten-cent advance there has been in linseed oil, there should be an increase in paint prices of seven cents and on this basis, not considering higher costs of turpentine and other ingredients, there would be an advance of 35 cents a gallon.

White Lead in Oil Expected To Advance

Toronto.

WHITE LEAD IN OIL—While quotations on white lead in oil show no change there is every indication that prices may shortly be revised to higher levels. The change in the tariff by which lead prices advance will be one of the factors in determining future quotations, and the steady advances in the price of linseed oil is another. Quotations at present are: 5-ton lots, $15.80 per hundred pounds; 1-ton lots, $16.30, and in smaller quantities, $16.65.

Glass Prices Firm; Putty May Go Higher

Toronto.

PLATE GLASS, PUTTY.—Although American plate glass firms have advanced the prices in many cases as high as twenty per cent. Canadian prices have not yet been revised and will not, it is stated, until the present stocks purchased at the old basis are exhausted. These stocks are not large. A fair volume of business is being handled in both plate and window glass.

While putty prices show no change as yet, there is every indication that the higher prices of linseed oil will cause putty quotations to move up. Prices at present are as follows:

Standard Putty—	5 ton	1 ton	Less
Bulk, in barrels	$5 30	$5 55	$5 90
Do., 100 lb. iron	6 15	6 40	6 55
Do., 25 lb. irons	6 40	6 65	6 80
Do., 12½ lb. irons	6 65	6 90	7 25
Bladder, in barrels	7 05	7 30	7 45

Pure putty advance $2 per 100 lbs. over above.

MOTOR TRUCK OWNERS TO ORGANIZE

Montreal—An organization to be called the Motor Truck Owners' Association of Eastern Canada is being formed, and it is the intention to use the influence of the combination to look after the interests of commercial car owners. The board of directors is now at work on the details. Truck agents and manufacturers will not be admitted to membership, as it is intended for proprietors only. The main object will be to solve the many questions of vital interest to commercial car owners.

Information has been obtained from various motor truck associations in the United States, and this will be taken advantage of by the local truck men.

DU PONTS FORM NEW $250,000,000 CORPORATION

The du Pont Securities Co., with a capital of $250,000,000, has been chartered at Dover by Pierre S. du Pont, Irene du Pont and John J. Raskob. With the filing of the charter, the charter of the old du Pont Securities Co. was amended to change the name to the General Industries Co.

The purpose of the new organization is set forth in a letter to stockholders of common stock of the E. I. du Pont de Nemours Co., in which they are offered a chance to exchange their stock for that of the new company. The new company has issued 2,500,000 shares of common stock at $100 par and all future investments, apart from those in the explosive and chemical industries, will be made through the new company.

The new organization, it is felt, will enter the motor field as well as other industries, and the move is taken to indicate that the du Ponts are planning to expand along broader lines in the industrial world.

Big Demand for Insecticides Following Unusually Hot June Weather

Potato Bugs in Many Sections Appeared so Thickly That Farmers Had Hard Time Saving the Crops—Circular From Government Department of Agriculture Gave Timely Hint to Dealers to Prepare

THE unusually hot weather that has prevailed all over the country for the past two weeks has resulted in an enormous demand for insecticides. The warm nights and hot days caused potato bugs, grubs, and all sorts of similar pests to appear in such numbers that really serious damage and heavy loss was threatened. The Dominion Department of Agriculture sent out a letter to manufacturers urging them to be prepared to meet heavy demands for Paris green, arsenate of lead and other poisons, and to advise their customers that it would be well to be prepared for calls for large quantities of insecticides.

Events have proven that this warning was timely, as dealers report heavy demands from all parts of the country. In many sections the potato bugs have been more numerous than in years before and only prompt spraying of the plants by the farmers kept the pests in check and prevented the loss of practically the whole crop. It is stated that there were ample stocks to take care of the heavy calls that have been made as manufacturers did not have large stocks on hand last season, and even prior to the Government warning had prepared for a fair volume of trade. To this was added what many of the retailers had left over from last season, and which came in very handy for use while additional quantities were being secured from the factories.



WINDOW GLASS

We are ready to meet your requirements for Plate Glass

We're ready to meet your requirements for PLATE GLASS, ornamental, figured, stained and wired glass, mirror, etc.

Let us sort up your stock of

"RED S" Window Glass

to take care of the big demand which is already breaking as a result of the building activity. Don't be short of stock, be prepared.

TORONTO PLATE GLASS IMPORTING CO. LIMITED
TORONTO, CANADA

CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION

Dominion Metallics — B.B. Caps 25% B.B. Caps, 20%; 22 short, black, 22 long, black, 22 long smokeless, 20%; 22 short lesmok or 22 long lesmok, 20%; 22 short, smokeless, 30%; 22 long rifle, black, 22 long rifle, smokeless, 7½%; other rim fire, 10%; center fire pistol, add 35% list; center fire sporting, add 60%; shot cartridges, same as ball; brass shot shell, 20%; primers, add 35% list; empty shot shells, 5%; blanks, add 25%; bullets, add 40%.

Terms: Net 90 days, or 2% discount for cash in 30 days.

"Dominion" Loaded Paper Shells "Crown" Black Powder, 10% on list; "Sovereign" Bulk Smokeless Powder, net list; "Regal" Dense Smokeless Powder, net list; "Canuck" Shells, Smokeless, $41 per M. net; Empty Shells, 5%; 90 days net.

F.O.B. Montreal, Toronto, London, Hamilton.

AMERICAN AMMUNITION

List of Prices.

Subject to 15% advance on list.

B.B. caps, $3.50 per M.; B.B. caps, concave ball, $4.40; 22 short, $5; 22 long, $6; 22 long rifle, $7; 22 short smokeless, $5.35; 22 long smokeless, $7.50; 22 long rifle, smokeless, $8.75 per M.

Sporting Cartridges—Centre Fire Smokeless 303 Winchester, $72.25 per M.; 303 Savage, $72.25; 303 British, $95; 32 Winchester special, $72.25; 38-55 Winchester, $76; 401 Winchester self-loading, $76 per M.

Primers—Nos. 1, 1½ and 2½, $3.60; Nos. 1 and 2 (100 in box), $3.80; Nos. 1-W, 1½-W, 2½-W and 3-W and 5, and 5½, 100 in box, $3.80; Berdan Nos. 1, 1½, 2 (250 in box), $3.60; Berdan Nos. 1, 1½, 2 (100 in box), $3.80; new No. 4, $5.50; U.M.C., 33, $5.50.

Shot, standard, 100 lbs., Toronto, $16.45-$17.35; Montreal, $18; net extras, as follows, subject to cash discount only: Chilled, $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

AUGER BITS

Standard List Prices per dozen.			
3/16	$ 6.00	18/16	$12.00
4/16	5.00	19/16	14.00
5/16	5.00	20/16	14.00
6/16	5.00	21/16	16.00
7/16	5.00	22/16	16.00
8/16	5.00	23/16	18.00
9/16	6.00	24/16	18.00
10/16	6.00	25/16	21.00
11/16	7.00	26/16	21.00
12/16	7.00	27/16	24.00
13/16	8.25	28/16	24.00
14/16	8.25	29/16	27.00
15/16	9.50	30/16	27.00
16/16	9.50	31/16	30.00
17/16	12.00	32/16	30.00

Discounts from Standard List prices:

Beaver, 57½%.
Ford's Auger Bits, 35 to 37½%.
Gilmour Auger Bits, 47½%.
Gilmour Car Bits, 37½%.
Gilmour Eye Augers, 35%.
Gilmour Ship Augurs, add 10%
Rockford Auger Bits, 50 and 10%
Irwin Auger Bits, 10% off list in Catalogue o. 10, 1905.

F.O.B. Toronto, Montreal, London and Hamilton.

AXES

Single Bits, doz.	$13 25	$16 00
Double Bit	16 50	19 50
Boys' Axes	12 00	14 00
Hunters' Axes	11 00	12 00
Bench—No 2, doz.	12 50	13 20
No. 3, doz.	13 50	14 20
No. 4, doz.	14 50	15 25

BABBITT

Prices on babbitt fluctuate with the metal markets and prices are quoted on application. Prices range from 8c to 75c a lb.

BARS, CLOTHES

No. 1, dozen	$ 8 00
No. 2, dozen	10 80
No. 3, dozen	8 40
No. 4, dozen	$10 00
No. 5, dozen	12 00
No. 6, dozen	14 00

BELTING (Leather)

Discounts apply to Revised List of Feb. 14, 1907.

Extra Quality, 30%.
Standard Quality, 30, 10%.
Side Lace Leather, lb. $1.75-$1.90
Cut Lace Leather, lb... 1.90- 2.20
F.O.B. Montreal, Toronto.

BELLS (Farm)

No. 1 x 40, lb.	$4 00
No. 2 x 50, lb.	5 00
No. 3 x 60, lb.	7 50
No. 4 x 100 lb.	10 00

F.O.B. Montreal, Toronto.

BOARDS, BAKE

No. 1, 18 x 24 in., dozen	$ 8 50
No. 2, 18 x 28 in., dozen	10 50
No. 3, 20 x 30 in., dozen	12 00

BOARDS, IRONING

No. 1, dozen $19 20

BOARDS, SLEEVE—

No. 3, dozen ..... $ 5 50

BOARDS, SKIRT—

No. 11, dozen	$11 00
No. 32, 5 x 12 in., doz.	$11 00
No. 35, dozen	25 00
No. 36, dozen	29 00

BOLTS AND NUTS

Discounts apply to list of Feb. 1, 1913.

Carriage Bolts ($1 list), ⅜ in. dia. and smaller, 6 in. and shorter, 35%.
Carriage Bolts ($1 list), ⅜ in. dia. and smaller, longer lengths, 20%.
Carriage Bolts ($1 list), 7-16 dia. and larger, 15%.
Machine Bolts, ⅜ in. dia. and smaller, 4 in. and shorter, 40%.
Machine Bolts, ⅜ in. dia. and smaller, longer lengths, 25%.
Machine Bolts, 7-16 in. dia. and arger, 25%.
Sleigh Shoe Bolts, all sizes, net list.
Coach and Lag Screws, 50%.
Square Head Blank Bolts, 25%.
Bolt Ends,, 25%.
Plow Bolts, 25%.
Elevator Bolts 25%.
Fancy Heal Bolts, 25%.
Shaft Bolts ($3 list), 25%.
Step Bolts, large head ($3 list). 25%.
Whiffltree Bolts, 25%.
Nuts, square, blank, add to list .75.
Nuts, square, tapped, add to list $1.00.
Nuts, hexagon, blank, add to list $1.00.
Nuts, hexagon, tapped, add to list, $1.25.
Stove Bolts, 65%. Tire bolts, 50%.
Terms: 2% off 30 days from date of shipment.
F.O.B. Montreal, Toronto, Hamilton, London, Ont.

BORAX

Lump Crystal Borax, lb. ...11c-12c
F.O.B. Montreal, London, Toronto.

BRASS

Sheets, 24 gauge and heavier, base	$0 33
Rods, base ½ to 1 in., round	0 32
Tubing, seamless, base	0 38

F.O.B. Montreal and Toronto.

BOILERS (Range)

30-gal., extra heavy	$12 50
30-gal., Standard	11 00

BOARDS (Wash), Zinc

	Doz.
Pony	$2 35
Improved Globe	5 15
Neptune	5 15
Standard Globe	5 15
Original Globe	5 65
Jubilee	5 80
Newmarket King	5 80
Western King (enamel)	8 00
Beaver (brass)	7 35
Diamond Ring (glass)	6 30

F.O.B. Newmarket.

BUTTS Wrought Steel:—

No. 840	5%
No. 800	2½%
No. 838	5%
No. 808	5%
No. 80 4	15%
Nos. 802, 842, 844	5%
Nos. 810 and 814	net list
No. 830	2½%

F.O.B. Toronto, Montreal, London, Hamilton.

Spring Butts

Chicago Spring Hinges, list + 5%.
Triplex Spring Hinges, 20-10%.
Chicago Mortise Floor (5,000), 20, 7½ and 5%.
Chicago Relax Floor (6,000), 25-10-10-2½%.
Chicago Premier (4000), 12½%.
Chicago Ajax (3,000), 12½%.
Chicago Fire Station, add 10% to list.
Lavatory Door Hinges, 20%.
Chicago Screen Door (2000), 40-2½%.
Chicago Screen Door (3000), 16 2-3 %.
Non-Hold Back Screen Door, on application. F.O.B. Chicago.

CANS

For discount on milk and cream cans, etc., see list under head of wares, etc.

CHAIN

	Proof Coil Mont'l	Proof Coil Tor'to	Welded Mont'l	Welded Tor'to
3-16 in.	$22.75	$21.40	$.....	$27.40
¼ in.	16.75	17.75	20.60	23.60
5-16 in.	14.75	14.60	16.40	18.40
⅜ in.	13.00	13.40	15.00	17.25
7-16 in.	12.75	13.15	14.40	16.65
½ in.	12.50	12.80	14.15	16.50
⅝ in.	12.35	12.75	13.85	16.15
¾ in.	12.25	12.70	13.50	16.00
⅞ in.	12.05	12.40	13.40	15.80
1 in.	11.90	12.30	13.30	15.65

Electric Welded

	B.B.	B.B.B.
⅛ in.	19.00	22.00
3-16 in.	18.00	20.00
¼ in.	15.00	16.00	18.00
5-16 in.	13.50	13.50	16.50
⅜ in.	11.60	12.25	14.60
7-16 in.	11.50	12.00	14.50
½ in.	11.25	11.80	14.25
⅝ in.	11.00	11.55	14.00
¾ in.	9.75	11.25	12.25

F.O.B. Toronto, Montreal

American Proof Coil Chain

	B.B.	B.B.B.
3-16 in.	$17.25	$.....
5-16 in.	14.25	17.25
⅜ in.	13.00	16.00
7-16 in.	12.75	15.45
½ in.	12.55	15.25
⅝ in.	12.25	.....

Electric Welded B.B.B.—Chain, ¼ in., $13.75; 5-16 in., $12; F.o.b. Toronto.

Cow ties, 20%; trace chains net list; dog chains, 12½%; halter chains, 12½%; tie-out chains, 37½%; stall fixtures, No. 1 or heavy, $2 dozen; stamped, No. 3 or Dominion, $1.40 dozen; breast chains, No. 220, $16 dozen pairs. F.O.B. Montreal, Toronto, Hamilton, London.

CEMENT

Cement, per bbl., $3.25 in carlots; 80c. pe rbbl., or 20c each is allowed for sacks returned in good condition, freight paid.

Paris plaster, five-barrel lots, $4.00; single barrel, $4.50. F.O.B. Toronto.

CHAIRS

Step ladder, dozen $27 00

CHURNS

List price hand churns—No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.

List prices power churns—No. 0, $11; No. 1, $11; No. 2, $12; No. 3, $13; No. 4, $17; No. 5, $20.

Discount of 20% f.o.b. Toronto Hamilton, Fergus, London, St. John, N.B.

Discount of 17½% f.o.b. Montreal, Ottawa, Kingston.

CHOPPERS, FOOD

Universal—Dozen—No. 0, $19.25; No. 1, $23.30; No. 2, $28.35; No. 3, $36.45.

Russwin—Dozen—No. 0, $19.20; No. 1, $23.40; No. 2, $28.20; No. 3, $36 60.

F. o. b. Montreal, Toronto.

CLOTHES LINE (Galvanized)

No.	Per 1000 ft.
17—7-strand, 100 ft. lengths	$6.85
17—7-strand, 50 ft. lengths	7 00
18—6-strand, 100 ft. lengths	5 60
18—6-strand, 50 ft. lengths	5 33
19—6-strand, 100 ft. lengths	4 50
19—6-strand, 50 ft. lengths	5 00

F.O.B. Montreal, Toronto, London

COPPER .. ... Montreal Toronto

Casting ingot, see weekly report

Rods, ½ to 2 in.	0 32	0 33
Plain sheets, base, 16 oz. and heavier	0 34	0 35
Hot rolled (tinned one side)	0 38	0 39
Copper sheet, planished, base 16 oz. and heavier	0 42	0 50
Tubing, lb.	0 39	0 41

Above prices are full sheets bars. Cut sheets and bars are 2c per lb. higher.

COMBS

List plus 15 per cent.
F.O.B. Montreal, Toronto, Hamilton, London

CORD (SASH)

No. 6, lb.	71
No. 7, lb.	70
Nos. 8, 9, 10, 12	69

F.O.B. Montreal, Toronto, Hamilton, London

CANADA PLATES

Prices nominal. Montreal Toronto

Ordinary, 52 sheets	$7 75	$7 35
Do., 60 sheets	7 85	7 45

COKE, TIN PLATES

	Per-box
IC, 20x28 base	$18 00
IX, 20x28 base	21 00
IXX, 20x28 base	23 00
IXXX, 20x28 base	25 00

F.O.B. Toronto

TERNE PLATES

I. C. 20x28, 112 sheets $19 00
F.O.B. Toronto.

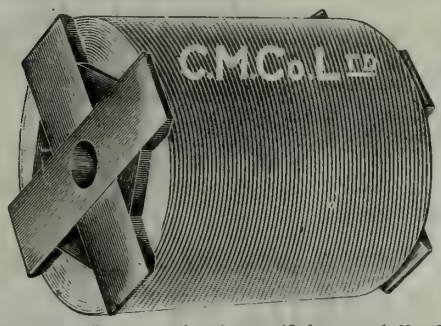
"DOMINION CROWN BEST"—DOUBLE COATED TISSUE

	Nomina.
IC, 14x20 base	$15 00
IX, 14x20 base	17 00
IXX, 14x20 base	19 00

F.O.B. Montreal.

We Manufacture Wire Solder





We make wire solder of any desired composition or size (guaranteeing the mixture to be exactly as represented) and for any gauge or size. It is made by our improved hydraulic process, which not only insures absolute uniformity in composition, but makes the wire perfectly smooth and of an even size throughout its entire length.

When not otherwise specified we send No. 8 gauge.



STRICTLY BAR SOLDER IS A FAVORITE



BABBITT
SOLDER
LEAD PIPE
SHEET LEAD

ALL INGOT METALS
TIN, COPPER, LEAD, ANTIMONY, ZINC
THE CANADA METAL CO., LTD., TORONTO

Fuse Wire
Battery Zincs
Traps and Bends
Brass Ferrules

C·C·M· Bicycles Easier to Sell

THE great advantage of selling a Well-Made, Well-Known and Well-Advertised Bicycle, such as the C.C.M., is excellently expressed by a well-known Ottawa dealer, who says:

"We find the people in many cases fully acquainted with the C.C.M., and what it stands for, so that in selling a wheel it is only necessary to state that it is a C.C.M. and half the selling is done.

"We wish to congratulate you on the splendid results of your street car and newspaper advertising campaign in this city. We have many concrete proofs of its efficiency and attribute to it a large share of the credit for our unprecedented sales this year."

A number of C.C.M. agencies are still available. For full particulars please write to Head Office or nearest Branch.

The Principal C.C.M. nameplates are:

Massey
Gendron
Columbia
Ivanhoe
Perfect
Cleveland
Brantford
Red Bird



Canada Cycle & Motor Co., LIMITED

Montreal Toronto WESTON Winnipeg Vancouver

CLOCKS

Big Ben	$3 00
Good Morning, each	1 30
Lookout	1 70
Sleepmeter	1 80

F.O.B. Montreal, Toronto, London, Hamilton

CROWBARS, $9.50 per 100 lbs.

DRILLS—

Standard Lists.

Blacksmiths', ½ in. x 2½ in. shank. List each.

1/8	$6.45	19/32	$1.20
5/32	.45	5/8	1.30
3/16	.50	21/32	1.40
7/32	.55	11/16	1.50
1/4	.60	23/32	1.60
9/32	.65	3/4	1.70
5/16	.70	25/32	1.80
11/32	.75	13/16	1.90
3/8	.80	27/32	2.00
13/32	.85	7/8	2.10
7/16	.90	29/32	2.20
15932	.95	15/16	2.30
1/2	1.00	31/32	2.40
17/32	1.05	1	2.50
9/16	1.10		

Intermediate sizes take list of next larger.

Bit Stock, list per dozen—			
3/32	$2 70	3/8	$ 8 50
1/8	3 00	7/16	10 50
5/32	3 50	1/2	13 00
3/16	4 00	9/16	15 50
7/32	4 50	5/8	18 00
1/4	5 00	11/16	21 00
9/32	6 00	3/4	24 00
5/16	7 00	7/8	30 00

Bit Stock Drills	45%
Blacksmiths', ½-in. shank	40%
Straight Shank	40%
Straight Shank, wire	40%
Taper Shank	40%

DOORS

See Screen Doors.
F.o.b. Toronto.

EMERY CLOTH

See under Sandpaper.

ENAMELWARE

See prices under heading Wares.

FILES AND RASPS

Discounts below apply to list of Nov. 1, 1899.

	%
Great Western. Amer	50
Kearney & Foot, Arcade	50
J. Barton Smith, Eagle	50
P. H. and Imperial	50
Disston Brand	40
Globe	50
Nicholson	35
Black Diamond	35
Delta Files	20
Firth Files	50

F.o.b. Toronto, Montreal, London and Hamilton.

FITTINGS

Cast iron fittings, 20%; Malleable bushings, 30%-35%; cast bushings, 30-35%; unions, 40-45%; plugs, 35% off list. Net prices Class B, black, 21c lb.; Class C, 14c lb.; galvanized, Class B, 30c lb.; Class C, 21c lb.

Toronto and Montreal.

GRILLS, ELECTRIC

Single heat, round	$7 50
Three heat, round	8 25

F.o.b. Toronto.

GRINDSTONES Per 100 lbs.

Over 40 lbs. and 2 in. thick	$3 00
Under 40 lbs.	3 25
Bi-Treadle, each	7 00

F.o.b. Toronto.

HALTERS (SNAP AND RING)

	Doz.
Russet rope shank, 1"	$11.25-$12.75
Perfect, No. 1½	13 20-13 80
Russet rope shank, 1¼ in.	13 85
Black rope shank, 1 in.	13 75
Black rope shank, 1¼"	12.50-13 85
Hand sewn, no shank, 1 in.	17 40
Hand sewn, no shank, 1¼"	18 75

Halters (Sisal)

7-16 in. gross, $24; 9-16 in., $36 F.o.b. Toronto. London—7-16 in., $2.10 doz.; ½ in., $2.65 doz.

HAMMERS, SLEDGE

Can, 5 lbs. and over, cwt.	$17 50
Masons, 5 lbs. and over, per cwt.	20 00
Masons, 5 lbs. and under	22 50
Napping, up to 2 lbs.	25 00

F.o.b. Montreal, Toronto, Hamilton, London.

HANDLES (WOOD)

All hickory handles, list, plus 10%. All fork, hoe, rake, shovel and mall. D handles, 10%. All other handles, net list. All neck-yokes, whiffletrees and double-trees, 10%. Wood hay rakes, horse pokes, 10%. Pike poles, ash or maple, net list.

F.o.b. St. Thomas, London, Strathroy, Toronto, St. Mary's.

HANGERS, BARN AND PARLOR

	List
Atlas, No. 0	$13 30
Atlas, No. 1	13 80
Atlas, No. 2	15 80
Stearns, 4 in.	9 75
Stearns, 5 in.	13 20
Perfect, No. 1	10 45
Storm King and safety hangers, doz.	10 60
Steel track, 1¼ in.	9 00-12 00

F.o.b. Montreal, Toronto.

HEATERS, ELECTRIC

Majestic, 1 Burner	7 50
Majestic, 2 Burner	11 25

F.o.b. Toronto.

HINGES, TEE AND STRAP

Heavy, Net Prices.

	Strap Doz. pairs.	Tee pairs.
4-inch	$ 2 70	$ 2 30
5-inch	3 33	2 88
6-inch	3 60	3 24
8-inch	4 86	3 69
10-inch	8 64	6 57
12-inch	10 71	10 44
14-inch	12 24	10 62

Light, Net Prices, figured at discount 10%.

3-inch, doz. pairs	$0 90	$0 90
4-inch	1 08	0 99
5-inch	1 26	1 17
6-inch	1 53	1 35
8-inch	2 25	1 60
10-inch	....	....

Screw Hook and Strap Hinges—List prices, per dozen pairs—6 in., $4.30; 8-in., $4.80; 10-in., $6.40; 12-in., $7; 15-in., $7.50; 18-in., $11; 21-in., $12.40; 24-in., $16; 27-in., $17.20; 30-in., $18.50; 33-in., $21.50; 36-in., $24.50.

Discount, 35%.

F.o.b. Toronto, London, Hamilton and Montreal.

HAY KNIVES

Spear Point	$14 00
Lighting	12 50
Heath's	12 50
HOES, Grub	$10 00 10 50

HOOKS, GRASS

	Canadian	English Fox
No. 2, per doz.	$4 15	$5 00-$5 50
No. 3, per doz.	4 25	5 50- 6 40
No. 4, per doz.	4 35	6 00- 7 40
Little Giant	6 00	....
Barden Patent	6 00	....

F.o.b. Montreal, Toronto.

HORSESHOES Price per keg

Patterns	Sizes made	No. 2 and larger Less 20c.	No. 1 and smaller
Light iron	0-7	$7 75	$8 00
Long heel light iron	3-7	7 75	....
Medium iron	1-8	7 75	8 00
Heavy iron	6-8	7 75	....
Snow	1-6	8 00	8 25
New-light "XL" steel	1-6	8 20	8 45
Featherweight "XL" steel	0-4	9 60	....
Special-countersunk	0-4	10 10	....
Toe-weight (front only)	1-4	10 60	....

Packing—Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra.

F.o.b. Montreal and Belleville.
Terms—Cash in thirty days, less 2% discount.

TOE CAULKS

Nos. 0, 1, 2 and larger, sharp and blunt, $2.25 to $2.90 box.

HOSE, LAWN Toronto

Corrugated, ½ in., 100 ft.	$17 50
Corrugated, ⅝ in., 100 ft.	20 50
Corrugated, ¾ in.	23 50
Corrugated, 1 in., 100 ft.	35 00

Less 5% for full reels, 500 ft.
F.o.b. Toronto and London.

HAT AND COAT HOOKS

Coppered wire, 3 in., $1.10 gross.
F.o.b. Montreal, Toronto, Hamilton, London.

IRON AND STEEL

See weekly report.

IRON, TINNED

Prices nominal. Subject to premium where stocks are obtainable.

72x30 up to 24 gauge, case lots	....
72x30, 26 gauge, case lots	....

Less than case, 50c per 100 lbs. extra. F.o.b. Montreal.

IRONS, (SAD)

Mrs. Potts, No. 55, polished, per set	$1 85
Mrs. Potts, No. 50, nickel-plated, set	1 90- 1 95
Mrs. Potts, handles, japanned, doz.	1 65
Sad irons, common, plain, 3, 4 and 5 lbs.	9 20
Sad irons, plain, 6 lbs. up	7 00
Sad irons, common, plated	5 50
Princess Electric, each	$4 00 4 10
Canadian Beauty Electric Irons—	
Style A	4 50
Style B	4 88
Hotpoint Domestic Electric Irons, each	5 25
Gasoline Sad Irons, each	4 25

F.o.b. Montreal, Toronto, London, Hamilton.

LADDERS, Etc.

Step Ladders	Per ft.
Perfect, 6 to 16 ft. only	$0 32
Hercules, 4 to 10 ft.	0 34
Hercules, 12 to 14 ft.	0 39
Faultless, 4 to 10 ft. only	0 30
Ontario, 4 to 10 ft. only	0 27
Shelf Lock, 4 to 8 ft. only	0 22
Gardner, No. 1	0 19
Do., No. 2, bolted	0 22
Dominion, No. 3	0 23
Do., No. 4, bolted	0 26

Single and Fruit Picking

10 ft. to 16 ft.	20c ft.
18 ft. to 20 ft.	23c ft.
Chair ladders, each	2 00

F.o.b. Toronto, Hamilton, London.

Roped and Straight Extension Ladders Per ft.

20 to 32 ft.	$0 24
36 to 40 ft.	0 27
44 ft.	0 30
Over 44 ft.	0 40

F.o.b. Toronto, London, Montreal, Stratford.

Fire ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

LANTERNS Per doz.

Short Globe, plain	$12 50
Do., Japd.	13 25
Long Globe, plain	12 50
Do., Japd.	13 25
Dash, plain	15 50
Do., Japd.	16 25
Do., Search (r'nd reflec.)	17 00
Little Bobs	2 10-4 20

F.o.b. Toronto, London, Hamilton, Montreal.

LANTERN GLOBES Dozen

Cold blast, short	$0 95-$1 10
Cold blast	1 00- 1 10

3 doz. cases, 95c doz.; 6 doz. cases, 90c doz.

Cold blast, genuine ruby	$4 75

F.o.b. Toronto, London, Hamilton and Montreal.

LATCHES Per doz.

Steel Thumb, No. 2	$1 90-$2 00
Steel Thumb, No. 3	2 50- 2 70
Steel Thumb, No. 4	4 75
Barn Door, No. 5	2 75
Barn Door, No. 9	5 10

F.o.b. Montreal, Toronto, London.

LEAD

For pig lead and lead and zinc products see weekly report.

MACHINES (WASHING)

	List each
Canadian	$11 00
Dowswell	11 25
Noiseless	15 50
Hamilton	12 50
Ottawa	11 50
Peerless	11 50
Snowball	17 00
Momentum	18 50
New Century, style A	16 50
New Century, style B	18 00
Playtime, engine drive	22 00
Ideal Power	28 00
Seafoam, electric	110 00
Seafoam, engine drive	50 00
New Idea, electric	118 50
Sunshine	10 25
Popular, No. 1	11 50
Popular, No. 2	11 00
Economic	15 50
Champion	18 50
New Excell-All	18 00
Blue Bell, without stand	16 50
Puritan Water Motor Washer, complete	28 00
Hydro, 1 Tub, engine drive	51 50
Do., do., electric	111 50
Low pressure water motor washer, each	30 00
Connor ball-bearing, with rack	18 50
I X L	18 50
Perfection, engine drive	59 50
Perfection, electric	119 50
Gem	18 50
Winner	17 00
Connor Improved	10 75
Jubilee	10 25
Canada First	21 00

Discount, 30% and 10%. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

MALLETS Per doz.

Tinsmiths, 2½ x 5½ in.	$1.00-$1.75
Carpenters', No. 3	5.80

F.o.b. Montreal, Toronto, Hamilton.

MATTOCKS

Cutter, doz.	$13 00
Pick, doz.	13 00

F.o.b. Montreal, Toronto, London, Hamilton.

MIXERS, BREAD

Canuck—	
No. 4, dozen	$29 40
No. 8, dozen	33 60
Universal—	
No. 4, dozen	$38 10 39 60
No. 8, dozen	46 40 48 60

MOPS

O-Cedar, doz. net	$12 00
Sprustex, No. 2, doz.	$8 00 8 40
S.W. Mops, complete, doz.	5 25 5 40
Mop Sticks, doz., No. 8	2 00
Cast Head Mop, doz.	2 00
Crescent, doz., No. 10	2 50 3 35
Crank wringing, doz.	8 25

F.o.b. Montreal, Toronto, Hamilton, London.

MOWERS, LAWN

Adanac	40-10%
Woodyatt	35%
Empress	35%
Mayflower	35%
Star, Ontario, Daisy	35%

F.o.b. Toronto, Guelph, London, Hamilton.

NAILS

List adopted July 10, 1912.

Advance over base on common wire nails in kegs.

		2¾ inch	15c
1 inch	$1	3 inch	10c
1⅛ inch	1	3½ inch	10c
1¼ inch	65c	3½ inch	10c
1½ inch	40c	4 inch	5c
1¾ inch	40c	4½ inch	5c
2 inch	30c	5-inch base.	
2¼ inch	30c	5½-inch base.	
2½ inch	15c	6-inch base.	

6½ to 12-inch-2 Ga. and heavier, 25c over base.

Standard Steel Wire Nails, f.o.b. Toronto, London, Hamilton, Milton, $4.70 base.

Freight equalized on above points.

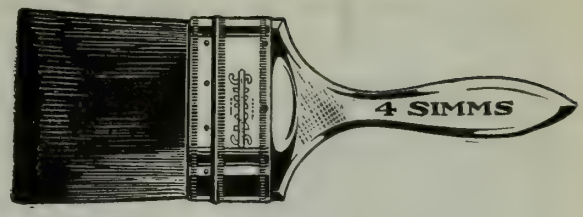
F.o.b. Montreal, Gananoque, Collingwood and Owen Sound. $4.75 base.

Freight equalized on above points.

Windsor, Walkerville, Sandwich f.o.b. factory prices, carload freight allowed, $4.80.

Sault Ste. Marie, Port Arthur, Fort William, $5.05 base, f.o.b. factory; no freight allowance.





The Simms' Trademark Stands for Supreme Quality

Hardware Salesmen of Canada! Do you know that when you sell Simms' Set-in-Rubber Shaving Brushes and Paint Brushes, you are selling Brushes of the highest quality made?

Do you know that the Simms' Set-in-Rubber Trademark represents 200 shapes and styles of Shaving Brushes, and *every one* of them a Better Brush —far superior to imported brands, yet lower-priced?

Do you know that painters throughout the length and breadth of Canada would rather have a Simms' Set-in-Rubber Paint Brush than any other, and that if you sell them Simms', they will come back to your store whenever they need a Brush?

It will pay you well to familiarize yourself with the Simms' Set-in-Rubber Quality. Write us—sit right down now and do it—and ask any questions you care to in regard to our goods.



We will take great pleasure in giving you the fullest information as to why Simms' Set-in-Rubber Brushes are in such great demand. This will help you to a high sales-record.

T. S. Simms & Co., Limited
Head Office and Factory
St. John, N. B.

Branches :
Toronto Montreal
London

Moulding, Flooring, Slating, Box, Fence, Barrel Nails, 25c per 100 lbs. over common nail prices. Finishing Nails, 50c per 100 lbs. advance over common nail price. Clinch Nails and Sash Pins, 75c per 100 lbs. over common nail price.

Miscellaneous wire nails, 60% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton, London.

Cut Nails—Montreal, $4.75 base; Toronto, $4.75 base; London, $4.75; Hamilton, $4.75; no equalization of freights.

Roofing Nails—American, large head, keg, $8.50; 25-lb. boxes, per 100 lbs., $9.00.

F.o.b. Montreal, Toronto, Hamilton.

NAILS (HORSE)

C Brand

Size	Per 100 lbs.
Capewell—	
No. 5	$23 00
No. 6	22 00
No. 7	21 00
No. 8	20 00
Nos. 9 to 12	19 00

Discount, 10%

"M.R.M." BRAND

No.	Net Price List Lengths	Per box of 25 lbs.
3	1⅝"	$20 00
4	1¾"	10 00
5	1 15-16"	5 00
6	2⅛"	4 75
7	2 5-16"	4 50
8	2½"	4 50
9	2 11-16"	4 25
10	2⅞"	4 25
11	3 1-16"	4 25
12	3¼"	4 25

F.o.b. London, Hamilton, Montreal, Toronto

NETTING, POULTRY

List prices per roll of 50 lineal yards. Adopted March, 1909.

2-inch mesh and 19 ga. wire.

12 inch...	$1 80	48 inch...	$ 6 20
18 inch...	2 65	60 inch...	7 70
24 inch...	3 40	72 inch...	9 20
30 inch...	4 00	84 inch...	10 50
36 inch...	4 75	96 inch...	12 00
42 inch...	5 50		

1½ inch mesh and 19 ga. wire.

12 inch...	$3 50	42 inch...	$10 50
18 inch...	5 00	48 inch...	12 00
24 inch...	6 30	60 inch...	15 00
30 inch...	7 75	72 inch...	18 00
36 inch...	9 90		

1 inch mesh and 20 ga. wire.

12 inch...	$4 00	42 inch...	$12 00
18 inch...	5 50	48 inch...	14 00
24 inch...	7 00	60 inch...	17 00
30 inch...	8 50	72 inch...	20 00

¾ inch mesh and 20 ga. wire.

24 inch..	$10 50	36 inch...	$15 00
30 inch..	12 75		

½ inch mess and 22 ga. wire.

24 inch...	$16 50	36 inch...	$24 00
30 inch...	20 10		

Discounts at present quoted apply only to 1 and 2 inch mesh netting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Montreal, Canadian netting 15% off list.

American netting, 10% off list.

	Per rod
Invincible—1640	$ 0 75
1848	0 85
2060	0 95

Put up in 10, 20 and 30-rod rolls.

F.o.b. Montreal.

Blue Ribbon—

24-inch, per roll	$4 95
36-inch, per roll	6 50
48-inch, per roll	7 60
60-inch, per roll	9 00
72-inch, per roll	10 85

Put up in 10 rod rolls.

OAKUM

Best (American)	$21 00-$22 00
U.S. Navy (unspun)	
Clipper (spun)	21 00
Clipper (unspun)	19 50
U.S. Navy (unspun)	
U.S. Navy (spun)	21 50
Plumbers (spun)	9 00

F.o.b. Montreal, Toronto.

OILS

	Montreal	Toronto
Royalite, gal.	0 20½	0 19½
Palacine, gal.	0 23½	0 22½
Gasoline, net, gal.	0 34	0 33
	List	Gallon
Black oil (Summer)	0 19½	0 16
Black oil (Winter)	0 20½	0 17
Imperial Kerosene Tractor	0 60	
Capital Cylinder	0 62	0 61
Machine oil, regular grades	0 36	0 37½
Standard gas engine oil	0 40½	0 39½
Parafine	0 25	0 22

List, less 15% on above.

Polarine Oil, list	0 90
Polarine Oil, heavy, list	0 90
Polarine A, list	1 00
Gargoyle Mobiloil, list	1 30

List, less 25% on above.

Fuel oil, bbls. net	0 08
Fuel oil, tank cars, net	0 07

Prices shown are barrel basis unless otherwise specified. Barrels charged extra.

OLD MATERIALS

See weekly report.

PACKING

	Per lb.
Fine jute	$0 20
Coarse jute	0 15
Hemp	0 34
Square braided hemp	0 38
No. 1 Italian	0 44
No. 2 Italian	0 36

F.o.b. Montreal and Toronto.

PAPER

	Per 400-ft. roll
Dry Fibre, No. 1 roll	$1 10-$1 20
Dry Fibre, No. 2 roll	0 60
Anchor Brand	1 20
Rosin Sized Sheeting, red	1 05
Do., blue	0 70
Tarred Fibre, No. 1 roll	1 25- 1 30
Tarred Fibre, No. 2 roll	0 78
Surprise Fibre	0 66
Tarred felt, per cwt.	3 75
Cyclone (dry)	1 20
Cyclone (tarred)	1 30
Joliet (dry fibre)	0 60
Monarch Sheathing (per 100 lbs.)	4 00
Asbestos sheeeting (per 100 lbs.)	13½ 0 15
Carpet Felt, 16 oz. per 10 100 lbs.)	4 75
Straw, sheathing, dry, per cwt.	3 05
Do., Do., tarred, per cwt.	3 20

F.o.b. Toronto and Montreal.

PASTE

Stick-Fast

1-lb. pkgs., gross	$22 00
2-lb. pkgs., gross	42 00
In barrels 250 lbs., lb.	0 12½
Barrels of 5 lbs., cotton bags, lb.	0 13½
In kegs 125 lbs., lb.	0 14
In 50-lb. boxes, lb.	0 16
In 25-lb. boxes, lb.	0 17

PICKS

Clay—		
5 to 6 lbs., doz.	$11 00	$11 25
6 to 7 lbs., doz.	12 00	12 25
Rock—		
7 to 8 lbs., doz.		13 00

F.o.b. Montreal and Toronto.

PINS, CLOTHES

	Per case
5 gross, 4-in. (loose)	1 45
4 gross (cartons), 4½ in.	1 45

F.o.b. Montreal and Toronto.

WROUGHT PIPE

Price List No. 39, April 3, 1919

Standard Buttweld

Per 100 feet.

	Steel Blk.	Steel Gal.	Gen. Wrot. Blk.	Gen. Wrot. Gal.	Iron Blk.	Iron Gal.
⅛	in.. $ 6 00	$ 8 00	$.....	$.....		
¼	in.. 4 53	6 60	5 13	7 26		
⅜	in.. 4 53	6 66	5 13	7 26		
½	in.. 5 99	7 57	6 84	8 42		
¾	in.. 7 53	9 66	8 68	10 81		
1	in.. 11 14	14 28	12 84	15 98		
1¼	in.. 15 07	19 32	17 37	21 62		
1½	in.. 18 01	23 10	20 76	25 85		
2	in.. 22 24	31 08	27 94	34 78		
2	in.. 22 24	31 08	27 94	34 78		
2½	in.. 38 90	49 73	....	....		
3	in.. 50 87	65 03	....	....		
3½	in.. 64 86	81 88	....	....		
4	in.. 76 85	97 01	....	....		

Standard Lapweld

	Steel Blk.	Steel Gal.	Gen. Wrot. Blk.	Gen. Wrot. Gal.	Iron Blk.	Iron Gal.
2	in.. $27 94	$34 78	$31 64	$38 11		
2½	in.. 40 66	51 48	46 51	57 38		
3	in.. 53 17	67 32	60 82	74 97		
3½	in.. 66 70	83 72	75 90	92 92		
4	in.. 79 03	99 19	89 93	110 09		
4½	in.. 88 00	113 00	107 00	132 00		
5	in.. 103 00	132 00	125 00	154 00		
6	in.. 133 00	171 00	162 00	200 00		
R. S. Special, 3 ply					2	25
7	in.. 175 00	224 00	211 00	259 00		
8 L	in.. 184 00	235 00	221 00	273 00		
8	in.. 212 00	271 00	255 00	314 00		
9	in.. 254 00	324 00	305 00	376 00		
10 L	in. 235 00	301 00	283 00	349 00		
10	in.. 303 00	387 00	365 00	449 00		

Terms 2% 30 days, approved credit.

Freight equalized on Chatham, Guelph, Hamilton, London, Montreal, Toronto, Welland.

WROUGHT NIPPLES

4" and under, 60%.

4½" and larger, 50%.

4" and under, running thread, 30%.

Standard couplings, 4" and under, 40%.

4½" and larger, 20%.

Terms, 2% 30 days. Approved credit, Ontario, Quebec and Maritime Provinces.

PIPE (Conductor)

	Plain	List
2 in., in 10-ft. lengths, list.	$ 8 00	
3 in., in 10-ft. lengths, list.	9 70	
4 in., in 10-ft. lengths, list.	12 80	
5 in., in 10-ft. lengths, list.	17 50	
6 in., in 10-ft. lengths, list.	21 30	

List less 10%.

F.o.b. Toronto, Ottawa, Oshawa.

PIPE, LEAD

See weekly report.

PIPE (SOIL)

Medium and extra heavy pipe, to 6 inch	20%
Medium and extra heavy fittings, 2 to 6 inch	35%
8 inch pipe and fittings	15%

F.o.b. Toronto, Montreal.

PIPE (STOVE)

See prices under Wares, etc.

PITCH

Pine, black, per bbl.	10 00
Navy pitch, per bbl.	6 50

F.o.b. Montreal, Toronto.

PLANTERS, CORN

King of Field, dozen	$11 25
Triumph, doz.	9 40

POLISH (O-Cedar)

4-oz. bottles, doz., list	3 00
12-oz. bottles, doz., list	6 00
1-qt. can, doz., list	15 00
½-gal. cans, doz., list	24 00
1-gal. cans, doz., list	36 00

Discount, 33 1-3 per cent.

Liquid Veneer—	
4 oz., doz.	$2 00
12 oz., doz.	4 00
32 oz., doz.	8 40
64 oz., each	1 20
128 oz., each	2 10

F.o.b. Toronto, London.

POLISH, METAL

Bon-Ton

Size	Case	Doz.	Case
¼ pts.,	3 doz.	$1 15	$3 40
½ pts.,	3 doz.	2 10	6 00
Pints,	2 doz.	3 15	6 00
Quarts,	2 doz.	4 65	9 00
½ gal.,	1 doz.	8 40	8 40
Gal.,	½ doz.	....	6 90

PUMPS

	Pitcher Spout	Closed Spout
No. 1	$2 75	$2 95
No. 2	3 05	3 30
No. 3	3 40	3 65

F.o.b. Montreal, Toronto, Hamilton, London.

RIVETS AND BURRS

Iron rivets, 7-16 inch and smaller, blacked and tinned, 40 and 5%; Iron Burrs, 40 and 5%.

Copper rivets, usual proportion of burrs, discount 15%; burrs, add 20 to 25%.

Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¾-lb. pkgs., 2c lbs. Coppered Rivets, net extras, 3c per lb.

F.o.b. Montreal, Toronto, London.

ROOFING

	Per square
Samson, 1-ply, roll	$2 30
Samson, 2-ply, roll	2 75
Samson, 3-ply, roll	3 30
R. S. Special, 1 ply	1 75
R. S. Special, 2 ply	2 00
Everlastic, 1-ply	1 80
Everlastic, 2-ply	2 10
Everlastic, 3-ply	2 40
Good Luck, 1-ply	1 70
Good Luck, 2-ply	2 00
Good Luck, 3-ply	2 35
McCombe Sp., 1-ply	1 60
McCombe Sp., 2-ply	1 85
McCombe Sp., 3-ply	2 20
Black Cat, 1-ply	1 95
Black Cat, 2-ply	2 25
Black Cat, 3-ply	2 60
Black Diamond Ready Roofing, 2-ply	1 35
Black Diamond Ready Roofing, 3-ply	1 65
Liquid roofing cement, per gal., in barrels	0 31
5 and 10 gal. lots, per gal.	0 44
Coal Tar (refined), bbl.	8 25
Roofing Pitch, per cwt.	1 20

F.o.b. Toronto and Montreal.

ROPE

	Lb.
Pure Manila basis	34
British Manila basis	30
New Zealand hemp basis	30
Sisal basis	27½

Above quotations are basis prices, ¾ in. and larger diameter. The following advances over basis are made for smaller sizes:—⅝ in., ½c; 9-16 to 7-16 in. inclusive, 1c; ⅜ in., 1½c; ¼ and 5-16 in., 2c; 3-16 in., 2½c extra.

Single lath yarn basis	27½
Double lath yarn	28
Yacht marline, tarred	54
Halyards	47
Hemp, deep sea line basis	47
Hemp, tarred ratline basis	40
Hemp, tarred bolt rope basis	42
Marline and Houseline	42
Italian rope basis. On application	
Cotton, ⅛ in.	0 81¾
5-32 in.	0 80¾
3-16 in.	0 64
¼-in. and up	0 63

F.o.b. Toronto, Montreal, Brantford, London, Hamilton.

RULES, BOXWOOD (LUFKIN)—

651B (68), $2.10 dozen; 751 (61), $2.70; 851 (51), $3.25; 771 (84), $6.35; 781 (62), $7.80; 861A (53½), $7.85; 852 (73), $5.10; 752B (7), $6; 386 (32), $6.90; 3851 (66½), $5.85; 465 (69), $1.80; 171 (36), $4.60.

F.o.b. Montreal, Toronto, London.

TAPES, MEASURING (LUFKIN)—

	Each
263, 50 ft. Challenge Steel	$3 95
103, 50 ft. Reliable Jr. Steel	4 05
243, 50 ft. Rival Steel	3 50
1243, 50 ft. Rival Jr. Steel	3 50
603, 50 ft. Metallic	3 00
604, 66 ft.	3 30
403, 50 ft. Linen	2 15
	Dozen
713, 50 ft. Ass Skin	5 40
714, 66 ft. Ass Skin	6 50
143, 3 ft. Steel Pocket	7 10
145, 5 ft. Steel Pocket	9 65
175, 5 ft. Linnine Pocket	5 55
165, 5 ft. Cotton Pocket	1 60

F.o.b. Montreal, Toronto, London.

SANDPAPER

B. & A. sandpaper, 12½% off list.

Star sandpaper, 12½% off list.

B. & A. emery cloth, 30% on list.

F.o.b. Toronto, Montreal.

SCALES

	Scale List	Stamping extra
Champion—		
4 lb.	$5 50	$0 80
10 lb.	7 50	0 30
240 lb.	12 50	0 50
600 lb.	28 00	1 00
1200 lb.	35 00	1 00
2000 lb.	50 00	1 00
2000 lb. Drop lever	57 00	1 00
10-lb. Household	5 60	0 10
25-lb. Household	6 00	0 30

Champion list prices subject to discount of 5%; Standard scales, 10% discount; Weigh Beams, 5% discount. No discount allowed on stamping charge. F.o.b. Toronto, Montreal, Hamilton.

SCYTHES

	Doz.
Cast Steel	$15 00
Golden Clipper	18 00
Little Giant	17 00



The Ramsay Line Saves the Surface







Trade Marked

and

Guaranteed to successfully keep your paint department up-to-date.

"Save the surface and you save all" *Paint & Varnish*





THE RIGHT PAINT TO PAINT RIGHT

A. Ramsay & Son Company

Makers of Property Preserving Paints & Varnishes for 77 years

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Edmonton District:
Revillon Wholesale Limited, Edmonton

Calgary District:
The McDonald Baker Co., 818 8th Ave., W., Calgary

Bush 15 50
F.o.b. Toronto, London.

SCREEN DOORS
Kasement No. 1—2 ft. 8in. $28.80; 2 ft. 10 in., $30; 3 ft., $31.20; Nos. 2, 3 and 4, 2 ft. 8 in., $31.20; 2 ft. 10 in., $32.40; 3 ft., $34.20 dozen.

SNATHS

	Doz
00 Patent	$13 75
1	13 20
2	12 65
3	11 55

SCREWS
Discounts off Standard List adopted Aug. 1, 1903.

Wood, F. H., bright	77½%
Wood, R. H., bright	75%
Wood, O. H., bright	75%
Wood, F. H., brass	55%
Wood, R. H., brass	52½%
Wood, O. H., brass	52½%
Wood, F. H., bronze	50%
Wood, R. H., bronze	47½%
Wood, O. H., bronze	47½%
Square cap	20
Hexagon cap	20

Wooden Bench Screws
Dozen $7 00

SHEETS, BLACK
See Montreal and Toronto report.

SHEETS, CORRUGATED
See weekly report.

SHEETS, GALVANIZED

Premier Galvanized	
10¾ oz.	$8 10
U.S. 28	7 70
U.S. 26	7 40
22 and 24	7 25
18 and 20	7 10
16	6 35
14	6 80

F.o.b. Hamilton and Toronto.

SHINGLES, METAL
Standard galvanized $10 00
Standard painted 8 00
Discount 7½%.

SIDING METAL
Standard galvanized $8 50
Standard painted 6 50
Discount 7½%.

On shipments of 300 lbs. and over, freight is allowed south and east of and including North Bay; also several western counties in Quebec Province. Places north and west of North Bay, the freight is equalized on North Bay. For Quebec and Maritime Provinces, freight is equalized on Montreal.

SOLDERING COPPERS
Base, 3 to 8 lbs., 42c, F.o.b. Toronto and Hamilton.

SOLDER, BAR
See weekly report.

SPOUTS, SAP
Eureka, per M.....$13 50 $16 50

STAPLES
See Wire Products.

STOVES

Oil Burning Cooking	List each
Perfection No. 32, 2-burner	18 75
Perfection, No. 33, 3-burner	24 25
Perfection, No. 34, 4-burner	30 75
No. 22G oven for above stoves	7 25

Discount, 25% off list.
Freight allowed on shipments of 12 stoves.
McClary Glass Front Oven No. 70, each, net..... 4 25
Detroit Glass Front Oven, No. 85, each, net..... 4 50
F.o.b. Sarnia, London, Toronto, Ottawa.

Oil Burning Heaters.	List
No. 525, each	7 00
No. 530, each	8 25
No. 630, each	10 25

Discount 25% off list.
Freight allowed on shipments of 24 heaters.

STRETCHERS, CURTAIN—
No. 33, per doz. $34 50
No. 98, per doz. 18 50
No. 99, per doz. 23 00
Star, No. 1, doz. $21 00
Star, No. 2, doz. 24 00
Adjustable Pin, No. 44, doz. 30 00

STRETCHERS, WIRE
Hercules, doz. $2 60
Sampson, doz. 7 50

SPADES, SHOVELS AND SCOOPS

	1st Grade %	2nd Grade %	4th Grade %
Plain Back Shovels and Spades	25 and 25	25 and 25	25 and 25
Draining Tools	25 and 25	25 and 25	.....
Hollow Back Scoops	25 and 25	.....	25 and 25
Sand Shovels	25 and 25	.....	25 and 25
Hollow Back Shovels	25 and 25	.....	25 and 25
Hollow Back Coal Shovels	25 and 25	.....	25 and 25
Riveted Back Scoops	25 and 25	25 and 25	25 and 25
Miners' Spring Point Shovels	25 and 25	.....	.....

Above discounts apply whether goods are sold in carload or less than carloads.
The above discounts apply only to Black List; Black List prices being as follows:

BLACK LIST PRICES			
Plain Back Shovels and Spades	$29.00	$28.00	$25.00
Draining Tools, No. 2, black	29.00	27.50	.....
Hollow Back Scoops, No. 2, black	34.50	.....	32.00
Coal Shovels, Hollow Back, No. 2, black	32.00	.....	30.00
Sand Shovels, No. 2, black	27.50	.....	24.00
Hollow Back Shovels, No. 2, black	27.50	.....	24.00
Riveted Back Scoops, No. 2, black	37.50	35.50	34.00
Miners' Spring Point Shovel, No. 2, black	36.50	.....	.....

NET EXTRAS—
For each size larger than No. 2, add 25c dozen net.
F.o.b. London, Hamilton, Toronto, Gananoque, Ottawa, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon.

SWEEPERS, CARPET

	Bissell's Doz.
American Queen, Nickeled Fittings, Cyco Ball Bearing	$48 00
Club, Jap. Cyco Bearing	102 00
Champion, Nickeled Fittings	40 00
Champion, Japan'd Fittings	34 00
Grand, Nic., Cyco B.B.	61 00
Grand, Jap., Cyco B.B.	55 00
Grand Rapids, Nic., Cyco B.B.	45 00
Grand Rapids, Jp., Cyco B.B.	39 00
Parlor Queen, Nic., Cyco, B.B.	51 00
Princess, Nic., Cyco B.B.	46 00
Standard, Nickeled Fittings	42 00
Standard, Jap'd Fittings	36 00
Universal, Nic., Cyco Bearing	43 00
Universal, Jap., Cyco Bearing	37 00

SWEEPERS, VACUUM

	Bissell's Doz.
Grand Rapids, Nic.	$98 00
Household, Jap.	88 00
Superba, Nic.	114 00

F.o.b. factory Niagara Falls, Ont.
Prices guaranteed by manufacturers against their own decline to Dec. 31, 1919. Also stocked by jobbers.

SWEEPERS (ELECTRIC)
Steel frame $36 40
Aluminum frame 43 90
Attachments, set 8 25
F.o.b. Toronto, Hamilton, London.

TACKS Discount
Wire Tacks ..... 60 and 10%
Revised Hardware Tack List adopted Jan. 1, 1916 ..... 60 and 15%
Double pointed tacks ... 60 10%
Shoe findings list adopted July 5, 1917..... Net List
List of Capped Goods adopted Jan. 1, 1916...60 and 15%
F.o.b. Toronto, Hamilton, Montreal, London.

TINNERS' TRIMMINGS
See prices under head of Wares.

TOASTERS, ELECTRIC
Canadian Beauty $4 50
Upright, with rack 6 40

TOOLS, HARVEST
Waverly, Wellandvale, Rixford, Maple Leaf, Bedford, 17½% discount. Samson, 12½% discount.
F.o.b. Montreal, Toronto, Hamilton, London.

TROUGH (EAVE)
O. G. Square bead and half round:

Size in girth	Per 100 ft.		
8 in.	$ 6 90	15 in.	$12 50
10 in.	7 70	18 in.	16 00
12 in.	9 10	List less 10%.	

F.o.b. Toronto, Oshawa, Ottawa.

TRAPS (GAME) Doz. with chain
Victor, No. 1 ..... $2 20
Jump, No. 1 ..... 2 95
Hawley & Norton, No. 1 ... 3 45
Newhouse, No. 1 ..... 5 00
F.o.b. Toronto, London, Hamilton, Montreal.

TWINE (BINDER) Per lb.
500 ft. $0 22
550 ft. 0 23¾
600 ft. 0 25
650 ft. 0 26½
In 5-ton lots, ¼c discount from above; 10 tons and upwards, ¼c discount. Freight paid on 300 lbs. and over to nearest station.
F.o.b. Montreal, Toronto, Brantford, Hamilton, London.

TWINE (COTTON)
3-ply wrapping, lb. 0.65½
4-ply wrapping, lb. 0.69
F.o.b. Toronto, Hamilton, London.

WOOD TUBS
No. 0, per dozen $19 80
No. 1, per dozen 17 60
No. 2, per dozen 15 40
No. 3, per dozen 13 20
F.o.b. Newmarket.

VALVES %
Compression work, standard... 50
High grade 49
Fuller work, standard 45
High grade 38
Basin cocks, No. 0, Standard 40
High grade 40
Bath cocks, compression 50
Flatway stop and waste cocks, standard 50
High grade 47
Roundway stop and waste cocks, standard 50
High grade 47
Brass steam cocks, standard 10% advance on list
Radiator valves, standard 31
Do., removable seat .....Net list
Patent quick opening valves.. 30
Globe, angle and check valves, standard 23
Do., Jenkins Disc, ... 22
Jenkins Valves 10%
Standard Gate 35

F.o.b. Toronto.

Penberthy Brass Valves
Compodisk Valves..... 15-5 p.c.
Gate Valves 25
Regrinding Valves ..... 15-2½ p.c.
Swing Check Valves .. 10-2½ p.c.

WARES, ETC.
Scotch Grey Ware, 50 and 10%.
Colonial, 33 1-3%.
Imperial Ware, 33 1-3%.
Pearl, 33 1-3%.
Premier, 10%.
Canada Ware, 10%.
Diamond, 10%, White Ware, 50%.
Japanned Ware, list plus 20%.
Japanned Ware. White, list, plus 30%.
Plain and Jap. Sprinklers, list plus 20%.
Stamped Ware, plain, 50%.
Stamped Ware, retinned, 45%.
Copper Bottoms, net list.
Tinners' Trimmings, 50%.
Tinners' Trimmings, retinned, 45%.
Tinners' Trimmings, general, list plus 10%.
Factory Milk Cans, list plus 50%.
Milk Can Trimmings, list, plus 60%.
Cream Cans, list, plus 25%.
Railroad Cans, list, plus 20%.
Sheet Iron Ware, list, plus 10%.
Pieced Ware, ordinary, list, plus 30%. Fry pans, 40 and 10%.
Pieced Tinware, C.B., list, plus 50%.
Spiders, steel, 10% off; cast iron, 10%.
Fire Shovels, Japanned, list, plus 10%.
Steel Sinks, painted, list plus 25%.
Steel Sinks, painted, list plus 15%.
Light Galv. Pails and Tubs, list plus 20%.
Heavy Galv. Pails and Tubs, list, plus 10%.
Garbage Pails, list, plus 10%.
Jap. Coal Hods, list, plus 25%.
Galv. Coal Hods, list, plus 40%.
Paper Lined Boards, 40 and 5%.
Wood Lined Board, 30% and 5%.
Stove Pipe, Standard, list plus 33 1-3%
Stove Pipe Thimbles, 50%.
Copper Boilers, net list.
Copper Tea Kettles, net list.
Copper Tea Kettles, 3 doz. lots, list less 10%.
Copper Tea and Coffee Pots, net list.
Copper Tea and Coffee Pots in 3 doz lots, less 10%.
Nickel-plated Ware, 50%.
F.o.b. Montreal, Toronto, London, Hamilton.

WROUGHT WASHERS
Round plain. Sizes given are size of hole. In boxes of 50 lbs., list prices, per 100 lbs.—¼ in., $28.00; 5-16 in., $24.40; ⅜ in., $22.80; 7-16 in., $21.00; ½ in., $19.60; 9-16 in., $18.80; ⅝ in., $18.60; 11-16 in., $18.40; ¾ in., $18.20; 13-16 in., $18.00; 1 1-16 in., 1⅛ in., 1¼ in., $18.00; 1 1-1½ in., 1⅜ in., 1¼ in., 1 5-16 in., $18.00; 1⅜ in., 1½ in., 1⅝ in., $18.40; 1¾ in.. 1¼ in.. 2 in., 2⅛ in., $19.00. Discount 50 per cent. Net extras, 26 to 49 lbs. of a size, $1.00; 25 lbs. of a size or less, $2.00 per 100 lbs. Package allowances—if taken in kegs about 175 lbs. each, allowance 10c per 100 lbs.; if taken in bags about 100 lbs., allowance 15c per 100 lbs

WEIGHTS, SASH

	Tor'to	Lond'n	Mont'l
Sectional, 1 lb., per 10 0lbs...	$4.75	$4.00	$4.75
Section, ½ lb., per 100 lbs. ..	4.75	4.50	4.50
Solid, 3 to 30 lbs., per cwt.	3.25	3.25	3.25

WHEELBARROWS
Navvy, steel wheel, doz. $60 00
Garden, steel, doz. 64 25
Light garden, doz. 46 80
F.o.b. Montreal, Toronto, London.

WIRE PRODUCTS
F.o.b. Toronto, London, Hamilton Montreal, St. John, freight equalized.

Cut Hay Wire	Per 100 lbs.
No. 9	$5 40
No. 10	5 50
No. 11	5 55
No. 12	5 65
No. 13	5 75
No. 13½	5 75
No. 14	5 95
No. 15	6 15
No. 16	6 35

Stovepipe Wire

No. 18	8 25
No. 19	8 75

Fine wire, list plus 20%.

Smooth Steel Wire
Nos. 0-9 gauge, base 5 00
Extras over base sizes on smaller gauges are as follows:
No. 10, 6c extra; No. 11, 12c; No. 12, 30c; No. 13, 30c; No. 14, 40c; No. 15, 55c; No. 16, 70c extra.
Extra net per 100 lbs.—Oiled wire 10c; spring wire, $2.50; bright, soft drawn, 15c; charcoal (extra quality), $1.25; packed in casks or cases, 15c; bagging and paperings.

O.P.W.



PAINTS & VARNISHES FOR EVERY PURPOSE

OUR FOUR LEADERS

★ **Canada Brand Floor Paints**
(Registered and Surpassed by None)

Canada Brand Pure Paints
(Registered and Protected)

Jas-per-Lac Specialties
(Registered—The Present-Future Finish)

Jas-per-ite Varnishes
(Registered—The Present-Future Varnish)

★ Canada Brand Floor Paints

(Registered and Surpassed by None)

The unusual satisfying qualities of **Canada Brand Floor Paints** win favor, both with customers and dealers alike. They never fall short of a customer's expectations and always live up to the dealer's conception of worth-while profits. You, too, will find them profitable to sell.

"Save the Surface and you save all" Paint & Varnish

Manufactured only by

OTTAWA PAINT WORKS
MANUFACTURERS LIMITED
TORONTO OTTAWA VANCOUVER
TORONTO BRANCH 135 DUCHESS STREET

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE
Colors and white—2½-lb. packages, $8.90 for 100 lbs.; 5-lb. packages, $8.40 for 100 lbs. F.o.b. Montreal, Toronto, London.

BRONZING LIQUID
Bronzing liquid, No. 1..$1.50-$2.00
Banana oil, gal. 3.50- 7.00
F.o.b. Montreal, Toronto.

BLUE STONE Montreal Toronto
Per lb. 11-12c 12

COLORS (DRY)	Per lb.
Raw Umber, No. 1, 100-lb. kegs	0 07
Do., pure, 100-lb. kegs	0 15
Burnt Umber, No. 1, 100-lb. kegs	0 07
Do., pure, 100 lb. kegs	0 15
Raw Sienna, No. 1, 100-lb. kegs	0 07
Do., pure, 100-lb. kegs	0 15
Burnt Sienna, No. 1, 100-lb. kegs	0 07
Do., pure, 100-lb. kegs	0 15
Imp. green, 100-lb. kegs	0 17
Chrome green, pure	0 35
Chrome yellow	17-31
Brunswick green, 100-lb. kg	0 12
Indian red, 100-lb. kegs	0 15
Indian red, No. 1, 100-lb. k.	0 06
Venetian red, best bright	0 04
Venetian red, No. 1	0 02½
Drop black, pure dry	0 15
Golden ochre, 100-lb. kegs	0 06½
White ochre, 100-lb. kegs	0 04
White ochre, barrels	0 03
Yellow ochre, barrels	0 03½-5
French ochre, barrels	0 06
Spruce ochre, 100-lb. kegs	0 07-8
Canadian red oxide, bbls	0 02-2¼
Super magnetic red	0 02¼-2½
Vermilion	0 40
English vermilion	2 50

F.o.b. Montreal, Toronto

COLORS IN OIL, PURE
1 lb. tins—

Venetian red	0 21
Indian red	0 35
Chrome yellow, pure	0 53
Golden ochre, pure	30-32
French spruce ochre, pure	25-28
Greens, pure	28-35
Siennas	0 32
Umbers	0 32
Ultramarine blue	0 52
Prussian blue	1 50
Chinese blue	1 50
Drop black	0 30
Ivory black	0 31
Signwriters' black, pure	0 40
Lampblack	0 40
Marine black, 5-lb. irons	0 20

F.o.b. Montreal, Toronto

ENAMELS (white)	Gal.
Duralite	$6 50
Albagloss	3 50
GLUE	**Per lb.**
Brantford All Round Glue—	
Case No. 7—50 1-lb. pkgs	$25 00
Case No. 8—100 ½-lb. pkgs	28 00
Case No. 9—200 ¼-lb. pkgs	35 00
Discount—	
French medal (prices withdrawn).	
English common sheet	32-34
English prima	35-38
White pigsfoot	0 50
Cake bone, 112-lb. bags	0 35
Hide, 112-lb. bags	0 45
Gelatine, 112-lb. bags	45-60
Ground glues, 112-lb. bags, No. 1	28-30
Ground glue, No. 2, 112-lb. bags	22-24
Do., Nc. 2, less than bags	0 24

GLASS

Per 100 ft.	Single Thick	Double Thick
Under 25	$16 80	$22 90
26 to 34	17 80	24 85
35 to 40	18 35	26 40
41 to 50	23 50	30 00
51 to 60	24 60	30 80
61 to 70	26 50	32 70
71 to 80	29 70	35 40
81 to 85	....	45 45
86 to 90	....	48 85
91 to 94	....	49 80
95 to 100	....	58 55
101 to 105	....	65 35
106 to 110	....	73 10

Discount box glass, 20 to 25%.
Sheet glass, 5 to 10%. Cash 2%.
F.o.b. Montreal, Toronto, London, Hamilton.

GLASS, PLATE

Plates up to 1 foot, each	$0 80
Plates from 1 to 2 feet, each	0 90
" 2 to 3 "	0 95
" 3 to 4 "	1 15
" 4 to 5 "	1 35
" 5 to 7 "	1 50
" 7 to 10 "	1 70
" 10 to 12 "	1 75
" 12 to 15 "	1 85
" 15 to 25 "	1 95
" 25 to 50 "	2 15
" 50 to 75 "	2 20
" 75 to 90 "	2 25
" 90 to 100 "	2 30
" 100 to 120 "	2 60
" 120 to 140 "	2 90
Plates 101 to 110 wide containing not over 100 ft. each	3 00
Plates 111 to 120 wide containing not over 100 ft., each	3 40
Plates 101 to 110 wide containing over 100 ft., each	3 40
Plates 111 to 120 wide containing over 100 ft., each	3 75

Trade Discount, 25%.
City deliveries, 33 1-3%.
Montreal, London, Hamilton, Toronto, Kitchener.

GLAZIERS' POINTS
Zinc coated, $1.45 per doz. packpackages 6 lbs. gross.
Zinc, pure, prices withdrawn.
F.o.b. Montreal, Toronto.

LEAD, WHITE (Ground in oil).
Prices are per 100 lbs. in ton lots. Less than ton lots are 35c per 100 lbs. higher than quoted below. F.o.b. Ottawa, 20c advance per 100 lbs. F.o.b. London and Windsor, 40c per 100 lbs. F.o.b. Toronto and Hamilton, 30c per 100 lbs. F.o.b. Fort William and Port Arthur, ... per 100 lbs.
Maritime differential 35c per 100 lbs. over Montreal

	Montreal	Toronto
Anchor, Pure	$16 00	$16 30
Crown Diamond	16 00	16 30
Crown, Pure	16 00	16 30
Green Seal	16 00	16 30
Ramsay's Pure	16 00	16 30
Moore's Pure	16 00	16 30
Tiger, Pure	16 00	16 30
O.P.W. Dec. Pure	16 00	16 30
Red Seal	16 00	16 30
Decorators' Pure	16 00	16 30
O.P.W. English	16 20	16 50
Elephant Genuine	16 50	16 80

B.B. Genuine Lead, less than tons, $18.45, Toronto; $18.15, Montreal. Ton lots 5% off; five-ton lots, 10% off.

LEAD (RED DRY)

Genuine, 560-pound casks, per cwt.	$12 50	$14 50
Genuine, 100-pound kegs, per cwt.	13 75	15 50
Less quantity	15 50	17 00

F.o.b. Montreal, Toronto.

LEAD, ARSENATE

	Per pound Dry	Paste
Barrels, 600 lbs.	$....	$0 21
200s	0 32½	....
100s	0 33	0 22
50s	0 33	0 23
25s	0 34½	0 23
10s	0 35	....
5s	0 36	0 25
2s	....	0 26½
1s	0 39½	0 29
½s	0 43½	....

F.o.b. Toronto, Montreal, Hamilton and London.

MURESCO
Tints, 5-lb. packages, per 100 lbs., $9.60; white, 5-lb. packages, $9.00. F.o.b. Toronto.

LINSEED OIL
For prices see weekly report.

PAINTS, PREPARED
Price per gallon, 1 gallon can basis

Elephant, white	$4 20
Elephant, colors	3 80
B.H. English, white	4 30
B.H. English, colors	4 05
B.H. Floor	3 50
B.H. Porch Floor	4 05
Minerva, white	4 15
Minerva, colors	3 90
Crown Diamond, white	4 05
Crown Diamond, colors	3 80
Crown Diamond, floor	3 50
B.H. Fresconette, white	3 35
B.H. Fresconette, colors	3 25
Moore's House Colors, white	4 05
Moore's House Colors, colors	3 90
Moore's Egyptian Paint, all colors	3 25
Moore's Floor Paint	3 50
Moore's Sani-Flat	3 00
Moore's Mooramel	6 50
Jamieson's Crown Anchor	3 55
C.P.C. Pure, white	4 30
C.P.C. Pure, colors	4 05
O.P.W. Canada Brand, white	4 05
O.P.W. Canada Brand, colors	3 75
O.P.W. Canada Brand, floor	3 50
O.P.W. Flat Wall, white	3 35
O P.W. Flat Wall, colors	3 25
Ramsay's Pure, white	4 15
Ramsay's Pure, colors	3 85
Martin-Senour, 100%, white	4 30
Martin-Senour, 100%, colors	4 05
Martin-Senour, Porch Paint	4 05
Martin-Senour, Neutone, white	3 35
Martin-Senour, Neutone, colors	3 25
Senour's Floor Paint	3 50
Sherwin-Williams, white	4 30
Sherwin-Williams, colors	4 05
Sherwin-Williams, floor	3 50
Flat Tone, white	3 35
Flat Tone, colors	3 25
Lowe Bros., H.S., white	4 30
Lowe Bros., H.S., colors	4 05
Lowe Bros., hard drying floor	3 50
Mellotone, white	3 50
Mellotone, colors	3 35
Sanitone, white	3 35
Maple Leaf, white	4 30
Maple Leaf, colors	4 05
Maple Leaf, floor	3 50
Pearcy's Prepared, colors	3 50
Pearcy's Prepared, white	3 75

F.o.b. Montreal, Toronto.

PARIS GREEN	Per lb.
In barrels, about 600 lbs.	$0 48
In kegs, about 250 lbs.	0 48½
In 50 lb. and 100 lb. drums	0 49
In 25 lb. drums	0 50
In 1 lb. packets, 100 lbs. in case	0 52
In ½ lb. packets, 100 lbs. in case	0 54

F.o.b. Montreal, Quebec, Moncton, St. John and Halifax, Toronto, Hamilton, London and Ottawa. Terms one month net or 1% in 15 days.

PUTTY

Standard	Montreal Less than tons	Toronto Less than tons
Bulk, in casks	$5 60	$5 90
Bulk, 100-lb. drums	6 45	6 75
Bulk, 25-lb. drums	6 70	7 00
Bulk, 12½-lb. irons	6 95	7 25
Bladder, in bbls.	7 35	7 65

Ton lots standard are 35 per hundred pounds less; five-ton lots 60c less than above prices.
Pure Putty, $2 cwt. advance.
Ottawa prices are 20c; Hamilton 30c; London and Windsor 40c per 100 lbs. over Montreal quotations.

ROSIN
Barrels, 100 lbs. $8 00
Less, per lb. 0 10

SHELLAC
Pure White, gal. (1 gal. tins) $5 55
Pure Orange, gal. (1 gal. tins) 5 15
Gum Shellac, TN, 74-76c lb.; finest orange, 79-95c; bone dry white, 85c. F.o.b. Toronto, London.

PAINT AND VARNISH REMOVER

Taxite, 1 gal. cans	$3 30
B.H. Vanisher	3 00
Cumoff	3 30
Takof	2 75
O.P.W. Presto	2 75
Lingerwett	2 80-3 25
Solvo	3 00

F.o.b. Montreal, Toronto.

VARNISHES	Per gal. cans
No. 1 Furniture, extra, barrels, $1.10-$1.21 gal.; gal. tins	$1.32-$1.43
B.H. Stovepipe Varnish, Anchor, ½ pints, per doz.	1 40
Depend-on, list	3 50
B.H. Maritime Spar, list	7 20
Everlastic, Depend-on and Maritime Spar subject to discount of 40%.	
Elastilite	3 50
Granitine Floor Finish	3 50
Hydrox Spar	3 50
Sun Varnish	2 60
Sun Spar	4 63
Sun Waterproof Floor	3 40
Jasperite Interior and Exterior	3 00
Jasperite Pale Hard Oil	2 25
Jasperite Indestructo Floor Varnish	3 00
Jamieson's Copaline	3 02
M-S Marble-Ite Floor	3 29
M-S Wood-Var	3 29
M-S Double Spar	4 57
M-S Finest Interior	3 84
Elastic Interior	2 64
Mar-not	3 40
Quick Action House	2 40
Rexspar	4 62
Smear-Not	3 34
Kyanize Spar	4 94
Kyanize Cabinet Rubbing	3 84
Kyanize Interior	3 84
Luxeberry light	3 80
Luxeberry granite	3 52
Luxeberry spar	4 93
Ramsay's Universal	2 92
Crown Diamond Floor	2 60

F.o.b. Montreal, Toronto.

WATER PAINTS

Opalite, 300 lb. bbls.	0 13½
Opalite, 100 lb. kegs	0 14
1 gal. packages, per pkg.	0 75
½ gal. package, per pkg.	0 40
Coralite, 5-lb. pkgs., white	0 07
Coralite, 5-lb. pkgs., colors	0 07½
B.H. Frescota, 5-lb. pkge., white	7 80
B.H. Frescota, 5-lb. pkge., colors	8 40

F.o.b. Montreal, Toronto.

WASTE
Cream, Polishing $0 21½

WHITE

XXX	0 19
XX	0 18
X	0 16½
XC	0 15
Japanese	0 14
XXX Extra	0 19½
XX, grand.	0 18¼
XLCR	0 17
X Empire	0 15½
X Press	0 14

COLORED

No. 5	0 15
No. 1	0 13½
No. 7	0 12
No. 1A	0 10¾
No. 1B	0 09½
Fancy	0 15½
Lion	0 14
Standard	0 12½
Popular	0 11
Keen	0 09½

Above lines subject to trade discount for quantity.

WAX	Per lb.
C. & B. Floor Wax	$0 40
B.H. Wax	0 40
Ronuk Floor Wax, lb.	0 38
Berry Bros.	0 34
Imperial Floor Wax	0 40
Anchor	0 33
O.P.W. Lion Brand	0 45
Old English	0 53 0 62
Johnson's	0 62
Jamieson's liquid wax, gal.	2 75
Gold Medal	0 42
Edwards, lb.	0 40
Ramsay's	0 45
S. & W.	0 54
Crown Diamond	0 45

F.o.b. Montreal and Toronto.

WHITING
Plain, in bbls. $2 50
F.o.b. Montreal, Toronto, London.
Gilders, bolted, in bbls. $3 00

WOOD ALCOHOL	Per gal.
In five gallons	....
In barrels	....

$4 extra for barrels.
F.o.b. Montreal, Toronto, London

Hitch Your Waggon To A Star

Give Your Sales
A Boost

Make Your
Cash Register
Work Harder



Show Your
Customers That
You're Looking
To *Their*
Interests

STOCK
DOUGALL UNIVERNISH

There isn't any question. It's the best all round varnish you ***can*** stock.

For Inside, for Outside, for Boats or Canoes, for furniture or woodwork, you can readily recommend UNIVERNISH.

Water will not affect UNIVERNISH—Neither will steam—UNIVERNISH NEVER TURNS WHITE.

For Pantries, Kitchens, Bathrooms where the woodwork is subjected to mighty hard wear—That's the place for UNIVERNISH. Where the Wear's hardest.

UNIVERNISH is furnished as a Clear Varnish and in the following transparent wood colors—

LIGHT OAK DARK OAK BOG OAK
MAHOGANY WALNUT GREEN

Write for Univernish Literature. Ask us about our Dealer Proposition. Window trim and display cards sent free on request.

Save the surface and
you save all" *Paint & Varnish*

The Dougall Varnish Co., Limited

MONTREAL

Associated with Murphy Varnish Co., U.S.A.

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, $11.00.

Shot, soft, per cwt., $17.20; chilled, $18.70; buckshot, $18.00; ball, $18.40.

Dominion Metallics—B.B. Caps, $2.80; C.B. Caps, $3.50; 22 Short Black or Lesmok, $4; 22 Long Black or Lesmok, $4.80; 22 Short Smokeless, $4.30; 22 Long Smokeless, $6; 22 Long Rifle Black, $5.60; 22 Long Rifle Smokeless, $7 per M. net. Center Fire Pistol, 22%; Center Fire Sporting, 25% off American list.

American Metallics — B.B. Caps, $3.25; C.B. Caps, $4.10; 2 2Short Black, $5.85; 2 2Long Black, $7.05; 22 Long Rifle Black, $8.20; 22 Short Smokeless, $6.25; 2 2Long Smokeless, $8.80; 22 Long Rifle Smoke, $10.30 per M. net. Centre Fire Pistol, 17½% on list; Centre Fire Sporting, 17½% on list

Loaded Shells—Crown Black Powder, 12 ga., $31; Sovereign Smokeless, 12 ga., $38; Regale Smokeless, 12 ga., $38; Nitro Club Smokeless, 12 ga., $45; Canuck Smokeless, 12 ga., $41 per M. net. Empty Paper Shot Shells, $14 per M.; Empty Brass Shot Shells, $6.65 per 100.

ANVILS

Peter Wright, 80 lbs. and up, 25c per lb.; clip horn, 26c lb.

Norris, 80 lbs. and over, 16c.

AXES

Single Bit	$14 50	$20 00
Rouble Bit	16 50	21 50
Broad Axes	22 00	35 00

AUGER BITS

Standard List Prices per Dozen

3/16	$6 00	13/16	$12 00
4	5 00	19	14 00
5	5 00	20	14 00
6	5 00	21	16 00
7	5 00	22	16 00
8	5 00	23	18 00
9	6 00	24	18 00
10	6 00	25	21 00
11	7 00	26	21 00
12	7 00	27	24 00
13	8 25	28	24 00
14	8 25	29	27 00
15	9 50	30	27 00
16	9 50	31	30 00
17	12 00	32	30 00

Discounts from standard list prices

Irwin 10%

Gilmour 45%

BARS, CROW. $11.25 per 100 lbs.

BAR IRON

Bar Iron—$5.25 base; Swedish iron, $5.25; sleigh shoe steel, $5.50; spring steel, $6.50; machinery steel, $8.00.

BELTING

Rubber, 6 in. and under, 20-5%; over 6 in., 15-2½%.

Agricultural or No. 1 leather belting, 30-10-7½% off list.

Standard, 27-10% off list. Extra 27%.

"The "double" list is just twice the price of "single."

BELT LACING

In sides, tanned, $1.60 per lb.; cut, $1.80 per lb.; rawhide, sides, $1.55; cut, $1.75.

Blue Stone (Vitriol) 11¾c.

BOLTS

Carriage, ⅜ and smaller, up to 6 inch, 30%; over 6 inch, 15%; 7-16 inch and larger, 10%, machine, ⅜ and under, up to 4 inch, 35%; over 4 inch, 20%; 7-16 and over, 20%; machine set screws, 20%; plough bolts, 25%; stove bolts, 50%; shaft bolts, 20%; tire bolts, 45%; sleigh shoe bolts to ⅜ and smaller, 5% on list; 7-16 and up, 5% on list.

BORAX. Borax, per lb., 14c.

BUILDING PAPER

Tarred, $1.10 to $1.60 per roll, according to quality; plain, 80c to $1.45.

BUTTS

Plated—No. 241 Antique Copper and Dull Brass Finish

	Per pr.
2½ x 2½ in.	37
3 x 3 in.	39
3½ x 3½ in.	40
4 x 4 in.	52
4½ x 4½ in.	75
5 x 5 in.	94

Wrought Steel—

No. 840	Net list
No. 800	5% on list
No. 838	Net list
No. 804	5% off list

CHAIN

Coil, 3-16 in., $19.20; ¼, $16.25; 5-16 in., $13.75; ⅜, $12.75; 7-16, $12.35; ½, $12.25; 9-16, $12.25; ⅝, $12.00; ¾, $11.65; 1 in., $11.40; Logging, 5-16 in., $15.55; ⅜, $14.55; ½, $14.05; tie-out, 47½%.

CHURNS

Barrel, No. 0, $6.75; No. 1, $6.75; No. 2, $7.50; No. 3, $8.25; No. 4, $9.75 each.

CLEVISES, MALL. 15c per lb.

CLOCKS—Alarm

	Each
Big Ben	$2 90
Baby Ben	2 90
America	1 35
Lookout	1 75
Sleepmeter	1 85

COPPER

Sheet and planished copper, 60c per lb. Tinned, 55c.

CORD SASH

Coils or Hanks

8, 9, 10 ..... 70 lb.

DRILLS

Bit stock, 45%; Blacksmith, ½ in. round shank, 40%.

EAVETROUGH

Eavetrough, per 100 ft., 8 in., $6.10; 10 in., $6.80; 12 in., $8.00.

Conductor pipe, 2 in., per 100 ft., $7.15; 3 in., $8.65; 4 in., $11.40.

ENAMELWARE

See Wares.

FILES

Globe ..... Discount 40-5%

Nicholson Gen. ..... Discount 30%

FITTINGS—Malleable.

Class A	60-10%
Class B and C, off new list	20%
Bushings	20%
Unions	40%
Nipples 4" and under	55%

FORMALDEHYDE

400-lb. bbls., 32c lb.; 200-lb. bbls., 33c lb.; 100-lb. bbls., 34c lb.; 10-lb. jugs, $3.75 each; 5-lb. jugs, $2.00 each; 2-lb. jugs, 85c each.

GALVANIZED WARE

See Wares

GLASS, WINDOW

	Single	Double
Up to 25 in.	$15 50	19 50
26 to 40	16 50	22 00
41 to 50	19 50	25 00
51 to 60	20 50	25 50
61 to 70	21 50	27 00

GLASS (Plate)

Net list.

GLOBES—LANTERN

	Doz.
Short Pattern	$1 05
Cold Blast, regular	1 05

GRINDSTONES

Per 100 lbs., $3.50.

Mounted on steel frames, $6 to $7.50.

HARVEST TOOLS. 17½%.

HINGES

Light T and strap, 15% off.

Corrugated Strap Hinges — 4, $1.60; 5, $2.20; 6, $3.00; 8, $4.75; 10, $7.00; 12, $10.80.

Corrugated Tee Hinges—4, $2.00; 5, $2.50; 6, $3.40; 8, $5.70; 10, $8.50; 12, $12.00.

HORSESHOES

Iron, No. 0 to 1, $8.35; No. 2 and larger, $8.10; snowshoes, No. 0 to No. 1, $8.60; No. 2 and larger, $8.35; steel, No. 0 to 1, $8.80; No. 2 and larger, $8.55; featherweight, $9.95.

IRON, GALVANIZED	Apollo and "Fleur Premier de Lis"
10¾ oz. or 2 8Eng.	$9 40
28 Am. or 26 Eng.	9 00
26 Am. or 26 Eng	8 70
24	8 55
22	8 55
18 and 20	8 40
16	8 25

IRONS, SAD

Common Sad Irons, 8 lbs., 11c uer lb.; 4 lbs., 14c per lb.

Mrs. Pott's No. 55, set	$2 00
Mrs. Pott's No. 50, set	2 15

Mrs. Pott's common and iron handles, $1.60 dozen. Mrs. Pott's improved, $2.10 a dozen.

JACKSCREWS

20% off list.

KNIVES—HAY

	Doz.
Heath's	$12 50
Lightning	12 50

LAMP CHIMNEYS

A, per case, 8 doz., $9.10 per doz., $1.25; B, per case 6 doz., $7.80; per doz., $1.40.

LANTERNS

No. 2, plain	$13 00
No. 25. Dash-board	17 50
Short Globe, doz.	13 00

LEAD PIPE, $12.40.

LEAD WASTE, $13.40.

LATCHES—THUMB, STEEL

	Doz.
2	$1 90
3	2 50
4	4 50
Barn Door	
5	2 95
8	3 20
9	5 50

LINSEED OIL

See weekly report.

MACHINES—WASHING

	Each
Dowswell	....
New Century B	....
New Idea	....
Snowball	....

Prices on application.

MATTOCKS

Pick, $13.95; cutter, $13.85.

MOPS

	Doz.
O'Cedar Polish, No. 1	$12 00
O'Cedar Polish, No. 3	12 00
Self-Wringing	5 75

MOWERS—LAWN

	14 in.	16 in.
Woodyatt	$ 8 50	$ 9 00
Empress	11 00	11 50
Daisy	6 00	.....
Star	7 50	8 00

NAILS

Wire, f.o.b. Fort William, $5.35 base; Winnipeg, $5.85 base. Cut f.o.b. Winnipeg, $6.55.

NETTING—POULTRY

Net Prices per Roll.

1 in. mesh x 24 in.	$6 30
30 in.	7 65
36 in.	9 00
2 in. mesh x 24 in.	3 05
30 in.	3 60
36 in.	4 20
48 in.	5 60
60 in.	6 95
72 in.	8 30

NETTING. Poultry, Hexagon, 10%.

Banner Netting, 24 in., $4.75; 36 in., $6.10; 48 in., $7.25; 60 in., $8.50; 72 in., $9.75.

NUTS

Square, small lots, blank, 4½c tapped, 4¾c advance on list; Hexagon, small lots, blank, 4¾c; Tapped, 5c advance on list; case lots all styles, 1c less than above.

OILS

"Buffolite," 25c; Ideal Thresher, 50c; "B" Castor machine oil, 41c; Buffalo engine gasoline, 27c; Buffalo "A" gas engine oil, 55c; Royal gasoline, 37c; Family safety coal oil, 24½c; Summer black oil, 24½c; Kelso engine oil, 60c; Electro oil, 45c; Royalite oil, 21c; Standard gas engine oil, 45½c; Prairie Harvester oil, 58c.

PAINTS

Stephens' Out White, $4.45; Stephens' House, $4.20; Stephens' Floor, $3.65; Silkstone colors, $3.40; Silkstone white, $3.50; Stephens' Barn Paint, $1.45.

POLISH

O'Cedar —

	Doz.
4 oz.	$2 00
12 oz.	4 00
1 quart	10 00
½ gal.	16 00
1 gal.	24 00

Liquid Veneer—

4 oz.	$2 00
12 oz.	4 00
1 quart	8 40
½ gal.	14 40

(Continued on second page

Bon Ton—	Doz.
¼ pints	1 35
½ pints	2 10
Pints	3 15
Quarts	5 10
Gal.	15 00
½ gal.	9 00

Do householders remember WA-KO-VER Stain when they are in your store?



RIGHT now there should be a prominent counter display of Wa-Ko-Ver Stain where your customers cannot fail to see it. Nearly every householder is considering at this time of the year the best means of beautifying his home, and a well-placed display in your store would jog his memory at the right time and create sales for you. We can help you make your display effective and catchy. If you have not our latest counter display, write for one to-day.

Stephens
REGISTERED TRADE MARK

G. F. STEPHENS & CO.
LIMITED
PAINT AND VARNISH MAKERS
WINNIPEG and CALGARY

Winnipeg Hardware Quotations—Continued

PIPE, WROUGHT IRON

Per 100 ft.	Black	Galv.
¼ inch	$ 4 91	$ 7 20
⅜ inch	5 00	7 34
½ inch	6 66	8 37
¾ inch	8 33	10 71
1 inch	12 33	15 75
1¼ inch	16 65	21 29
1½ inch	19 94	25 43
2 inch	26 82	34 25
2½ inch	43 07	54 77
3 inch	56 40	71 70
3½ inch	73 86	.....
4 inch	87 25	.....
4½ inch	100 26	.....
5 inch	116 82	.....
6 inch	151 52	.....

PLASTER. Paris, per bbl., $4.50

PLATES, CANADA

18 x 21 per box, half polish, $9.25; full polished, ...; 18 x 24, half polished, $9.25; full polished, ... 20 x 28, half polished, $9.50; full polished, ...

PUTTY

100-lb. irons	$7 20
25-lb. irons, per cwt.	7 80
1½-lb. tins	14½

RIVETS AND BURRS

Iron rivets, 30-10%; copper, No. 7, 45c lb.; No. 8, 46c; No. 10, 50c; No. 12, 54c.

Five-lb. assorted boxes, No. 8, 52c; No. 10, 55c lb.

Copper Burrs, No. 7, 45c; No. 8, 46c; No. 10, 50c; No. 12, 54c.

ROPE

Sisal, 28¼c base; pure Manila, 35¼c base; British Manila, 31¼c base; lath yarn, 28¼c base; African hemp, 31¼c base; cotton rope, ¼ and over, 66c lb.

Tarred Marline Hanks, per lb., 50c.

SANDPAPER—

Star—	Quire	Ream
00, 0	$0 33	$6 05
½	0 36	6 50
1	0 40	7 30
1½	0 45	8 25
2	0 52	9 30
2½	0 58	10 50
3	0 66	11 90

B. & A.—		
00, 0	$0 37	$6 75
½	0 40	7 15
1	0 45	8 10
1½	0 52	9 45
2	0 60	10 90
2½	0 70	12 50
3	0 80	14 30

SASH BALANCES (Caldwell). 10% on list.

SAWS, BUCK

Happy Medium, $12.00; Watch Spring, $12.50; Lance Tooth or Lightning Blades, $13.20.

SCREWS

Bright iron round head, 65%; flat head, 70%; round head, brass, 30%; flat head, brass, 35%; coach, 45%. Set Screws, 40%.

SCYTHES—	Doz.
Bramble	$15 50
Bush	15 50
Excelsior	17 00
Cast	15 00

SNATHS—	
No. 2 loop	13 25
Bush	15 00

SWEEPERS, CARPET—

See list in regular "Current Market Quotations" Column, f.o.b. factory, Niagara Falls, Ont.

SWEEPERS, VACUUM—	Doz.
Grand Rapids, Nic.	$101 00
Household, Jap.	91 00
Superba, Nic.	117 00

F.o.b. Jobbers' Warehouse, Winnipeg. Prices guaranteed by manufacturers against their own decline to December 31, 1919.

STEEL SHEETS, BLACK

10 gauge	$7 05
12 gauge	7 10
14 gauge	7 15
16 gauge	7 25
18-20 gauge	7 80
22-24 gauge	7 85
26 gauge	7 90
28 gauge	8 00

SHOVELS AND SPADES—

Shovels—Fox and Olds, D.H., Sqr. Pt., $15.05 per doz.; D.H. Rd. Pt., $15.05 per doz.; L.H. Sqr. Pt., $15.05; L.H. Rd. Pt., $15.05; Bulldog & Jones, D.H., Rd. Pt., $16.30; D.H. Sqr. Pt., $16.30; L.H. Rd. Pt., $16.30; L.H., Sqr. Pt., $16.30; L.H., Rd. Pt., $16.30; Black Cat and Crescent Scoops—No. 4, $19.00 doz.; No. 6, $19.50; No. 8, $20.00; No. 10, $20.50; Moose & Jones Scoops, No. 4, $19.90; No. 6, $20.90; No. 8, $21.40.

SOLDER. Per pound, 35 to 36c.

SPIKES

Pressed, ¼ in., $8.30; 5-16, $7.95; ⅜, $7.75; ½, $7.55.

STAPLES

Bright wire, per cwt., $5.15 at Fort William, $5.65 Winnipeg; galvanized staples, $5.95 Fort William, $6.45 Winnipeg.

STEEL

Sleighshoe, $5.50 base per cwt.; plow, common, $6.50; crucible plow, $7.50; angle, $5.35; harrow, $5.75 base; cast, octagon tool steel, 20c base; square tool 20c base; spring $7.50; machine $8.00 base; ... $5.90. Mild, 3-16, ¼, 5-16, $7.75 base; other sizes $5.50 base. Band steel, $5.50 base.

STEEL HOOPS

½ in., $8.35; ⅝ in., $8.00; ¾ in., $7.40; ⅞ in., $7.10; 1 in., $7.00; 1¼ in., $6.90; 1½ in., $6.80.

STEEL SQUARES

15% on list.

TACKS. Carpet, 65% list.

TIES. Cow, 10%.

TIN AND TERNE PLATE—

20 x 28 I.C. box	$28 50
20 x 28 I.X. box	27 00
20 x 33 I.C. box	28 50
20 x 33 I.X. box	32 50
Terne plates	24 00

TRAPS, GAME—	Doz.		
	Victor	H & N	Jump
No. 0	$1 95	$....	$....
No. 1	2 30	3 60	3 10
No. 1½	3 45	5 40	4 55
No. 2	4 80	7 50	6 70
No. 3	6 75	10 00	....

TUBS—	Wood	Fibre
No. 0	$21 35	$26 10
No. 1	18 80	22 65
No. 2	16 40	18 90
No. 3	14 00	15 95

TURPENTINE

See weekly report.

TWINE (WRAPPING)	lb.
Cotton, 3-ply, cones	$0 66
Cotton, 3-ply, balls	0 69
Cotton, 4-ply, cones	0 70
Cotton, 4-ply, balls	0 73

VARNISHES—

Stephens Luminette, gal.	$2 20
Stephens Exalite, gal.	3 00

WARES, ETC.—

Scotch Grey, 40% discount.

Colonial, Imperial, Pearl, 20-7½% discount.

Premier, Canada, Diamond, discount 2½%.

Whiteware, 40-10% discount.

Japanned Ware, list, plus 30%.

Japanned Ware, white, list, plus 40%.

Japanned Sprinklers, list, plus 30%.

Stamped Ware, plain, 40-10% discount.

Stamped Ware, ret'd, 40% discount.

Pieced Tinware, ordinary, list plus 40%.

Pieced Tinware, copper bottoms, list, plus 60%.

Sheet Iron Ware, list, plus 20%.

Light Galv'd Pails and Tubs, list, plus 20%.

Heavy Galv'd Pails and Tubs plus 30%.

Jap. Coal Hods, list, plus 35%.

Galv'd Coal Hods, list, plus 50%.

WASHERS—

Iron, small lots, 45% off list plus $1.50; full boxes, iron, 33 1/3% off list plus $1.00.

WHITE LEAD—

Decorators' pure, ton lots, $16.90; less than ton lots, $17.25.

WIRE, BARB—

Lyman, 4-point, $4.85 Winnipeg; Glidden Cattle, 2-pt., $4.65 Winnipeg; Baker, 2-pt., $4.55 Winnipeg; plain twist, cwt., Winnipeg, $7.00 100 lbs.; plain galvanized; Winnipeg, No. 9, $5.50; No. 12, $5.65; coil spring, Winnipeg, No. 9, $5.55; No. 12, $5.70.

Patented screen in 100-ft. rolls $3.50 per hundred sq. ft.; in 50-ft rolls, $3.60 per 100 sq. ft.

WIRE, PLAIN—

Bale ties, 14 gauge, single loop $7.25 Winnipeg; $6.75 Ft. William Brass snare wire, per lb., 80c.

WIRE, ANNEALED—

No. 9, $6.00; 10, $6.06; 12, $6.20, 14, $6.40; 15, $6.65; 16, $6.70 per 100 lbs.

WRENCHES (NUT)—

Agricultural—	Doz.
6 in.	$6 70
8 in.	8 00
10 in.	9 40
12 in.	12 00
15 in.	16 80

Perfect Handle—	
6 in.	12 00
8 in.	14 40
10 in.	16 80
12 in.	21 60
15 in.	28 80
18 in.	38 40

WRENCHES (PIPE)—

Stillson—	Each
6 in.	$1 90
8 in.	1 15
10 in.	1 25
14 in.	1 75
18 in.	2 50
24 in.	3 65
36 in.	6 75

Trimo—	
10 in.	$1 60
14 in.	2 10
18 in.	3 00
24 in.	4 35

Always Ready—	Dozen Black	N.P
No. 1	$4 20	$4 50
No. 2	5 75	6 00

WRINGERS—

Eze, $62.55 per doz. Reliance.

STEEL IRON METALS

WINNIPEG WAREHOUSE STOCK

REINFORCING BARS IN ALL SIZES, IN LENGTHS UP TO 60'
BOLTS: MACHINE, CARRIAGE, DRIFT, SHIPBUILDING, ELEVATOR
BAR IRON: FLAT, ROUND AND SQUARE, SMALLEST TO THE LARGEST

HEXAGON BARS		MACHINE STEEL	
BOILER TUBES	NUTS	RIVETS	SHAFTING
ANGLES	CHANNELS	RAILS	TEES
FORGING BILLETS	CAP SCREWS	WASHERS	SET SCREWS

GAUGE SHEETS, BLACK AND GALVANIZED, IN ALL GAUGES

GET OUR MONTHLY STOCK LIST

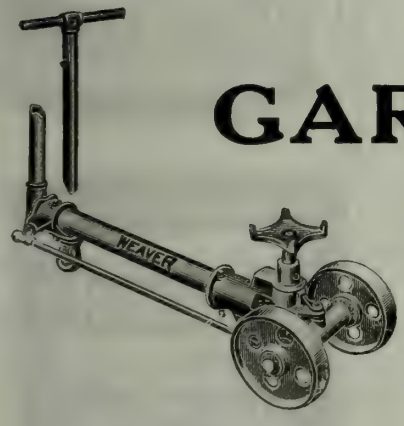
A COMPLETE LINE FOR

THE MANUFACTURER — THE WHOLESALER — THE CONSUMER

IF IT'S STEEL OR IRON WE HAVE IT

The MANITOBA STEEL & IRON COMPANY.

WINNIPEG, MANITOBA LIMITED



WEAVER GARAGE AND SHOP EQUIPMENT

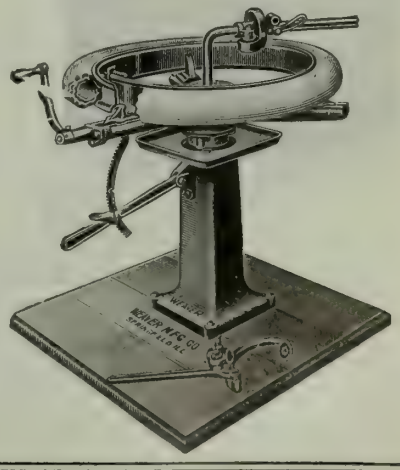
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Quickly and Economically

and with a minimum of labor.

Each device in this very complete line is an article of real merit and a practical necessity to the garage or repair man.

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The "Hillcrest" line has achieved wonderful success for the merchants who are pushing this brand of paints, varnishes and paint and varnish specialties.

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When your present stock becomes broken, let us sort it from the "Hillcrest" line.

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We have an excellent city truck service and can deliver on short notice to any part of the City of Toronto as enclosure. Send a trial order.

Ask to have our representative call

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272 Van Horne St. (Corner Dufferin St.), West Toronto, Ontario



THE BUYERS' GUIDE

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Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Plewes, Ltd., Winnipeg, Man.

Air Cocks
The Penberthy Injector Co., Ltd., Windsor, Ont.

Agricultural Implements
The Bateman-Wilkinson Co., Ltd., Toronto, Ont.

Agricultural Products
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Alabastine
The Alabastine Co., Paris, Ont.

Aluminum
British Aluminum Co., Toronto.
Canada Metal Co., Toronto.
A. C. Leslie & Co., Montreal.
Louis McLain Co., Ltd., Winnipeg, Man.

Aluminum Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.
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The Engineers' Supply Co., Winnipeg, Man.
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Thos. Birkett & Son, Ltd., Ottawa.
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Remington Arms-Union Metallic Cartridge Co., Windsor.

Art Glass
Leeks and Potts, Limited, Hamilton, Ont.

Asbestos
Canadian Asbestos Co., Montreal, Que.
The Engineers' Supply Co., Winnipeg, Man.

Asbestos Pipe Specialties
Canadian Asbestos Co., Montreal, Que.

Asbestos Pipe Coverings
Canadian Asbestos Co., Montreal, Que.

Ash Sifters
Furnival & Co., Toronto.
Owen Sound Steel Press Works, Owen Sound, Ont.

Auto Accessories, Equipment and Supplies (Jobbers)
Auto Accessories, Ltd., Winnipeg, Man.
J. E. Beauchamp & Co., Montreal, Que.
Canada Sales Co., Toronto.
Crown Cycle & Motor Co., Montreal.
E. S. Gooderham, Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Homer & Wilson Hamilton, Ont.
Hyslop Bros., Toronto.
North American Hardware Co., Ltd., Montreal.
Prairie Motor Sales Co., Moose Jaw, Sask.
The Royal Canadian Specialties, Hamilton, Ont.
Samuel Trees & Co., Ltd., Toronto.
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Auto Accessories, Equipment and Supplies (Manufacturers)
The All-Way Mfg. Co., Toronto, Ont.
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W. H. Banfield & Sons, Ltd., Toronto.
Benjamin Electric Co., Toronto.
Boston Varnish Co., Everett Station, Boston, Mass.
Barcalo Mfg. Co., Buffalo, N.Y.
Canada Cycle & Motor Co., Ltd., Weston, Ont.
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Canadian Winckley Co., Ltd., Windsor, Ont.
Cannon Oiler Co., Keithsburg, Ill.
The Carborundum Co., Niagara Falls, N.Y.
Canada Dry Cells, Ltd., Winnipeg.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
The Durkee-Atwood Co., Toronto, Ont.
Guelph Spring & Axle Co., Limited, Guelph, Ont.
Gutta Percha & Rubber, Ltd., Toronto.
Kinzinger, Bruce & Co., Niagara Falls, Ont.
Line, Kimball Co., Moose Jaw, Sask.
The Lockwood-Ash Motor Co., Jackson, Mich.
The Marquette Manufacturing Co., Inc., St. Paul, Minn.
M. H. Merchant Corporation, Syracuse, N.Y.
Metal Specialties Mfg. Co., Chicago, Ill.
The Locktite Mfg. Co., Windsor, Ont.
Frank Mossberg Co., Attleboro, Mass.
McKinnon Industries, Ltd., St. Catharines, Ont.
Northern Electric Co., Ltd., Montreal.
The Prismolite Sales Co., Westfield, N.Y.
Will. B. Lane Chicago, Ill.
Perfection Sanitary Brush Co., Toronto.
Rock Island Mfg. Co., Chicago, Ill.
C. A. Shaler Co., Waupun, Wis.
The Steel Trough & Machine Co., Ltd., Tweed, Ont.
The Sterns Tire & Tube Co. of Canada, Ltd., Toronto.
Thermoid Rubber Co., Trenton, N.J.
Trimont Mfg. Co., Roxbury, Mass.
Van Cleef Bros., Chicago, Ill.
The Van der Linde Rubber Co., Toronto.
Wilkinson & Kompass, Hamilton.
Williams & Co., J. H., Brooklyn, N.Y.
Wilson Auto Specialties, Ltd., Hamilton, Ont.

Automobiles
Canadian Pneumatic Tool Co., Ltd., Montreal.

Automobile Parts
Kinzinger, Bruce & Co., Ltd., Niagara Falls, N.Y.
McKinnon Industries, Ltd., St. Catharines, Ont.

Awnings
Finnie & Murray, Ltd., Winnipeg.
Grant, Holden & Graham, Ltd., Ottawa, Ont.
J. J. Turner & Co., Peterboro, Ont.

Axes
Canada Foundries & Forgings, Brockville, Ont.
Can. Warren Axe & Tool Co., St. Catharines.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.
Shurly-Dietrich Co., Ltd., Galt, Ont.

Axles
Guelph Spring & Axle Co., Ltd., Guelph, Ont.

Babbitt Metal
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal.
Hoyt Metal Co., Toronto.
Owl Metal Co., Winnipeg.
Lewis Bros., Ltd., Montreal.
Plewes, Ltd., Winnipeg, Man.
Tallman Brass & Metal Co., Hamilton.

Barb Wire
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Bars and Racks, Clothes
Stratford Mfg. Co., Ltd., Stratford, Ont.
Otterville Mfg. Co., Ltd., Otterville, Ont.

Barrel Covers
E. B. Eddy Co., Hull, Que.

Barrel Liners
J. N. Warminton & Co., Montreal, Que.

Batteries, Dry
Canadian National Carbon Co., Ltd., Toronto.
Canada Dry Cells, Ltd., Winnipeg.
Great West Electric Co., Ltd., Winnipeg, Man.
Canadian General Electric Co., Toronto.
Dominion Battery Co., Ltd., Toronto, Ont.
North American Hardware Co., Ltd., Montreal.
Northern Electric Mfg. Co., Montreal.
Usona Mfg. Co., Windsor, Ont.

Batteries, Flashlight
Canadian National Carbon Co., Ltd., Toronto.
Dominion Battery Co., Ltd., Toronto, Ont.
Usona Mfg. Co., Windsor, Ont.

Baths, Enamelled and Copper
Canada Metal Co., Toronto.

Bath Room Fixtures
Kinzinger, Bruce & Co., Ltd., Niagara Falls.

Bends, Brass, Iron and Lead
Jas. Morrison Brass Mfg. Co., Toronto.

Bibbs, Basin and Bath Cocks, Compression
Jas. Morrison Brass Mfg. Co., Toronto.
The United Brassfounders, Ltd., Manchester, Eng.
Wentworth Mfg. Co., Hamilton, Ont.

Bibbs, Basin and Bath Cocks, Fuller
Jas. Morrison Brass Mfg. Co., Toronto.
The United Brassfounders, Ltd., Manchester, Eng.

Brake Lining
Thermoid Rubber Co., Trenton, N.J.

Brass Goods
The Penberthy Injector Co., Ltd., Windsor, Ont.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Stratford Brass Co., Ltd., Stratford, Ont.

Brass Castings and Goods
Canada Metal Co., Toronto.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Jas. Morrison Brass Mfg. Co., Toronto.
Tallman Brass & Metal Co., Hamilton.
The Penberthy Injector Co., Ltd., Windsor, Ont.
The United Brassfounders, Ltd., Manchester, Eng.
Williams Bros. & Piggott, Ltd., Birmingham.

Brass, Sheets and Rods
Canada Metal Co., Toronto.
A. C. Leslie & Co., Montreal.
Tallman Brass & Metal Co., Hamilton.

Beekeepers' Supplies
Canadian Bee Supply & Honey Co.

Bevels
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Belting, Transmission, Elevator and Conveyor
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Belting, Rubber
Can. Consolidated Rubber Co., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.
Plewes, Ltd., Winnipeg, Man.

Belting, Cotton
Dominion Belting Co., Hamilton, Ont.
Plewes, Ltd., Winnipeg, Man.

Blacksmiths' Supplies
D. Ackland & Son, Winnipeg.

Blankets, Saddle
Burlington Windsor Blanket Co., Ltd., Toronto.
Galt Robe Co., Galt, Ont.
Samuel Trees & Co., Toronto, Ont.

Blankets, Horse
J. J. Turner & Co., Peterboro, Ont.

Boilers
The Gurney Foundry Co., Ltd., Toronto.

Boats
Canadian Canoe Co., Ltd., Peterboro, Ont.
Peterboro Canoe Co., Ltd., Peterboro, Ont.

Bolts and Nuts
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.
Northern Bolt, Screw & Wire Co., Owen Sound.
London Bolt & Hinge Works, London, Ont.
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Wilkinson & Kompass, Hamilton.

Bolts, Eye
Manitoba Steel & Iron Co., Ltd., Winnipeg.
The Steel Co. of Canada, Ltd., Hamilton.
Williams & Co., J. H., Brooklyn, N.Y.

Bolts, Panic
Wm. Newman & Sons, Birmingham, Eng.

Boring Bars
Williams & Co., J. H., Brooklyn, N.Y.

Boxes, Tin
A. R. Whittall Can Co., Ltd., Montreal.

Boots, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Boot Calks and Tools
Steel Co. of Canada, Ltd., Hamilton.

Boring Bars
Pratt & Whitney Co. of Canada, Ltd., Dundas.

Box Opening Tools
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Bale Ties
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.
Laidlaw Bale Tie Co., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

Bale Tie Buckles
J. N. Warminton & Co., Montreal, Que.

Barbed Wire
Banwell, Hoxie Wire Fence Co., Ltd., Hamilton.

Baskets
Walter Woods & Co., Hamilton.

Barn Door Hangers
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Steel Goods Co., Hamilton.
National Mfg. Co., Sterling, Ill.
Safety Door Hanger Co., Hamilton, Ont.
Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Guelph, Ont.

Barrel Stands
Wakyte Mfg. Co., Winnipeg.

Barrels, Steel
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

Balers, Steel
Climax Baler Co., Hamilton.
Spielmann Agencies, Montreal.

Bit, Braces
Caverhill, Learmont & Co., Montreal.
Russell Jennings Mfg. Co., Chester, Conn.

THE BUYERS' GUIDE

Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Black Sheets
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Brackets, Shelf
Canada Steel Goods Co., Hamilton.
The Stanley Works, New Britain, Conn.

Brake Shoes for Ford Cars, Lined and Unlined
Adamson Mfg. Co., Hamilton, Ont.

Box Strapping
J. E. Beauchamp & Co., Montreal.
The Stanley Works, New Britain, Conn.
J. N. Warminton & Co., Montreal, Que.

Blasting Supplies
Dupont Powder Co., Wilmington, Del.

Building Papers
Alex. McArthur & Co., Montreal, Que.

Burlap
Dominion Oil Cloth Co., Ltd., Montreal, Que.

Butter Tubs (Covered)
E. B. Eddy Co., Ltd., Hull, Que.

Butter Molds
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Walter Woods & Co., Hamilton, Can.

Butter Workers
Beatty Bros., Ltd., Fergus, Ont.

Butts and Hinges
Canada Foundries & Forgings, Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Caverhill, Learmont & Co., Montreal.
Chicago Spring Butt Co., Chicago, Ill.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Burrs
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton.
Parmenter & Bulloch, Gananoque.

Bread and Cake Makers
Thos. Davidson Mfg. Co., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.

Breast Drills
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.

Brushes and Brooms
The Boeckh Co., Limited, Toronto.
Meakins & Sons, Ltd., Hamilton.
Perfection Sanitary Brush Co., Toronto.
The Rubberset Co., Limited, Toronto.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Walter Woods & Co., Hamilton.
Yates & Co., Halifax, Eng.

Bits, Auger
Caverhill, Learmont & Co., Montreal.
Russell Jennings Mfg. Co., Chester, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.
Wilkinson & Kompass, Hamilton.
Scythes, Ltd., Toronto.

Bits, Forstner
Progressive Mfg. Co., Torrington, Conn.

Bicycles
Canada Cycle & Motor Co., Toronto.
Crown Cycle & Motor Co., Montreal, Que.
Hyslop Bros., Ltd., Toronto.
Iver Johnson Arms & Cycle Works, Ltd., Fitchburg, Mass.

Birch Seats
Canadian Veneering Co., Montreal, Que.

Brake Lining
Crown Cycle & Motor Co., Montreal, Que.

Brooms
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.
Walter Woods & Co., Ltd., Hamilton, Ont.

Brushes, Shaving
The Boeckh Co., Limited, Toronto.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Meakins & Sons, Ltd., Hamilton, Ont.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Brushes, Scrub, Shoe and Stove
The Boeckh Co., Limited, Toronto.
Meakins & Sons, Ltd., Hamilton, Ont.
Perfection Sanitary Brush Co., Toronto, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.
Yates & Co., Halifax, Eng.

Brushes, Floor
Boeckh Co., Limited, Toronto.
Perfection Sanitary Brush Co., Toronto.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Brushes, General
The Boeckh Co., Limited, Toronto.
Perfection Sanitary Brush Co., Toronto, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.
Yates & Co., Halifax, Eng.

Brake Lining for Ford Cars
Adamson Mfg. Co., Hamilton, Ont.

Buckles, Harness and Trunks
McKinnon Industries, Ltd., St. Catharines, Ont.

Builders' Hardware
Allith Mfg. Co., Ltd., Hamilton, Ont.
Caverhill, Learmont & Co., Montreal.
Canada Steel Goods Co., Hamilton.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
R. Johnson, Clapham & Morris, Ltd., Manchester, Eng.
National Hardware Co., Orillia, Ont.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.
Stratford Brass Co., Ltd., Stratford, Ont.

Bumpers, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Cabinet Hardware
Stratford Brass Co., Ltd., Stratford, Ont.

Canoes and Boats
Canadian Canoe Co., Ltd., Peterborough, Ont.
Peterborough Canoe Co., Lt., Peterborough, Ont.

Calks, Boot
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Calipers and Dividers
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
L. S Starrett Co., Athol, Mass.

Caliper Gauges
Williams & Co., J. H., Brooklyn, N.Y.

Camp Furniture and Goods
Finnie & Murray, Ltd., Winnipeg.
J. J. Turner & Sons, Ltd., Peterboro, Ont.
Otterville Mfg. Co., Ltd., Otterville, Ont.

Cans, Milk
The A. R. Whittal Can. Co., Ltd., Montreal.

Cans, Paint
The A. R. Whittal Can. Co., Ltd., Montreal.

Cans
The A. R. Whittal Can. Co., Ltd., Montreal.

Cans, Oil
Cannon Oiler Co., Keithsburg, Ill.

Caps for Hubs
McKinnon Industries, Ltd., St. Catharines, Ont.

Carriage Hardware
Stratford Brass Co., Ltd., Stratford, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Cartridges
Dominion Cartridge Co., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.

Castings, Brass, Bronze and Aluminum
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Cash Carriers
Gipe-Hazard Store Service Co., Toronto.

Cash Registers
The National Cash Register Co. of Canada, Ltd., Toronto.

Casters
Canada Foundries & Forgings, Ltd., Brockville.
The Faultless Caster Co., Evansville, Ind.

Castor Oil
B. & S. H. Thompson & Co., Ltd., Montreal, Que.

Carpet Sweepers
Bissell Carpet Sweeper Co, of Canada. Ltd., Niagara Falls, Ont.
Caverhill, Learmont & Co., Montreal.
Walter Woods & Co., Hamilton.

Carriage Castings
McKinnon Industries, Ltd., St. Catharines, Ont.

Casseroles
Wentworth Mig. Co., Ltd., Hamilton, Ont.

Chains, Coil, Boom, Hammock, Tether, Dog, Halter, Cow, Breast, Trace, Tire
McKinnon Chain Co., St. Catharines, Ont.

Cable Carriers
Gipe-Hazard Store Service Co., Toronto.

Cellar Drainers
The Penberthy Injector Co., Ltd., Windsor, Ont.

Cement, Asbestos
Canadian Asbestos Co., Montreal, Que.

Cement, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Van Cleef Bros., Chicago, Ill.

Cement, Roofing
Geo. W. Reed & Co., Ltd., Montreal, Que.

Chains, Cut-Link
The Niagara Falls Metal Stamp'g Works, Niagara Falls, N.Y.

Chains, Folding
J. E. Beauchamp & Co., Montreal, Que.

Chain Pipe Wrenches
J. H. Williams & Co., Brooklyn, N.Y.

Chair Seats
J. E. Beauchamp & Co., Montreal, Que.
Canadian Veneering Co., Acton Vale, Que.

Chairs for Automobile, Camp and Boat
McKinnon Industries, Ltd., St. Catharines, Ont.

Choppers, Ice
L. & I. J. White Co., Buffalo, N.Y.

Chisels, Cape, Cold, etc.
Brown-Boggs Co., Ltd., Hamilton.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Check Protectors
W. G. Patrick & Co., Ltd., Toronto.

Checking Floor Hinges
Chicago Spring Butt Co., Chicago, Ill.

Chemical Closets
Wakyte Mfg. Co., Winnipeg, Man.

Chemical Specialties
B. & S. H. Thompson & Co., Ltd., Montreal, Que.
Van Cleef Bros., Chicago, Ill.
Vol-Peek Mfg. Co., Montreal.

Choppers, Food
Landers, Frary & Clark, New Britain, Conn.

Chucks, Tap
Wells Bros. of Canada, Galt.

Churns, Hand and Power
Beatty Bros., Ltd., Fergus.
Caverhill, Learmont & Co., Montreal.
Dowswell, Lees Co., Hamilton.
Landers, Frary & Clark, New Britain, Conn.
Medalta Stoneware Co., Ltd., Medalta, Ont.
Merchants Hardware Specialties, Ltd., Calgary.
Walter Woods & Co., Hamilton.

Clamps "C"
J. H. Williams & Co., Brooklyn, N.Y.

Clothes Bars and Racks
Otterville Mfg. Co., Ltd., Otterville, Ont.

Clothes Racks
Walter Woods & Co., Hamilton.

Clamps
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Williams & Co., J. H., Brooklyn, N.Y.

Clippers
Chicago Flexible Shaft Co., Chicago, Ill.

Closets
Wakyte Mfg. Co., Ltd., Winnipeg, Man.

Closet Seats
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Clothes Dryers
The Coleman Fare Box Co., Ltd., Toronto.
Dowswell, Lees Co., Ltd., Hamilton, Can.

Clothes Lines
The Coleman Fare Box Co., Ltd., Toronto.

Clothes Line (Wire)
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Clothes Horses
Stratford Mfg. Co., Stratford, Ont.

Coal Chutes
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Coffee Percolators and Urns
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Landers, Frary & Clark, New Britain, Conn.

Corrugated Fasteners
J. E. Beauchamp & Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

Collar Balls
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Collar Pads
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto, Ont.

Cotton Duck
Scythes & Co., Ltd., Toronto, Ont.

Cotton Gloves
American Pad & Textile Co., Chatham.

Coal Chutes
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Coal Hods
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

Cobblers' Sets
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Cookers, Steam
Louis McLain Co., Ltd., Winnipeg, Man.

Cookers, Fireless
Royal Fireless Cooker Co., Ottawa, Ont.

Conductor Pipe, Hooks, Heads, etc.
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Winnipeg Ceiling & Roofing Co., Winnipeg.
Wheeler & Bain, Toronto.

Connecting Rods
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Williams & Co., J. H., Brooklyn, N.Y.

Containers
Containers Limited, 350 Sorauren Ave., Toronto.

Coping Saws
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Cordage
Brantford Cordage Co., Ltd., Brantford, Ont.
Consumers Cordage Co., Montreal.
Plymouth Cordage Co., North Plymouth, Mass.
Scythes & Co., Ltd., Toronto, Ont.

Corners, Chest
The Brainerd Mfg. Co., East Rochester, N.Y.

Crank Pulls (Wire)
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Crank Shafts
Williams & Co., J. H., Brooklyn, N.Y.

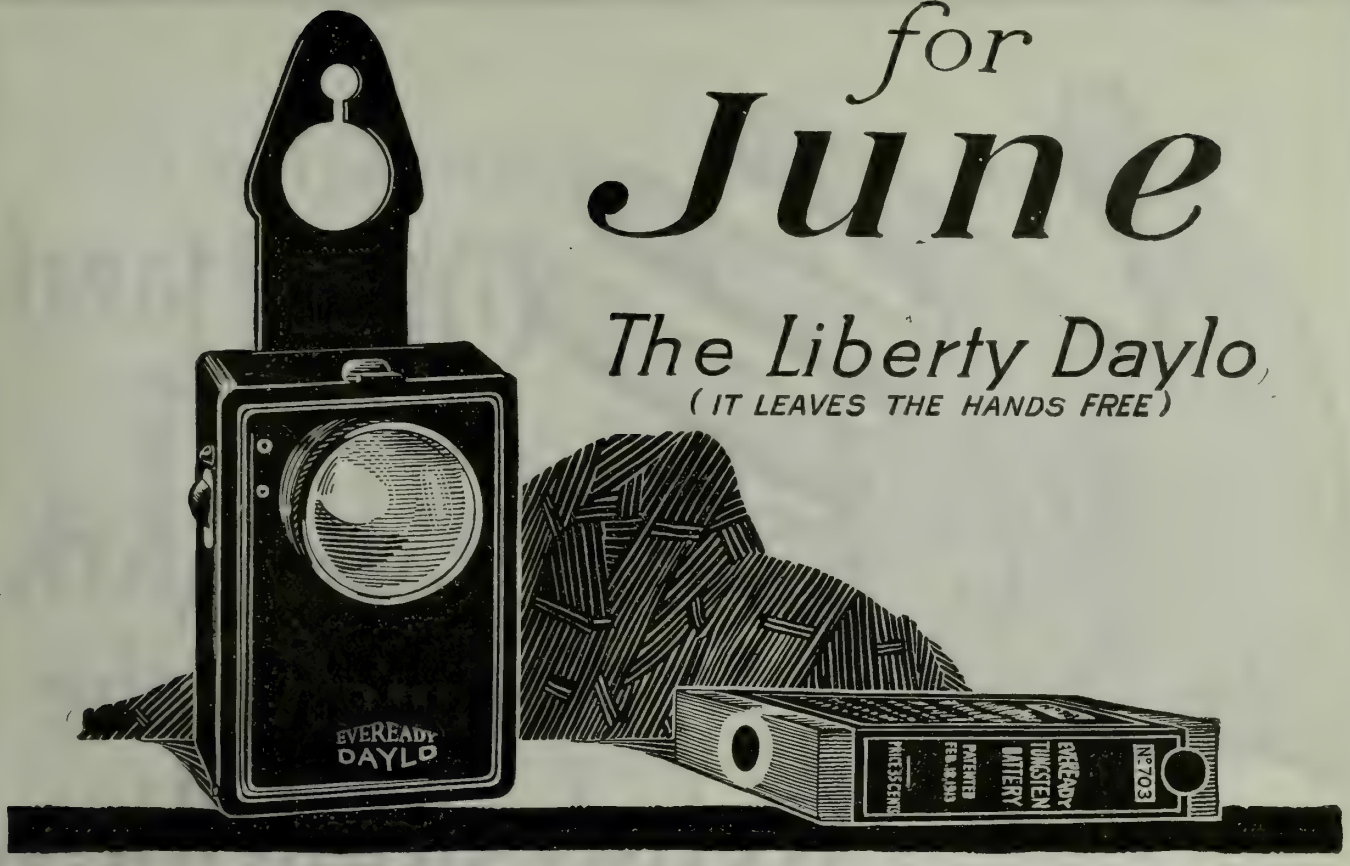
Crowbars
B. J. Coghlin & Co., Montreal.

Crocks, Butter
Medalta Stoneware Co., Ltd., Medicine Hat, Alta.

Crucibles
Canadian Asbestos Co., Montreal, Que.

Cultivators
The Bateman-Wilkinson Co., Ltd., Toronto, Ont.
J. E. Gilson Co., Port Washington, Wis.
C. S. Norcross & Sons, Bushnell, Ill.

Cutlery
The Acme Shear Co., Bridgeport, Conn.
Bridgeport Hdwe. Mfg. Co., Bridgeport, Conn.
The Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.
Geo. Butler & Co., Ltd., Sheffield, Eng.
The Canadian Wm. A. Rogers Co., Ltd., Toronto.
Caverhill, Learmont & Co., Montreal.
Geneva Cutlery Co., Geneva, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
James Hutton & Co., Montreal.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
Lewis Bros., Ltd., Montreal.



The DAYLO "out-of-doors" Campaign for June

The Eveready Three-Year Plan has been resumed with full force.

June will have a strong feature campaign—the outdoor uses of the Liberty Daylo will be boomed.

Snappy consumer advertising—the kind that has increased Daylo sales by leaps and bounds this year—will drive home the uses of the Liberty Daylo for hunting, fishing, boating—wherever light is needed in the out-of-doors.

Millions of people will see these advertisements—hundreds right in your town—and will want Daylos. Tungsten Batteries, galore, will be called for too.

The coming demand for Daylos will be tremendous. The Eveready Team-Work Dealers will be supplied with sales ideas and display material to link up with this campaign.

Theirs will be the opportunity to get the largest share of the Daylo and Tungsten Battery business.

Other campaigns are being planned. If you haven't signed up as a Daylo Team-Worker find out now how you can boost your sales under the Eveready Plan of dealer-co-operation.

Send the coupon below for details. Do it today so as to get in early on these quick-profit campaigns.

Department 213

CANADIAN NATIONAL CARBON COMPANY, Limited

Toronto, Ontario

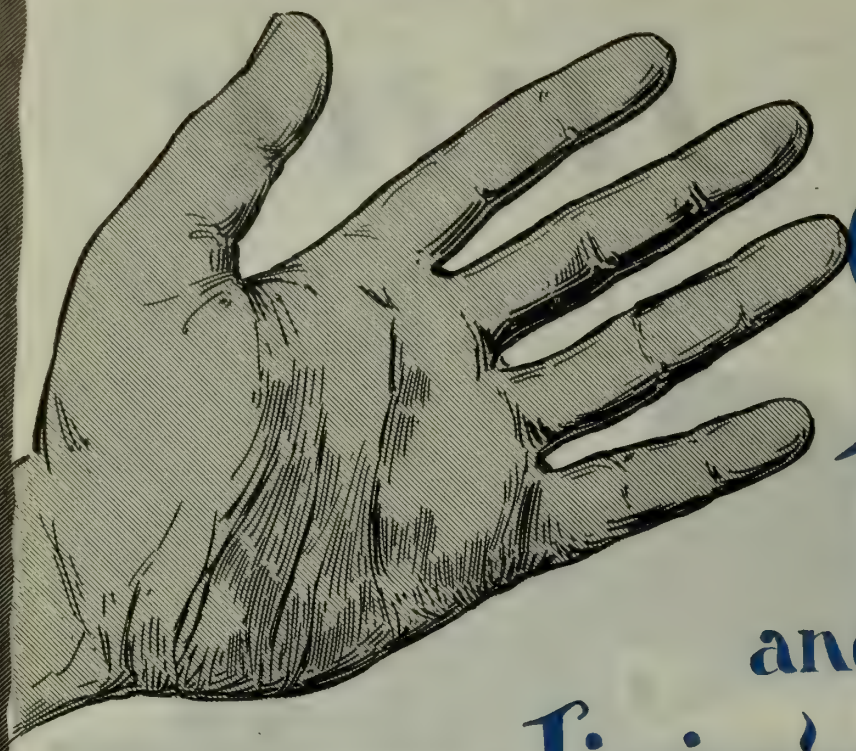
Attach this coupon to business card or letter head to insure correct name and address Canada—708

CANADIAN NATIONAL CARBON COMPANY, Limited, Dept. 213, Toronto, Ont.

Please send me full information regarding the Eveready Plan of Dealer Co-operation. I am_____already an Eveready Daylo Dealer.

*Firm Name*_____ *Address*_____

*City*_____ *Province*_____



The Open Hand is our Trade Mark and such is the "TRADE MARK" Livingston Policy

OUR aim from the start has been *Quality* and to-day the entire assets of our Company are behind each and every gallon of *Linseed Oil* manufactured.

We guarantee this *Policy* shall always be maintained.

The Dominion Linseed Oil Company, Limited

Baden Toronto Montreal Winnipeg

The positive guide to quality
Linseed Oil is the

Livingston Brand

which for over half a century has been the Standard by Test.

The name "Livingston" on the Barrels is the guarantee of quality and the "Blue Barrel" is the outward mark of the inward quality.

The Dominion Linseed Oil Company, Limited

Baden Toronto
Montreal Winnipeg



The Outward Marks of Inward Quality

THE BUYERS' GUIDE

Landers, Frary & Clark, New Britain, Conn.
Oneida Community, Ltd., Oneida, N.Y.
Henry Rogers' Son & Co., Ltd., Sheffield, Eng.
Wm. Rogers Mfg. Co., Niagara Falls, Ont.

Cutters
Butterfield & Co., Inc., Rock Island, Que.
The Rapid Tool & Machine Co., Ltd., Montreal
Trimont Mfg. Co., Roxbury (Boston, Mass.).

Curry Combs
The Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.

Cut-outs for Ford Cars
Adamson Mfg. Co., Hamilton, Ont.

Cuspidors
Thos. Davidson Mfg. Co., Ltd., Montreal.

Cuspidors (Fibreware)
E. B. Eddy Co., Ltd., Hull, Que.

Brake-lining for Ford Cars
Adamson Mfg. Co., Hamilton, Ont.

Dairy Pails
Thos. Davidson Mfg. Co., Ltd., Montreal.
Soren Bros., Toronto, Ont.

Dampers, Stove Pipe
Canada Foundries & Forgings, Brockville, Ont.

Dashes, Buggy and Carriage
McKinnon Industries, Ltd., St. Catharines, Ont.

Desks, School
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Diaphragms, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Dies, Stocks, etc.
Butterfield & Co., Rock Island, Que.
Canadian Fairbanks-Morse Co., Montreal.
Pratt & Whitney Co. of Canada, Ltd., Dundas.
The Rapid Tool & Machine Co., Ltd., Montreal.
Wells Bros. Co. of Canada, Galt.

Disinfectants
J. E. Beauchamp & Co., Montreal, Que.

Display Racks and Stands
Cameron & Campbell, Toronto.
National Mfg. Co., Sterling, Ill.

Doors
Contractors Limited, 350 Sorauren Ave., Toronto.
Sanderson-Harold Co., Ltd., Paris, Ont.

Door Bolts
Canada Steel Goods Co., Hamilton, Can.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.

Door Knobs
Cartland & Son, Ltd., James, Birmingham, Eng.

Door Checks
Canadian Yale & Towne, St. Catharines.
Wm. Newman & Sons, Birmingham, Eng.

Door Hangers
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Steel Goods Co., Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.
National Mfg. Co., Sterling, Ill.

Door Springs
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Wm. Newman & Sons, Birmingham, Eng.

Door Pulls
Stratford Brass Co., Ltd., Stratford, Ont.

Doubletrees
McKinnon Industries, Ltd., St. Catharines, Ont.
West-Woods, Ltd., Winnipeg, Man.

Drain Pipe Cleaners
Herbert Terry & Sons, Redditch, Eng.

Draining Tools
Canadian Shovel & Tool Co., Hamilton, Can.

Drills, Breast
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.

Drill Chucks
Goodell-Pratt Co., Greenfield, Mass.

Drills, Blacksmiths'
Canada Foundries & Forgings, Brockville.

Drills
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Butterfield & Co., Inc., Rock Island, Que.
Goodell-Pratt Co., Greenfield, Mass.
Jones & Shipman, Ltd., Leicester, Eng.
North Bros. Mfg. Co., Philadelphia, Pa.
Plewes, Ltd., Winnipeg, Man.
Stanley Rule & Level Co., New Britain, Conn.
Wilkinson & Kompass, Hamilton, Ont.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.
Pratt & Whitney Co. of Canada, Ltd., Dundas, Ont.
Wilt Twist Drill Co. of Canada, Ltd., Walkerville, Ont.

Drills, Twist
Wilt Twist Drill Co. of Canada, Ltd., Walkerville, Ont.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Drop Forgings
McKinnon Industries, Ltd., St. Catharines, Ont.
Williams & Co., J. H., Brooklyn, N.Y.
Spielmann Agencies, Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Dry Colors
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
E. C. Jamieson & Co., Ltd., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
Ottawa Paint Works, Ottawa.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.
Martin-Senour Co., Ltd., Montreal.
McArthur Irwin, Montreal.
Stewart & Wood, Toronto.

Dusters
Channell Chemical Co., Toronto
Perfection Sanitary Brush Co., Toronto, Ont.

Dynamite
Du Pont American Industries, Wilmington, Del

Dry Cells
Canada Dry Cells, Ltd., Winnipeg.
Canadian National Carbon Co., Toronto.
Canadian H. W. Johns-Manville Co., Toronto
Canadian General Electric Co., Ltd., Toronto.
Dominion Battery Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man
Spielmann Agencies, Ltd., Montreal, Que.

Eavetrough
Pedlar People, Limited, Oshawa.
Thos. Davidson Mfg. Co., Ltd., Montreal
Metal Shingle & Siding Co., Ltd., Preston, Ont.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg

Egg Beaters
Louis McLain Co., Ltd., Winnipeg, Man
Collette Mfg. Co., Collingwood.

Egg Cases
Miller Bros. Co., Ltd., Montreal, Que.
Walter Woods & Co., Hamilton.

Egg Case Fillers
Miller Bros. Co., Ltd., Montreal, Que.
Walter Woods & Co., Hamilton, Can.

Ejectors and Syphons
The Penberthy Injector Co., Ltd., Windsor, Ont.
Jas. Morrison Brass Mfg. Co., Toronto

Elbows
Thos. Davidson Mfg. Co., Ltd., Montreal.
Pedlar People, Ltd., Oshawa, Ont.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Electric Bells
Canadian General Electric Co., Ltd., Toronto
Great West Electric Co., Ltd., Winnipeg, Man

Electric Fans
Canadian General Electric Co., Ltd., Toronto
Great West Electric Co., Ltd., Winnipeg, Man
Northern Electric Co., Ltd., Montreal.

Electric Fixtures
W. H. Banfield & Sons, Ltd., Toronto.
Canadian General Electric Co., Ltd., Toronto
Great West Electric Co., Ltd., Winnipeg, Man
Northern Electric Co., Ltd., Montreal.
Tallman Brass & Metal Co., Hamilton.

Electric Grates
Barton-Netting Co., Ltd., Windsor, Ont.
Great West Electric Co., Ltd., Winnipeg, Man

Electric Plates
Louis McLain Co., Ltd., Winnipeg, Man.

Electric Specialties
Benjamin Electric Co., Toronto.
Canadian General Electric Co., Ltd., Toronto
Canadian National Carbon Co., Toronto.
The Clemens Electrical Corporation, Hamilton.
Dominion Battery Co., Ltd., Toronto, Ont
Great West Electric Co., Ltd., Winnipeg, Man
The Hessco Electric Mfg. Co., Toronto, Ont.
Landers, Frary & Clark, New Britain, Conn
National Electric Heating Co., Toronto.
North American Hardware Co., Ltd., Montreal, Que.
Northern Electric Co., Ltd., Montreal.
Spielmann Agencies, Ltd., Montreal, Que.
Usona Mfg. Co., Windsor, Ont.

Electric Supplies
W. H. Banfield & Sons, Ltd., Toronto.
The Can. General Electric Co., Ltd., Toronto.
The Hessco Electric Mfg. Co., Toronto, Ont.

Emery
Dominion Glue & Emery Co., Montreal, Que.

Enamels
Boston Varnish Co., Everett Station, Boston
British America Paint Co., Ltd., Victoria, B.C.
Wm. Harland & Sons, Toronto.
Sturgeons, Ltd., Toronto.

Enamelled Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.
E. T. Wright & Co., Hamilton, Ont.
Sheet Metal Products Co. of Canada, Ltd., Toronto

Emery Glass and Papers
John Oakey & Sons, London, Eng

Emery (Grain and Sheets)
DesRochers, Ltd., Montreal, P.Q.

Eveners for 2, 3, 4, 6 and 8 Horses
Gregg Mfg. Co., Ltd., Winnipeg Man
D. Ackland & Son, Ltd., Winnipeg, Man.
McKinnon Industries Ltd., St. Catharines, Ont.
West-Woods, Ltd., Winnipeg, Man.

Evaporators
Steel Trough & Machine Co., Ltd., Tweed, Ont.

Excelsior
Rankin & Co., Ltd., Toronto.

Explosives
Du Pont Powder Co., Wilmington, Del.
Hercules Powder Co., Wilmington, Del.

Escutcheon Pins
Parmenter & Bulloch Co., Ltd., Orangeville, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Exterminator, Rat and Roach
The Common Sense Mfg. Co., Toronto.

Extinguishers, Fire
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
H. W. Johns-Manville Co., New York.
Northern Electric Co., Montreal.
Pyrene Mfg. Co., Ltd., Montreal, Que.

Fanlight Openers
Jas. Cartland & Son, Ltd., Birmingham, Eng

Fasteners, Storm, Sash and Screen
National Mfg. Co., Sterling, Ill.
Stratford Brass Co., Ltd., Stratford, Ont.
The Stanley Works, New Britain, Conn.

Farm Lighting Outfits
Canadian General Electric Co., Ltd., Toronto.
Northern Electric Co., Montreal.

Faucets, Petroleum
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Feed Boxes
Canada Foundries & Forgings, Brockville.

Feed Cookers
Wheeler & Bain, Toronto.

Felts (Tarred and Carpet)
Alex. McArthur & Co., Montreal, Que.
J. H. McComb, Ltd., Montreal, Que.

Fencing and Gates
Banwell-Hoxie Wire Fence Co., Hamilton.
McGregor-Banwell Fence Co., Ltd., Walkerville
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
B. Greening Wire Co., Hamilton, Ont.
Standard Tube & Fence Co., Woodstock.
Steel Co. of Canada, Ltd., Hamilton.

Fences, Woven Wire, Farm and Ornamental
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

Fenders for Buggy and Carriage
McKinnon Industries, Ltd., St. Catharines, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Fire Appliances and Liquids
Pyrene Mfg. Co., Ltd., Montreal, Que.

Fire Arms
Colts Patent Fire Arms Mfg. Co., Hartford, Conn.
Harrington & Richardson Arms Co., Worcester, Mass.
Johnson Iver Arms & Cycle Works, Fitchburg Mass.

Files
E. C. Atkins Co., Hamilton, Can.
G. & H. Barnett Co., Philadelphia.
Delta File Works, Philadelphia.
Henry Disston & Sons, Ltd., Philadelphia, Pa.
The Ingersoll File Co., Ingersoll, Ont.
Nicholson File Co., Port Hope, Ont.
Plewes, Ltd., Winnipeg.
Simonds Canada Saw Co., Montreal
Wilkinson & Kompass, Hamilton.
DesRochers, Ltd., Montreal, P.Q.

Fillers
Boston Varnish Co., Everett Station, Boston, Mass.

Fire Door Fittings
Allith Mfg. Co., Ltd., Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.

Fire Extinguishers
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Pyrene Mfg. Co., Ltd., Montreal, Que.

Fire Department Supplies
Canadian Consolidated Rubber Co., Montreal
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
Northern Electric Co., Montreal.

Fire Escapes
The Dennis Wire & Iron Works Co., Ltd., London

Fire Pails
E. B. Eddy Co., Ltd., Hull, Que.

Fireplace Fixtures
Barton-Netting Co., Ltd., Windsor, Ont.
Stover Mfg. & Engine Co., Freeport, Ill.

Fireplace Screens
Canada Wire & Iron Goods Co., Hamilton, Ont.

Fishing Tackle and Accessories
Marble Arms & Mfg. Co., Gladstone, Mich.

Flags
Finnie & Murray, Ltd., Winnipeg, Man.
Scythes & Co., Ltd., Toronto, Ont.
Grant, Holden & Graham, Ltd., Ottawa, Ont.
J. J. Turner & Sons, Ltd., Peterboro, Ont.

Flashlights, Electric
Canadian General Electric Co., Ltd., Toronto
Canadian National Carbon Co., Toronto.
Canada Dry Cells, Ltd., Winnipeg.
Crown Cycle & Motor Co., Montreal.
Dominion Battery Co., Ltd., Toronto, Ont.
Great West Electric Co., Ltd., Winnipeg, Man
Merchants Hardware Specialties, Ltd., Calgary Alta.
Metal Specialties Mfg. Co., Chicago
Northern Electric Co., Montreal.
Usona Mfg. Co., Windsor, Ont.
Ward & Gladstone, Manchester, Eng.

Flatware
Canadian Wm. A. Rogers, Toronto.
Oneida Community, Ltd., Oneida, N.Y.

Flower Pots
E. B. Eddy Co., Ltd., Hull, Que.

Fly Swatters
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Food Choppers
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn
Merchants Hardware Specialties, Ltd., Calgary.

Force Cups
Canadian Consolidated Rubber Co., Toronto.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber, Ltd., Toronto.

Ford Car Parts
Crown Cycle & Motor Co., Montreal.

The Trade Mark behind the "Hardware House of Quality"

DIAMOND A BRAND
A
ASHDOWN'S GUARANTEE

The Largest Wholesale Hardware Dealers in Canada

Money Will Literally Roll Into Your Store

when you handle Inland piston rings. They are made on the right principle—the spiral cut. Also the quality of material used is of the highest.



Order from any of our branches

The J. H. ASHDOWN HARDWARE CO. Limited

CALGARY WINNIPEG SASKATOON

THE BUYERS' GUIDE

Ford Car Specialties
Benjamin Electric Co., Toronto.
Royal Canadian Specialties, Hamilton, Ont.

Forgings
McKinnon Industries, Ltd., St. Catharines, Ont
Whitman & Barnes Mfg. Co., St. Catharines, Ont

Forgings, Drop
McKinnon Industries, Ltd., St. Catharines, Ont

Funnels
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Furnaces
The Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.
Canada Foundries & Forgings, Brockville.
Enterprise Mfg. Co., Sackville, N.B.
The Empire Stove and Furnace Co., Ltd., Owen Sound.
The Gurney Foundry Co., Ltd., Toronto.
The Hall-Zyrd Foundry Co., Ltd., Hespeler, Ont.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.
Merchants Hardware Specialties, Ltd., Calgary
Record Fdry. & Machine Co., Ltd., Moncton, N.B

Fruit Jars
Walter Woods & Co., Hamilton.

Furniture Polish
Buffalo Specialty Co., Buffalo, N.Y.
Canada Paint Co., Montreal.
Channell Chemical Co., Toronto.
Imperial Oil Co., Ltd., Toronto.
Saunders & Co., Montreal, Que.
Sherwin-Williams Co., Montreal.
The Vlit Mfg. Co., Montreal, Que.

Fuses, Electric
The Hessco Electric Mfg. Co., Toronto.

Fuses, Electric, Refillable
The Clemens Electrical Corporation, Hamilton.

Fuse Wire
Canada Metal Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Floor Stands
Jenkins Bros., Ltd., Montreal.

Floor Checks, Single or Double
Chicago Spring Butt Co., Chicago, Ill.

Flanges for Wheels
McKinnon Industries, Ltd., St. Catharines, Ont

Flag Holders
J. E. Beauchamp & Co., Montreal.

Flint Cloths
John Oakey & Sons, London, Eng.

Floor Dressing
Imperial Oil Co., Ltd., Toronto, Ont.

Galvanizers
McKinnon Industries, Ltd., St. Catharines, Ont

Galvanized Steel Sheets
Dominion Sheet Metal Co., Ltd., Hamilton.
A. C. Leslie & Co, Montreal
Pedlar People Ltd., Oshawa, Ont.
B. & S. H. Thompson & Co., Ltd., Montreal, Que
Winnipeg Ceiling & Roofing Co., Winnipeg.

Garden Cultivators and Weeders
C. S. Norcross & Sons, Bushnell, Ill.
Eureka Planter Co., Woodstock.

Garden Seeders and Hoes
The Bateman-Wilkinson Co., Ltd., Toronto.

Garden Seats
J. E. Beauchamp & Co., Montreal.

Garden Tools
The Bateman-Wilkinson Co., Ltd., Toronto.

Garage Hardware
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Steel Goods Co., Hamilton, Can.
The Louden Machinery Co. of Can., Ltd., Guelph.
National Mfg. Co., Sterling, Ill.
Richards-Wilcox Canadian Co., London, Ont.
The Stanley Works, New Britain, Conn.

Garages
Metal Shingle & Siding Co., Ltd., Preston, Ont.
Pedlar People, Ltd., Oshawa, Ont.

Garbage Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.
J. Samuels, Toronto.
Soren Bros., Toronto.

Galvanized Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.

Galvanizing
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Galvanized Iron Cornices
Pedlar People, Ltd., Oshawa, Ont.

Galvanized Pipe
Canada Metal Co., Ltd., Toronto.

Galvanized Steel Sheets
Metal Shingle & Siding Co., Ltd., Preston, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

General Rubber Specialties
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Generators
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Gas Water Heaters
Jas. Morrison Brass Mfg. Co., Toronto.

Gaskets, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Gasoline
Imperial Oil Co., Toronto.
Prairie City Oil Co., Winnipeg.

Gauges
Canadian Fairbanks-Morse Co., Ltd., Montreal.
L. S. Starrett Co., Athol, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Wells Bros. Co. of Canada, Galt.
J. H. Williams & Co., Brooklyn, N.Y.

Gates, Galvanized
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

Gauge Cocks, Standard and Extra Heavy
The Penberthy Injector Co., Ltd., Windsor, Ont.

Gauge Glasses, High Pressure
The Strong Machinery & Supply Co., New York, N.Y.

Gauges, Water (Standard Extra Heavy Automatic)
The Penberthy Injector Co., Ltd., Windsor, Ont.

Glass, Window, Plate, Ornamental
Hobbs Mfg. Co., Montreal, Que.
Leeks & Potts, Ltd., Hamilton, Ont.
A. Ramsay, Son & Co., Montreal.
Sanderson-Pearcy Co., Toronto.
Stewart & Wood, Toronto.
B. & S. H. Thompson & Co., Ltd., Montreal, Que
Toronto Plate Glass Importing Co., Toronto.
G. F. Stephens Co, Winnipeg.

Glue, Flake
Canada Glue Co., Ltd., Brantford, Ont.
W. Harris & Co., Toronto.

Glue, White
W. Harris & Co., Toronto.
Canada Glue Co., Ltd., Brantford, Ont.

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Canada Glue Co., Ltd., Brantford, Ont.
Superior Electrics, Ltd., Pembroke, Ont.

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DesRochers Ltd., Montreal, Que.
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W. Harris & Co., Toronto.
R. C. Jamieson & Co., Montreal.
A. Ramsay & Son Co., Montreal.

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Goodell-Pratt Co., Greenfield, Mass.

Glass Cutting Boards
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

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Sharratt & Newth, London, Eng.
A. Shaw & Son, London, Eng.

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Lewis Bros., Ltd., Montreal.
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Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.

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Miller Falls Co., Miller Falls, Mass.
Plewes Ltd., Winnipeg, Man.
L. S. Starrett Co., Athol, Mass.
Victor Saw Works, Ltd., Hamilton, Ont.

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Diamond Saw & Stamping Works, Buffalo, N.Y.
Fry's (London), Limited, London, Eng.
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Hack Saw Frames
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L. S. Starrett Co., Athol, Mass.

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McKinnon Industries, Ltd., St. Catharines, Ont.

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Pails, Household
E. B. Eddy Co., Ltd., Hull, Que.

Pails, Wooden
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Pastes
Stuart & Foster, Toronto.

Paste, Dry
Stuart & Foster, Toronto.

Perforated Sheet Metals
B. Greening Wire Co., Ltd., Hamilton.
Canada Wire & Iron Goods Co., Hamilton, Ont.

Percolators, Coffee
Canadian General Eletric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Landers, Frary & Clark, New Britain, Conn.
Northern Electric Co., Ltd., Montreal.

Pickling Machines
Cushman Motor Works, Ltd., Winnipeg.

Peelers, Vegetable
John Burns & Co., Montreal, Que.

Pick Handles
I. B. Still Mfg. Co. St. Thomas, Ont.

Pidgeon Nests
E. B. Eddy Co., Ltd., Hull, Que.

Piston Rings
The Brown Engineering Co., Toronto, Ont.
The Ever Tight Piston Ring Co., St. Louis, Mo.

Piston Rod Packing
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Piston and Valve Packings
Canadian Asbestos Co., Montreal, Que.

Pitch
Scythes & Co., Ltd., Toronto, Ont.

Pistols
Ivor Johnson's Arms & Cycle Works, Fitchburg Mass.

Phosphor Tin and Copper
Canada Metal Co., Ltd., Toronto.

Phonographs
Canadian Phonograph & Sapphire Disc Co. Winnipeg, Man.
Dominion Sewing Machine-Phonograph Co., Winnipeg

Pig Iron
A. C. Leslie & Co., Ltd., Montreal
Nova Scotia Steel Co., New Glasgow, N.S.
Steel Co. of Canada, Ltd., Hamilton

Pins, Escutcheon
Parmenter & Bulloch, Gananoque

Pipe Cutters (Stand)
Trimont Mfg. Co., Roxbury (Boston), Mass.

Pipe Stocks and Dies
The Rapid Tool & Machine Co., Ltd., Lachine, Que.
Wells Bros. Co., of Canada, Ltd., Galt.

Pipe, Black and Galvanized
American Rolling Mills, Middletown, Ohio.
Canada Metal Co., Toronto.
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Lewis Bros., Ltd., Montreal.

Pipe, Galvanized, Conductor
Pedlar People, Ltd., Oshawa.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Pipe, Lead
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Pipe, Stove
Collins Mfg. Co., Toronto.
Soren Bros., Toronto.

Pipe, Rain Water Conductor
Canada Metal Co., Toronto.

Planters, Corn
Otterville Mfg. Co., Otterville, Ont.

Planters and Diggers, Potato
The Bateman-Wilkinson Co., Ltd., Toronto, Ont.

Pliers, Cutting
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Pliers, Combination
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Barcalo Mfg. Co., Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.

Plowshares
D. Ackland & Son, Winnipeg.

Plugs, Rubber
Canadian Consolidated Rubber Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Plumbers' Supplies
John Stevens Co., Ltd., Winnipeg, Man.

Plumbers' Supplies, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.

Plumbers' Tools
Barcalo Mfg. Co., Buffalo, N.Y.
J. H. Williams & Co., Brooklyn, N.Y.

Planes
Caverhill, Learmont & Co., Montreal
Stanley Rule & Level Co., New Britain, Conn.
Stewart Spiers, Ayr, Scotland.

Plow Rings
The International Malleable Iron Co., Ltd., Guelph, Ont.

Polishes
Stuart & Foster, Toronto.
Vlit Mfg. Co., Montreal, Que.

Polishes, Auto and Furniture
D. Ackland & Son, Ltd., Winnipeg, Man.
Buffalo Specialty Co., Buffalo, N.Y.
Channell Chemical Co., Ltd., Toronto.
Imperial Oil Co., Ltd., Toronto.
Stuart & Foster, Toronto.
Saunders & Co., Montreal, Que.
Vlit Mfg. Co., Montreal, Que.

Polishes, Brass
Stuart & Foster, Toronto.

Polishing Heads
Goodell-Pratt Co., Greenfield, Mass.

Polish, Silver
Stuart & Foster, Toronto.

Polishes, Knife
Jno. Oakey & Sons, London, Eng.
Stuart & Foster, Toronto.

Polish, Cream, Metal
Stuart & Foster, Toronto.

Poles, Electric Light
Northern Electric Co., Montreal.

Pole Line Material
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal.
Pedlar People Ltd., Oshawa.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Pony Kars
J. E. Beauchamp & Co., Montreal, Que.

Post Hole Diggers
Otterville Mfg. Co., Otterville, Ont.

Poultry Netting
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
A. C. Leslie & Co., Ltd., Montreal.
B. Greening Wire Co., Ltd., Hamilton.

Powder, Gun
Hercules Powder Co., Delaware.

Poultry Leg Bands
Rideau Specialty Co., Smith's Falls, Ont.

Pulls
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Stover Mfg. & Engine Co., Freeport, Ill.

Pumps
Beatty Bros., Ltd., Fergus
Can. Foundries & Forgings, Ltd., Brockville, Ont.
R. McDougall Co., Ltd., Galt.
F. E. Myers & Bro., Ashland, Ohio.
Steel Trough & Machine Co., Ltd., Tweed, Ont.

Pumps, Hand and Power for Paints, Oils, Oil and Gasoline
The S. F. Bowser Co. of Canada, Ltd., Inc., Toronto, Ont.

Pumps, Curb, for Oil and Gasoline
The S. F. Bowser Co. of Canada, Ltd., Inc., Toronto, Ont.

Pumps (Electric)
Hurley Machine Co., Ltd., Toronto.

Pump Oilers
Cannon Oiler Co., Keithsburg, Ill.

Punches, Centre Drive, etc.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.

Punches, Ticket
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Putty
Brandram-Henderson, Montreal.
R. C. Jamieson & Co., Ltd., Montreal
Canada Paint Co., Montreal
Benjamin Moore & Co., Ltd., Toronto
A. Ramsay & Son Co., Montreal
Steel Co. of Canada, Ltd., Hamilton
G. F. Stephens & Co., Winnipeg
Stewart & Wood, Toronto.
Sherwin-Williams Co., Montreal

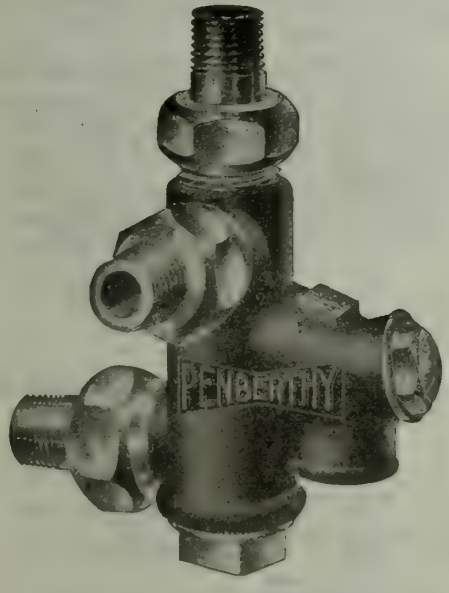
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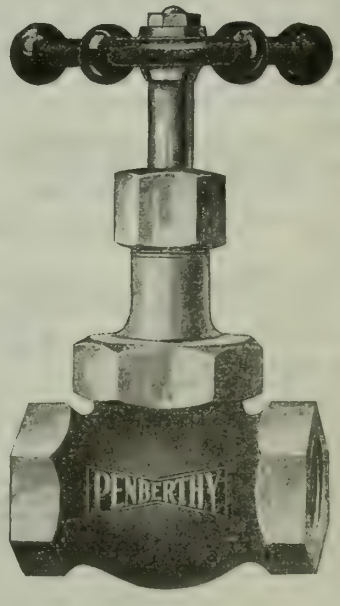
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Caverhill, Learmont & Co., Montreal
Geneva Cutlery Co., Geneva, N.Y.
James Hutton & Co., Montreal
Gillette Safety Razor Co., Ltd., Montreal
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Wilkinson Sword Co., Limited, London, Eng.

Reamers
Pratt & Whitney Co. of Canada, Ltd., Dundas
Rutterfield & Co., Rock Island, Que
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Ratchet Drills
Goodell-Pratt Co., Greenfield, Mass.

Reciprocating Drills
Goodell-Pratt Co., Greenfield, Mass.

Refrigerators
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sanderson-Harold Co., Ltd., Paris, Ont.
Soren Bros., Toronto

Refrigerator Drip Pans
E. B. Eddy Co., Ltd., Hull, Que.

Registers
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Canada Foundries & Forgings, Brockville
Enterprise Mfg. Co., Sackville, N.B.
Jas. Stewart Mfg. Co., Woodstock, Ont.

Rifles
Harrington & Richardson Arms Co., Worcester, Mass.

Rivets
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man
Parmenter Bullock Co., Gananoque, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Rivet Burrs
The Union Iron & Metal Co., Ltd., Toronto.

Rods, Straightened
The Graham Nail Works, Toronto.

Roofing Cement and Paint
The Alpine Chemical Co., Ltd., Toronto.

Roofing, Ready
Bird & Son, Hamilton, Can.
Barrett Co., Ltd., Toronto, Ont.
Bishopric Wall Board Co., Ltd., Ottawa, Ont.
Brantford Roofing Co., Ltd., Brantford, Ont.
Canadian Roofing Co., Ltd., Windsor, Ont.
Standard Paint Co., of Canada, Ltd., Montreal
Alex. McArthur & Co., Montreal, Que.

Roofing, Rubber
Canadian Asbestos Co., Montreal, Que.

Rope Grips
Coleman Fare Box Co., Toronto.

Rope
Doon Twines, Ltd., Kitchener, Ont.
Plymouth Cordage Co., North Plymouth, Mass
Consumers Cordage Co., Montreal, Que.
Independent Cordage Co., Toronto, Ont.
Brantford Cordage Co., Brantford, Ont.

Rosin
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont
Fred Smith, Toronto, Ont.

Rubber Products
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber, Ltd., Toronto.

Rubber, Vulcanizing
Adamson Mfg. Co., Hamilton, Ont.

Rules
Jas. Chesterman & Co., Sheffield, Eng.
L. S. Starrett Co., Athol, Mass

Rules, Steel, Straight and Folding Rules, Folding Boxwood
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Rules, Spring Joint
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Rules, Board and Log
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Sand Paper
United States Sand Paper Co., Williamsport, Pa.

Saddlery Hardware
McKinnon Industries, Ltd., St. Catharines.

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Shurly-Dietrich Co., Ltd., Galt, Ont.

Sawset
Taylor-Forbes Co., Limited, Guelph, Ont.

Saws, Butcher's
Shurly-Dietrich Co., Ltd., Galt, Ont.

Saws, Hand and Circular
E. C. Atkins Co., Hamilton, Can.
Henry Disston & Sons, Toronto.
Fry's (London), Limited, London, Eng.
T. F. Shurly Co., Ltd., St. Catharines, Ont.
Simonds Canada Saw Co., Montreal.
Shurly-Dietrich Co., Ltd., Galt, Ont.
Victor Saw Works, Hamilton, Ont.

Saws, Hack
The Millers Falls Co., Millers Falls, Mass.

Scissors
The Acme Shear Co., Bridgeport, Conn.

Scales
The Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.
Canadian Fairbanks-Morse Co., Ltd., Montreal
Renfrew Scale Co., Ltd., Renfrew, Ont.
The Northern Electric Co., Montreal.

Scales, Machinists'
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Scrap, Iron and Steel (Buyers)
S. Solway & Sons, Toronto, Ont.

Scrapers, Drag and Wheel
Bateman-Wilkinson Co., Ltd., Toronto.

Scoops
Canadian Shovel & Tool Co., Hamilton, Can.
D. F. Jones Mfg. Co., Gananoque, Ont.

Screws
Can. Foundries & Forgings, Ltd., Brockville, Ont
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Screws, Wood
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Screen Doors
The Kasement Skrene Dore Co., Toronto.
J. H. Williams & Co., Brooklyn, N.Y.
Sanderson-Harold Co., Ltd., Paris, Ont.

Screen Windows
The Kasement Skrene Dore Co., Toronto.
Sanderson-Harold Co., Ltd., Paris, Ont.

Screw Machines
Stratford Brass Co., Ltd., Stratford, Ont.

Seats
Canadian Veneering Co., Acton Vale, Que.
J. E. Beauchamp & Co., Montreal, Que.

Gorden Seats
J. E. Beauchamp & Co., Montreal, Que.

Seats, Fibre
J. E. Beauchamp & Co., Montreal, Que.

Separators
Sharples Separator Co., West Chester, Pa.

Sewing Machines
Northern Electric Co., Ltd., Montreal, Que.

Shades, Electric
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man

Shears
The Acme Shear Co., Bridgeport, Conn.

Sheeting
Alex. McArthur & Co., Montreal, Que.

Sheets, Galvanized and Black
American Rolling Mills, Middleton, Ohio.
A. C. Leslie & Co., Montreal, Que.
Dominion Sheet Metal Co., Hamilton.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
B. & S. H. Thompson, Montreal, Que.

Ships' Bottom Composition
British America Paint Co., Ltd., Victoria, B.C.

Shovels
Canadian Shovel & Tool Co., Hamilton, Can
D. F. Jones Mfg. Co., Gananoque, Ont.

Shovels, Snow
J. E. Beauchamp & Co., Montreal, Que.
Coleman Fare Box Co., Toronto.

Shingle Stains
The Alpine Chemical Co., Ltd., Toronto.
British America Paint Co., Ltd., Victoria, B.C.
Sturgeons, Ltd., Toronto.

Sifters, Ash
Furnival & Co., Toronto.
J. Samuels & Co., Toronto.

Signs, Street
The Niagara Falls Metal Stamp'g Works, Niagara Falls, N.Y.

Silo Lugs
Otterville Mfg. Co., Otterville, Ont.

Silverware
Can. Wm. A. Rogers Co., Ltd., Toronto.
Messrs. Wm. Rogers and His Son, Niagara Falls, Ont.
Caverhill, Learmont & Co., Montreal, Que.

Sinks
Can. Foundries & Forgings, Ltd., Brockville, Ont

Silver Plated Ware
Oneida Community, Ltd., Niagara Falls, Ont.

Sleighs
J. E. Beauchamp & Co., Montreal, Que.

Snow Shoes
The Northland Ski Co., St. Paul, Minn.

Snow Shoe Harness
The Northland Ski Co., St. Paul, Minn.

Skis
The Northland Ski Co., St. Paul, Minn.

Ski Accessories, Bindings, Wax and Poles
The Northland Ski Co., St. Paul, Minn.

Skates
The Canada Cycle & Motor Co., Ltd., Weston, Ont
The Can. Flexible Skate Co., Ltd., Parry Sound

Sifters, Ash
Collins Mfg. Co., Toronto, Ont.
Soren Bros., Toronto, Ont.

Solder
J. E. Beauchamp & Co., Montreal, Que.
Canada Metal Co., Toronto
Hoyt Metal Co., Toronto
Northern Electric Co., Montreal
Owl Metal Co., Ltd., Winnipeg
Geo. W. Reed, Montreal
Tallman Brass & Metal Co., Hamilton, Ont.

Soldering Paste
Canada Metal Co., Toronto
Great West Electric Co., Ltd., Winnipeg, Man.

Soldering Irons (Electric)
The Clemens Electrical Corporation, Hamilton.

Solderall
Thos. Davidson Mfg. Co., Ltd., Montreal.

Soles, Half
Anglo-Canadian Leather Co., Toronto.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Goodyear Tire & Rubber Co. of Canada, Ltd. Toronto, Ont.
Plewes Ltd., Winnipeg, Man.

Soot, Destroyer
Canada Witch Co., Ltd.
Moncrieff & Endreas, Ltd., Winnipeg, Man.

Soap Dishes
Kinzinger Bruce & Co., Niagara Falls, Ont

Spades
Canadian Shovel & Tool Co., Hamilton, Ont.
D. F. Jones Mfg. Co., Gananoque, Ont.

Spark Plugs
The Canadian National Carbon Co., Ltd., Toronto.
Canada Cycle & Motor Co., Ltd., Weston, Ont
Canada Sales Co., Toronto, Can.
Great West Electric Co., Ltd., Winnipeg, Man
Champion Spark Plug Co., Windsor, Ont.
Dominion Battery Co., Ltd., Toronto, Ont.
Eclipse Mfg. Co., Indianapolis, Ind.
W. T. Evans, 1694 St. Urbain St., Montreal
Hyslop Bros., Toronto
The Lockwood-Ash Motor Co., Jackson, Mich
Northern Electric Co., Ltd., Toronto
The Royal Canadian Specialties, Hamilton.
Sharp Spark Plug Co., Cleveland, Ohio.
Walker, Vallance, Limited, Hamilton, Ont.

Spanners
Herbert Terry & Sons, Redditch, Eng.
Williams & Co., J. H., Brooklyn, N.Y.

Spice Tubs
E. B. Eddy Co., Ltd., Hull, Que.

Spiders
Can. Foundries & Forgings, Ltd., Brockville, Ont

Spinnings
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Spring and Presswork Specialties
Herbert Terry & Sons, Ltd., Redditch, Eng.

Spoke Shaves
Stanley Rule & Level Co., New Britain, Conn

Sponge Baskets
Kinzinger, Bruce & Co., Niagara Falls, Ont

Sporting Goods
J. E. Beauchamp & Co., Montreal, Que.

Sportsmen's Specialties
The Marble Arms & Mfg. Co., Gladstone, Mich.

Sprayers
Bateman-Wilkinson Co., Ltd., Toronto.
Collins Mfg. Co., Toronto
Thos. Davidson Mfg. Co., Ltd., Montreal
Eureka Planter Co., Woodstock

Springs
R. J. Coghlin Co., Ltd., Montreal, Que
Guelph Spring & Axle Co., Ltd., Guelph, Ont.

Spring Dies
Wells Bros. Co. of Canada, Galt

Stable Fittings
Beatty Bros., Fergus, Ont.
Canada Foundries & Forgings, Brockville

Stains
Brandram-Henderson, Montreal
Canada Paint Co., Ltd., Montreal
Dougall Varnish Co., Ltd., Montreal
The Lowe Bros. Co., Toronto
R. C. Jamieson & Co., Ltd., Montreal
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Sturgeons, Ltd., Toronto.

Stains (Wood Preservatives)
Sturgeons, Ltd., Toronto.

Stampings
Coleman Fare Box Co., Toronto.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Staples
Canada Steel Goods Co., Hamilton
Laidlaw Bale-Tie Co., Ltd., Hamilton
National Mfg. Co., Sterling, Ill.
Steel Co. of Canada, Ltd., Hamilton
Western Wire & Nail Co., London

Steel Wool
The American Steel Wool Mfg. Co., New York.

Stoneware
Medalta Stoneware, Ltd., Medicine Hat, Alta.

Store Fixtures
Cameron & Campbell, Toronto.

Stoves
Beach Foundry Co., Ltd., Ottawa, Ont.
Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.
Canada Foundries & Forgings, Brockville
Canada Stove & Foundry Co., Ltd., St. Laurent, Montreal, Que.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Enterprise Foundry Co., Sackville, N.B.
The Empire Stove and Furnace Co., Ltd., Owen Sound.
Findlay Bros. & Co., Ltd., Carleton Place, Ont.
The Galt Stove & Furnace Co., Ltd., Galt, Ont.
The Gurney Foundry Co., Ltd., Toronto.
Hall, Zyrd Foundry Co., Ltd., Hespeler, Ont.
The Hamilton Stove & Heater Co., Hamilton, Ont.
Merchants Hardware Specialties, Ltd., Calgary
Record Foundry & Machine Co., Moncton, N.B.
Jas. Stewart Mfg. Co., Ltd., Woodstock

Stove Renovators
The Flexible Conduit Co., Ltd., Guelph, Ont.

Stoves, Vapor Oil
The Detroit Vapor Stove Co., Detroit, Mich.

Stoves, Fireless Cook
Louis McLain Co., Ltd., Winnipeg, Man.
Royal Fireless Cooker Co., Ottawa, Ont.

Stoves, Gas and Coal
The Gurney Foundry Co., Ltd., Toronto.
The Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.

Stoves, Gasoline
National Stamping & Electric Works, Chicago

Stove Lining
Geo. W. Reed, Montreal.

Stove Pipe
Collins Mfg. Co., Toronto
Thos. Davidson Mfg. Co., Ltd., Montreal.

Steel Bands
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man

Steel, Cold Rolled Band
J. E. Beauchamp & Co., Montreal, Que.
J. N. Warminton & Co., Montreal, Que.

Strapping, Box
The Acme Steel Goods Co., Ltd., Montreal.

Stretchers, Curtain
Otterville Mfg. Co., Otterville, Ont.

Stretchers, Wire
Banwell Hoxie Wire Fence Co., Ltd., Hamilton
Merchants Hardware Specialties, Ltd., Calgary
Otterville Mfg. Co., Otterville, Ont.

Steel, Reinforcing
Canadian Rolling Mills Co., Ltd., Montreal
Canadian Tube & Iron Co., Ltd., Montreal
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Steel, Strip
Dominion Sheet Metal Co., Ltd., Hamilton

Steel Lockers and Shelving
Dennis Wire & Iron Works, London, Ont.

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Hamilton Stamp & Stencil Co., Hamilton

Steamers and Boilers
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Canadian Rolling Mills Co., Ltd., Montreal
Canadian Tube & Iron Co., Ltd., Montreal
London Rolling Mill Co., London, Ont
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Steel Co. of Canada, Hamilton

Steel Wagon Hardware
McKinnon Industries, Ltd., St. C[illegible], Ont

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Bishopric Wall Board Co., Ltd., Ottawa, Ont.

Sweat Pads
American Pad & Textile Co., Chatham

Burlington Windsor Blanket Co., Toronto.

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Canadian General Electric Co., Ltd., Toronto
Great West Electric Co., Ltd., Winnipeg, Man
Northern Electric Co., Montreal.

Tacks
Steel Co. of Canada, Ltd., Hamilton, Ont.

Tanks, Cistern
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont
R. McDougall Co., Ltd., Galt, Ont.

Tanks, Galvanized Steel
Steel Trough & Machine Co., Ltd., Tweed, Ont.
Winnipeg Ceiling & Roofing Co., Winnipeg

Tanks, for Paint Oils, Oil, Gasoline, Kerosene, etc
The S. F. Bowser Co. of Canada, Ltd., Inc., Toronto, Ont.

Tanks and Pumps, Lubricating Oil Storage
The S. F. Bowser Co. of Canada, Ltd., Inc Toronto, Ont.

Taps
Butterfield & Co., Rock Island Que
Pratt & Whitney Co. of Canada, Ltd., Dundas
Wells Bros. Co. of Canada, Galt, Ont.

Tap Holders
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa

Tapping Attachments
Pratt & Whitney Co. of Canada, Ltd., Dundas
Wells Bros. of Canada, Galt

Tape, Rubber Friction
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Tapes, Measuring, Steel and Woven
The Lufkin Rule Co. of Canada, Ltd., Windsor Ont.

Tapes, Measuring
Caverhill, Learmont & Co., Montreal
Jas. Chesterman & Co., Ltd., Sheffield Eng
L. S. Starrett Co., Athol, Mass.

Tapes, Pocket
The Lufkin Rule Co. of Canada, Ltd., Windsor Ont.

Tarpaulin
Scythes & Co., Ltd., Toronto, Ont

Tea Pots and Urns, Tea Ball
Landers, Frary & Clark, New Britain, Conn
Wentworth Mfg. Co., Ltd., Hamilton, Ont

Tents
Finnie & Murray, Ltd., Winnipeg.
Grant, Holden & Graham, Ltd., Ottawa, Ont.
Scythes & Co., Ltd., Toronto, Ont
J. J. Turner & Sons, Ltd., Peterboro, Ont.

Terne Plates
A. C. Leslie & Co., Ltd., Montreal

Thimbles, Smoke Pipe
Can. Foundries & Forgings, Ltd., Brockville, Ont

Tiling, Walls and Floor
Barton Netting Co., Windsor

Tiling, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber Co., Ltd., Toronto

Tinsmiths' Machinery
Brown Boggs Co., Hamilton, Ont.

Tinware
Sowen Bros., Toronto, Ont.

Tin Plate
Joseph R. Martin & Co., Montreal, Que.
R. & S. H. Thompson & Co., Ltd., Montreal, Que.

Tire Carriers, Automobile
Kinzinger Bruce & Co., Niagara Falls, Ont.
North American Hardware Co., Ltd., Montreal

Tires and Tubes, Automobile and Motor Truck
Canadian Consolidated Rubber Co., Montreal
Crown Cycle & Motor Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber, Ltd., Toronto.
Hyslop Bros., Toronto, Ont.
K. & S. Canadian Tire & Rubber Co., Ltd., Toronto, Ont.
North American Hardware Co., Ltd., Montreal
The F. E. Partridge Rubber Co., Ltd., Guelph.
The Sterns Tire & Tube Co. of Canada, Ltd. Toronto, Ont.
The Van Der Linde Rubber Co., Toronto.

Ties, Wall and Veneer
The Niagara Falls Metal Stamp'g Works, Niagara Falls, N.Y.

Tire Patch
Dunlop Tire and Rubber Goods Co., Ltd., Toronto
The Locktite Mfg. Co., Windsor, Ont.
W. C. Wood Co., Minneapolis, Minn.

Tires and Tubes, Automobile, Aeroplane, Bicycle, Carriage, Motorcycle, and Motor Trucks
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Tire Accessories
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber, Ltd., Toronto.
W. C. Wood Co., Minneapolis, Minn.

Tire Repairs
W. C. Wood Co., Minneapolis, Minn.

Trucks
Canadian Pneumatic Tool Co., Ltd., Montreal, Que
Kribs, Wm. A., Hespeler, Ont.

Truck Supplies
Canadian Pneumatic Tool Co., Ltd., Montreal, Que

Toboggans
J. E. Beauchamp & Co., Montreal, Que.
Peterborough Canoe Co., Peterborough, Ont.
The Northland Ski Co., Ltd., St. Paul, Minn.

Toboggan Cushions and Accessories
The Northland Ski Co., St. Paul, Minn.

Toilet Paper
E. B. Eddy Co., Ltd., Hull, Que.

Tools
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
R. J. Coghlin Co., Ltd., Montreal, Que.
J. J. Turner & Sons, Ltd., Peterboro, Ont.
Jardine & Co., Ltd., A. B., Hespeler, Ont.
The Millers Falls Co., Millers Falls, Mass.
Northern Electric Co., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.
Pratt & Whitney, Dundas, Ont.
The Rapid Tool and Machine Co, Ltd., Montreal.
Smith & Heminway, Inc., Irvington, N.Y.
Ward & Payne, Sheffield, Eng.

Tools, Blacksmiths'
D. Ackland & Son, Winnipeg.
Jardine & Co., Ltd., A. B., Hespeler, Ont.

Tool Cabinets
Eagle Mfg. Co., Hamilton, Ont.

Tools, Garden
The Bateman-Wilkinson Co., Ltd., Toronto, Ont.
Coleman Fare Box Co., Toronto, Ont.
Eureka Planter Co., Woodstock
Ward & Payne, Sheffield, Eng.

Tools, Harvest
Beatty Bros., Ltd., Fergus, Ont.
F. E. Myers & Bro., Ashland, O.

Tools, Hay
Louden Machinery Co., of Canada, Ltd., Guelph.

Tools, Logging and Lumbering
Canadian Warren Axe & Tool Co., St. Catharines.
Thos. Pink Co., Ltd., Pembroke, Ont.

Tool Holders
Williams & Co., J. H., Brooklyn, N.Y.

Toys
J. E. Beauchamp & Co., Montreal, Que.
The Belleville Hardware & Lock Mfg. Co., Belleville, Ont.
Coleman Fare Box Co., Toronto.
The Crown Mfg. Co., Hamilton, Ont.
Gendron Mfg. Co., Ltd., Toronto.

Tools, Machinists'
L. S. Starrett Co., Athol, Mass.
Goodell-Pratt Co., Greenfield, Mass.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.

Tools, Small
Pratt & Whitney Co. of Canada, Ltd., Dundas.

Towel Bars
Kinzinger Bruce & Co., Niagara Falls, Ont.

Transfer Decalcomania
Canada Decalomania Co., Ltd., Toronto.

Traps, Brass, Iron, Lead
Canada Metal Co., Toronto.

Traps, Game
The Niagara Falls Metal Stamp'g Works, Niagara Falls, N.Y.
Oneida Community, Ltd., Niagara Falls, Ont.

Troughs
Beatty Bros., Fergus, Ont.

Trammel Points
Stanley Rule & Level Co., New Britain, Conn.

Trowels
H. Disston & Sons, Toronto
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Ward & Payne, Sheffield, Eng.

Trucks, Warehouse
Canadian Pneumatic Tool Co., Ltd., Montreal.
Canada Foundries & Forgings, Brockville
Wm. Kribs, Hespeler, Ont.
John Watson Mfg. Co., Ltd., Winnipeg, Man.

Try Squares
Henry Disston & Sons Co., Toronto
Stanley Rule & Level Co., New Britain, Conn.

Truing Devices
Cleveland Stone Co., Cleveland, Ohio

Tube Rubber
K. and S. Canadian Tires, Ltd., Toronto, Ont.

Tungsten Lamps
Canadian Lace-Phillips Co., Toronto
Great West Electric Co., Ltd., Winnipeg, Man
North American Hardware Co., Ltd., Montreal.

Turning Tools
Ward & Payne, Sheffield, Eng.

Tubs
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.



TIME SAVER

Means:

A Washer that's easy to sell.

A Washer that satisfies every customer.

A Washer that makes friends for itself and for the store that sells it.

The "Time Saver" is just what its name implies. The washing can all be done and out on the line by nine or ten o'clock. These hot days are no time to be standing for hours over a steaming washtub, and your customers thoroughly realize that.



A beautifully finished "Time Saver" on the floor in the store will soon sell and will soon bring further sales.

In this small space we cannot tell you all about the patented features of the Time Saver, but we have prepared an eight-page circular in six colors which we should like to send you.

Drop us a card to-day for the circular and particulars of our plan to co-operate with you in selling.

The Washer with the "Time Saver" trade mark will make money for **YOU.**



Beatty Bros., Limited

Winnipeg, Man. Fergus, Ont. Montreal, Que.
Edmonton, Alta. London, Ont. St. John, N.B.



THE BUYERS' GUIDE

Tubs, Butter (Covered)
E. B. Eddy Co., Ltd., Hull, Que.

Tub Stands, Folding
Otterville Mfg. Co., Otterville, Ont.

Tube, Rubber
K. & S. Canadian Tire and Rubber Co., Ltd., Toronto, Ont.

Tumbler Holders
Kinsinger, Bruce & Co., Niagara Falls, Ont.

Tubing, Brass
B. & S. H. Thompson & Co., Ltd., Montreal, Que.

Tubing, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
K. & S. Canadian Tire and Rubber Co., Ltd., Toronto, Ont.

Tubing, Steel
Standard Tube & Fence Co., Woodstock.

Turpentine
Brown Corporation, Portland, Maine.
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont.
Fred Smith, Toronto.
Stewart & Wood, Toronto.

Twines
Consumers' Cordage Co., Montreal.
Doon Twines, Ltd., Kitchener, Ont.
Scythes & Co., Ltd., Toronto.
Walter Woods & Co., Hamilton.

Vacuum Cleaners and Sweepers
Bissell Carpet Sweeper Co. of Canada, Ltd., Niagara Falls, N.Y.
The Clements Mfg. Co., Ltd., Toronto.
The Daisy Vacuum Cleaner Co., London, Eng.
The Hurley Machine Co., Ltd., Toronto.
McDonald & Willson, Ltd., Toronto, Ont.
Northern Electric Co., Ltd., Montreal, Que.

Valves, Air
The Penberthy Injector Co., Ltd., Windsor, Ont.

Valves, Brass
National Brass Co., London, Ont.
The Penberthy Injector Co., Ltd., Windsor, Ont.
United Brassfounders Ltd., Manchester, Eng.

Valves, Standard, Globe, Angle and Check
Canadian Fairbanks-Morse Co., Montreal.
Jenkins Bros., Montreal, Que.
The Penberthy Injector Co., Ltd., Windsor, Ont.
Jas. Morrison Brass Mfg. Co., Toronto.

Valves, Radiator and Air, Iron Body, Composition, Globe, Angle, Check
Canadian Fairbanks-Morse Co., Montreal.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Jenkins Bros., Ltd., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
United Brassfounders Ltd., Manchester, Eng.

Varnishes—Auto, Coach, House, Marine
Berry Brothers, Walkerville.
Boston Varnish Co., Everett Station, Boston.
Brandram-Henderson, Ltd., Montreal.
British America Paint Co., Ltd., Victoria, B.C.
Canada Paint Co., Montreal.
Dougall Varnish Co., Ltd., Montreal.
Glidden Varnish Co., Ltd., Toronto, Ont.
Wm. Harland & Sons, Toronto, Ont.
Imperial Varnish & Color Co., Ltd., Toronto.
International Varnish Co., Ltd., Montreal, Que.
McArthur Irwin, Montreal.
Martin-Senour Co., Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son, Montreal.
R. C. Jamieson & Co., Montreal.
Pratt & Lambert, Bridgeburg, Ont.
Sanderson Pearcy & Co., Toronto.
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.
Stewart & Wood, Toronto.
Ottawa Paint Works, Ottawa.
Wilkinson & Kompass, Hamilton.

Vehicles, Business
Canadian Pneumatic Tool Co., Ltd., Montreal, Q.

Veneer Seats
J. E. Beauchamp & Co., Montreal, Que.
Canadian Veneering Co., Acton Vale, Que.

Ventilators, Metallic
Winnipeg Ceiling & Roofing Co., Winnipeg.

Vermin Exterminator
The Common Sense Mfg. Co., Toronto.

Vises
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
Lewis Bros., Ltd., Montreal.
National Machinery & Supply Co., Hamilton.
North Bros. Mfg. Co., Philadelphia, Pa.
Plewes Ltd., Winnipeg, Man.
The Rock Island Mfg. Co., Rock Island, Ill.
The Rapid Tool and Machine Co., Ltd., Montreal.
Stanley Rule & Level Co., New Britain, Conn.
Stover Mfg. & Engine Co., Freeport, Ill.

Vises, Chain Pipe
Williams & Co., J. H., Brooklyn, N.Y.

Vulcanizers
Adamson Mfg. Co., Hamilton.
Northern Electric Co., Montreal.
The Presto Patch Co., Toronto, Ont.
C. A. Shaler Co., Waupun, Wis.

Wagon Hardware
Gregg Mfg. Co., Ltd., Winnipeg, Man.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Wagon Woodwork
West-Woods, Ltd., Winnipeg, Man.

Wallboard
Bishopric Wall Board Co., Ltd., Ottawa, Ont.

Wall Finish
British America Paint Co., Ltd., Victoria, B.C.

Walnut Seats
Canadian Veneering Co., Acton Vale, Que.
C. Kloepfer, Ltd., Toronto.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Stanley Works, New Britain, Conn.

Warmers, Foot
Chicago Flexible Shaft Co., Chicago, Ill.

Washers
Beauchamp & Co., J. E., Montreal, Que.
DesRochers, Ltd., Montreal, P.Q.
Steel Co. of Canada, Ltd., Hamilton.
Otterville Mfg. Co., Otterville, Ont.
The Union Iron & Metal Co., Ltd., Toronto.
Wilkinson & Kompass, Hamilton.

Washers, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Washing Machines, Electric, Hand and Power
Beatty Bros., Fergus, Ont.
J. H. Connor & Son, Ltd., Ottawa.
Dowswell, Lees & Co., Hamilton.
The Gurney Foundry Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
The Hurley Machine Co., Ltd., Toronto.
Kribs, Wm., Hespeler, Ont.
Geo. C. Kaitting & Son, Galt, Ont.
Maytag Co., Ltd., Winnipeg, Man.
Maxwells Ltd., St. Mary's, Ont.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
McDonald & Willson, Ltd., Toronto.
Nineteen Hundred Washer Co., Toronto, Ont.
The One Minute Washer Co., Toronto, Ont.

Waste, Cotton
Acme Waste Mfg. Co., Toronto.
E. Pullan Waste & Wipers Co., Toronto.
Scythes & Co., Ltd., Toronto.
Wilkinson & Kompass, Hamilton.

Wash Boards
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
E. B. Eddy Co., Ltd., Hull, Que.

Wash Tubs
E. B. Eddy Co., Ltd., Hull, Que.
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Watches
R. H. Ingersoll & Bro., Montreal, Que.

Watch Specialties
R. H. Ingersoll & Bro., Montreal, Que.

Waterproof Clothing
The Tower Canadian Ltd., Toronto, Ont.

Weather Stripping
Best Weatherstrip Co., Ltd., Hamilton, Ont.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
The Swan Mfg. Co., Winnipeg, Man.

Wedges
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canadian Warren Axe & Tool Co., St. Catharines, Ont.

Whitewash Outfits
Collins Mfg. Co., Toronto.
Spramotor Co., London, Ont.

Waterproof Goods
J. J. Turner & Sons, Ltd., Peterboro, Ont.

Weeders, Garden (hand)
J. E. Gilson Co., Port Washington, Wis.
C. S. Norcross & Sons, Bushnell, Ill.

Weights
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Wheelbarrows, Garden and Contractors
Erie Iron Works, Ltd., St. Thomas, Ont.
Bateman, Wilkinson Co., Ltd., Toronto, Ont.

Wheels, Well
J. E. Beauchamp & Co., Montreal, Que.
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Wheeled Goods
The Crown Mfg. Co., Hamilton, Ont.

Whips
J. E. Beauchamp & Co., Montreal, Que.

Whistles
The Penberthy Injector Co., Ltd., Windsor, Ont.

Wholesale Hardware
J. H. Ashdown Hardware Co., Ltd., Winnipeg.
Caverhill, Learmont & Co., Montreal.
J. E. Beauchamp & Co., Montreal, Que.
Frothingham & Workman, Montreal.
H. S. Howland Sons & Co., Toronto.
Lewis Bros., Ltd., Montreal.
Merrick Anderson Co., Winnipeg, Man.
Miller-Morse Co., Winnipeg, Man.
Morrison Blackwood Hardware Ltd., Moose Jaw, Sask.
Rice Lewis & Sons, Ltd., Toronto.
W. Walker & Sons Ltd., Toronto, Ont.
White's, Ltd., Collingwood, Ont.

Windshield Cleaner
The Outlook Co., Cleveland, Ohio.

White Lead
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
Carter White Lead Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
McArthur Irwin, Montreal.
Stewart & Wood, Toronto.

Window Guards, Wire
Canada Wire & Iron Goods Co., Hamilton, Ont.

Wipers
Scythes & Co., Ltd., Toronto, Ont.
E. Pullan Waste & Wipers Co., Toronto.

Wire
Canadian Tube & Iron Co., Ltd., Montreal.
Canada Wire & Iron Goods Co., Hamilton, Ont.
Caverhill, Learmont & Co., Montreal.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
B. Greening Wire Cloth Co., Ltd., Hamilton.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Kasement Skrene Dore Co., Tronto.
Lewis Bros., Ltd., Montreal.
Northern Electric Co., Montreal.
Northern Bolt Screw & Wire Co., Owen Sound.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Western Wire & Nail Co., London.

Wire, Annealed
The Graham Nail Works, Toronto.

Wire, Bright
The Graham Nail Works, Toronto.

Wire Cloth
Canada Wire & Iron Goods Co., Hamilton, Ont.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
B. Greening Wire Cloth Co., Ltd., Hamilton.

Wire, Coppered
The Graham Nail Works, Toronto.

Wire Cutters
Bridgeport Hardware Co., Bridgeport, Conn.
Northern Electric Co., Ltd., Montreal, Que.

Wire, Hay
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.

Wire Hoops
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.

Wire, Oiled and Annealed
The Graham Nail Works, Toronto.

Wire Mats
B. Greening Wire Cloth Co., Ltd., Hamilton.

Wire, Tinned
The Graham Nail Works, Toronto.

Wireworks of all kinds
Dennis Wire & Iron Works Co., Ltd., London, Ont.

Wire Wheels
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Wrapping Paper
E. B. Eddy Co., Ltd., Hull, Que.
Alex McArthur & Co., Montreal, Que.

Wrenches and Accessories
Barcalo Mfg. Co., Buffalo, N.Y.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Goodell-Pratt Co., Greenfield, Mass.
International Malleable Iron Co., Ltd., Guelph, Ont.
Keystone Mfg. Co., Buffalo, N.Y.
Trimont Mfg. Co., Roxbury, Mass.
Will B. Lane, Chicago, Ill
Plewes Ltd., Winnipeg, Man.
J. H. Williams Co., Brooklyn, N.Y.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Wrench Sets
Williams & Co., J. H., Brooklyn, N.Y.

Wrenches, Alligator
Bridgeport Hardware Co., Bridgeport, Conn.

Wrenches, Ratchet
L. S. Starrett Co., Athol, Mass.
Spielman Agencies, Montreal.

Wrought Nipples
Canadian Tube & Iron Co., Ltd., Montreal.

Wrought Couplings
Canadian Tube & Iron Co., Ltd., Montreal.

Wrought Washers
The Union Iron & Metal Co., Ltd., Toronto.

Wringers, Hand and Power
Beatty Bros., Fergus, Ont.
Caverhill, Learmont & Co., Montreal.
Connor & Son, Ltd., J. H., Ottawa, Ont.
Dowswell, Lees & Co., Hamilton.
Kribs, Wm. A., Hespeler, Ont.
Nineteen Hundred Washer Co., Inc., Toronto, Ont.
Lewis Bros., Ltd., Montreal.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
White Mop Wringer Co., Fultonville, N.Y.

Zinc, Bar
Canada Metal Co., Ltd., Toronto.

Zinc, Sheet
B. & S. H Thompson & Co., Ltd., Montreal, Que.

Help him "get" those Potato Bugs

THE world requires of Canada this year a bumper potato crop. The big crop will undoubtedly be forthcoming if the potato grower can get the upper hand of his arch enemy, the potato bug. You can help him, and thereby earn his gratitude and good will (to say nothing of a nice profit), by selling him the insecticide that never fails to kill—

Munro's Pure Paris Green

(Government Standard)

Munro's Paris Green is not only the most deadly bug exterminator you can handle but also the most profitable. Everybody knows how effective it is, it doesn't need any introduction or try out. It is ***the*** certain-sure potato bug killer that every grower acknowledges the best on the market.

Pushing the sale of Munro's Paris Green is a real effort towards the production of a big potato crop. Keep your stock up.

McARTHUR, IRWIN, LIMITED

MONTREAL
Established 1842

Order from your jobber or direct



STILL ANOTHER REPRESENTATIVE HARDWARE DEALER IDENT
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The Paint for Wear and Weather.

SENOUR'S FLOOR PAINT

The Old Reliable. It Wears and Wears and Wears.

NEU-TONE

The Sanitary, Washable Flat Oil Paint for Interior Decorating.

PAINTS, VARNISHES, STAINS, ENAMELS FOR EV
PRODUCT FULLY GUARANTEED TO BEST SE

"Save the surface and you save all" *Paint & Varnish*

D. A.

BROCKVILLE, - -

IFIES HIS STORE WITH THE **MARTIN SENOUR** "TRADE MARK"
BROCKVILLE, ONTARIO, "RECORDER AND TIMES" OF JUNE 14TH, 1919

NCING

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Agency

ND DISTRIBUTION

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TISING SERVICE



WOOD-LAC STAINS

Improves the New, Renews the Old.

VARNOLEUM

Beautifies and Preserves Oilcloth and Linoleum.

RED SCHOOL HOUSE PAINT

Covers Most, Wears Longest
for Barns and Outbuildings.

ERY SURFACE AND FOR EVERY PURPOSE EACH
RVE THE PURPOSE FOR WHICH IT IS MADE

Macnab

- - ONTARIO

"Save the surface and you save all" *Paint & Varnish*

Do High Prices of Machine Tools Hinder Sales?

THE question asked of a considerable dealer in Toronto by THE FINANCIAL POST is answered by him in THE POST of March 8th, in part, as follows:

> "New lists that are coming out do not show concessions in prices. As long as firms can sell at the present prices there is not much chance for a lower level of values."

The rest of that article in THE POST is interesting, and here are some other extracts worth noting from POST items of this week:

Implement Manufacturers May Unite for Export Trade

"Representatives of the implement manufacturers have been at Ottawa in consultation with the Canadian Trade Commission to arrange for the pushing of their export business. What is likely to be proposed to them is that they should work in concert, and their orders abroad should be placed through a central selling body, the expenses of conducting which should be maintained by a pro rata tax on each member of the association. They will provide their own credits from a common fund, which can be created by contributions gauged according to the respective interests involved."

Steel Market Is Still Unsettled

Big American Interests Co-operating in Secretary Redfield's Plan

The talk of lower prices for steel continues in the market. It is a fact that the "set prices" of the war period have, in many ways, spoiled the trade for what has followed. When prices were fixed, buyers and sellers knew their ground for the coming three months. Not only so, but they were quite certain that when changes would be made they would not be radical, and would be in keeping with the cost of material and labor entering into the output.

Last week a number of prominent steel producers were meeting in New York, and according to the authorized version they "discovered" that George N. Peek, recently named by Secretary Redfield as chairman of "The Industrial Board of the Department of Commerce" was in town, and accordingly they invited him in to explain Secretary Redfield's plan for the deflation of war-time prices. Indications are that the steel producers are going to make a show of resisting the movement, but will gracefully yield at the last moment.—"The Financial Post," March 8, 1919.

Above is part of a front-page news item in THE POST of March 8th.

Latest Activities of Steel and Iron Using Interests

Stove Manufacturers Out For Export Trade

"The Canadian stove and enamelled ware manufacturers are making an aggressive effort to develop export business and to secure orders from Europe, Australia, New Zealand and South Africa. A. M. Smith, sales manager of the McClary Manufacturing Company, will, on behalf of the manufacturers, make a personal investigation of European prospects."

New Ship Repair Plant For Vancouver

"Seattle men propose to build at Vancouver, B.C., a steel dock of 25,000 tons, capable of handling the largest ships which make the Port of Vancouver. Embraced in the enterprise will be a shipbuilding and repair plant, the whole to cost in the neighborhood of $4,000,000."

New Iron Industries For Border Cities

"Plans are being made for the location of a large malleable iron corporation with extensive connections in the United States, on the Windsor industrial site. Negotiations to this end have been pending for considerable time. Altogether, 12 large manufacturing firms with headquarters across the border are negotiating for sites in the Border Cities."

Business Building News Items Appear Each Week in *The Financial Post*

The above are only a few of the many subjects of real profit-making interest to Canadian men of affairs which have been dealt with by expert writers and editors in THE POST of March 8th. THE POST will keep you informed on Canadian business matters in a way unrivalled by any other publication. Send for a subscription to-day. The price is $3.00 per year, and you have only to fill in this form:

The MacLean Publishing Co.,
143-153 University Ave., Toronto.

Send me THE FINANCIAL POST every week till further ordered. I will pay subscription price, $3.00 per year, on receipt of bill, or you may draw on me for this.

Name.....

Address.....



Sell roofings that have proved themselves

No dealer can afford to recommend or push "bargain" roofings if he expects to be in business five years from now. It is safest to tie up to a well-known line that has *made good.*

Barrett Everlastic Roofings have *proved* themselves. They sell for a fair and honest price, and when you sell them you can have the comfortable knowledge that your customers will find them wonderfully satisfactory and that they will continue to be good customers, year in and year out.

Everlastic "Rubber" Roofing



Thousands upon thousands of buildings are protected from wind and weather by Everlastic "Rubber" Roofing. It is made of high-grade waterproofing materials and is tough, pliable, elastic and very durable. It can be sold with perfect confidence that it will give satisfaction.

Made in 1, 2, and 3-ply weights, each roll containing enough to cover 100 square feet of roofing surface. Complete with nails and cement for laps will weigh about as follows: Light (1-ply) 35 lbs.; Medium (2-ply) 45lbs.; Heavy (3-ply) 55 lbs. per roll.

Everlastic Slate-Surfaced Roofing

The most beautiful and durable roll roofing made. Surfaced with real crushed slate in soft shades of red or green. The slate not only makes a very handsome roof, but one that is fire-resisting.

Remind your customers that this roofing requires no painting. The colors are fast. Comes in rolls 32 inches wide, weighing about 80 lbs. Nails and cement included in each roll.



Write nearest office for prices and further details.

The Barrett Company
LIMITED

MONTREAL TORONTO WINNIPEG VANCOUVER
ST. JOHN, N.B. HALIFAX, N.S. SYDNEY, N.S.

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863
Twelve Medals of
Award at
INTERNATIONAL
Expositions.



INCORPORATED 1895
Special Grand
Prize
GOLD MEDAL
Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY - - - PHILADELPHIA, PA.

Owned and Operated by Nicholson File Co.

DU PONT CANADIAN INDUSTRIES

IF ITS FLINT ITS GOOD

Flint Varnish & Color Works of Canada, Limited

Makers of

Fine Railway, Automobile, Carriage, Piano and Furniture Varnishes, Color Varnishes, Enamels, Japans, Driers, Primers and Surfacers.

Head Office and Factory:

Toronto DU PONT Ontario

DU PONT

THE "WANT" AD.

The "want ad." has grown from a little used force in business life into one of the great necessities of the present day.

Business men nowadays turn to the "want ad." as a matter of course for a hundred small services.

The "want ad." gets work for workers and workers for work.

It gets clerks for employers and finds employers for clerks. It brings together buyer and seller, and enables them to do business though they may be thousands of miles apart.

The "want ad." is the great force in the small affairs and incidents of daily life.

Help Wanted

An ad for help in the Classified Advertising Section will bring the right kind of replies.

Try It Out.

Hardware and Metal

Classified Advertising Section

143-153 University Ave., Toronto

When writing to advertisers kindly mention this paper.



Which Separator Did John Johnson Buy?

Suppose you were Farmer John Johnson and you wanted to buy a separator. You asked several separator manufacturers to send you a ten-word telegram stating in the most convincing way, why their separator was the one you should buy. Sharples would only need **five** words: "It skims clean at any speed," and you would not have to ask for anything further.

No other separator manufacturer could put into five words or **fifty** words, as convincing an argument as "Skims clean at any speed." They would tell you about the durability of their separator, that it was well known, that it cost less and everything else **but** the **one** big reason why you need a separator—to get **all** the butterfat out of your milk. Sharples also has the exclusive advantage of no discs in the bowl; knee-low tank; once a month oiling system; durable construction and besides, it is the pioneer North American Separator.

AND FOR THE SAME REASONS DEALERS SHOULD

look closely into the matter of their Separator Contract. Will the separator you are now handling stand the telegram tests? If you are fortunate enough to be a Sharples Dealer, you have the answer. If not, you are going against the tide. Hundreds of thousands of times each month the words "Sharples Skims Clean at Any Speed" are being put into the minds of American dairymen through Sharples National Advertising. Why not put this **positive** selling force at work in your territory for you? Write nearest branch.

"THERE ARE NO SUBSTITUTES FOR DAIRY FOODS"

THE SHARPLES SEPARATOR CO.

Toronto, Ont.
THE LOUNSBURY CO.
Newcastle, N.B.

Distributors through all their branches

Regina, Sask.
J. CLARK & SON
Fredericton, N.S.

"Over 2,425,000 Sharples Separators in daily use."

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MADE IN CANADA

BUFFALO OILS

These are a few of our most staple lines, so well and favorably known throughout Western Canada, and are sold only through reliable merchants.

Special Cylinder Oil for Steam Engines

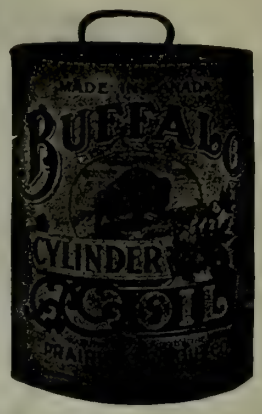
Harness Oil. Neatsfoot Oil

A Gas Engine Oil (for gasoline engines).

Tractorlene Oil (for oil burning engines).

Ideal Thresher's Machine Oil (for general use).

Automobile Oil and Transmission Greases.



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THE ENGINEERS' SUPPLY CO. REGISTERED TRADE ESCO MARK WINNIPEG, MAN. CANADA

"Esco" Products Win Sales

For maximum sales with liberal profits sell "ESCO" Engineers' Supplies. They are all High-Grade products. Guaranteed to give extra service and value for the money.

Engine Packing
Belting
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Perolin, the Boiler Treatment, guaranteed to remove and prevent scale.

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THE ENGINEERS' SUPPLY CO.

173 McDermot Ave. E. **Winnipeg, Man.**

A. H. FRASER Representing Manufacturers of
Hardware and Auto Accessories in Western Canada
1150 Homer St. VANCOUVER, B.C.

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Hardware Manufacturers' Agent
Energetic Representation
"Covers the West and Sells the Best"

Quick Results

If you want to buy or sell a business, dispose of overstocks, hire a clerk or manager, use the "Wanted" page of HARDWARE AND METAL. There is no other way in which you can get in touch, more quickly or thoroughly with the best prospects, than by using the "Wanted" page of HARDWARE AND METAL. Cost is only two cents per word for first insertion, and one cent per word for subsequent insertions, with 5c additional for Box Number or Address.

LLOYD HARRIS

Chairman of the Canadian Trade Mission in London, on his return from Europe last week, gave at the Annual Meeting of the C.M.A. an immensely interesting address with valuable, practical pointers closely detailed on

THE RIGHT METHODS FOR SECURING FOREIGN TRADE FOR CANADIAN FACTORIES

The only full stenographic report published of this splendid address appears in the June 14th issue of

THE FINANCIAL POST

Send for your copy of THE POST to-day and secure with the Lloyd Harris address THE POST'S usual splendid service of information of big value in the development of Canadian business. Here are a few of the contents of THE POST for June 14th:

Prospects for Steel Orders Are Increasing.
Rallying Union Forces to Support of White Budget.
Bolshevism at Last Arousing Ottawa.
Toronto Rails Faces Serious Strike Problem.
Incorporation of New Oil Companies Breaks Record
May Building Permits Show Good Increase.
Saguenay Pulp Has Bond Issue of $5,500,000.
Maritimes Charge Discrimination.
Bond Market Develops More Life and Action.

These are just a few jottings from THE POST contents list of June 14th, and the contents list gives only a few of the leading articles. You will find far more of interest, and perhaps of actual cash value to your business in THE POST'S big service of factful news and shrewd comment on commercial affairs.

When you "get down to business" you want the plain facts —all of them—without frills—and quickly. You get them like that in THE POST. THE FINANCIAL POST will keep you informed on Canadian business matters in a way unrivalled by any other publication. Send for a subscription to-day. The price is $3.00 per year, and you have only to fill in this form:

The MacLean Publishing Co.,
143-153 University Ave., Toronto.

Send me THE FINANCIAL POST every week till further ordered. I will pay subscription price, $3.00 per year, on receipt of bill, or you may draw on me for this.

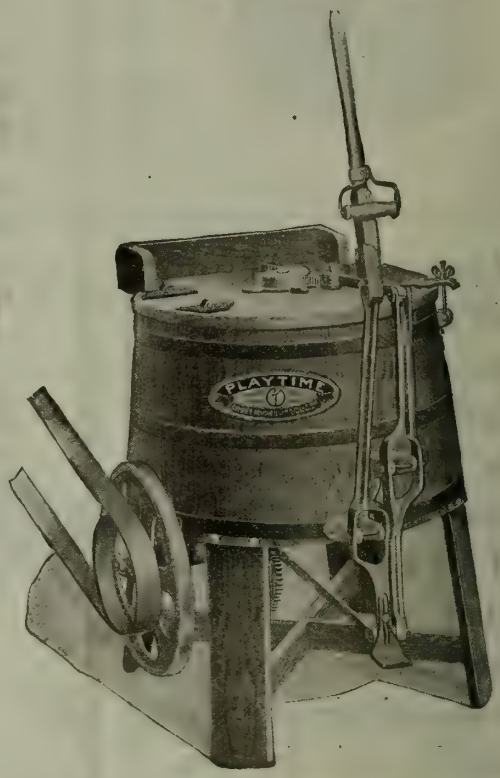
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The Playtime

is a dolly-type washer which meets every demand for a combination hand and engine drive machine.

It especially appeals to up-to-date farmers who are not yet prepared to invest in the higher-priced "seafoam" washing and wringing outfit.



Without alteration it can be belted to the flange fitted on fly-wheel. Should the power stop at any time it is ready for hand use.

The cover can be raised and lowered without removing the belt.

Tub is made of Cypress, corrugated and waterproofed inside, heavily hooped and durably finished. Its reputation has been established for some years.

Remarkably low in price.

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HAMILTON, CANADA

Eastern Representative:
JOHN R. ANDERSON
MONTREAL

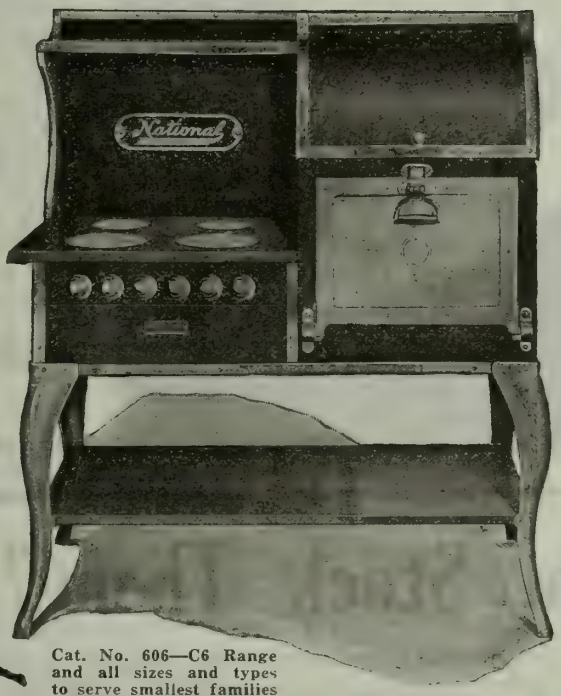
Western Representative
HARRY F. MOULDEN & SON
WINNIPEG

National ELECTRIC -to the hardware salesman who knows these electrical lines means infinitely more than a name - it's his guarantee of a satisfied customer with every sale.

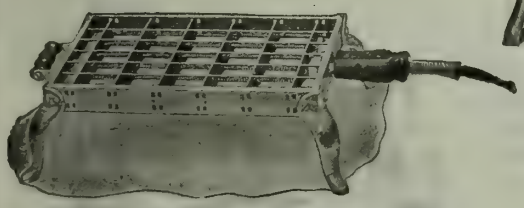
National ELECTRIC - for Cooking



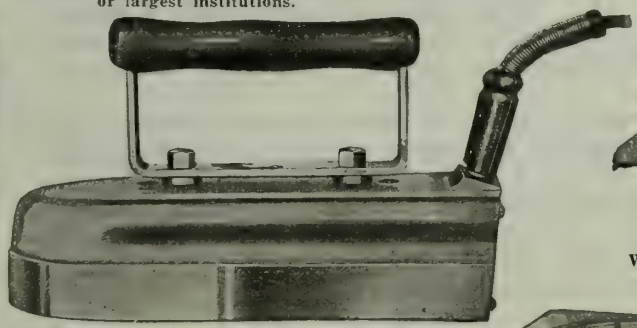
Cat. No. 106—Model B 6-lb. Iron.



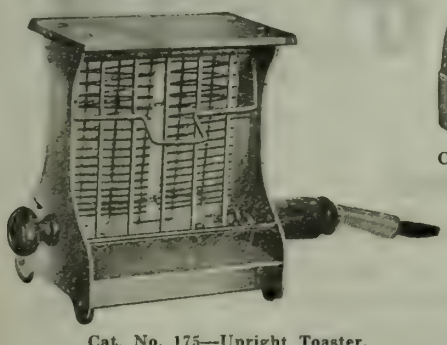
Cat. No. 606—C6 Range and all sizes and types to serve smallest families or largest institutions.



Cat. No. 180—Toaster Stove.

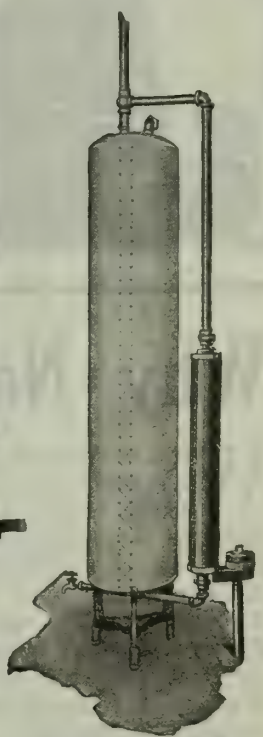


Cat. No. 116—16-lb. Tailor Iron. Also 18, 20, and 22 lbs. and Machine Irons.

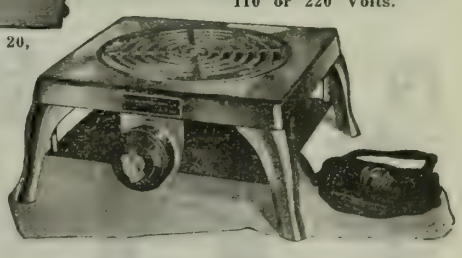


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Cat. No. 930—3 K.W. Water Heater. Sizes 660 Watts to 3 K.W.. 110 or 220 Volts.



Cat. No. 300—One Burner Hot Plate N.P.
Cat. No. 310—Two Burner Hot Plate N.P. also made in black finish.

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Catalogue for the asking

Get in touch with us now for immediate and future requirements. Ask your jobber for National lines.

The National Electric Heating Co., Limited, Toronto, Can.



It is a Pleasure to Sell *The* Apex Electric Vacuum Cleaner

You feel you are really doing your customer a kindness by selling her one—it is so wonderfully efficient — so simple, flexible and powerful in operation—so strikingly handsome in appearance. Its superiority over every other cleaner is at once apparent. A valuable and exclusive feature, a very strong and convincing selling point, is its sloping nozzle, which gets under radiators and low, heavy furniture, cleans away into corners not reachable by any other cleaner. This wonderful nozzle is 13 inches wide and has uniform suction throughout its entire width. The APEX brush is self-cleaning and picks up all kinds of dirt that defies brooms and ordinary cleaners.

The APEX is easy to sell. Write for prices, exclusive territory and full particulars.

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347 Yonge Street, Toronto

Why Not Stock Them?

WE are Washing Machine specialists. For twenty years we have been manufacturing home laundry equipment exclusively. Our "1900" Cataract and "1900" Agitator Electric Machines are the best designed Washers on the market. They are mechanically perfect and give wonderful satisfaction.

A liberal profit is allowed on all "1900" Washers and Wringers. Our complete line includes washers that operate by Hand, Water Power, Engine Power and Electric Motor. We also have a full assortment of sizes and grades of superior, beautifully finished hand and power wringers. The profit made by carrying the "1900" line is limited only by the "prospects" within your reach.



"1900" Agitator Electric



"1900" Cataract Electric.

Extensively Advertised And the Dealer Gets the Benefit

Every dealer who proves his worth is handed all the inquiries from his territory resulting from our twice-a-year advertising campaigns.

If, at the present time, you do not carry a line of washing machines, or are looking for "something better," you will profit by writing our "Wholesale Department."

THE "1900" WASHER COMPANY
537 Yonge St. - Toronto



Concerning Trade Marks

A trade-mark on an article is the manufacturer's bond that he is willing to stand behind his product.

Trade-marks are of vital importance to the dealer. They safeguard him against dissatisfied customers. They are the symbol of uniformity and quality.

In handling C.G.E. goods the one predominating feature which stands out above all others is consistency. People now-a-days are impatient of men or commodities that work well, to-day, and not quite so well to-morrow.

It is an ever-increasing source of satisfaction to the dealer, no matter whether it be Electric Labor-Saving Devices, Automobile Accessories, Electric Lamps, Electric Cooking or Wiring Devices, to know that in selling his customers C.G.E. Products, he is building up a good-will that eventually will be one of his greatest assets.

Dealers everywhere sell C.G.E. Products.

Canadian General Electric Co., Limited

Head Office: TORONTO

Branch Offices: MONTREAL QUEBEC HALIFAX SYDNEY ST. JOHN OTTAWA HAMILTON
LONDON COBALT SOUTH PORCUPINE WINNIPEG CALGARY EDMONTON
NELSON VANCOUVER and VICTORIA

Every Washing Machine Owner Is a Live Prospect

FOR THE

Thor

ELECTRIC IRONER

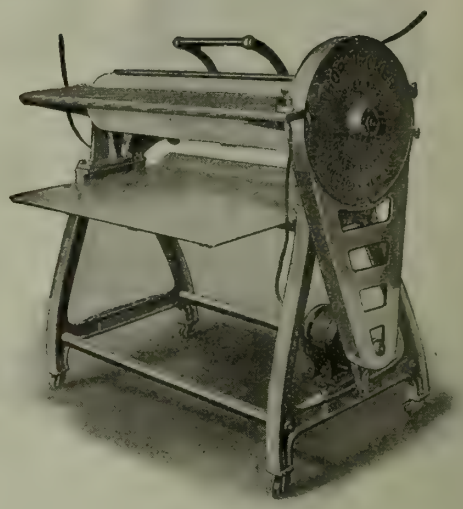
Dealers all over find the sale of Thor Home Ironers a matter of fact to washing machine owners.

The wide opening shoe and simple construction make the Thor Ironer the favorite.

Thor products and our National Advertising will swell your profits, too!

Send for dealer proposition today.

Hurley Machine Company, Limited
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Thor Electric Ironing Machine

THE Saskatchewan Glass & Supply Co., Ltd.
MOOSE JAW, SASK.

GLASS

MR. HARDWARE DEALER:—
We expect you BUY on a PRICE and SERVICE basis, goods being equal. If you do, you MUST purchase from us. We can sell you CHEAPER and deliver QUICKER than any house east of us.

PLATE AND WINDOW GLASS
WINDSHIELD GLASS
MIRRORS AND FANCY GLASS

and all kinds of Glass for a building.

TRY US AND BE CONVINCED

Letting You Into A Secret

THEY were talking about things in general — Jones and Brown. But it was easily seen by Jones that Brown talked with a positiveness and definiteness lacking in himself. Brown evidently had real knowledge about things and this gave him an assurance lacking in Jones. Jones found himself talking in generalities, and he had the sense to know that what he had to say wasn't very convincing. In the end he spoke up. "Brown, tell me, where do you get your information? You talk like one who knows. You use facts to fortify your opinions, and you seem to have a wealth of information about things Canadian. What's the secret of your greater confidence and knowledge?"

And Brown said: "I'll tell you, Jones, how I have strengthened myself in confidence and knowledge, as you put it. I read my newspaper in a new way now, and I make it a point to know a good deal about Canada, the land of my birth, residence and affection.

"For years—until I was forty—I read newspapers, as many others do—pretty thoroughly. I read about accidents, and meetings and fires, and everything else. One day I woke up,—was awakening up, to tell the truth—to discover that I was just frittering away time when I read everything.—Then I determined to concentrate my interest on matters Canadian—the things about Canada that really matter.

"I wanted direction. I needed a focal point, as it were. What should be skipped, and what should be read closely? I was floundering. I am not much of a politician, and I abominate party politics. I wanted to see things fairly.

"Then one day I made the acquaintance of THE FINANCIAL POST. It seemed to me to give me the direction I needed. I found it was sifting things for me, and giving current affairs their right proportioning. At any rate, it was a new kind of newspaper to me, and I read it with zest.

"I am a business man, and business in its larger aspects is the special field of THE FINANCIAL POST. I found the paper written in a readable way, and that it has a breadth of interest pleasing to me. So I subscribed for THE POST, and every Saturday and over the week-end this paper is pretty thoroughly ready by me.

"I find that the reading of this paper helps me get out of my daily newspaper the meat in it. As a matter of fact, I read my daily newspaper and other papers with a new and informed interest which makes my reading a profitable thing.

"I read somewhere that an hour a day spent on any subject would make a man master of that subject in 10 years. Well, I do not know that I am seeking to be a master of Canadian affairs, but I do know that for the past two years or so I have been having a new joy in life. I am really trying to know my Canada.

"I clip a good deal, and my scrap-book on Canada is a treasure house for me, I collate the material I put in that book, and whenever I want to read up any particular subject, I have before me, gathered up, a surprising amount of material obtained from many sources.

"I take luncheon at the Club daily. There are eight of us who gather daily at the same table. One is a wholesaler, another is a banker, another a publisher, another a manufacturer, another a manufacturers' agent—and so on. We have a representative gathering.

"We talk about many things, and about Canada most of all. I take great satisfaction from the knowledge that I am able to hold up my end of the conversation. To tell you the truth, it is this reputation that spurs me on to keep myself brushed up all the time. I own up, also, to practising a little subtlety. I guide the conversation in the direction of a subject that I am well informed on, and then I bide my time, letting others wrestle with it until they have told all they know. Then is my chance, and I am able to say something useful to a company that is attentive.

"Jones, if you want to improve the quality of your information, read purposefully, objectively. Cut out the reading of everything under the sun. You are a business man, the same as I am. Why not read definitely along the line of business? You will find it a most pleasurable kind of reading, and you'll find that you will acquire the sifting mind which will enable you to pass over a lot of stuff of no value to you, and seize on material of real value.

"I recommend THE FINANCIAL POST as a paper that will give your reading direction. It has helped me much, and I believe will help you. At any rate, it is easy to try it out."

IF JONES wants to try out THE FINANCIAL POST he can have it go to him by mail for four months for a dollar bill. One thing that ought to impress and please Jones is that THE POST is not a one-man paper. It is produced by many men, each a surpassingly well-informed man on the subject he writes. One man writes on matters pertaining to agriculture, another on the iron and steel industry, another on the food problems and milling and cereal subjects, another on insurance, another on textiles, and so on. The special contributed articles which are a regular feature of THE POST are by authorities or by men of position. Besides which, THE POST surveys many fields of interest, and this survey is world-wide. It is a meatful paper, in very truth, and assures those who read it regularly an amount, kind and quality of reading not commonly found in a single newspaper. If you would make your daily reading take on a new interest and value, we suggest that you should sign and forward the coupon opposite.

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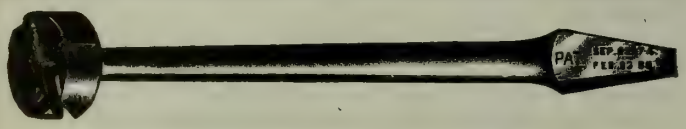
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FORSTNER BITS

bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTER. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability.
Made for Brace-made Machines. Packed singly; packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Order through your jobber to-day.

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SPECIFY DOMINION BRAND

J. H. McCOMB, LIMITED **Manufacturers of all kinds of Building Paper, Pitch and Coal Tar** **MONTREAL**

TENTS — CANOES — PADDLES — PACK SACKS — CUSHIONS

These lines find ready sale through the hardware trade. Your stock need not be large—just a few standard size tents—as we carry a large, well assorted stock for prompt shipment. Canoes and paddles of all kinds can be supplied, but should be ordered as far ahead as possible to ensure delivery when required. Various kinds of canoe cushions as well as launch cushions made to order. Can be supplied on short notice. Pack Sacks of every kind and style. Send for catalogue.

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The ten thousand concerns who use Strong's Ironclad have carefully considered these facts and stick to Strong's Ironclad because safe and reliable when under High Pressures.
All sizes in lengths of 1 in. to 72 in. in any fraction of an inch, with fused ends. Sell **safe** glasses and **hold** customers. Write for prices.

The Strong Machinery and Supply Co.
21 Walker Street, New York City

Trade with Gt. Britain

Extract from the "Times," London, May 2nd, of cable sent to Ottawa by Canadian Mission:

"Canadian manufacturers should realize the advantage of having representatives in England, they should not overlook the British market, where a great variety of commodities is needed, and the market is favorably open and worthy of individual effort."

The Opportunity Now Before You.

A director of an influential British firm will be visiting Canada during June and July to buy from Canadan manufacturers, or would act as selling agents throughout Great Britain.

The goods of interest are Enamelled and Aluminum Kitchen Utensils, Domestic Woodware and Household Hardware.

Propositions carefully considered; Please communicate (in confidence) with

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Wood Packing

Manufacturers and Jobbers Using EXCELSIOR
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Eastern Canada Representatives for--

"Diamond Tires"

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ALSO

A full line of Auto Accessories, Electrical Specialties, and Hardware requisites.

Get our price list.



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Is the last word in fencing, beautifies, protects and enhances the value of your property. It safeguards your children, keeps out marauding dogs, animals and destructive chickens, protects the lawn, shrubs and flowers and prevents trespassing. It wears well, too.

Beautify Your Home with

Peerless Ornamental Fencing. It is built of strong, stiff wire, heavily galvanized and coated with zinc enamel to prevent rust. In style, durability, service and every feature combined to insure absolute satisfaction, the Peerless fencing is true to its name. It will not sag and cannot break down with ordinary use.

Send for Catalog. Shows many beautiful designs of fencing for lawns, parks, schools, churches cemeteries, etc. **Dealers nearly everywhere.**

THE BANWELL-HOXIE WIRE FENCE COMPANY, Ltd.

Winnipeg, Man. Hamilton, Ont.

BOWSER

PAINT OIL STORAGE

enables workmen to handle paint oils without loss. They prevent leakage, evaporation and gumming of oils. The pumps deliver accurate quantities, no over-running cans or other containers —no loss through dripping faucets — no oils left in barrels.

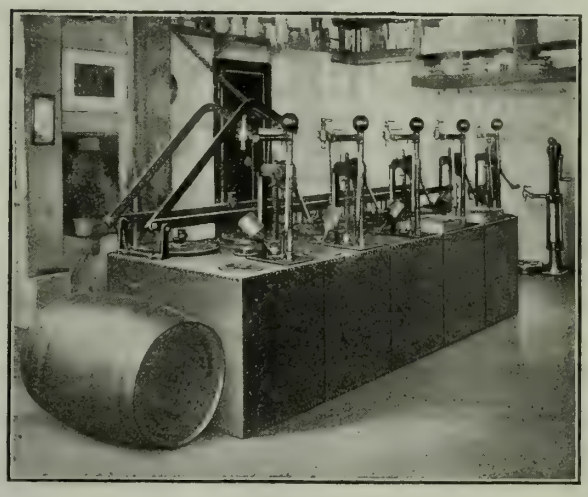


Illustration shows a Battery of Bowser Figure 109 First Floor Paint Oil Outfits with one Bowser Long Distance Paint Oil Pump, Figure 41.

There is no fire hazard from such oil storage. All oils are kept in a uniform consistency which means better results in the Finishing Room.

There are Bowser Systems suitable for all requirements in storing and handling paint oils as well as gasoline, lubricating and other oils.

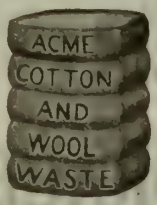
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Colored Grade—1B, 1A, 7, 1, 5.
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Canada's National Metal Polish
Has no superior.
Polishes in **half the time** with less labor.
Retains its brilliancy.
Contains **no acid** or injurious chemicals.
Order a case **to-day** from your wholesaler.

Manufactured only by

Stuart & Foster, Limited
Toronto, Can.

Camp Stools



Are you prepared to supply the campers in your district? They will soon be buying equipment. Investigate the selling qualities of the Camp Stools we manufacture. We offer you high grade products that are made to meet every need of your most particular customers.

You will have to order now to capture this trade.

Write for our Catalogue D and prices.

The Stratford Mfg., Co., Limited
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SOLASTIC ROOF CEMENT
A plastic putty of great durability.

SOLASTIC BLACK PAINT
Quick drying, elastic and waterproof.

GENERAL PURPOSE BLACK
Heavy bodied and of great elasticity.

ALPINE WOOD PRESERVATIVE
Made in various colors. A Shingle Stain of Merit.

SOLE MAKERS
ALPINE CHEMICAL CO. DUKE ST. TORONTO

Chair Seats---In Three Ply Veneer Staple Patterns



Every C.V.C. chair seat is made of best material, well glued, nicely formed and carefully bored; corners of seats well rounded, edges smoothed, sandpapered and finished with real church pew varnish.

Ask for samples, and compare with any other make.

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WILKINSON & KOMPASS
TORONTO HAMILTON WINNIPEG
IRON AND STEEL
HEAVY HARDWARE
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WE SHIP PROMPTLY

Canada Wire and Iron Goods Co.

Manufacturers of Wire Cloth, Perforated Sheet Metals, Metal Lockers and Wire Work. Fireplace Screens.

Hamilton - - Canada

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Russell Jennings

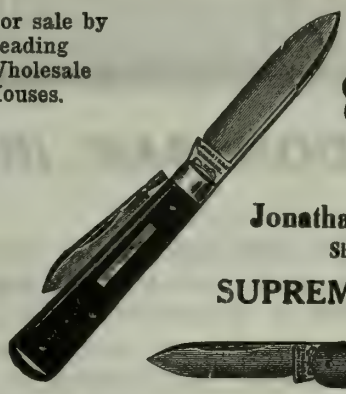
stamped on the round of our

Auger Bits

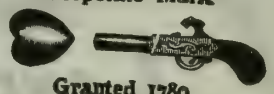
The original double twist auger bit, patented by Mr. Russell Jennings in 1855

Russell Jennings Mfg. Co.
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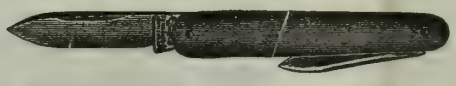


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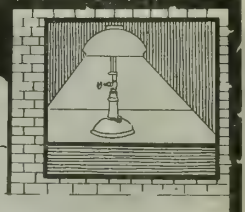
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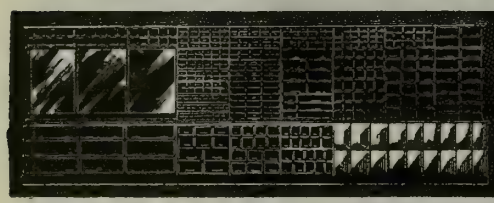
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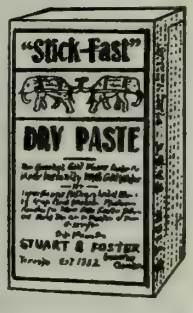
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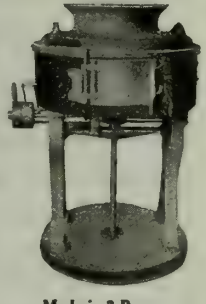


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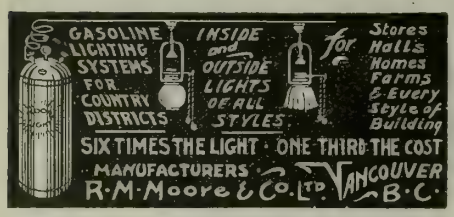
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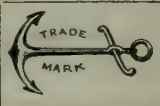
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SUITABLE FOR ANY SMOOTH SURFACE
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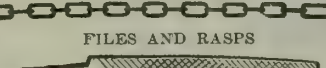
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Advice Free.
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FOR FARM USE
Hand Cement Mixer. Pays for itself in 7 days. Power Mixers, Brick, Block, Tile Machines, Crushers, etc. Agents Wanted
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The Waterdown Mfg. Co.
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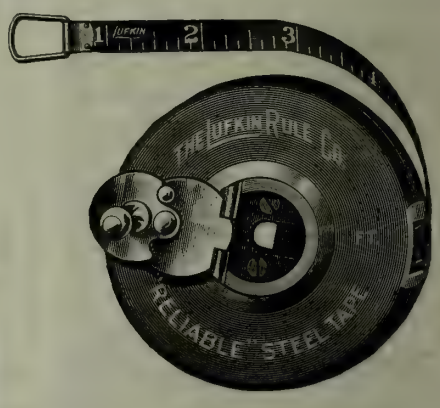
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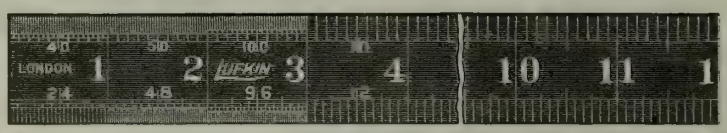
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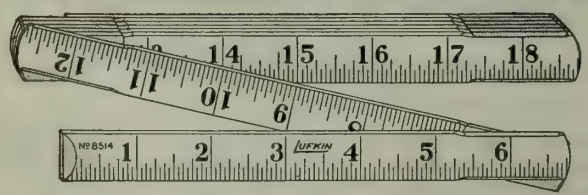
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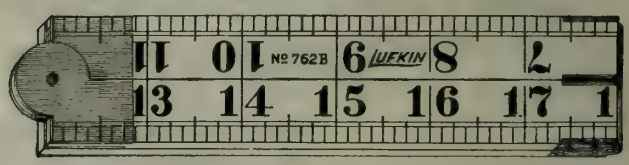


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Made in Canada





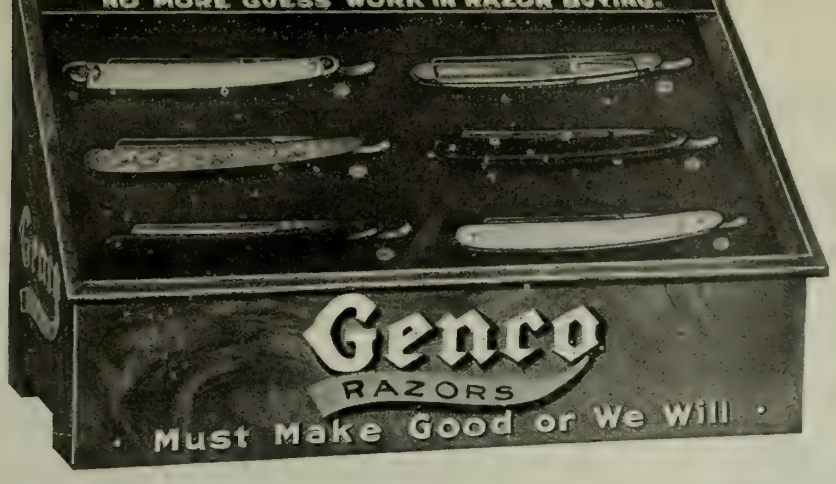


Familiarly and Favourably Known

Embody Many Improved, New and Exclusive Features.

Accurate THE LUFKIN RULE CO. OF CANADA, LTD. *Reliable*

WINDSOR, ONT.



Interest in razors is aroused by advertising and display. You change razors into coin of the realm by using just the right selling talk.

The GENCO Display Cabinet makes a man think of razors who came in only to buy a box of tacks. You use the right-to-the-point selling talk appearing in our advertising and —Bingo! you ring up a good profit.

Every barber uses a blade like the blade on all GENCO Razors. These professional shavers would certainly turn to a better blade if there were a better one. The Safege is a professional blade with a guard. With this guard flipped back or removed entirely, the razor can be stropped and cleaned just like a professional razor.

Anybody can strop a GENCO Razor. It is made with a heavy back and is hollow ground and beveled, and lies against the strop at just the correct angle to bring up a perfect edge for a lifetime of shaves.

You can have this handsome GENCO Display Cabinet with your first order ***Free.***

It will stop and interest many a man in razors who came to your store to buy something else. "Let me look at that razor?" It helps sell and it saves your time.

GENEVA CUTLERY CORPORATION

159 Gates Avenue **Geneva, N.Y.**

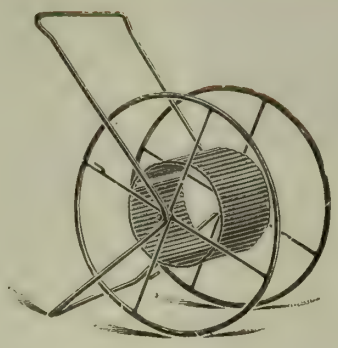
Largest Exclusive Manufacturers of High Grade Razors in the World

New York City	160 Broadway
Chicago, Ill.	8 So. Dearborn St
San Francisco	Sheldon Bldg.
Winnipeg, Can.	332 Bannatyne Ave.

Genco
RAZORS

Must Make Good or We Will

Anticipate Their Needs



THE hardware dealers and the garage man who anticipates their patrons' needs is the man who gets the business.

It gets you goodwill which can be counted into many hundreds of dollars by the end of the year.

Your customers are going to experience a number of unexpected wants this Spring and Summer.

If you are equipped to fill those needs when the articles are needed, you are the man who is going to hold that customer's trade.

He may be fond of gardening and take great delight in keeping his garden in shape.

His hose-reel may be somewhat worn.

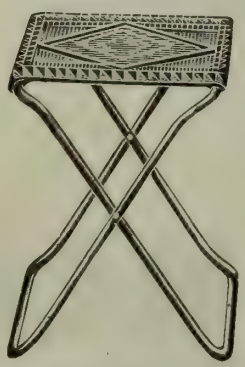
If you have one that appeals to him he will buy it. A hose-reel would make an attractive feature of your Spring Display.

Our hose-reels are unusually simple in construction, yet are very durable. They are built for utility and permanence.

Camp stools, chairs, etc., are also in demand just now. You should have a good variety on hand.

We make every kind of camp chair, folding chair for motor cars, boat seats, child seats, etc.





Be ready to show your customers these most attractive lines.

We invite correspondence. Mark your communication "General Sales Department."

McKINNON INDUSTRIES
LIMITED
St. Catharines, Ontario, CANADA

HARDWARE AND METAL

Vol. XXXI
No. 26

PUBLISHED EVERY SATURDAY SINCE 1888

JUNE 28
1919

THE MACLEAN PUBLISHING COMPANY, LIMITED
PUBLICATION OFFICE: TORONTO, CANADA



THE SPHINX IS BRITISH.

BRITISH in the sterling quality of material and of workmanship, Sphinx Spark Plugs are made specifically —not just adapted—to meet the requirements of American engines.

Sphinx Plugs are sparking on British behalf in every theater of war. Every part is perfect. There's a standing guarantee to replace *at any time,* free and promptly, any Sphinx Plug not found flawless in workmanship or material.

The Sphinx solves every plug problem—is without rival for reliability —is indifferent to high speed or low, to engines over-oiled or overheated—has insulator of Sphinx-made steatite—is easily detached for cleaning.

To push Sphinx Plugs is to win the goodwill of customers —and the dealer's profit is generous.

Sole Agent for the Dominion:
W. T. EVANS, 1684, ST. URBAIN STREET, MONTREAL.

SPHINX



Turn the Buying Impulse *into* SALES

It is a woman's instinct to want her home bright — a natural woman's impulse to accept whatever she believes will enable her to keep her home interior attractive and her furniture looking like new.

It is one of her greatest expressions of domestic pride to have her floors and furniture clean and shining.

Along comes our newspaper advertising to tell her of a Polish that enables her to get better polishing results—and as she reads those truthful, forceful advertisements the buying impulse becomes firmly implanted in her mind.

All that is needed to turn this impulse into an active sale is **directive effort** on your part and by your clerks.

Make your O-Cedar Display—in the window and inside the store—in a manner calculated to allow O-Cedar Products full scope as an active sales force.

Use our attractive cards and signs to feature O-Cedar Polish and O-Cedar Polish Mop so that your customers will unfailingly **see** these goods every time they enter your store.

Thus can you sell two packages of the Polish for every one you now sell —thus can you double your Mop Sales.

The occasional mention of O-Cedar Polish, the query "Have you tried it?" will also help to get new users of this profitable line.

And invariably the customers to whom you thus introduce O-Cedar Products will be grateful to you.

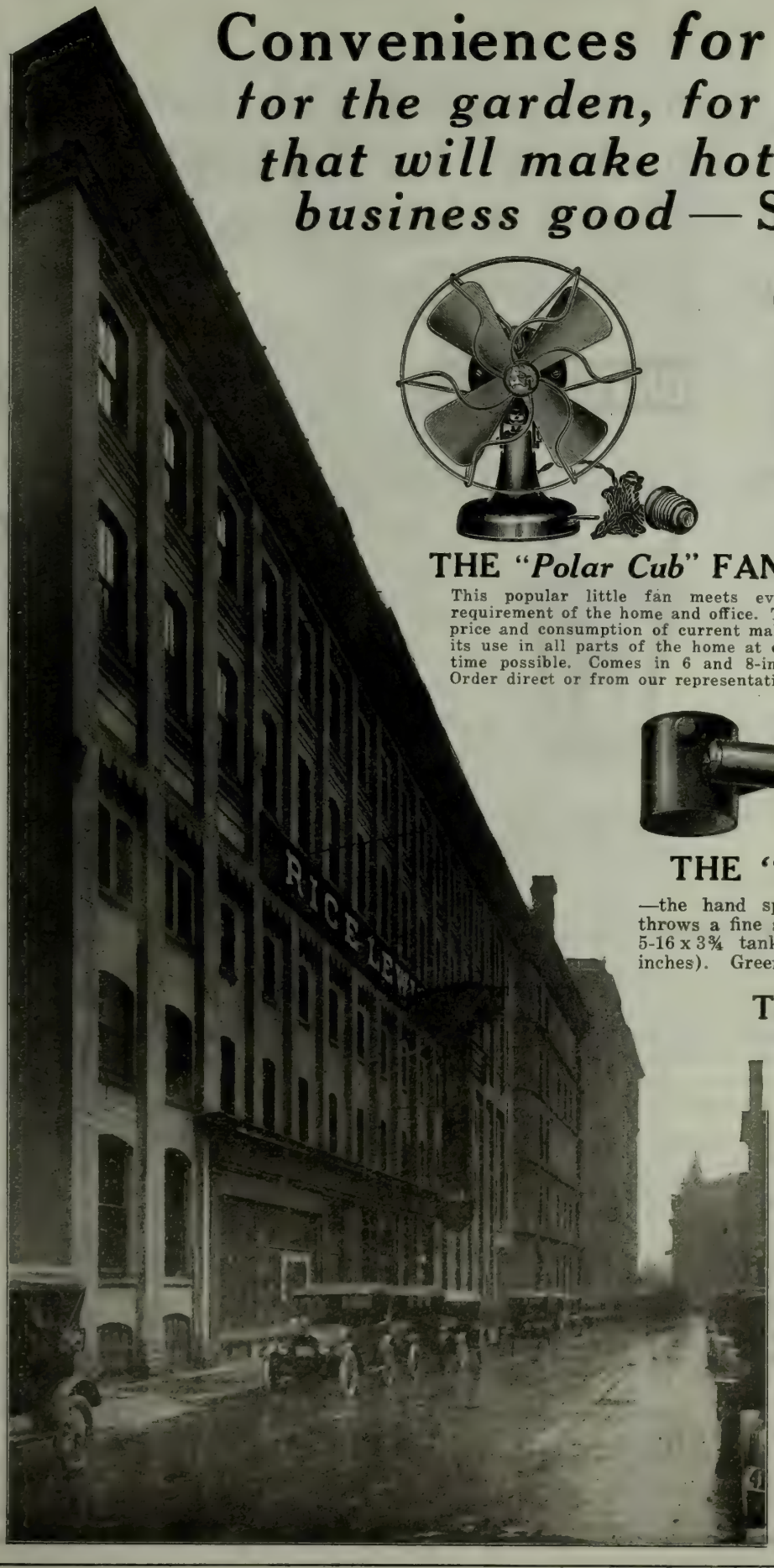
Their appreciation will take the form of orders for "more O-Cedar" —once they find by experience that your recommendation of it was warranted by its great merit.

O-Cedar Polish

CHANNELL CHEMICAL CO., LIMITED, TORONTO

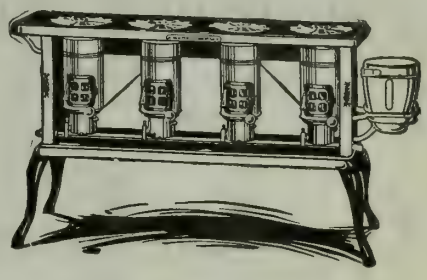
HARDWARE AND METAL, June 28th, 1919. Volume XXXI., No. 26. Published every Saturday at Toronto. Yearly subscription price, $3.00. Entered as second-class matter July 1st, 1912, at the Post Office at Buffalo, under Act of March 3rd, 1879. Entered as second-class matter at the Post Office Department, Ottawa.

Conveniences *for the home, for the garden, for the car, that will make hot weather business good* — Stock up now



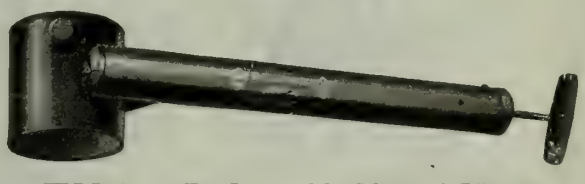
THE *"Polar Cub"* FAN

This popular little fan meets every requirement of the home and office. The price and consumption of current makes its use in all parts of the home at one time possible. Comes in 6 and 8-inch. Order direct or from our representative.



THE *"Perfection"* OIL STOVE

Needs no introduction, a great convenience in homes where there is no gas or where gas is expensive. Made in 2, 3 and 4 burners.



THE *"Deluge"* SPRAYER

—the hand sprayer that is remarkably efficient, throws a fine spray over a wide area. Sizes 01 (2 5-16 x 3¾ tank, 11 inches long); 1 (4⅛ x 4⅛ x 15 inches). Green japan finish.

THE *"New Perfection"* COMPRESSED AIR SPRAYER

is a tank sprayer, size suitable for carrying, for spraying in garden, orchard, stable and pens, for whitewashing, floor oiling, disinfecting and for washing windows, wagons, autos, etc., has a hundred uses. Order your stock now.

THE *"Johnson"* AUTO PRODUCTS

Chief among the Johnson line are the following: Johnson's Carbon Remover; Johnson's Cleaner; Johnson's Liquid and Paste Prepared Wax; Johnson's Stop Squeak Oil; Johnson's Hastee Patch; Johnson's Radiator Cement.

RICE LEWIS & SON

LIMITED

Victoria Street, Toronto

Go! to your UNIVERSAL Jobber and order a stock of UNIVERSAL BREAD MAKERS which give quick turnover and good profits.

The Trade Mark Known

UNIVERSAL

in Every Home

—THE BREAD MAKERS ALL HOMES NEED—



For Small Families
No. 2, per doz. $33.00
Depth of Pail 7½ in.
Capacity 2 Loaves.



Regular Family Size.
No. 4, per doz. $45.00.
Depth of Pail 9 in.
Capacity 2 to 6 Loaves.



Large Family Size.
No. 8, per doz. $54.00.
Depth of Pail 11¾ in.
Capacity 4 to 10 Loaves.

—EVERY THRIFTY WOMAN IS A PROSPECT—

With the price of flour reduced and substitutes abolished, home bread making again is coming back strong.

The opening here for sales of bread makers is apparent. Unquestionably the best bread is most cheaply made at home and the bread maker is an economizer of time which allows the housewife to attend other household duties and pleasures.

There is no guesswork, no waste of materials, time or labor. There is nothing to do but put in the ingredients, turn the crank for three minutes, and the dough is thoroughly mixed.

By using the UNIVERSAL Bread Maker you do away with the bread raiser and the bread board, as the raising of the dough takes place in the bread maker.

Show women the saving accomplished by using the UNIVERSAL Bread Maker and you will sell a device that will stay sold, sell more, and make money for you.

Ask your jobber how to get UNIVERSAL window trims, cut outs, showcards that will connect your store with our national advertising, or write direct to us.

LANDERS, FRARY & CLARK

NEW BRITAIN CONNECTICUT

Canadian Representatives:

A. MACFARLANE & CO., LIMITED

MONTREAL QUEBEC

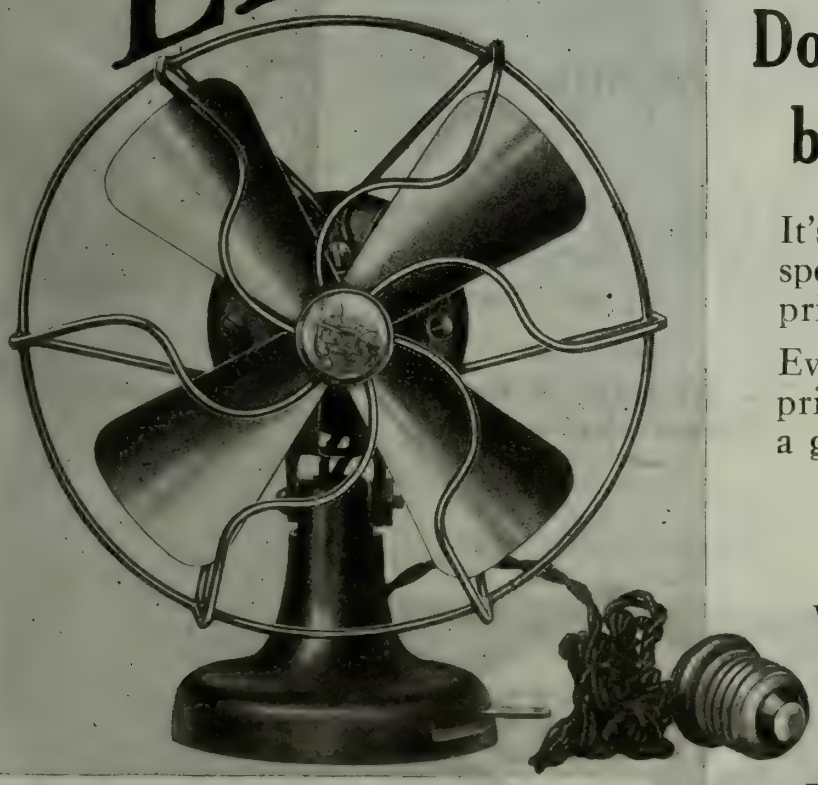


Polar Cub

REG. U.S. PAT. OFF.

Electric Fan

$8.50



Don't judge it by the price

It's as good in every respect as any of the high-priced fans.

Even at the above low price it pays the retailer a good profit.

BLADE 6″
HEIGHT 8″
WEIGHT 3 LBS. 5 OZ.

Equipped with 8-foot cord and plug.

Alternating or Direct Current. 110 Volt.

Adjustable to any angle.

LEWIS BROS. LIMITED, MONTREAL



Hammers for Every Hand

The primitive savage took a chunk of stone and used his arm for a handle as he hammered out his crude needs. The modern mechanic wants his tools just right and picks the particular tool for the job in hand.

As to Hammers, there are thirty kinds in the "W & B" line—a Hammer for every trade and every use—light Hammers and heavy Hammers—Hammers with claws and Hammers with peins,—double-faced Hammers and chipping or cutting Hammers—Hammers for every hand.

All Right

Every "W & B" Hammer is drop forged steel of the proper grade for a long useful life; every one is accurately balanced, finely finished, and where handles are supplied, the handles are straight grained white hickory.

When you need a good Hammer, say "W & B."

The Whitman & Barnes Manufacturing Co.

Office and Factory:
St. Catharines, Ont.

London Office:
139 Queen Victoria St., E.C.

Trade W&B Mark

Established 65 Years

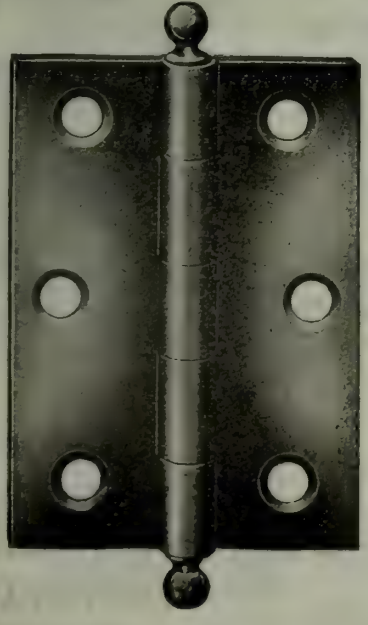
Whitman & Barnes

TWIST DRILLS — REAMERS — WRENCHES — HAMMERS



No. 528 Light Narrow Butt

BALL TIP



Here is another **BALL TIP BUTT** which you can strongly recommend to your customers and you can be assured that they will be entirely satisfied with it. Customers' satisfaction means more business for you.

With building activities flourishing and every indication that they will increase there will be a great demand for these butts. You should make sure that you have a good stock of these **No. 528 Light Narrow Butts** on hand.

All sizes of these Butts are packed one dozen pairs in a box, each pair in a separate envelope, with screws. Any finish desired.

We have a big catalogue of Builders' Hardware free for the asking if you send for it. Write to-day.

National Manufacturing Company

Sterling - - - Illinois

The Great West Trolley Door Hanger



A hanger built for service and especially recommended for use on heavy doors.

The axles pass through seamless tubes and turn on steel roller bearings, making it anti-friction and very easy running.

A leading feature of the "Great West" is the vertical and lateral adjustments, allowing the door to be raised or lowered, or the space between the door and building increased or decreased as desired.

The track is made of heavy steel and double grooved attached to the building with heavy corrugated brackets.

We will gladly look after your door-hanger prospects. Write us.

Canada Steel Goods Company, Limited
HAMILTON, ONTARIO

"DAVIDSON'S" GALVANIZED IRON WARE

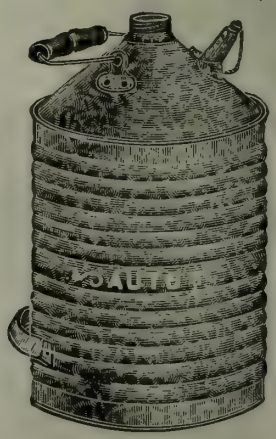
We manufacture a wide range of GALVANIZED IRON PRODUCTS

Send for our complete catalogue, fully illustrated and listing a splendid selection to choose from. The Davidson Quality Reputation is back of these lines. Your assurance of satisfactory sales.



Wate ring Pot

Oil Tanks and Cans, Wash Tubs and Boilers, Ice Chests, Waste Cans, Ash Sifters, Pails, Range Boilers, Garbage Cans, etc., etc.



"Auto" Gasoline Tank

THE THOS. DAVIDSON MFG. CO., Limited
TORONTO MONTREAL WINNIPEG

Be Prepared For This Rush



The dealer, sold out at the beginning of the season, cannot afford to lose the time it takes to re-stock. Other dealers are ready to supply the trade.

Be prepared with a complete stock of McClary's enamel ware this season.

Preserving kettles! The big rush starts with the strawberry crop and keeps up until pickling season is over. With every new crop of fruit or vegetables to be canned, some housewives find the need for a new kettle.

Cooking utensils of all kinds! The ready supply of green vegetables taxes the boilers and sauce pans to the utmost. Every year there are pots and pans to replace in nearly every household.

Garbage cans! The waste from fruits and vegetables calls for large garbage cans. The ones that will last through rain and hard knocks are the ones that are in demand.

Don't give your customers a chance to think you are out of the things they need and want. Keep McClary's enamel ware, and plenty of it, on display.

It will sell itself. Like all McClary's products it is made for convenience and durability.

There are many features about every one of the different lines of cooking utensils, kettles and other enamelled ware, that make them desirable to the trade.



Order from our nearest branch.

Write for our booklets and catalogues.

McCLARY'S

Manufacturers of Satisfactory Heating and Cooking Appliances

LONDON TORONTO MONTREAL WINNIPEG VANCOUVER
ST. JOHN, N.B. HAMILTON CALGARY SASKATOON EDMONTON



There is something more than just so many blades in a box of

Starrett Hack Saws

There is the Starrett reputation for quality of product. There's the ability to cut metal cheaper—and there's the feeling of confidence that the Starrett trade-mark gives.

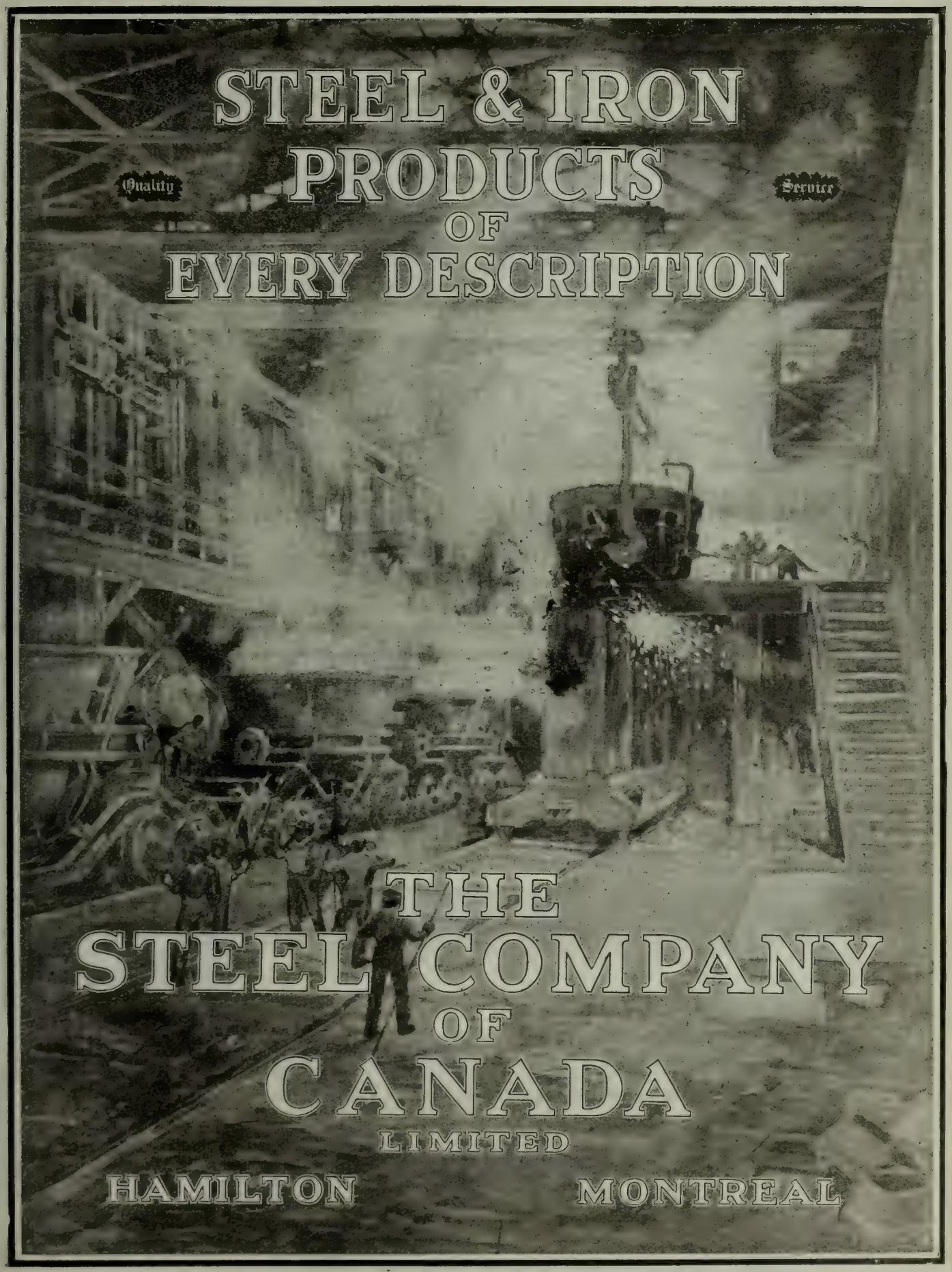
Catalog No. 21MA will be sent free on request.

The L. S. Starrett Co.

The World's Greatest Toolmakers.
Manufacturers of Hack Saws Unexcelled.

Athol - Mass.

42-946


STEEL & IRON
PRODUCTS
OF
EVERY DESCRIPTION
Quality
Service
THE
STEEL COMPANY
OF
CANADA
LIMITED
HAMILTON
MONTREAL

One Dealer says:

I have increased my DOOR HANGER sales and profits 100% by Stocking and Talking "ALLITH" Door Hangers

MR. DEALER—You can do the same thing if you try.
Every man building a garage, warehouse, barn or home is a sure customer as soon as he sees the "ALLITH" line displayed in your store.

How many factories are there in your town? How many of them are in need of good Door Hangers? Why not have your Builders' Hardware salesmen pay the factories a visit and explain the merits of "Allith" Door Hangers? See our advertisement in HARDWARE AND METAL June 21st. The results will surprise you.
Consult us about your door hanger troubles and let us help you.

The Door Hanger People

We manufacture reliable Barn and Parlor Door Hangers, Store Ladders, Square and Round Trolley Track and Hangers, Flush Door Hangers, Garage Hangers and Sets, **labeled** Fire Door Fixtures for round or flat track, merchandise carriers and hardware specialties. Ask for circulars illustrating any of above by return mail.

Ask any of our representatives for information, or write us direct.

SLATER & BARNARD, Ltd. "ALLITH" Manufacturing Co., Ltd.
Branch

HAMILTON, ONTARIO

Representatives: R. H. FALKINER, 34 Victoria Street, Toronto. | H. E. O. BULL (Eastern Provinces), 184 Mance Street, Montreal. F. E. McFEELY (for B.C.), Vancouver. | MARSHALL, WELLS CO., Ltd. (Western Provinces), Winnipeg.

ATKINS

Sterling Quality Cross-Cut Saws



The Saw that brings a *higher price*—a *bigger* profit. Their Service makes them worth it.

Sterling quality steel backed by sixty years' experience has produced these popular Saws. Get quotations and resale prices immediately. *Ask for catalog "H.M."*

Made in Canada.

E. C. ATKINS & CO.

Makers of Sterling Saws

Factory—Hamilton, Ont. **Vancouver Branch—109 Powell St.**

WILT

HIGH SPEED AND CARBON
TWIST DRILLS
REAMERS AND MILLING CUTTERS

Quality First

A High Standard of perfection is maintained throughout the various processes of manufacturing **WILT High Speed and Carbon Twist Drills, Reamers and Milling Cutters.**

QUALITY FIRST is the corner stone upon which all **WILT** products are built.

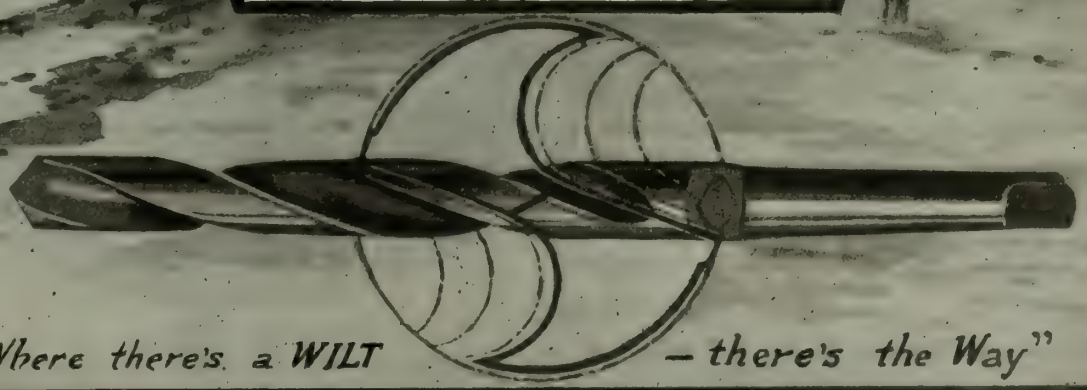
Wherever the name of **WILT** is known there the utmost in **Tool Efficiency** is realized. Good mechanics **Buy** the name, and progressive dealers **Know** of its great sales-creating value.

Sell **WILT Products** for greater profits and more satisfied customers.

WILT TWIST DRILL COMPANY

OF CANADA, LTD. WALKERVILLE, ONT.

London Office: Wilt Twist Drill Agency, Moorgate Hall, Finsbury Pavement, London, E.C. 2, England.



"Where there's a WILT — there's the Way"

WHERE QUALITY COUNTS

Your customers will pass judgment upon the mitts and gloves you sell them by the length of service they give.

You can sell "A.R.C." Brand Workmen's Mitts and Gloves in full confidence that they will satisfy your customers. The quality of these products is unsurpassed They are made from the best materials. "A.R.C." Brand products have been well known amongst the Canadian trade for 50 years.

They sell at a price which gives a splendid margin of profit.



Write us to-day for complete information

A. R. Clarke & Co., Limited, Toronto

Manufacturers—Gloves, Mitts, Moccasins, Shirts, Sheep Lined and Mackinaw Clothing

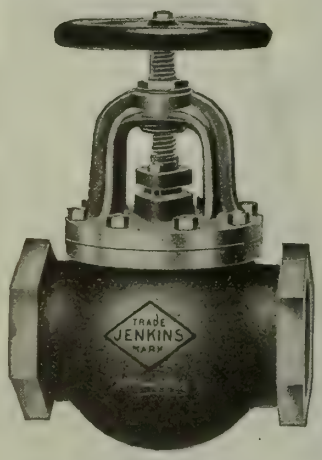


FIG. 141

JENKINS BROS.

Standard Pattern Iron Body Globe Valve Screwed with Yoke.

For use under steam service there are no valves quite as satisfactory as

JENKINS BROS.

Globe and Angle Valves
Fitted with Jenkins' No. 119 Discs

The composition of the disc is very hard, but becomes tough and flexible in service when under steam pressure.

It shows remarkable freedom from cracking and flaking and unrivalled durability in working steam pressures up to 150 pounds.



Factory and Head Office of JENKINS BROS., LIMITED, Montreal, Canada.

Write for Catalogue No. 8

JENKINS BROS., Limited

103 St. Remi St. MONTREAL

6 Great Queen Street, Kingsway, London, W.C. 2, England

CANADA
FOUNDRIES & FORGINGS
LIMITED

SCHOOL DESKS



Mr. Dealer! Here's a new source of profit for you. Go after orders for **Smart's School Desks.** You'll be surprised how easily you can work up a good remunerative demand for this neatly designed, well-constructed line of school desks. We allow representatives a very attractive discount or commission and suggest your writing immediately for full particulars of the Desk and the Proposition.

JAMES SMART PLANT
Brockville, Canada



WARD & PAYNE'S

ANVIL BRAND

W P

SHEFFIELD





The **Anvil Brand** of celebrated Tools have been manufactured in England for the last 100 years. In that time the **Ward & Payne** Trade-mark has become a mark of distinction that stands for the **highest quality** in light-edge tools. Build your sales on this excellent reputation. The tradesman takes pride in the possession of a **Ward & Payne** and the dealer makes a splendid profit in selling him.

We are in a better position than ever to supply the Canadian market. Order from your jobber or write our nearest agent.

Canadian Agents:

ALEXANDER GIBB, 3 St. Nicholas St., Montreal
SHERMAN F. AINSLIE, Spadina Avenue, Toronto
ANTHONY FERGUSON, LTD., 1150 Hamilton St., Vancouver, B.C.



TRADE MARK Red Devil Tools



An Old Favorite Improved

The new "Red Devil" Bolt Cutter (New easy pattern) has all the merits of the old models plus improvements which put it in a class by itself. Handles of best malleable iron, jaws forged of special tool steel.

We can make immediate shipments. Write for prices and discounts.

SMITH & HEMENWAY CO., INC.

89 Coit Street **Irvington, N. J.**

"Red Devil" is the Expert Mechanic's guide to Known Quality in Pliers, Electricians' Tools, Hack Saw Frames and Blades, Auger Bits, Chain Drills, and other Hand Tools, all of a class with "Red Devil" Glass Cutters, the biggest sellers in the World.



We make prompt deliveries at lowest market prices consistent with quality and packing. Write for our prices, and keep them before you. We have all grades and sizes Bahama, Cuban and Florida Sponges in stock.

Evans & Co., Limited

(Importers and Exporters)

Coristine Building :: Montreal, Que.

MR. HARDWARE DEALER

LOOK FOR THE TRADE-MARK NAME

BANNER



On the patented **BANNER ASH SIFTERS** that you will sell this season. The name **BANNER** stands for the best in **ash sifters.** It is the outcome of many years' study on our part to make the most satisfactory ash sifters possible. And the **trade-mark** name **BANNER** is your guarantee. We stand back of every **BANNER** ash sifter. You have the reasons to back you up. Sensible talking points count.

Why did the sale of **BANNER** ash sifters nearly double last year? We believe it is because people are telling their friends and neighbors of its worth. (They are known by No. 1, 2, etc.).

Order from your jobber. Place your order well in advance. Remember the early bird sells the sifters. Made in Canada, under ideal conditions, by

THE BURROWES MANF. CO., TORONTO



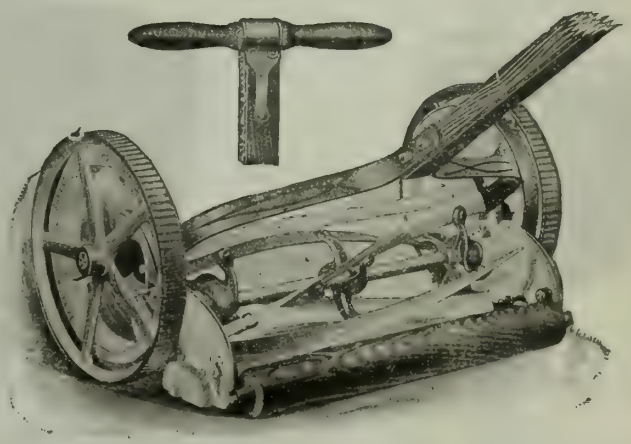
THE LAWN MOWER SEASON IS ON

and Canada's pride in her lawns demand the use of a good machine.

If you are selling the T-F line you will have no difficulty in keeping your stock moving.

The "Taylor-Forbes Guarantee" and the splendid record of forty-five years of lawn mower making behind it are two of the reasons why. Empress, Adanac, Ontario, Woodyatt, Star and Daisy Lawn Mowers have always been favorites.

Place your repeat order now so that your customer won't be kept waiting.



"EMPRESS" LAWN MOWER

The Largest Manufacturers of Hardware in Canada

Taylor-Forbes Company, Limited

TAYLOR-FORBES CO.
246 Craig St. W., Montreal
H. G. ROGERS, LTD.
147 Prince William Street, St. John, N.B.

Head Office and Works:
Guelph, Ont.

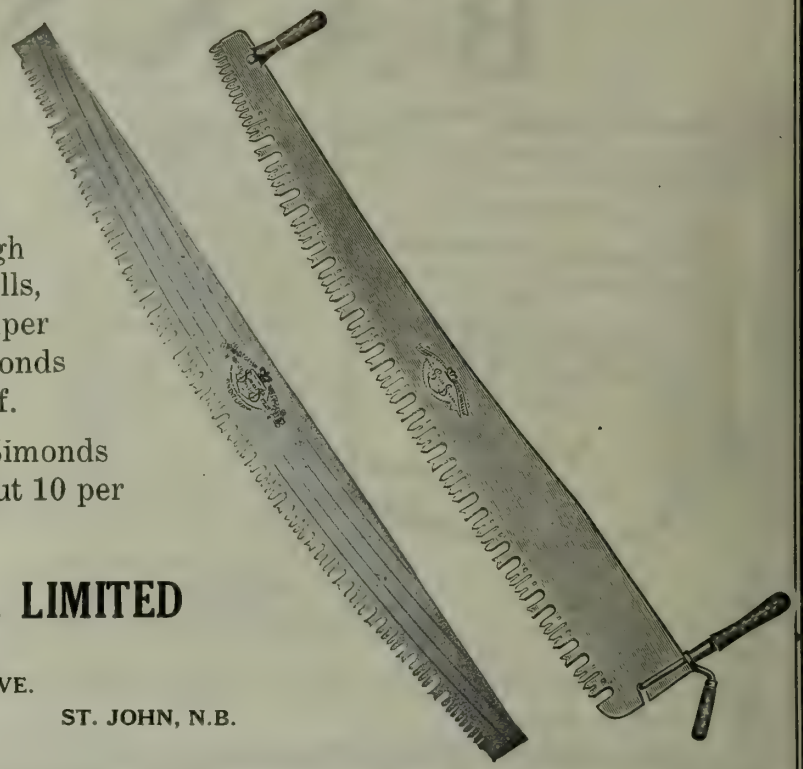
TAYLOR-FORBES CO., LTD.
1070 Homer Street, Vancouver
H. F. MOULDEN & SON
314 Confederation Life Bldg., Winnipeg

SIMONDS SAWS

Simonds Crescent Ground Cross-Cut Saws are the fastest cutters known. Not only do they saw fast, but they also run easy and wear exceptionally well.

Supported by an exceptionally tough steel, manufactured in our own mills, they hold their cutting edge and temper longer than the ordinary saw. Simonds cross-cut saws do not bind in the kerf.

Most lumbermen know that a Simonds Crescent Ground Cross-Cut Saw will cut 10 per cent more timber than other brands.



SIMONDS CANADA SAW CO., LIMITED

"The Saw Makers"

ST. REMI ST. AND ACORN AVE.

VANCOUVER, B.C. MONTREAL, QUE. ST. JOHN, N.B.

HOW'S YOUR STOCK OF EDDY'S INDURATED FIBREWARE?



The summer rush will soon be on. Look your stock over carefully, — see how you stand on

WASH TUBS, WASH BOARDS, PAILS,
BUTTER TUBS, MILK PAILS, Etc.

A good display of Eddy's Indurated Fibreware will bring new business and hold your old customers.

Order to-day.

THE E. B. EDDY COMPANY, LIMITED

HULL, CANADA



Of Course You Want *All* the Profits in Your Gasoline Sales

This Gilbert & Barker T-235 Five-Gallon Quick-return pump in front of your store attracts customers day and night.

Painted in a brilliant red, baked on, it acts as an eloquent salesman pointing out your establishment for blocks away.

It is quick, accurate, efficient. Only 20 seconds are required for discharging five gallons under normal operation.

One and three gallons may be measured by means of quantity stops which are securely fastened, and cannot slip and give over-measure.

Discharge is made from overhead through a ten-foot length of one-inch metallic hose. The filter automatically separates all the water or foreign matter from the gasoline.

THE SAVING WITH THIS UP-TO-DATE G. & B. PUMP IS SO POSITIVE THAT IT SOON PAYS FOR ITSELF.

Our Bulletin 52 will bring full particulars.

GILBERT & BARKER MFG. COMPANY
SPRINGFIELD, MASS., U.S.A.

Canadian Distributors:
Imperial Oil Limited
BRANCHES ALL CITIES



TAPATCO
REGISTERED TRADE MARK
BRAND



Gloves and Mitts

—for Farmers, Teamsters, Laborers, Engineers, Mechanics, Chauffeurs, Railwaymen, Lumbermen, etc.

Made in Gauntlet, Knit Wrist and Band Top Styles, in heavy, medium or light weights. Leather Tip, Leather Faced Gloves, Jersey Gloves and Mitts in Tan, Slate and Oxford.

The quality of "TAPATCO" Gloves and Mitts is unsurpassed. For fit and appearance they are equal to the best. Splendid profits for the dealer.

Order Through Your Jobber

The American Pad & Textile Co., Chatham, Ontario

Manufacturers
OF
WIRE

HEADQUARTERS FOR
WIRE BALE TIES
Largest Capacity and Stock in Canada
PROMPT SHIPMENT

LAIDLAW BALE TIE COMPANY, Limited
HAMILTON, CANADA
Winnipeg Toronto Montreal
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MADE IN CANADA

Blacksmiths' Boiler Makers' Machinists' AND Pipe Fitters' Tools

Write for Catalogue

A. B. Jardine & Co.
LIMITED
HESPELER, ONT.



EMBOSSED SHEET METAL FIGURES

Our attractive figures, 8 sizes, 7 finishes, are quick sellers. Our Compartment Box contains 120 figures, 1 dozen each, 0 to 9. Neat, attractive, draws trade. A popular and convenient sales-making method of display for your benefit.
Write for Folder 12 and Sales Suggestions.
We make the following hardware specialties:

DOBSON, ZENITH AND PREMAX HAME CHAINS

Premax, Jockey, Spreader and Stallion Chains, Wall Plugs, Wall and Veneer Ties, Sash Pulleys, Sash Chains, etc. Street and other Signs, Checks, Badges, Medals, Dog Tags, License Plates, Name Plates, Miscellaneous Goods.

SPECIAL BARGAINS IN TRAPS FOR 30 DAYS.
Catalog No. 25 on request.

Niagara Falls Metal Stamping Works
Niagara Falls, N.Y.



TRADE CHICAGO MARK

SPRING HINGES

The "Reliance"

This Door Spring is unusual. It has a **Ratchet Tension Adjustment** and a very powerful and efficient spring.

It is profitable to the dealer.

Type No. 270

The "Chicago"

Type No. 280 Door Spring is well known as a **profitable seller.** It is a durable and attractive article and is made in four sizes.

Is your stock complete?

Type No. 280



Chicago Spring Butt Company,
CHICAGO NEW YORK

Send for Catalogue M-36

CANE'S Clothes Pins



NOT
"Just Clothes Pins"

Cane's Star Brand Clothes Pins are better—they cost no more than "just clothes pins"—but there's a difference.

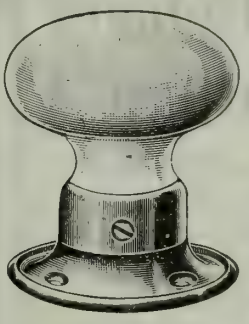
Star Brand are always right in shape, right in length and correct in count. They will not injure the clothes.

Your Jobber will be pleased to supply Star Brand Superior Clothes Pins at no extra cost.

The Wm. CANE & SONS Co., Limited
MANUFACTURERS
Newmarket Ontario

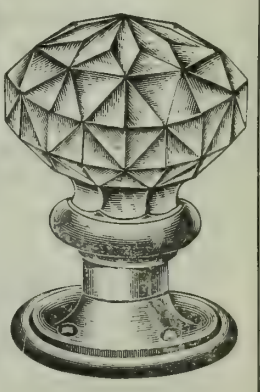
DOOR KNOBS
CHINA and GLASS

With Special Canadian Brass Mountings









Canadian Drawer Knobs

JAMES CARTLAND & SON

LIMITED

BIRMINGHAM
ENGLAND

Canadian Representative:
GEO. H. SMITH, 39 Adelaide St. W., TORONTO

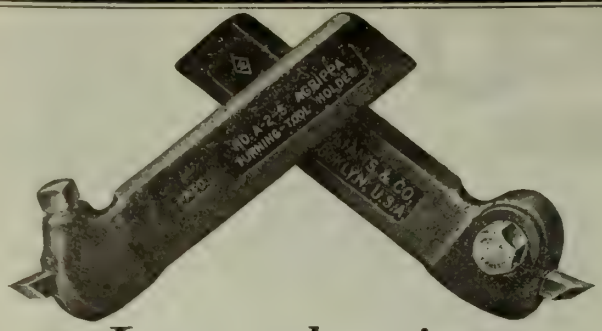


MENDETS
A PATENT PATCH

You can't afford to overlook the sales possibilities of this profitable line. The profits are good and our attractive display stand will make sales for you. **Mendets** is used in the home for mending pots, pans, rubber goods, etc. Has given satisfaction to thousands of purchasers. Order a display stand from your jobber to-day.



Collette Manufacturing Company, Collingwood, Ontario



Introducing Williams' "Agrippa" Turning-Tool Holders Set Screw Pattern

TO provide increased and abundant variety of selection in Williams' "Agrippa" line of Tool Holders, we offer this Set Screw pattern of Turning-tools primarily for those who use Cutters made of steel which has been hammered or rolled with a greater variation in size than is common to usual mill practice. But for the majority of users who purchase Cutters of accurate size, we recommend the original "Agrippa" Turning-tool of Cam Pattern as being stronger, more reliable and more generally satisfactory than any other method of Cutter-fastening. Both patterns are illustrated above.

The Screws, made of a fine grade of Alloy Steel, are accurately machined and carefully heat-treated and hardened. They are unusually tough and strong and give the maximum efficiency obtainable from this extra type of Cutter-fastening.

Right and Left Hand Offset and Straight Shanks in stock at same prices as Cam Pattern of corresponding size.

Our Machinists' Tools Booklet will be sent on request.

J. H. Williams & Co.

30 Richards Street, Brooklyn, N.Y.

THE A. G. LOW CO., LTD.

30 Pacific Avenue, Saskatoon, Sask.

Agents for Manitoba, Alberta, British Columbia and Saskatchewan

METALS · CHEMICALS · GLASS

B·&·S·H Established 1790

We are now prepared to quote on

English Castor Oil

From stock and for Import

B.&S.H.THOMPSON & COMPANY LIMITED MONTREAL

Branches : Toronto, Winnipeg, Vancouver, New Glasgow, N.S.

Selling Agents for Eastern Canada for United States Steel Products Co.
Exporters of the Products of the American Sheet & Tinplate Co.

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It will pay you to investigate the line of Automobiles we manufacture for Boys and Girls. We make a line that is absolutely new, novel and up-to-date in every respect. New features, attractive finishes and extra strong and durable to withstand rough usage.

Write us to-day for catalogue and complete information.

Gendron Manufacturing Company, Ltd.

Duchess and Ontario Streets, Toronto, Ont.

Automobile No. 35. Wins favor on sight. Every child desires to own one. A rapid seller for the dealer.



WE manufacture a full line of Steam, Vacuum and Combination Gauges, Locomotive and Duplex Gauges.



MORRISON'S Standard Test Gauges, Hydraulic, Altitude and Sprinkler Alarm Gauges, Combination Water Works Gauges.

PYROMETER Gauges, Engineers' Clocks and Revolution Counters, Pressure Gauge Testers, Pyrometers for Bakers' Ovens.

RECORDING Pressure and Temperature Gauges, Blast Pressure Gauges. Dealers in Thermometers for Heating Installations, Feed Water, Flue Gas, etc.

THE JAMES MORRISON BRASS MFG. CO., LIMITED

93-97 ADELAIDE STREET WEST, TORONTO, ONTARIO



Attractive Stucco Homes Built with

BISHOPRIC STUCCO BOARD

A stucco home can be beautiful, artistic, unique—and, in actual dollars and cents, be the most economical house that can be constructed.

BISHOPRIC STUCCO BOARD, used as a foundation for stucco walls—and in place of boarding, sheathing paper, furring strips and laths—saves at least 50% in time and labor.

Part of your business is done with Builders and Contractors. Why not go a step farther and supply them with Bishopric Products—the modern building material, which they are using right along.

Write us for prices and further information.

Bishopric Wall Board Co., Limited, Ottawa



More-Profit Pumps ---Real Profit

No use to sell a pump that makes trouble for a dealer with his customer.

The trouble is remembered. The cost of repairs is dead loss of time and temper. The dealer suffers.



"Aremacdee" hand and motor metal pumps for force or lift use, every kind, are shown in the big catalogue.

Dealers, ask for prices and terms. Get real profits on your metal pump sales.

WRITE

The R. McDougall Co.
LIMITED
GALT, CANADA

VOL-PEEK



FIRST AID IN THE KITCHEN-

IN EVERY HOUSEHOLD

Vol-Peek finds a place. Mends pots, pans, tinware, graniteware, copper, aluminum, etc. Easily applied, sanitary, hardens quickly and costs only ½ cent per mend.

Send a sample order to-day. A bright colored display stand of 24 packages for $2.25. Vol-Peek sells on sight and is guaranteed; 60% profit for the dealer.

At your jobber or

H. NAGLE & CO., Box 2024, MONTREAL



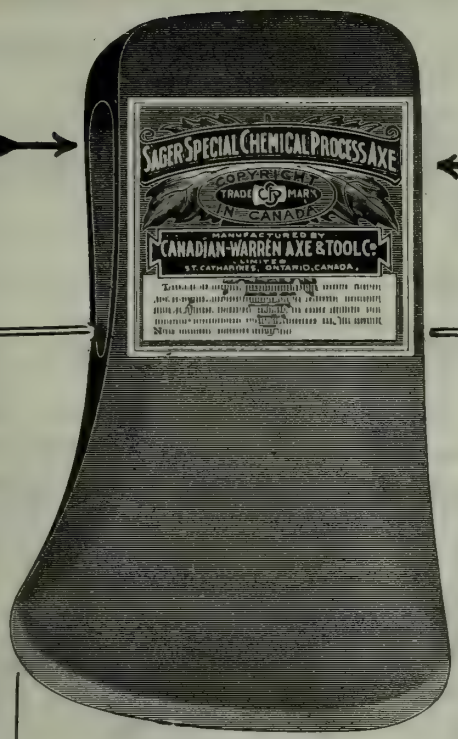
REED'S SPECIAL



Asphalt Roofings,
Tarred Felts,
Pitch,
Coal Tar,
Roof Coatings,
Slates,
Conductor Pipe,
Gutters,
Sheet Metal Work
Fire Doors,
Wire Guards,
Ventilators.

The products we make are the best that may be bought for the money. Every item is high grade and extremely durable. A postal will bring you complete prices and full information on all our Roofer's Supplies. *Write us.*

GEO. W. REED & CO., Limited
Manufacturers
MONTREAL

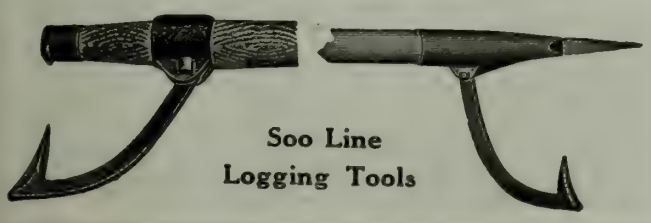


WHY NOT BE GUIDED BY THE JUDGMENT OF HUNDREDS OF WELL KNOWN LUMBERMEN, WHO ACKNOWLEDGE THE SUPERIORITY OF

"SAGER AXES"
AND
"SOO LINE" LOGGING TOOLS?

GET THE HABIT.
(AND THE PROFIT)

Canadian-Warren Axe & Tool Co.,
LIMITED
ST. CATHARINES, ONT.



Soo Line Logging Tools

Sell Your Share

Men know it pays better to buy a new sharp file than to waste labour working with a dull one. Pounding away at this truth in our advertising has borne fruit.

Consequently the demand for **"Famous Five"** Files is increasing steadily.

Carry a moderate stock, and share in this trade. But be sure to specify **"Famous Five"** Files when ordering.

They are:

KEARNEY & FOOT
GREAT WESTERN
AMERICAN
ARCADE
GLOBE

Made in Canada by



E. Roy, 65½ St. Andre St., Montreal, Que.
A. S. Butchart, 26 Adelaide St. W., Toronto
C. C. Cartwright, Union Trust Bldg., Winnipeg



4 Good Reasons --READ 'EM!

Why you should sell Rolled Thread Bolts and Screws:

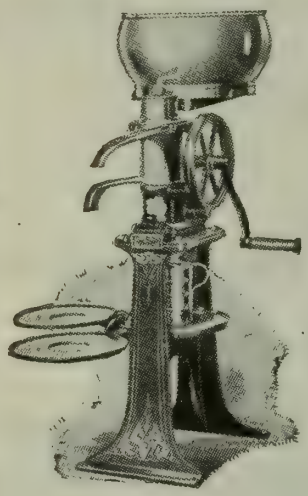
BETTER QUALITY—Rolled Thread Bolts can only be made from first quality Basic Open-Hearth Stock.

STRONGER—Actual tests show 13 per cent. greater strength than Cut Thread Bolts.

NO USELESS WEIGHT—Shanks are smaller than threads. No useless weight to pay freight on.

BIG FIRMS ADOPTING THEM—Some of the largest users on the continent will accept nothing else—and they always investigate before acting.

THE NORTHERN BOLT, SCREW AND WIRE COMPANY, LIMITED - OWEN SOUND, ONT.



Self-Balancing Bowl

Self-Oiling System

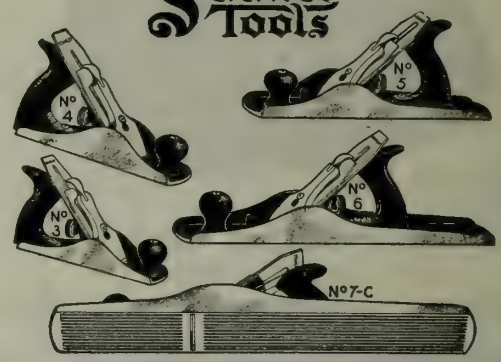
Self-Emptying Bowl

These three features are convincing proof that you should be selling the

ANKER-HOLTH CREAM SEPARATOR

Silverwoods, Limited
London, Ont.

Stanley Tools



THE "BAILEY" IRON PLANE has been the STANDARD for over FORTY YEARS and has always maintained the leading position.

We are the sole manufacturers of the "BAILEY" PLANE. Every Plane has the name "BAILEY" and the number cast in the bottom and the name "STANLEY" is stamped on each cutter.

Always insist that your stock consists of Planes made by THE STANLEY RULE & LEVEL CO., which carry with them a GUARANTEE backed by a Company that has been manufacturing Carpenters' and Mechanics' tools for over half a century.

Made in Canada

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.

Canadian Representatives—A. MacFarlane & Co., Ltd., Montreal, Canada

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

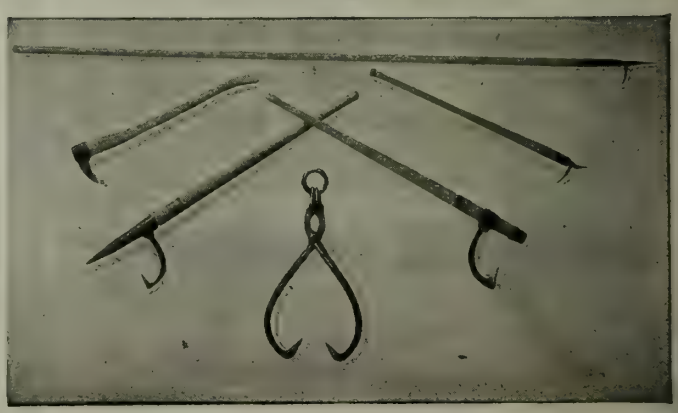
We manufacture all kinds of lumber tools. Light and Durable.

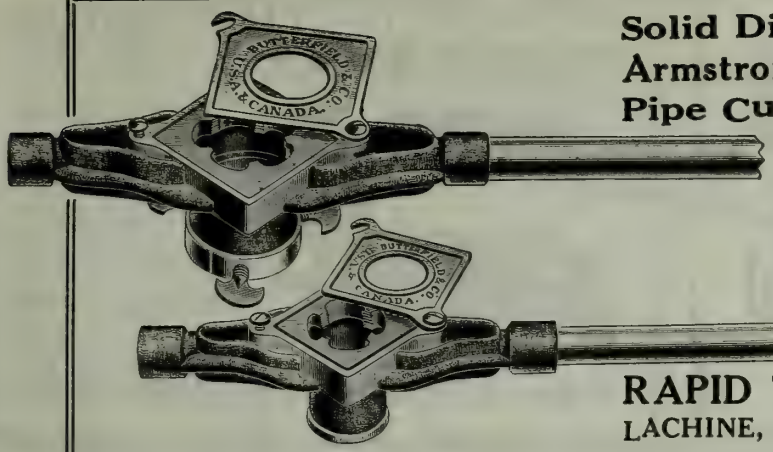
LONG DISTANCE PHONE No. 87

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THOS. PINK COMPANY, LIMITED
Manufacturers of Lumber Tools
Pembroke **Ontario**





Solid Die Plates
Armstrong's Adjustable Stock and Dies
Pipe Cutters and Vises

We are the sole manufacturers of the above lines previously made by Butterfield's.

These are profitable lines for you to handle on account of low prices and high quality.

Write for our complete catalogue and price list.

RAPID TOOL & MACHINE CO., LTD.
LACHINE, QUE. Branch: IBERVILLE, QUE.

UNIMECO WROUGHT WASHERS

We manufacture a wide range of **wrought washers** of every description. Round and square in plain and galvanized.

"Unimeco" washers possess superior quality and unusual finish.

We can also supply you with **Annealed Rivet Burrs** of the same high quality. The "Unimeco" line is a profitable one for you to handle. Write us for information and prices. We ship promptly.

THE UNION IRON & METAL CO.
LIMITED
1951 DUNDAS ST. W.
TORONTO . CANADA

An Axe is as Strong as its Handle

STILL'S

—will give you a stronger working tool, for **STILL'S HANDLES** are made from the best of Canadian Woods.

The sale of

STILL'S HANDLES

far exceeds all other makes.

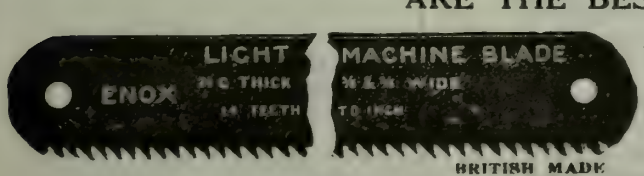
There's a reason.

Axe, Pick, Sledge and Hammer Handles, Cant Hook and Peavie Handles.

It pays to sell **STILL'S.**

J. H. Still Mfg. Company
ST. THOMAS -:- ONTARIO

ENOX HACKSAW BLADES
ARE THE BEST

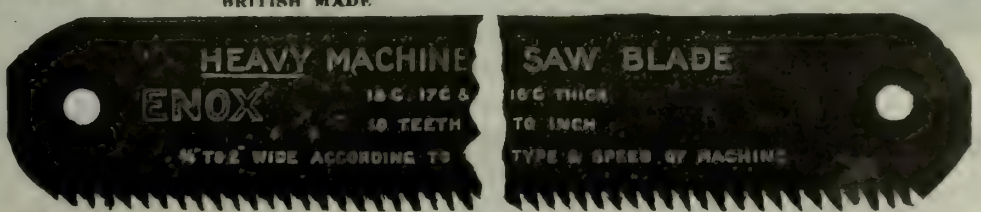


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AGENTS IN CANADIAN TOWNS WANTED

AN ENTIREL BRITISH COMPANY



Liberal terms offered to firms willing to carry stocks and act as sole agents for the district.

SOLE MAKERS FRY'S (LONDON) LIMITED, 46 Upper Thames St., London, E.C. 4, England. Works: Greenwich, S.E. 10

The Standard Machinery & Supplies, Limited, 261 Notre Dame St., West, Montreal.
Agents for British Columbia—The A. R. Williams Machinery Co., 495 Railway St., Vancouver, B.C.

BRASS VALVES

National Brass, Limited

LONDON - CANADA

NOTICE TO THE TRADE

FOR 6 MOS. MAY JUNE JULY AUG. SEPT. OCT.



You can make quick sales and big profits selling the

"COMFORT" IRON

Seasonable. Enables women to take their ironing anywhere. Two-pointed, self-heating, self-cleaning. Operates easily at low cost. Saves time, labor, money. Guaranteed. Get samples and see them sell.

Big Demand, Good Profit

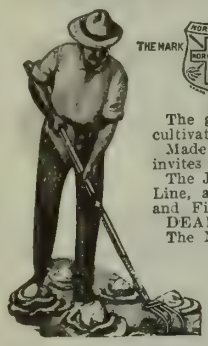
We aid you with sales helps. Your jobber will supply you. Ask for the "COMFORT."

Made by

NATIONAL STAMPING & ELECTRIC WORKS

CHICAGO, U.S.A.

"NORCROSS" Cultivators



THE MARK OF QUALITY



The greatest of all time and labor-saving implements for cultivating and weeding.

Made in (3) sizes—not expensive—even the smallest garden invites a sale.

The Jobber and Dealer who link up with the NORCROSS Line, are assured of the very best in Quality. Construction and Finish.

DEALERS—Insist upon the Genuine—NORCROSS. The Name is a Guarantee of Satisfaction.

Factory Representatives:

Western Canada: A. H. Fraser, Vancouver.

Eastern Canada: Richardson & Bureau, Montreal.

G. S. Norcross & Sons, Bushnell, Illinois,. S.A.

THE DEMAND FOR CAMP FURNITURE IN HOT WEATHER

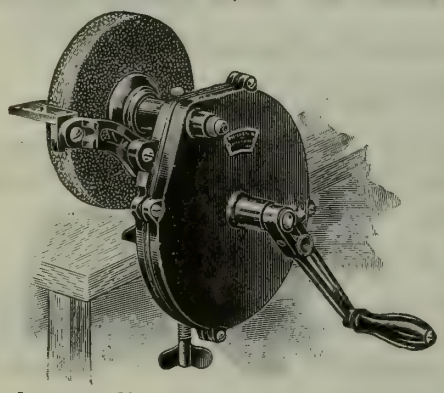


gives the live, progressive merchant a splendid opportunity for extending his trade, and giving his customers the service they want. Stock now and be prepared for the demand. We can supply you with Camp Cots, Chairs, Stools and Tables—all folding flat.

Write for Catalogue No. 38 and price list. Your enquiries will be given prompt attention.

OTTERVILLE MFG. CO., LIMITED

OTTERVILLE - ONT.



GRINDERS

The Mehasco Line—well and favorably known throughout the West. Stocked in 4, 5, 6 and 7-inch fine carborundum wheels, spiral steel cut gears completely enclosed and entirely noiseless; working parts run in a bath of oil, no wear and tear. **The Champion** is a cheaper line, but exceptional value. It is stocked in 4, 5 and 6-inch wheels.

The **No. 6 Tilting Grinder** runs in oil and on ball bearings, is offset from the handle, and is easily adjusted to any position without the use of set screws. The **No. 5 Sickle Grinder** has the gears completely enclosed, and is furnished with two grinding wheels, one for grinding sickles, and the other general purpose farm work. We also have the **No. 60 Power Grinder,** driven by belt. We have a special proposition of a display stand with a one-dozen assortment. Write us for information.

MEHASCO

MERCHANTS HARDWARE SPECIALTIES LIMITED

CALGARY



Manufacturers' Agents

For Foreign and Domestic Markets

Head Office: Standard Bank Bldg.
Vancouver - British Columbia

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Our Canadian soldiers made Canada famous by winning great victories in Flanders. The Canadian Arrow Head Vanadium Steel Saws are making Canada famous, by winning the battle of popularity throughout the world.



ARROW HEAD SAWS

Write for Catalogue
T. F. SHURLY CO., LTD.
St. Catharines, Ont.

Wrought and Steel Plate
WASHERS
OF ALL DESCRIPTIONS

ROUND AND SQUARE

PLAIN OR GALVANIZED



Annealed Rivet Burrs; Felloe Plates; Sheared and Punched Plates; Malleable Washers and Cast Iron Washers.

PROMPT SHIPMENTS

We Guarantee Quality and Service.

Wrought Washer Mfg. Co.
Milwaukee, Wis.

BROOMS

We are pleased to advise the trade that we can now supply our

Standard Brooms

Prompt Shipment

and will be glad to book your order—*PRICES RIGHT.*

QUALITY as usual.

Walter Woods & Co.
Hamilton and Winnipeg



THE manufacturing plants in your district present an opportunity for sales in these high quality lines.

Emery Paper and Cloth, Garnet Paper and Cloth, Flint Paper and Cloth, Discs and Circles.

Their well-known reputation for quality is a valuable asset to the dealer selling them. A complete stock on hand, together with an attention-creating display, will attract your local buyers.

May we send you catalogue and prices?

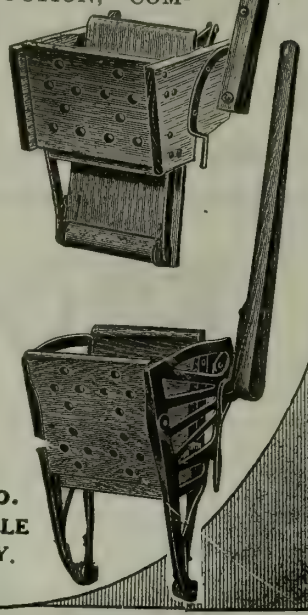
Canadian Sales Representatives:
Messrs. Moncrieff & Endress, Galt Bldg., Winnipeg, Man. 'Phone Garry 3389.
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UNITED STATES SAND PAPER CO. WILLIAMSPORT, PENN.

"White"

MOP WRINGERS

EASE OF OPERATION, THEIR GREAT UTILITY AND THEIR SUBSTANTIAL CONSTRUCTION, COMBINED WITH THEIR PRICE, MAKES THE WHITE MOP WRINGER A RAPID SELLER.



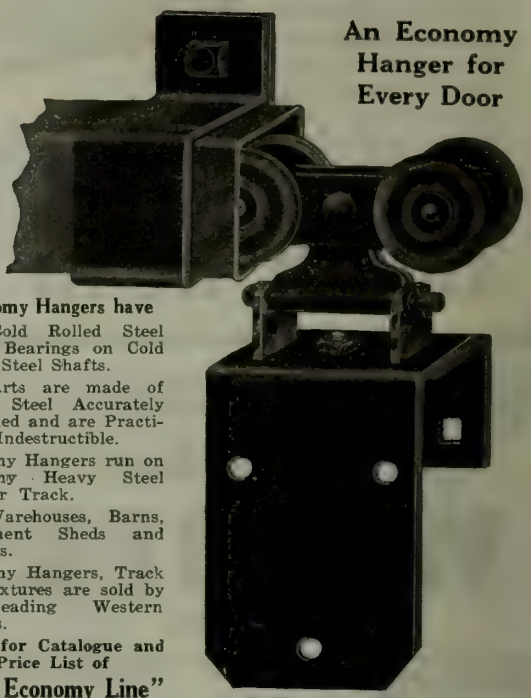
Made of malleable iron and the best of hard woods — Maple or Birch. Fits any kind of pail and wrings the mop thoroughly.

It has more than one use —often used for fruit and vegetable presses and works perfectly. The advent of the White Mop Wringer proved a boon to the housewife—it sells itself and is a good profit-maker.

White Mop Wringer Co.
FULTONVILLE
N.Y.

ECONOMY TROLLEY ROLLER-BEARING DOOR HANGERS

An Economy Hanger for Every Door



Economy Hangers have

full Cold Rolled Steel Roller Bearings on Cold Rolled Steel Shafts.

All parts are made of Heavy Steel Accurately Machined and are Practically Indestructible.

Economy Hangers run on Economy Heavy Steel Tubular Track.

For Warehouses, Barns, Implement Sheds and Garages.

Economy Hangers, Track and Fixtures are sold by all leading Western Dealers.

Write for Catalogue and Price List of
"The Economy Line"

THE ECONOMY FOUNDRY CO., LTD.
PORTAGE LA PRAIRIE, MAN.

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Our London Office, 88 Fleet Street, E.C.

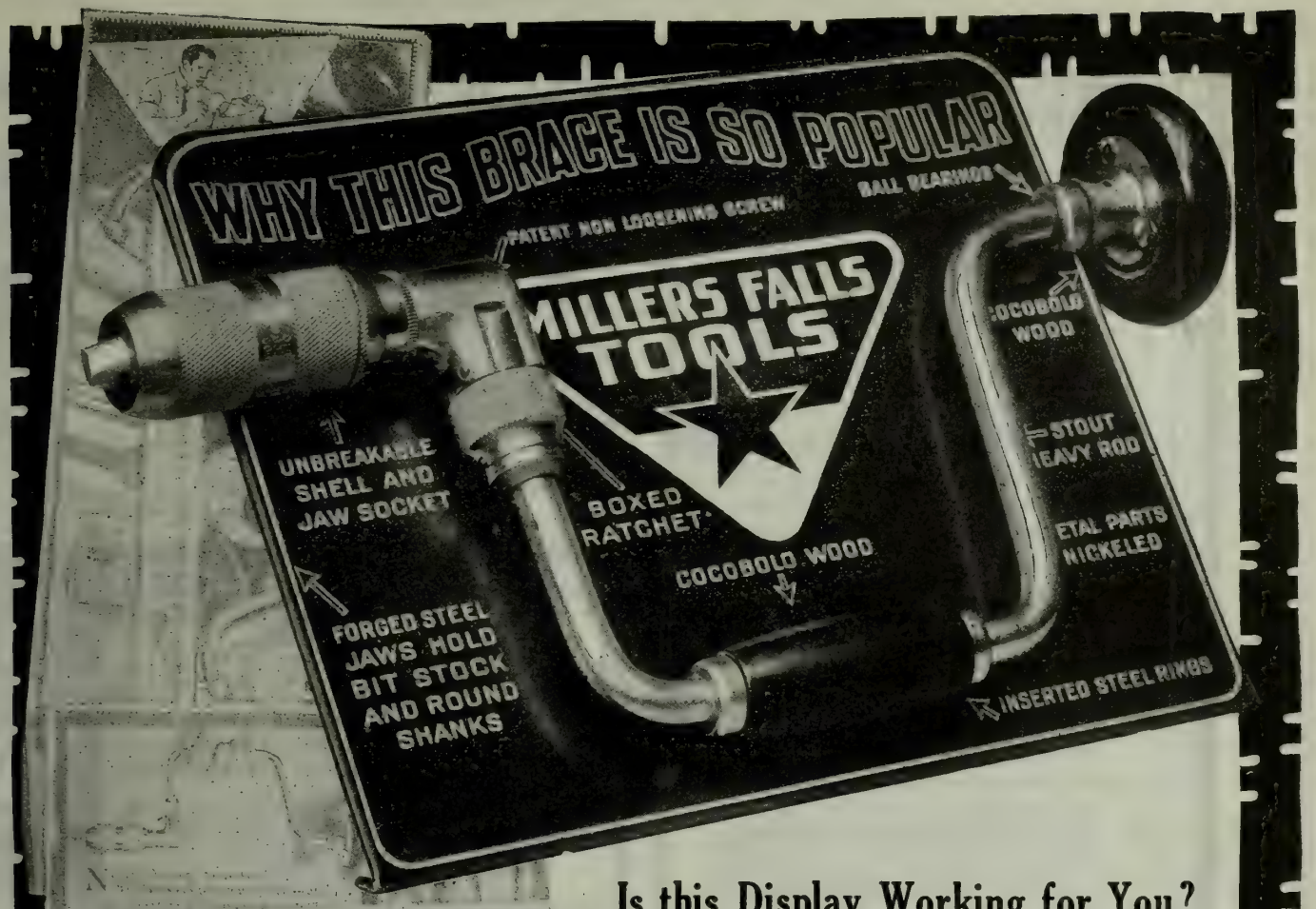
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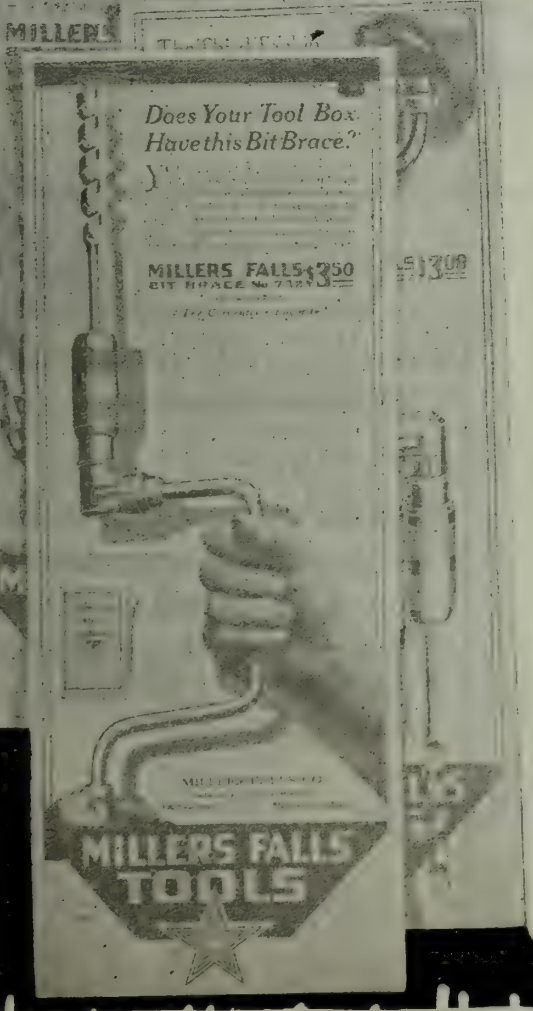
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Here's a display stand that will sell braces for you because it shows our nationally advertised brace to best advantage and gives your customers all its selling points at a glance.

This 732 Brace is a big seller because it will do far more than the ordinary brace and this fact is "getting across" big in our national advertising.

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With this stand on your counter or in your window you connect your store with our national advertising in the "Saturday Evening Post" and other mediums. The stand helps you sell this leading tool which is half sold already when your customer sees the brace in your store.

Stand is furnished free with small order of No. 732 Braces. Write for pocket catalog and our special offer to the trade.

Our Handbook, "How to Sell Tools," helps you cash in on our national advertising in your tool department. It is full of money-making ideas and selling suggestions that you can use. Write for your copy to-day.

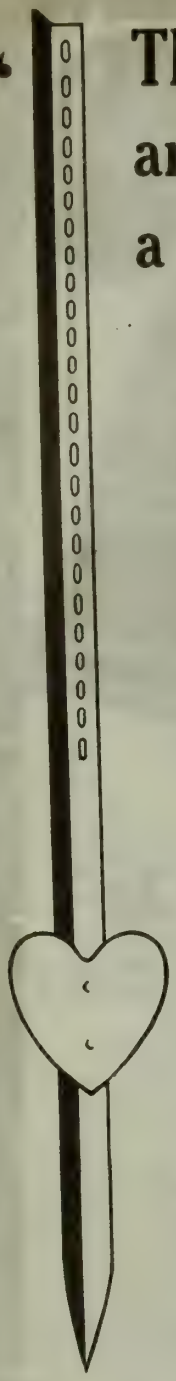
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"Toolmaker to the Master Mechanic"

100 River Street **Millers Falls, Mass.**

MILLERS FALLS TOOLS

They'll Sell Well and They'll Pay a Good Profit



We offer the Hardware Trade an opportunity of adding a new line on which good money may be made—our Steel Fence Posts have many evident advantages—and our list prices for them are in most localities such that they can easily be sold in competition with Cedar Posts.

Besides, we can furnish you with plenty of arguments whereby it may be shown conclusively that the Cedar Post is as much of a "back number" as a snake-fence.

There's a good dealer discount on

PRESTON Steel Posts

you can make satisfactory profit on every sale—and the sales will be easily made and numerous.

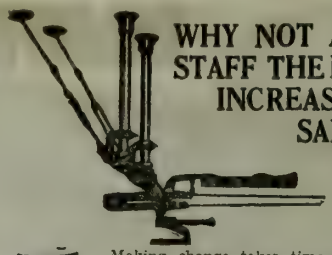
Your customers will not be able to resist these features:

1. **Easy to drive**—which means a great saving over cedar posts, in cost of installation.
2. **Never rot, break, burn or buckle**—therefore, economical as to cost of upkeep—cheapest of all posts in the long run.
3. **Lightning proof** — because the steel "grounds" the wire —therefore, safest for stock.
4. **Neat in appearance** — and never out of alignment — adding greatly to the value of property.

Write for particulars and prices; and we will explain how this can be made one of the most profitable lines in your store.

Metal Shingle & Siding Co.
LIMITED

PRESTON TORONTO SASKATOON
WINNIPEG MONTREAL CALGARY



WHY NOT ALLOW YOUR STAFF THE PRIVILEGE OF INCREASING YOUR SALES?

Making change takes time that might be used to better advantage in the selling of more good. And, too, it diverts the salesmen's mind from his real business. We have a cash carrier to assist you, and there is no better investment than the purchase of a carrier system. It affords more time for salesmen to remain with customers, and in this way increases the efficiency and selling capacity of an entire staff. And the saving of steps. They should not be forgotten.

Write for our four-page leaflet which tells how to obtain a double check on sales, and allow your salesmen in a greater degree, to display their selling ability.

All kinds of Cash and Parcel Carriers.

GIPE-HAZARD STORE SERVICE CO., LTD.,
113 Sumach Street
Toronto, Ontario, Canada

25c. a can Common Sense Exterminator



KILLS RATS

Has been on the market for 25 years. Quickly and effectively eliminates rat pests. It dries them up. Destroys without odor.

"Common Sense" is sold on a money-back guarantee. Good profits in it for the dealer.

Jobbers, write us for terms.

Ask us about our Roach preparation.

COMMON SENSE MANUFACTURING CO., INC.
393 QUEEN ST. WEST - - TORONTO, ONT.

ADVERTISING to be successful does not necessarily have to produce a basketful of inquiries every day.

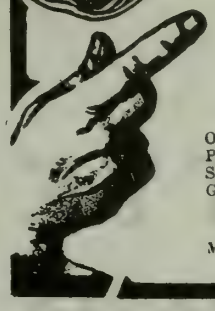
The best advertising is the kind that leaves an indelible, ineffaceable impression of the goods advertised on the minds of the greatest possible number of probable buyers, present and future.

BOLTS

Our large stock of **Carriage and Machine Bolts and Coach Screws, Rivets, Nuts and Washers,** assures quickly filled orders and prompt shipment. **Our quality and price please everybody.**

LONDON BOLT & HINGE WORKS
LONDON, CANADA

GERMANTOWN
LAMPBLACK



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HEADQUARTERS FOR
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Trade with Gt. Britain

Extract from the "Times," London, May 2nd, of cable sent to Ottawa by Canadian Mission:

"Canadian manufacturers should realize the advantage of having representatives in England, they should not overlook the British market, where a great variety of commodities is needed, and the market is favorably open and worthy of individual effort."

The Opportunity Now Before You

A director of an influential British firm will be visiting Canada during June and July to buy from Canadan manufacturers, or would act as selling agents throughout Great Britain.

The goods of interest are Enamelled and Aluminum Kitchen Utensils, Domestic Woodware and Household Hardware.

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SIDNEY S. FREEMAN, (London,) Eng.
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Thomas Goldsworthy & Sons

"GENUINE" Naxos Emery

All numbers from No. 8 to 140, also FF, and F, Flour Emery, English Blue Twill Emery Cloth, and English White Back Emery Cloth. All numbers.

Prices on Application. ***Immediate Shipment.***

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" Stick-Fast "

Made instantly with cold water.

For **all purposes** where Paste is used.

A Great Seller.

Order some to-day—phone your Wholesaler.

Manufactured only by

STUART & FOSTER Ltd.
TORONTO, CANADA

Look for the full name

Russell Jennings

stamped on the round of our

Auger Bits

The original double twist auger bit, patented by Mr. Russell Jennings in 1855

Russell Jennings Mfg. Co.
CHESTER, CONN., U.S.A.

HARDWARE AND METAL is read by all the progressive dealers who are practically all good buyers, therefore, it pays to advertise in this paper.

More
More and
More
GILLETTE
Safety Razors

MADE IN CANADA

TRADE Gillette MARK

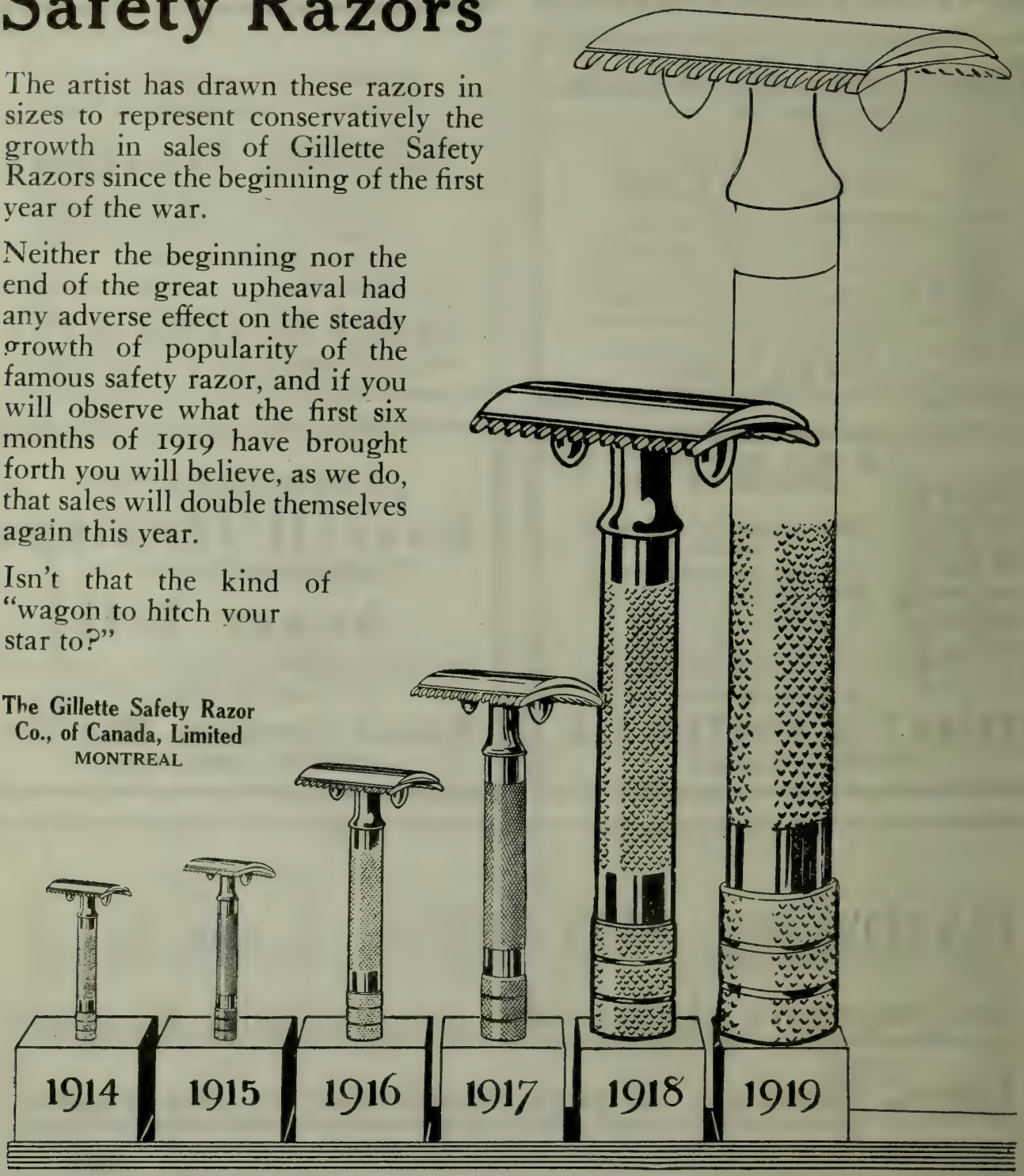
KNOWN THE WORLD OVER

The artist has drawn these razors in sizes to represent conservatively the growth in sales of Gillette Safety Razors since the beginning of the first year of the war.

Neither the beginning nor the end of the great upheaval had any adverse effect on the steady growth of popularity of the famous safety razor, and if you will observe what the first six months of 1919 have brought forth you will believe, as we do, that sales will double themselves again this year.

Isn't that the kind of "wagon to hitch your star to?"

The Gillette Safety Razor Co., of Canada, Limited
MONTREAL



"Member Audit Bureau Circulation."

HARDWARE AND METAL

CANADA'S NATIONAL HARDWARE WEEKLY

Vol. XXX. TORONTO, JUNE 28, 1919 No. 26

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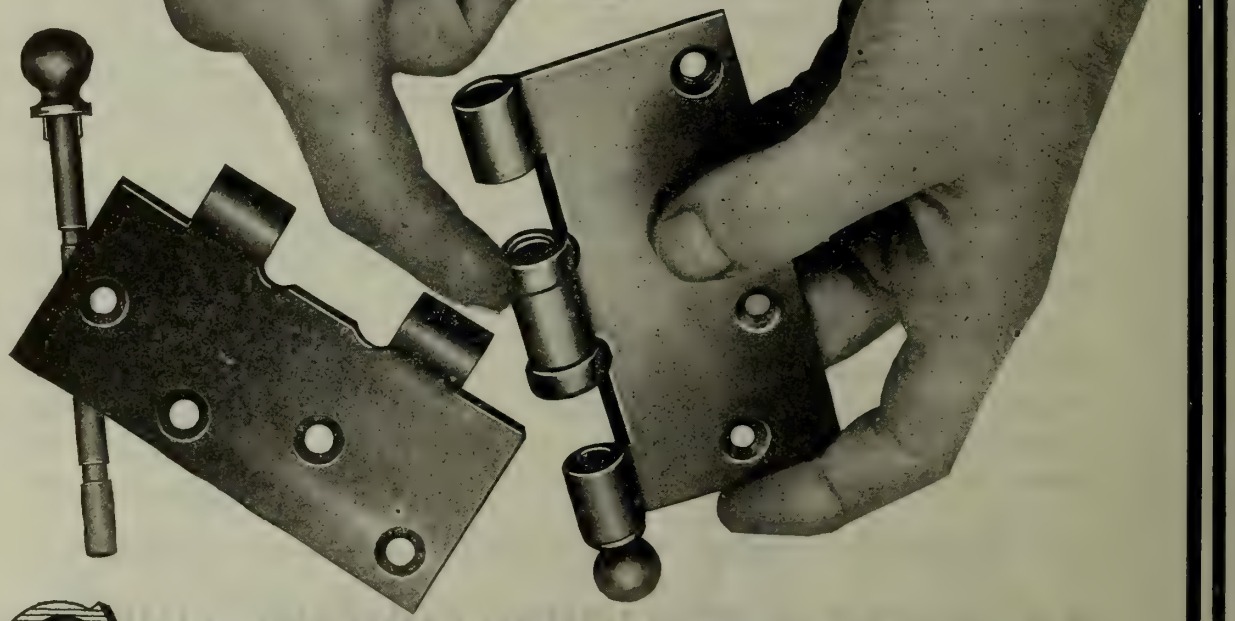
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"Use Ball Bearing Butts for Permanence"

TRADE S.W. MARK



STANLEY FEATURES

BALL BEARINGS—The wearing surfaces of Stanley Ball Bearing Butts do not grind together when the door swings—they roll over their bearings easily and quietly.

Between the joints of these butts are ball bearings set in raceways of case-hardened steel. Due to the downward pressure of the weight of the door, each raceway moves or remains stationary with the joint next to it. This shifts the wear and friction upon the bearings, which means that both are reduced to the mechanical minimum. Each bearing is tested to carry a weight of one-half ton.

Ball bearings are only one of the many features which have been built into Stanley Ball Bearing Butts in our effort to make them the very best butts you can offer your customers.

THE STANLEY WORKS, New Britain, Conn., U.S.A.

Canadian Representative: A. Macfarlane & Co., Ltd., Montreal

Canada's National Hardware Weekly

HARDWARE AND METAL

Published Every Saturday Since 1888

Vol. XXX. TORONTO, JUNE 28, 1919 No. 26

In Auto Accessory Business to Stay

"We Are Glad We Went In," Says G. V. White, of the Sumner Company, Moncton, N.B., in Telling of the Manner in Which Business Has Been Growing Steadily—Says Average Car Owner is a Good Buyer

"WE are glad that we went into this business. In fact, it was hardly possible for us to keep out of it even if we had wanted to. We are in it to stay though now, and this year we consider that we have one of the largest and best assorted stocks in the Maritime Provinces."

This was the statement made to HARDWARE AND METAL by G. V. White, of the Sumner Company, Moncton, New Brunswick, in discussing the development of the firm's auto accessory business.

"Our start," he said, "was very small. During the first year or so we only bought the goods for which we had the most demand. We soon found, however, that the business was growing so rapidly that the best way to get the results we aimed for was to carry a complete stock.

Had to Meet Demand

"Like many other dealers, it was not until the demand had convinced us of the possibilities in handling auto accessories," continued Mr. White, "that we decided to add them to our already large and assorted stock. I think, perhaps, our experience in this respect is very similar to that of most dealers. We quickly realized, though, that the hardware dealer is the logical distributor of automobile accessories.

"We have found that catering to auto owners is a nice, clean business that carries with it a good profit. It brings to our store a class of customers whose trade we like to cultivate. The average car owner is a good buyer. If you have a good stock and can show him things that are going to be of service to him he seldom considers the price. If he wants the goods he wants them, and he is usually easy to sell.

Has Developed Rapidly

"We have found, since going into the auto accessory trade, that the department has been one of the fastest growing departments in our whole store," Mr. White went on, "not only from the new lines being added all the time, but as well from the increased volume of business. We, of course, have always carried wrenches, pliers, machinists' hammers, spark plugs, and other items which, though general stock, can also be classed as auto accessories. We found, however, that owners of automobiles, when they came in to buy these, almost invariably asked for other things which at first we did not have. There was such an insistent demand of this kind that we began to see the possibilities, and the business has developed far beyond even our expectations. We have found that the larger our stock is the larger the business we are able to do."

Get Good Advertising

An important feature in connection with the firm's auto accessory business is the prestige it has obtained all over the Province.

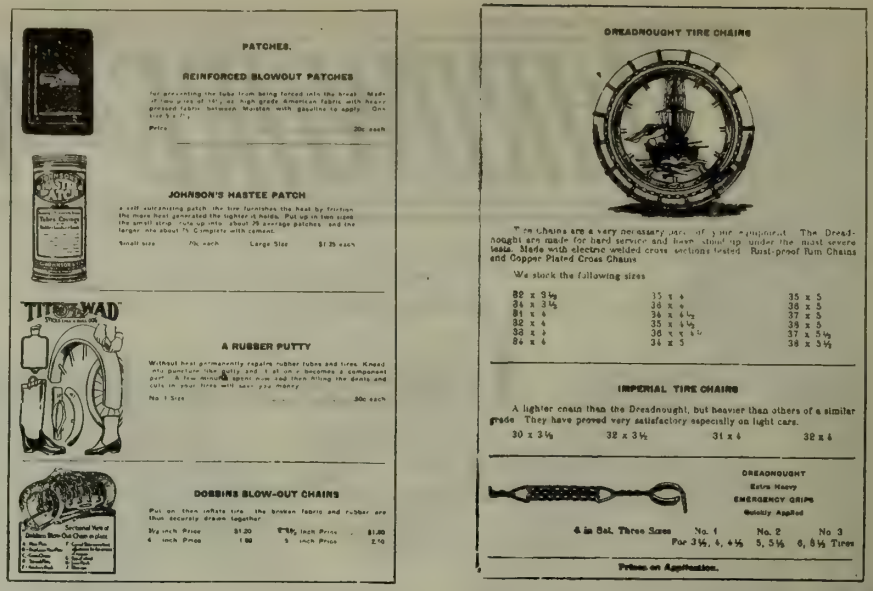


Display case used in the store of Sumner Co., Moncton, N.B., to show auto accessories. This company carry a complete stock and state they are getting splendid advertising from satisfied customers. That is the kind that keeps the customers coming and it's on the man who keeps returning that the money is to be made.

"We have found," said Mr. White, "that our auto accessory department is one of the very best advertisements for our store that we have, as the trade of out-of-town people who are drawn to our store and given satisfactory service, talk about the Sumner Company far and wide. It is not an unusual thing during the season to have people, not only from St. John, but from the Eastern states, stop and enquire for certain goods, with the remark that they have been told they could get them from the Sumner Company at Moncton if they were to be had anywhere. These people naturally tell other tourists, friends of theirs, and if they are ever in our part of the country and need anything, they are sure to come to our store."

Uses Window Displays

The firm has always appreciated the value of attractive window displays as business boosters, and when it went into the handling of auto accessories it was not long before a special auto accessory display window was a feature. As will be seen from the accompanying illustration, a great deal of careful consideration is given to the dressing of the Sumner Company's window. While a lot of goods are shown there is no suggestion of overcrowding or of the goods having been "thrown in." A big Union Jack makes an effective background, while the general arrangement creates entire harmony. The display is one that is not only striking enough to attract the attention of everyone who owns a car but to hold and augment his interest and send him into the store to buy.



Photograph of two pages from the catalogue issued by the Sumner Co., Moncton, N.B. From a 4-page leaflet last year, this firm has branched out to a 35-page catalogue for 1919.

Excellent Results

"We have always found," said Mr. White, "that we get excellent results from all our window displays. We aim, during the season, to arrange several attractive auto display windows. They back up effectively the extensive advertising that we do in the local papers. Both the newspaper ads. and the windows have produced splendid results. We go even further. Last year we issued a large four-page circular with supplement. This year we have a thirty-five page catalogue on the press. That will give a fair indication of how the business is expanding. Our stock includes casings, inner tubes, valves, valve cores, valve tools, tire covers and carriers, inner linings, spot lights, patches of all kinds, paints and wax, cleaners

Continued on page 45



Window display put in by the Sumner Co., Moncton, N.B. A wide range of goods is carried and shown, but there is no indication of overcrowding. This company finds the window a great business getter and changes the displays frequently.

Operating Expenses in Retail Stores

Average Figure for Total Expenses During 1917-1918 Revealed as 20.6% of Sales — Average Rate of Stock Turn 1.8 Times a Year

Issued by Bureau of Business Research of Harvard University, Cambridge, Mass., on results of investigation of operating expenses and profits in the retail hardware trade in Canada and the United States.

THE results of an investigation of operating expenses and profits in the retail hardware trade have been announced by the Bureau of Business Research of Harvard University. Proprietors of 218 retail hardware stores, in 39 states and Canada, have given the Bureau information regarding their cost of doing business. The report that the Bureau has just published covers the war years—1917 and 1918. The average figure for total expense in retail hardware stores during this period was found to be 20.6 per cent. of the sales. The average net profit was 6 per cent. of the sales. The average rate of stock-turn was 1.8 times a year. Similar figures are given in the report for each item of profit and expense.

"These figures can be used by any retail hardware store as a guide with which to compare his own results," was the opinion expressed by Melvin T. Copeland, Director of the Bureau of Business Research. "All the statements have been adjusted to the uniform accounting system that is being introduced in the trade, so that they tally with each other."

This inquiry has brought out the fact that the average investment in merchandise, owing primarily to higher prices, was about 5 per cent. greater in retail hardware stores in January, 1919, than in January, 1918. It has shown, furthermore, that in stores with an annual volume of business of $50,000, the ratio of expense to sales is generally as low as in stores with sales amounting to over $100,000 a year.

These are, of course, only the first results of the Bureau's study of the retail hardware business. This research will be continued for some time, in order to follow the course of operating expenses from year to year, and also to obtain information regarding the best methods of store management. This is part of their general plan of scientific study of retail and wholesale business in connection with the work of the Harvard Business School. —EDITOR'S NOTE.

OPERATING EXPENSES IN RETAIL HARDWARE STORES

THE common figures for operating expenses in 218 retail hardware stores are summarized in this bulletin. The stores from which reports were received are located in thirty-nine states and Canada. The reports were received by mail. Each was carefully checked to make sure that it tallied with the uniform accounting system that is used as the standard. Figures that could not be relied upon have been omitted in the compilation of the tables.

This study of the retail hardware trade was undertaken by the Bureau as part of its general plan for gathering reliable information on operating expenses and management problems in retail and wholesale businesses. The uniform accounting system that was published in 1918 constitutes the basis for the work. It is very similar to the uniform accounting systems that the Bureau has issued for other retail trades.

A lack of reliable accounting methods is common in the retail hardware trade, as elsewhere. The Bureau has found through its correspondence that in numerous retail hardware stores no inventory is ever taken. In numerous cases also, a merchant's accounts are so incomplete as to give him little information that can be relied upon. There is, however, evidence of a tendency toward a more widespread introduction of better accounting methods. As these methods are improved, the work of the Bureau in gathering these figures will, of course, be facilitated. While the figures given in this bulletin are necessarily subject to revision as more data are received in the future, nevertheless they serve as an approximate guide to the costs of operating a retail hardware business.

The stores covered by these reports vary in volume of business from $11,000 to $292,000 a year. In one-half of these stores the annual sales are from $16,000 to $54,000. In one-fourth, the annual sales are from $55,000 to $89,000, and in one-fifth from $90,000 to $178,000. All the reports are for 1917 and 1918, about two-thirds of them for the latter year. Comparisons indicate that the relation of expenses to sales was about the same each year. The average investment in merchandise, owing primarily to higher prices, was about 5 per cent. greater in January, 1919, than in January, 1918.

For each item of profit and expense, and for stock-turn, the table on page 5 shows the lowest figure found in any store, the highest figure, and the common figure. The common figure is the one which is found in the largest number of stores. It is the predominant, typical, and most frequent figure. This is the standard used for purposes of comparison.

All the percentages are based on net sales. Profit and loss might be figured either on cost or on sales, of course, provided both were on the same basis. If a merchant figures his expense on sales, however, and his profit on cost, he is likely to delude himself as to the amount of net profit that he is making. If the gross profit on merchandise sold were 25 per cent. of the cost, for example, and if the expenses were 20 per cent. of the sales, the merchant would come out at the end of the year without any net profit because 25 per cent. of the cost equals 20 per cent. of the selling price. The practical difficulty in using cost as a basis is that many retailers wish to compare their total expenses with their total sales rather than with their total cost of the goods sold. If expense is figured as a percentage of sales, of course

profit should be figured on the same basis for ready comparison. The best course, in the Bureau's experience, is to use sales as the basis, and therefore in all its compilations the net sales are taken as 100 per cent.

TOTAL EXPENSE

Total expense is the sum of all the individual items of expense. It includes not only expenditures for such items as wages, office supplies, and taxes, but also a fair salary for the proprietor or partners, rent for the store whether leased or owned, and interest both on borrowed money and on the proprietor's net investment in the business. The lowest figure for total expense in the reports that have been received is 15.74 per cent., and the highest figure 38.2 per cent. The percentage of total expense shows about the same range and the same common figure in stores in which the annual sales are over $100,000 as in those with sales below that amount. The common figure for total expense in all the stores that reported is 20.6 per cent. of the net sales. This is what it costs to operate a typical retail hardware store.

WAGES OF SALESFORCE

The largest item among the expenses of hardware retailers, ordinarily, is the wages of the salesforce.. This includes the amount paid to the salesforce, and also a part of the salary of the proprietor according to the time that he spends in selling. The expense for wages of salesforce ranges from 3.36 per cent. to 10.8 per cent. of the sales. The common figure is 5.8 per cent. A substantial group of stores, however, are spending only 5 per cent. for wages of salesforce, so that this may be taken as a standard of efficiency above the average, but clearly within the reach of most retail hardware stores.

OTHER SELLING EXPENSES

Such items as payments for advertising, wrapping paper, twine, crates, and packing boxes are included in other selling expense. This varies from 0.1 per cent. to 3.2 per cent. The common figure is 0.4 per cent.

TOTAL SELLING EXPENSE

This is the sum of Wages of Salesforce and Other Selling Expense. The common figure is 6.5 per cent. This is somewhat higher than the figure for Total Selling Expense in retail grocery stores, but it is less than the Total Selling Expense in retail shoe stores where the fitting of customers takes more time than the serving of customers in retail hardware stores.

DELIVERY EXPENSE

Delivery expense is generally small. The common figure is 0.9 per cent. This includes the wages of drivers, and also all the items of expense for the use and maintenance of the delivery equipment and of the stable or garage. There is less uniformity in delivery expense than in most of the other items. One group of stores shows a delivery expense of 0.25 per cent., another group 1.4 per cent., and there are several stores spending over 2 per cent. of their sales for delivery. These variations are probably due not only to the differences in the policies of the stores, but also to differences in the location and distances that it is necessary for the delivery equipment to cover. Delivery expense is a little higher in the retail hardware trade than in the retail shoe trade, but it is small in comparison with the retail grocery business.

MANAGEMENT AND OFFICE SALARIES

The Bureau has found, in the course of its inquiries, that in many cases the proprietors and partners in retail hardware stores are not charging salaries for themselves as an expense of their business. A special inquiry has been made in each case to determine the amount which should be properly included, and also to divide this between management, buying, and selling according to the part of his time that the proprietor spends for each of these purposes. The common figure for management and office salaries, which is 2.5 per cent., appears to be a fair average for the trade.

RENT

In order to obtain figures that may be compared, the Bureau has found it necessary to include rent for the store, whether leased or owned, in the expenses of the business. From the business standpoint also, it is desirable that the rent of the store when owned should be taken into account in figuring expenses of the business. The common figure for rent is 2.4 per cent. of the sales. Wide variations are shown in the expense for rent. The lowest figure is 0.38 per cent., and the highest 7.3 per cent. While the largest number centre around 2.4 per cent., one group spends less than 1.5 per cent., and another substantial group shows an expense of over 3 per cent. for rent. Few stores with annual sales of over $100,000 show a rent figure that is less than 2.3 per cent.

TOTAL INTEREST

In the uniform accounting system for hardware retailers, interest on borrowed capital and interest on the net investment of the owners of the business are included in the expenses. Real estate is omitted in determining this net investment, for the return for the use of real estate is covered by the rent charged. The net investment, or owned capital, on which interest is charged, is the average net worth of the business for the period for which the statement is made out. It is the sum of the assets (not including real estate) less the sum of the liabilities to outsiders (not including capital stock or surplus of a corporation, or undivided profits). The assets include cash, merchandise on hand, equipment at depreciated value, notes and accounts receivable, and any prepayments such as prepaid insurance. The liabilities include notes and accounts payable and accrued items such as unpaid taxes (not mortgage on real estate). The interest is figured at the current rate for reasonably secure, long-time investments in the locality in which the business is situated. This interest charge, therefore, represents the amount which the capital would be expected to earn if it were invested elsewhere.

The common figure for total interest is 3.0 per cent. of the net sales.

REPAIRS OF STORE EQUIPMENT

This is a small item. The common figure is 0.17 per cent., and many stores reported no expense for this purpose.

DEPRECIATION OF STORE EQUIPMENT

This is also small, the common figure being 0.3

per cent. of the sales. About one-half of the stores from which reports were received did not include any charge for the depreciation of their equipment. Although small, this is an item which cannot safely be omitted if the accounts of a store are to be a reliable guide to sound management.

LOSSES FROM BAD DEBTS

Apparently there is a tendency for hardware retailers to carry on their books bad accounts of which there is little hope of collection. This conclusion is based upon the number of reports which showed no expense for losses from bad debts, or only nominal amounts. The common figure is 0.5 per cent. of the net sales. This is somewhat larger than in the retail shoe trade where the common figure for losses from bad debts is about 0.2 per cent., and the same as in the retail grocery trade before the war.

NET PROFIT OR LOSS

The most unprofitable business from which a report was received showed a loss of 10.2 per cent. of the sales. The most profitable business showed a net profit of 11.1 per cent. The common figure for net profit for the years 1917 and 1918 was 6 per cent. of the net sales.

This net profit is the amount which remains after all the expenses, including proprietor's or partner's salaries, rent for the store whether leased or owned, and total interest have been deducted from the gross profit. It is the amount which the business earns over and above expense charges of every sort. It is not to be confused with interest, or considered as a return upon the investment. In the long run, it is the result of good management. Net profit that the business shows is due to the keen foresight, the sound judgment, and the personal leadership of those in charge. Occasionally it may be due to chance, or good fortune, but this is rare. It is careful, farsighted, well-balanced management that counts most. Employees may also help largely in the creation of the net profit under inspiring leadership of the management. It is to these factors, not to the capital, that the net profit of any business is to be attributed.

STOCK-TURN

The rapidity with which the stock is turned is generally a good index to the management of a retail business. The common figure for stock-turn in the retail hardware trade is 1.8 times a year. This common figure apparently holds good for stores with small, medium, and large volume of sales. The lowest figure for the number of stock-turns is 0.85 times a year, and there are several other stores from which the Bureau has received reports that show a stock-turn of less than once a year. In ordinary times this would almost inevitably lead to disaster because of the extra expense of carrying such an excess stock and because of losses eventually through depreciation and obsolescence. The highest figure for stock-turn is 5.75 times a year, and enough stores turn their stock at least 2.5 times to indicate that that is a fairly attainable goal.

Stock-turn is measured for this compilation by dividing the average of the inventories at the beginning and end of the year into the *cost* of goods sold, not into the *sales*. For the purpose of figuring stock-turn, it is obviously desirable to have figures for the amount of stock on hand at more frequent intervals. That would give a more accurate average for the stock carried, but such records are seldom kept in the trade. Since the stock on hand in retail hardware stores is likely to be somewhat less than normal at the inventory period, the figure for stock-turn probably should be somewhat lower than stated above. Since more frequent inventories cannot be generally secured at the present time, the figures that are given here may be considered as approximately correct for purposes of comparison.

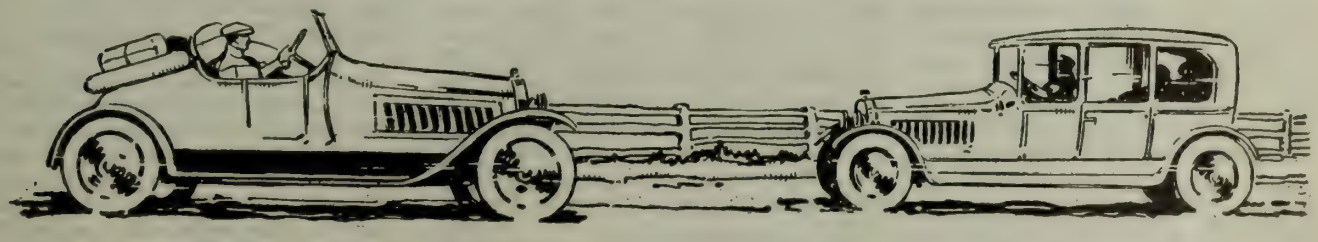
The rate of stock-turn is much lower in the retail hardware trade than in the retail grocery trade, but the range and the common figure are approximately the same as in retail shoe stores.

Operating Expenses in Retail Hardware Stores, 1917-18
Net Sales = 100%

Item	Lowest	Highest	Common
	%	%	%
Wages of salesforce	3.36	10.8	5.8
Other selling expense	0.1	3.2	0.4
Total selling expense	3.9	11.86	6.5
Delivery expense	0.06	3.82	0.9
Buying expense	0.4	2.81	1.0
Man. and office salaries	1.6	5.6	2.5
Office supplies and postage	0.06	1.01	0.3
Total management expense	1.9	5.58	3.0
Total interest	1.11	5.38	3.0
Rent	0.38	7.3	2.4
Heat, light and power	0.09	1.31	0.3
Taxes (ex. income, bldgs.)	0.16	1.73	0.5
Insurance (except on bldgs.)	0.14	1.32	0.5
Repairs of store equipment	0.03	1.05	0.17
Depreciation of store equip.	0.04	1.61	0.3
Total fixed charges and upkeep expense	4.8	12.47	7.5
Miscellaneous expense	0.14	3.57	0.8
Losses from bad debts	0.05	2.84	0.5
Total expense	15.74	38.2	20.6

Gross and Net Profit

Item	Highest	Lowest	Common
	%	%	%
Gross profit	40.2	12.75	26.5
Net profit (or loss)	11.1 Profit	10.2 Loss	6.0 Profit



Great Paint Activity Says President

Despite Drawbacks, Canadian Paint Industry Enjoyed Increased Output—Some Big Increases in Western Territory—Expects a Big Fall Business This Year

UNDOUBTED and splendid success is attending the "Save the Surface Campaign" of the Canadian Paint, Oil, and Varnish Association, according to the president of the association, Mr. George Henderson, also president and general manager of Brandram-Henderson Limited, Montreal. In the course of a recent tour of the Western Provinces, covering several weeks, Mr. Henderson was enabled to observe actual business conditions throughout the provinces of British Columbia, Alberta, Saskatchewan, Manitoba, and later, in Ontario. He is highly pleased with conditions, and especially with the prospect for a continuance of heavy business. To HARDWARE AND METAL, Mr. Henderson had the following to say:

Helped Business

"It would be idle not to acknowledge that this campaign was largely responsible for the better business that exists. It has undoubtedly helped greatly, although some of the advertising plans did not synchronize as they should have. Notwithstanding this, the results have been good.

"There is one thing that I would like to make perfectly clear, and that is that, had the strikes and labor troubles in some sections of Canada not occurred, the business that would have come to the various manufacturers would have been simply enormous. Notwithstanding this, there has been an excellent volume of business and a big increased demand throughout the country."

Canadian Value Paint

Asked for an expression as to whether the average property owner in Canada understands the advantages of paint as a preserver, Mr. Henderson expressed himself as convinced that there was a wide appreciation of the benefits to be derived from the use of paint and varnish. The substance of the slogan adopted by the Canadian Paint, Oil, and Varnish Association, "Save the Surface and You Save All," seems to have sunk in. Realizing that preservation of his property is a vital thing, many an owner has painted this year, carrying out work which has been deferred for several seasons at least.

"In such centres as Winnipeg, Regina, Saskatoon, Calgary, Lethbridge, and even in other cities where there was a somewhat modified unrest upon the part of labor, the citizens have been improving the time, and local business has therefore been good in spite of the disturbances. Much 'over-the-counter' business was done, and a great deal of this for 'spot cash,'" said Mr. Henderson.

Results of Strike

This has been one of the indirect results of strike disturbances, and it is obvious that, with a temporary absence from one's chosen work, by choice or through force of accompanying circumstances, the hardware store has secured a considerable business that just such conditions created, or which, in any event, they helped to improve.

Another observation made by Mr. Henderson, was that, had the war not stopped there might not have been so much painting as has already been undertaken, for there would have been even a higher price basis in all probability if hostilities had been continued. With the war stopped many have come to realize that it is as good a time to paint now as later, and the work is already in hand.

Are Differences

While the condition of business throughout the country has been excellent, Mr. Henderson states that there are differences of a local or provincial nature which are not always taken into account. "In Alberta, for instance, there is a great deal of painting done in the fall of the year, and in this respect this province is different from some of the others. Each province has its own peculiarities."

In the Far Western province of British Columbia, Mr. Henderson sees much scope for a more general painting campaign, and this will come, doubtless, with a more stable and settled condition, free from excessive dealing in reality, and which, in some places, has served to temporarily prove a set-back. "The Okanagan fruit district, of course, is prosperous while Vancouver is not altogether settled as to the future of her shipbuilding industry. There is no city where paint can be used to better purpose than in the city of Vancouver itself. It needs a great deal of it."

Whatever the need may be, Mr. Henderson is satisfied that the Canadian manufacture will be able to take care of much greater business with the facilities now at his disposal. "With the plants that we have in Montreal, Halifax, Toronto and Medicine Hat, we could even take care of $2,00,000 to $3,000,000 more business than we have to-day," he stated.

Shortage Overcome

In spite of the loss of such special business as obtained before the close of the war, such as that for shipbuilding paints, shellacs, varnishes and other materials used in war work, Mr. Henderson said that it was gratifying to see these losses fully offset through the increase of purely regular business. Asked by HARDWARE AND METAL as to the increases, that is, as to whether these were actual or attributable to high prices which are now obtaining, Mr. Henderson said, "The tonnage and gallonage have been much heavier and show a big increase."

That there will be a big business for several months yet is undoubted by Mr Henderson. It is just off to a good start, so to speak.

To Meet Difficulties

In the matter of some raw materials there has been more or less anxiety. This particularly has applied to linseed oil and to some other commodities, notably to turpentine.

"Will there be enough material to supply the trade requirements if business continues brisk?"

"That is rather a difficult question, particularly when one speaks of oil, but in a general way I do not look for any shortage. There is a scarcity of flax and the same is very high in price, but there is plenty of white lead and colors, and other raw materials are in good supply. There are also good supplies of cans now for the product, and plenty of tinplate is available.

"Last year there was difficulty in getting the necessary supplies of flax, but there is promise at the present time for a satisfactory yield in the West this fall. The Western yield, if large, or even normal, will go far toward relieving the situation."

West is Prosperous

Mr. Henderson, speaking of general conditions in the West, stated that these were much improved and that there was a good deal of money in the hands of the people. There have been good crops on the prairies in many sections, while, of course there are points where more moisture would have served to increase yields. Cash being paid over the counter for immediate requirements is one of the best indications, and this being the case very largely, it is a most welcome condition. During his visit in the West, Mr. Henderson had an opportunity of meeting many retailers, and in all cases, he reports, the conditions were excellent in a business way.

The Westerner is an optimist, and there is great scope for trade expansion in that country. Mr. Henderson believes it will continue to develop greatly.

SAYS ENGLAND WANTS CANADIAN FLAX

John Rae, representing Cox, McEuen & Co., of London, England, who was in Canada for some time to investigate exportable conditions from Canada for Canadian flax, intimated, before sailing from Montreal on the "Melita," that Great Britain will take much of the production, if she has the same to offer.

Russia, Holland and Belgium, before the war, supplied much of the flax used in England, Mr. Rae stated. Russia is now out of the market and the other two countries have very little flax to offer. He believed that Canada could secure an immensely better market than ever if she is prepared to seed the area and produce a good grade of flax.

Thriving Hardware Business in Dauphin

Manitoba Town Experiencing Remarkable Activity—Building Brisk — Farmers Buying Electric Lighting Plants—Big Paint Sales—Civic Pride in Evidence

By E. H. SCOTT, Western Correspondent Hardware and Metal

BUSINESS in hardware and in all the side lines that have become a part of the trade is fairly whooping along in Dauphin, Manitoba. Merchants in that town have never known such an extraordinary period of prosperity. The farmers in the vicinity after a succession of bumper crops are rolling in wealth, and spending money like the proverbial "drunken sailor."

Many Tractors in Use

There is scarcely a farmer of the better class in the whole district who is not operating a tractor on his land, and the agriculturist in that section is sadly out of it if he is not the possessor of an automobile. A. H. F. Stelck of the hardware and implement firm of Sutherland & Stelck, Ltd., predicts that all the work on the surrounding farms will be done with gas machines within ten years. The streets of Dauphin are so congested with automobiles on Saturdays that a policeman now directs traffic on the main corner

Building Active

Even with lumber prices advanced 50 per cent. over pre-war rates, the farmers in the vicinity are putting up many new homes this year at a cost of approximately $5,000 apiece. Last year they went heavily into the enterprise of building barns, most of them running about 36x70 ft. in size. There are seven brick veneer houses going up this spring on farms within eight or ten miles of Dauphin, also a dozen frame houses and half a dozen barns. In addition to these there are four large houses being erected in town.

What Hardware Men are Doing.

As an illustration of what hardware merchants are doing Mr. Stelck said that the average cost of equipping a barn with steel stanchions is about $500. In taking the orders of farmers they are offered a five per cent. discount for cash, and in 90 per cent. of the sales they accept this offer although they will not receive delivery for upwards of two months.

The farmers are equipping new and old homes with lighting and electric pressure water systems. Farm mothers are using electric toasters and irons, an electric machine does the weekly wash, and churning is no longer a drudge with the faithful motor whipping the rich cream into butter. Hardwood floors are the rule.

Now the Daily Dip

With the installation of plumbing many a farmer has now substituted the Saturday night tub bath for a daily dip in his enamelled bath tub into which he turns running hot and cold water. His stock in the barn is automatically watered. Farm homes are now being supplied with hot water heating systems of the most expensive kind, and both plumbers and tinsmiths in Dauphin are so busy that they are putting in long hours of overtime in order to cope with the work.

This is not a dream, it is a reality, and what applies to Dauphin applies to the greater part of Northwestern Manitoba. There is great building activity everywhere. H. S. Stead, a plumber of Neepawa told the representative of HARDWARE AND METAL that he had put in seven lighting plants this year at a cost of from $700 to $1,000 a piece, and he has four more orders on hand at the present time. He has also sold three electric pumps this year, one of them a high pressure pneumatic. At Dauphin, A. H. Feldman, who handles a well-known lighting plant, presented a list of 13 farmers who had already installed this system in the Dauphin district, six of these plants having been put in during 1917 and six during last year. The names were shown of seven farmers at Gilbert Plains, and six at Grand View who had installed similar systems, the initial cost of which runs from $585 to $685. They expect to place many more orders this year.

In Dauphin there are two hardware firms, one of them Sutherland & Stelck, Ltd., operating two stores about three blocks apart. One of these stores specializes in auto accessories and has the agency for a line of motor cars of which 53 were sold last year and 35 this year to date. Mr. Stelck said they could place 25 more cars if they could secure the delivery of them. This store also handles an extensive line of farm implements and tractors. The other hardware store is operated by McDonald and Oliphant.

THRIVING HARDWARE BUSINESS IN DAUPHIN

What a large part the marketing of a good crop at high prices has in the business of the Western town is shown in this story of Dauphin, Man. This is the district where the farmers had big crops last year—said to be the best in the West. Whereas there was a crop failure in other parts of Manitoba, in the North they were splendid which accounts in no small measure for the prosperity of the towns up there—EDITOR'S NOTE.

The extensive building movement has resulted in a brisk business in heavy hardware. They are selling great quantities of nails, etc., and there is a heavy run on carpenters' tools, particularly saws.

Big Paint Business

Aside from this both firms are doing a larger paint business than ever before. There is perhaps no town in the West where civic pride is so pronounced as in Dauphin, hence the clean-up, paint-up movement has caught on big. "People here have not been doing much painting since the war began," said one merchant, "but the time has come when they must get busy if they wish to preserve their homes."

By the way, as indicating the brand of Dauphin civic pride, all but two of 900 vacant lots were converted into war gardens while the great struggle was on, including two or three tennis courts which were sacrificed. The town maintains a rest room with a paid matron. Here the farmer's wife may make her headquarters while in town instead of being forced to go to the home of friends, or to the hotels. Here she may make herself a cup of tea to drink with the luncheon brought to town, and here she will find comfortable rockers and magazines for her use.

The town has a steam plant for the generation of electricity, which supplies both light and power, and is operated at a profit. Its water supply is received by a gravity pipe line from a chain of lakes in the Riding Mountains, nine miles distant. The installation of these modern systems means continued business for the hardware man.

The Housing Scheme

Another source of revenue for hardware merchants will be provided by the town taking advantage of the Dominion Government housing scheme to make $100,000 available for building purposes. On new buildings, fully modern, an advance will be made up to 65 per cent. of the value of the property and cost of the building, the money to be repayable in quarterly instalments spread over 20 years. For the improvement of old buildings grants will be made up to 50 per cent. of their value.

Stoves and Washing Machines Sell

Dauphin hardware merchants are experiencing the result of farming prosperity in other ways. Messrs. Sutherland and Stelck say they have never sold so many ranges as in recent months. The farmers are purchasing the highest price steel ranges and paying cash for them. There is also a considerable demand for washing machines. One type of machine operated by water pressure is popular with the townspeople for their gravity system gives a constant water pressure of 97 pounds to the square inch. For this reason electric washers are not as yet in much demand.

Says It Would Be Dangerous to Try and Sell German Goods in England Now

Managing Director of British Firm Says That Good Trade Should Develop Between England and Canada. Britishers Are Looking For Huge Export Trade.

MR. ARCHIBALD COUSINS, managing director of the firm of C. D. Monninger, Ltd., London, England, manufacturers of saws, machine knives, files and tools, stated to HARDWARE AND METAL when he was in Toronto this week, that there is a strong feeling in England in favor of Canadian products, and that he looks for a splendid trade to develop. Mr. Cousins is also looking for a great expansion of the Imperial preference trade idea, whereby much closer trade relations will be established between Britain and all her colonies.

"There are tremendous markets open as a result of the war," he said, "and British firms are going after their share of the business. I have met with a most cordial reception in Canada and am expecting to lay the foundation on this trip for considerable future business. Our business in South America and in Australia has increased steadily, and now that the war is over I am expecting we will be able to capture a lot of the Italian business which was formerly dominated by Germans.

Would be Dangerous

"I do not know," he said, "what the feeling in Canada is, but it would be positively dangerous for any man to try and offer German-made goods at home now. It would be as much as his life was worth. There are too many homes in England that have lost sons or fathers to ever forget, at least in this generation, what has happened.

The war has made the working men in England tremendously prosperous. Both men and women have been making wages they never dreamed of before, and this has made for a lot of extravagance. The Government made a big mistake in making the arrangement of paying women 24 shillings a week and men 29 shillings a week if they could not get work. It has worked out that this is simply an encouragement for them not to look for work, and there are thousands who are content to live on this Government money rather than look for something better."

Increasing Plants

Mr. Cousins pointed out that another result of the war has been to make British firms increase their efficiency. At the present time, he stated, owing to the great shortage of skilled workers, many of whom laid down their lives in France, firms are spending large sums of money installing machinery which will do the work formerly done by men. All over England, he says, the spirit of the manufacturing world is one of optimism, and the firms are looking for the development of enormous export business.

"I do not think," he said, "that there will be any change in England's free trade policy. Free trade is too deeply ingrained in the English people. We made our money out of it and are not likely to change. We do not fear competition at home, and one of the things I have learned is not to believe anything the American newspapers print about the state of British trade. I was in the States recently, and if the tariff there was removed we could simply flood that country with saws, and the American firms could not compete."

Need Wooden Products

Mr. Cousins stated that there is a great shortage in England of wooden products, handles, clothes pins, and other lines and that there is an excellent chance for Canadian firms to sell these goods.

Speaking of the taxes the British Government levied to help pay the war expenses, Mr. Cousins said that it had been very severe on many manufacturers. In many cases as high as eighty per cent. of the profits were taken, and in many cases this left firms without the capital they needed for the expansion of their business. Asked if the manufacturers expected to be recouped in any way through the pyaments of the German indemnity, Mr. Cousins stated that no one was looking for any of that money to find its way to them.

A SEASONABLE WINDOW DISPLAY



A well arranged display of electrical goods will always stimulate sales. Electrical stoves and utilities make ideal presents for brides, and many dealers have been doing a splendid business in them. An electrical display is easily arranged and will arouse real interest not only in the goods shown, but in the store.

Dates of Ontario Fall Fairs, 1919

The following list of Fall Fairs in the Province of Ontario has been issued by the Agricultural Societies Branch of the Ontario Department of Agriculture, Toronto, J. Lockie Wilson, Superintendent:

Aberfoyle—October 7.
Abingdon—October 3 and 4.
Acton—Sept. 23 and 24.
Agincourt (Scarboro)—Sept. 23 and 24.
Ailsa Craig——Sept. 23 and 24.
Alexandria—Sept. 10 and 11.
Alfred—Sept. 23.
Alliston—October 2 and 3.
Almonte—Sept. 23 and 25.
Alvinston—October 7 and 8.
Amherstburg—Sept. 29 and 30.
Ancaster—Sept. 23 and 24.
Arden—October 7.
Arnprior—Sept. 16-18.
Arthur—October 7 and 8.
Ashworth—September 26.
Atwood—Sept. 22 and 23.
Avonmore—Sept. 16 and 17.
Aylmer—Sept. 25 and 26.
Ayton—Sept. 16 and 17.
Bancroft—October 2 and 3.
Barrie—September 22-24.
Baysville—October 3.
Beachburg—September 22-24.
Beamsville—September 19 and 20.
Beaverton—September 22-24.
Beeton—October 7 and 8.
Belleville—September 1 and 2.
Berwick—September 4 and 5.
Binbrook—October 6 and 7.
Blackstock—September 23 and 24.
Blenheim—October 2 and 3.
Blyth—September 22 and 23.
Bobcaygeon—September 26 and 27.
Bolton—October 3 and 4.
Bonfield—September 30.
Bothwell's Corners—Sept. 30 and October 1.
Bowmanville—September 16 and 17.
Bradford—October 14 and 15.
Bracebridge—September 25 and 26.
Brampton—September 19 and 20.
Brigden—September 30.
Brighton—September 11 and 12.
Brockville—August 25-28.
Bruce Mines—September 24.
Brussels—September 16 and 17.
Burk's Falls—September 25 and 26.
Burford—September 30 and October 1.
Burlington—September 30 and October 1.
Caledon—September 23 and 24.
Caledonia—October 9 and 10.
Campbellford—September 23 and 24.
Carp—September 30 and October 1.
Castleton—September 30 and October 1.
Cayuga—September 25 and 26.
Centreville—September 20.
Charlton—September 17.
Chatham—September 16-18.
Chatsworth—October 9 and 10.
Chelmsford—October 1 and 2.
Chesley—October 8 and 9.
Clarence Creek—September 23.
Clarksburg—September 16 and 17.
Cobden—September 25 and 26.
Cobourg—September 17 and 18.
Cochrane—September 25 and 26.
Colborne—September 25 and 26.
Coldwater—September 25 and 26.
Collingwood—September 16-19.
Comber—September 26 and 27.
Cookstown—September 30 and October 1.
Cooksville—October 1.
Cornwall—September 3-6.
Delaware—October 8.
Delta—September 15-17.
Demorestville—September 27.
Desboro—September 18 and 19.
Dorchester Station—October 1.
Drayton—September 30 and October 1.
Dresden—October 2 and 3.
Drumbo—September 23 and 24.
Dryden—September 25 and 26.
Dunchurch—October 2 and 3.
Dundalk—October 1 and 2.
Dungannon—October 2 and 3.
Dunnville—September 18 and 19.
Durham—September 30 and October 1.
Elmira—September 19 and 20.
Elmvale—October 1-3.
Embro—October 2.
Emo—September 16 and 17.
Emsdale—September 23 and 24.
Englehart—September 18 and 19.
Erin—October 8 and 9.
Essex—October 9 and 10.
Exeter—September 15 and 16.
Fairground—October 7.
Fenelon Falls—September 12 and 13.
Fenwick—September 23 and 24.
Fergus—September 25 and 26.
Feversham—September 30 and October 1.
Flesherton—September 25 and 26.
Florence—October 2 and 3.
Forest—October 1 and 2.
Fort Erie—September 24 and 25.
Fort William—September 9-11.
Frankford——September 18 and 19.
Frankville—September 25 and 26.
Freelton—October 4.
Galetta—September 24 and 25.
Galt—September 18 and 19.
Georgetown—October 1 and 2.
Glencoe—September 30 and October 1.
Goderich—September 15-17.
Gooderham—October 2.
Gordon Lake—September 26.
Gore Bay—September 30 and October 1.
Gorrie—October 4.
Grand Valley—September 18 and 19.
Gravenhurst—October 2 and 3.
Haliburton—September 25.
Hanover—September 25 and 26.
Harriston—September 25 and 26.
Harrow—October 7 and 8.
Harrowsmith—September 18 and 19.
Hepworth—September 16 and 17.
Highgate—October 13 and 14.
Holstein—September 23 and 24.
Huntsville—September 23 and 24.
Hymers—September 23.
Ingersoll—September 29 and 30.
Iron Bridge—October 7.
Jarvis—October 2.
Kagawong—October 2 and 3.
Keene—October 7 and 8.
Kemble—September 25 and 26.
Kemptville—September 4 and 5.
Kenora—August 28 and 29.
Kilsyth—October 2 and 3.
Kincardine—September 18 and 19.
Kingston—September 23-27.
Kirktown—October 2 and 3.
Lakefield—September 23 and 24.
Lakeside—September 25.
Lambeth—September 24.
Langton—October 11.
Lansdowne—September 18 and 19.
Leamington——October 1-3.
Lindsay—September 18-20.
Lion's Head—October 6 and 7.
Listowel—September 18 and 19.
Lombardy—September 13.
Loring—September 27.
London (Western Fair)—September 6-13.
Lucknow—September 25 and 26.
Maberly—September 25 and 26.
Madoc—October 7 and 8.
Magnetawan—September 24 and 25.
Manitowaning—September 25 and 26.
Markdale—October 7 and 8.
Markham—October ——.
Marmora—September 30.
Massey—October 1 and 2.
Matheson—September 23 and 24.
Mattawa—September 24 and 25.
Maxville—September 18 and 19.
Maynooth—September 25.
McDonald's Corners—September 26.
McKellar—September 18 and 19.
Meaford—September 25 and 26.
Merlin—September 22 and 23.
Merrickville—September 16 and 17.
Metcalfe—September 23 and 24.
Middleville—October 3.
Midland—September 29-October 1.
Mildmay—September 15 and 16.
Millbrook—October 2 and 3.
Milton—October 7 and 8.
Milverton—September 25 and 26.
Minden—September 30.
Mitchell—September 23 and 24.
Morrisburg—Aug. 12-14.
Mount Brydges—October 3.
Mount Forest—September 17 and 18.
Muncey (United Indian)—October 1.
Murillo—September 30 and October 1.
Napanee—September 9 and 10.
New Hamburg—September 11 and 12.
Newington—September 23 and 24.
New Liskeard—September 11 and 12.
Newmarket—September 24-26.
Niagara-on-the-Lake—September 25 and 26.
Noelville—September 17.
North Bay—September 16 and 17.
Norwich—September 23 and 24.
Norwood—October 14 and 15.
Oakville—September 18-20.
Odessa—October 3.
Ohswekin—October 1-3.
Onondaga—September 29 and 30.
Orangeville—September 16 and 17.
Orillia—September 16 and 17.
Oro—September 19.
Orono—September 25 and 26.
Orrville—September 23.
Oshawa—September 8-10.
Ottawa (Central Canada)—September 6-15.
Otterville—October 3 and 4.
Owen Sound—September 9-11.
Paisley—September 23 and 24.
Pakenham—September 22 and 23.
Palmerston—October 7 and 8.
Paris—September 25 and 26.
Parham—September 16 and 17.
Parkhill—September 18 and 19.
Parry Sound—September 24-26.
Perth—September 3-5.
Peterboro—September 15-17.
Petrolia—September 18 and 19.
Picton—September 16-18.
Pinkerton—September 26.
Porquis Jct.—September 24.
Port Carling—September 23 and 24.
Port Elgin—October 2 and 3.
Port Hope—September 23 and 24.
Port Perry—September 11 and 12.
Powassan—September 24 and 25.
Priceville—October 2 and 3.
Providence Bay—October 6 and 7.
Queensville—October 7 and 8.
Rainham Centre—September 16 and 17
Rainy River—September 23 and 24.
Renfrew—September 17-19.
Riceville—September 24.
Richmond—Sept.
Ridgetown—October 7-9.
Ripley—September 23 and 24.
Roblin's Mills—September 23 and 24.
Rocklyn—October 2 and 3.
Rockton—October 14 and 15.
Rockwood—October 2 and 3.
Rodney—September 29 and 30.
Roseneath—September 25 and 26.
Rosseau—September 17 and 18.
Russell—September 25 and 26.
St. Mary's—September 18 and 19.
Sarnia—September 23 and 24.
Sarnia Reserve—October 1 and 2.
Sault Ste. Marie—October 1-3.
Schomberg—October 9 and 10.
Seaforth—October 18 and 19.
Shannonville—September 13.
Shedden—September 17.
Sheguiandah—October 1 and 2.
Shelburne—September 23 and 24.
Simcoe—October 6-8.
Smithville—September 17 and 18.
South Mountain—September 11 and 12.
South River—September 30 and October 1.
Spencerville—September 23 and 24.
Springfield—September 18 and 19.
Sprucedale—September 18 and 19.
Stella—September 30.
Stirling—September 25 and 26.
Straffordville—September 17.
Stratford—September 15-17.
Strathroy—September 15-17.
Streetsville—September 25.
Sturgeon Falls—September 23 and 24.
Sunderland—September 16 and 17.
Sundridge—September 29 and 30.
Tara—September 30, October 1.
Tavistock—September 29 and 30.
Teeswater—September 30, October 1.
Thamesville—September 30, October 1.
Thedford—September 24 and 25.
Thessalon—September 30.
Thorndale—September 29 and 30.
Thorold—September 16 and 17.
Tillsonburg—September 15 and 16.
Tiverton—October 7.
Toronto (Canadian National)—Aug. 23-Sept.
Tweed—October 2 and 3.
Underwood—October 14.
Utterson—October 1 and 2.
Vankleek Hill—September 16 and 17.
Verner—September 23 and 24.
Wallaceburg—October 1.
Wallacetown—October 2 and 3.
Walsh—October 18.
Walter's Falls—September 23 and 24.
Warkworth—October 2 and 3.
Warren—September 24 and 25.
Waterdown—October 7.
Waterford—September 25.
Watford—October 9 and 10.
Welland—September 30, October 2.
Wellesley—September 9 and 10.
West McGillivray—October 2.
Weston—September 12 and 13.
Wheatley—September 29 and 30.
Wiarton—September 23 and 24.
Wilkesport—September 25.
Williamstown—September 10 and 11.
Winchester—September 2 and 3.
Windham—September 30.
Windsor—September 15-20.
Wingham—October 8 and 9.
Wolfe Island—September 16 and 17.
Woodbridge—October 10 and 11.
Woodstock—September 17-19.
Woodville—September 11 and 12.
Wyoming—September 25 and 26.
Zephyr—September 30.
Zurich—September 17 and 18.

EDITORIAL COMMENT

THE SIGNING OF PEACE

NOT since the armistice has anything occurred which has so affected the markets of the world as unconditional acceptance by Germany of the terms of peace laid down by the Allies. The effects though are vastly different. The signing of the armistice brought to a sudden stop months of ceaseless activity and many looked out on the reconstruction period with no little misgiving. So far Canada has come through the after the war period splendidly. All over the country hardware men report that business has been excellent and that it gives every promise of remaining so. In spite of strikes and labor troubles business in general has been good. Behind everything though there was always the doubt as to what Germany was going to do in regard to the armistice. This was reflected perhaps more in British and American circles than in Canadian business, and caused a great many projects to be held up until it was certain that there was to be no resumption of hostilities. Possibly one of the great factors in deciding the Germans was the firm stand taken by the Allies. The Hun knew that if he attempted any of his old tricks and did not sign at the time specified several powerful Allied armies in command of Marshal Foch would at once occupy German territory. The final surrender is as complete as that indicated by the armistice. The results will be immediate and far-reaching in business. The commercial world will feel free to go ahead unhampered by any more shadows of war. No country on the globe has a brighter future than Canada and big men all over the country are looking for a period of steady development that will last for many years.

KEEP WELL POSTED

NO man can know too much about the business in which he is engaged. The greatest prizes in the commercial world to-day are going to the men who know. These men, because they have the energy necessary to become posted on all sorts of details which the average man passes up as unimportant, get a wider vision which gives them a tremendous advantage. They study most carefully the needs of the buying public which they serve and not only supply them but by judicious management create new needs. They are posted thoroughly on time-saving and labor-saving methods because these things under present day conditions mean either a big saving or a big loss. By using the general knowledge which they are constantly seeking they develop the faculty of being able to think and what is equally important to act quickly. This naturally develops in them an aggressiveness in business that can be obtained in no other way. It makes them keen merchants and keen does not in any way mean that they are ready to stoop to methods of unfair dealing, but that they are quick to see the chances for trade and quick to take advantage of them. Most persons who have come in contact with the outstanding figures in the retail trade to-day are astonished at the wide knowledge they have. These men would be expected to know all about their own stores, but they frequently surprise people by the grasp they have of numerous details, most of which when analyzed will be found to have a bearing of some kind on the business in which they are engaged. There is nothing superficial about this knowledge. It is based on actual facts, because accuracy is a vital element in successful business building. Small mistakes will often wreck a business quicker than anything else and no one knows this better than the keen retailer.

SHORTER WORKING HOURS

IN view of the continued and successful demands on the part of employees for shorter working hours the experiences of some of the large British firms is somewhat interesting. These firms feared that shortening the hours of labor would greatly affect production and also decrease the efficiency of the capital required to carry on the business. In one case, two twelve-hour shifts were changed to three eight-hour shifts and it was found that the output increased. Then Lord Leverhulme, the British soapmaker, tried out the plan of having four six-hour shifts at some of his numerous factories. It is stated, that the management is confident that the men work harder per hour than under the old system and that in this way the output is increased and the working efficiency of the capital made greater. The latest British advocate of the shorter working week is Lord Northcliffe, who, it is stated, may try out a plan for a five-day week for all brain workers in his employ. Retailers all over the world are particularly interested in the move for shorter hours, as thousands of their employees are watching what is happening and are making their demands from time to time

Would Fix Profits to Protect Consumer

Manager of Merchants Consolidated at Winnipeg Urges the Formation of an Inland Trade Commission Along Somewhat Similar Lines to the Railway Commission—Interesting Evidence Given at Session in Ottawa

By T. M. FRASER, Special Representative of the MacLean Publications at Ottawa

OTTAWA. — Interesting evidence was given before the Cost of Living Commissioner by Mr. Montgomery, manager of the Merchants Consolidated, Winnipeg, composed of 300 dealers, who buy directly from manufacturers—when they can. The wholesaler opposes the idea. The first order they placed was for $50,000 worth of rubber footwear. At first they had no trouble in gettings goods, but later the wholesalers began to object. They have a fixed price at which they must sell the goods. They buy, for example, from the Consolidated Rubber Company. The first season they sold cheap, and saved money to their customers, but that got the jobbers into trouble with the wholesalers. There is a set discount of 15 per cent. off the list, which is their profit. The rubber footwear is handled on a close margin.

Has Advanced Greatly

Footwear has advanced greatly since the war. The advance on the wholesaler up to a few weeks ago was 45 to 65 per cent. There has been a further advance of 25 to 40 per cent. during the past four weeks. Before that, the wholesaler paid for good elk boots for the farm trade, $3.40, and retailed at $4.05, plus freight to Winnipeg. The retailer got about $5.25 for the same goods. The ordinary wholesale price would be about $4.50, and the retailer gets 45 cents less. The association was formed largely to compete with mail-order houses and hope to stabilize prices. Their turnover is about one million dollars a year.

Stopped by Guild

The manufacturers are willing to sell them, but in groceries the Grocers' Guild in Winnipeg stops them. If they could secure all the lines they want they could sell 17 million dollars' worth a year. Their authorized capital is $150,000, $137.000 paid up. He did not think the wholesaler could be abolished. They give ten days' credit, and their losses in two years were .012. They have not had much trouble in buying ladies' wear, underwear, socks, etc.

Mr. Montgomery urged the formation of an Inland Trade Commission, somewhat the same as the Railroad Commission. He thought some scheme of profit fixing might be effected, and they hoped to do that in their company so as to protect the consumer. They tried to see that their members kept profits low to keep the people from patronizing the mail-order houses. He said very often they could not get goods except through devious ways. The wholesaler cannot be eliminated, but his profits should be cut down. There are many lines which only the wholesaler could handle.

Is Opposed to It

He expressed opposition to what he called co-operative locals, where four or five men join together to buy goods. He said there were too many small stores in small places, and are not anxious to sell to more than one in a place. Mr. Stevens pointed out to him that he was on dangerous ground as he also was discriminating.

Three Times a Year

Mr. Montgomery held that you could not carry on a good general store with less than twenty or twenty-five thousand dollars capital, and it must be turned over three times a year to make money. When these locals are formed they buy a few lines and the storekeeper eventually finds he must reduce his stock. Then he cannot serve the community, so the locals really put the storekeeper out of business.

Says It Does Not Pay

Speaking about the parcel post, he said he understood it was not paying, and this was due to the mail-order business, which it was supposed to be carrying at a loss. The rates should be doubled so that the mail-order houses would pay a proper share. They would then make less profit and would have to make a price the local retailer could meet.

IN AUTO ACCESSORY BUSINESS ..

Continued from page 35

and finishers of all kinds, jacks, pumps, tire savers, wrench sets, etc., and we are adding new lines from time to time.



Rehse in New York "World."

Susie: Stop right here, Jamesy. We don't want to stop in front of a store in a automobile. They always charge 'em more.

Do a Cash Trade

"We find that the bulk of our trade in these lines is cash," stated Mr. White, "as some lines of auto accessories are considered to a certain extent luxuries, and the expenses incurred with a car should be paid at the time."

Besides its attractive window display, the Sumner Company has, right near the front of the store, a handsome silent salesman. As may be seen from the accompanying photograph, this enables the firm to show a lot of goods in the store and also adds to the general attractiveness of both the stock and the interior. By showing such lines, for instance, as robes, both on the case and in the windows, the Sumner Company has been able to largely increase its sales. The same applies to such lines as the auto finishes, and Mr. White states that each year sees a nice increase in the sales of finishes. The firm not only sells the finishes, but gives car owners all the advice and general information it can about the best methods of doing the work, the best brushes to use, and so on. Help of this kind is always welcome, and when the car owner sees the results he has been able to obtain by a little effort on his own part, it means that the next time he has any similar work to do or needs anything for his car, he is going to get it at Sumner's. It is the old story that always holds good, that a satisfied customer is one of the best advertisements any firm can have.

Uses Good Space

As previously stated, the firm is a consistent believer in the use of newspaper space. Its policy is to use frequently special half pages, in which are advertised auto accessories only. In all such advertisements a free use is made of attractive illustrations. In opening the automobile season this year the Sumner Company did not fail to let the people all through its territory know in good, large type, that it was carrying for 1919 the largest and most complete stock of auto accessories it had ever had. The announcement was pleasingly worded, and included a cordial invitation to every car owner to visit the store and become familiar with the large stock.

The firm's enterprise in going ahead and developing the auto accessory field has been fully justified by the way the business has expanded. It is still growing steadily, and Mr. White is looking for it to become one of the most important in the store and rival many of the departments that have been established a great deal longer.

EVENTS IN THE TRADE

Business Changes

VULCAN, Alberta.—McPherson Bros., have purchased the hardware business of George Pettmen.

VULCAN, Alberta.—The Vulcan Supply Co., formed by C. S. Hall and G. C. Collier, will stock hardware, harness and implements.

Obituary

George Reed, Jr., of Montreal, died in Quebec City. Mr. Reed was the proprietor of George Reed & Co., Ltd., 572 Ontario St., Maisonneuve, and had been ill for several years, although he attended to business until shortly before his death. He was buried in Montreal.

The death occurred at his home in Toronto, from the effects of a paralytic stroke, of Augustus D. Ellis, aged 72. For many years Mr. Ellis was engaged in the hardware business in Simcoe, Ont., first as a member of the firm of Gordon and Ellis, and later by himself.

Fire Losses

The plant of the Richards Manufacturing Co., Ltd., Kedgwick, New Brunswick, manufacturers of lumber and shingles, was destroyed by fire.

Slight damage was done to the premises of the Canada Decalcomania Co., Toronto, in a fire which caused a loss of $8,000 to the building in which they are located.

Fire which was started by lightning caused a loss of about $2,000 at the Anthes Foundry in Toronto. While attempting to rescue his auto, John Bibby, manager of the firm, was burned about the arms.

Fire which may have been caused by defective wiring started in the premises of the High Grade Oil Company, Toronto, and destroyed oil valued at $35,000 and caused $1,500 damage to the building.

An early morning fire in the foundry and store of Tereau & Racine, Quebec, manufacturers and jobbers of stoves, furnaces, hardware and paints, caused a loss that is estimated at half a million dollars. When discovered the flames were sweeping through the buildings and had made such headway that little could be done to check them. Four firemen were injured by falling walls.

Fire which started in a storehouse of the R. McDougall Co. at Galt Ont., manufacturers of pumps and tools, spread to the pattern shop, destroying both buildings and causing a loss of $50,000. Lt.-Col. A. W. Oliver stated to HARDWARE AND METAL that work has been commenced on new patterns, and as the firm had a good stock of pumps and tools in the factory, which was not touched by the fire, it is in a position to promptly look after all the requirements of its customers.

Personals

Miss Lenore Demeray has taken a position as bookkeeper in the hardware store of E. Miller, at Aylmer, Ontario.

Mr. F. G. Echols, for many years general manager of the small tools department of Pratt & Whitney Co., of Hartford, Conn., has accepted a position as vice-president of the Greenfield Tap & Die Corporation, of Greenfield, Mass.

Fred Sterling, of Vancouver, has left for England on a buying trip. On his way East he spent a few days in Galt and vicinity visiting relatives, and with his parents at New Hamburg, Ont.

Mr. Ross, of Ross & Dennison, Smilie, Sask., spent the week in Winnipeg on business and reports prospects in his district are very favorable and all dealers are looking forward to a big year's business.

Prior for his departure to Toronto, where he will manage a new store being opened by Benson Johnson, Limited, H. P. Nichols, assistant to the general manager of the American Can Co., Hamliton, Ont., was presented with a handsome gold watch. Mr. Nichols has been with the firm for 21 years.

Flight-Lieutenant A. T. Simons, R.A.F., has returned from overseas and joined the sales department of the E. T. Wright Co., Ltd., Hamilton, Ont. Mr. Simons formerly represented the firm in Western Ontario. He was wounded and taken prisoner and spent six months in Germany.

Mr. F. S. Corrigan has been recently appointed vice-president of the Sheet Metal Products Co. of Canada, Ltd., and president of the Macdonald Manufacturing Co., Ltd., Toronto. Mr. Corrigan has been connected with the above companies for over twenty years, the last seven of which as general manager.

BULL-McLAIN

The engagement of Louis McLain, president of the Louis McLain Company, Ltd., Winnipeg, to Miss Evelyn Ray Bull, daughter of A. H. Bull, millionaire steamship owner of New York City, has been announced. The wedding took place on Wednesday, June 25, at the home of the bride-elect's parents, Elizabeth, N.J. After the wedding tour they will return to Winnipeg and take up residence at the Fort Garry Hotel.

Montreal News

Thomas Mortimer, manufacturers' agent, Toronto, was in Montreal during the week.

Mr. Stone, of the Stanley Rule and Level Co., New Britain, Conn., was in Montreal this week.

F. C. Hatch, of Whitby, Ontario, was in Montreal this week in the interests of the Hatch Manfg. Co.

Ernest Bureau visited Ottawa this week in the interests of his firm, Richardson and Bureau.

W. W. Anderson, in the interests of the Nicholson File Company, Port Hope, was in Montreal this week.

L. M. Croft, in the interests of S. C. Johnson & Son, Racine, Wis., was a visitor to Montreal this week.

John Irwin, managing director of McArthur, Irwin, Ltd., Montreal, was a New York visitor on Tuesday of this week.

R. M. Dunton, sales manager of Connor-McNeal Co., makers of skates, Kokomo, Indiana, was in Montreal this week.

The friends of A. W. Poole, of McArthur Irwin Ltd., will be sorry to learn of the loss of Mr. Poole's little daughter, after a brief illness.

John Milne, of Auckland, New Zealand, a former Montrealer, but now general manager of John Chambers & Sons, Auckland, was in Montreal this week on a business trip.

Capt. F. E. Fraser, D.S.C., late of the R.A.F., has returned from overseas and is locating in Montreal as Canadian representative of the Birmingham Small Arms Co. Captain Fraser was a visitor to the Montreal offices of HARDWARE AND METAL.

George Boisvert has joined the staff of Lewis Bros., Ltd., as inside salesman, to succeed Victor Gagne, promoted to Charlie Dufresne's desk. Mr. Boisvert spent seven years with the Durand Hardware Co., and was, for nine years previous to this, with Caverhill, Learmont and Co.

Trade Notes

The Domestic Specialty Company has changed its name to Canadian Polishes Limited.

The Robeson Preservo Company, of Port Huron, Michigan, has been granted an Ontario charter.

The Kindel Bed Co., Stratford, Ont., is preparing plans for an addition to its factory to cost $100,000.

The Berlin Engine and Thresher Company, Limited, has changed its name to the Tuerk Engine and Tool Co., Limited.

The Gendron Manufacturing Co., Toronto, have purchased a site on which a large new factory will be erected.

R. Chestnut & Sons, Ltd., Fredericton, New Brunswick, plan to erect a new three-story building containing 12,500 square feet of floor space for warehouse purposes.

McPherson Bros., who purchased the hardware business of George Pettmen, have leased new premises, and will move to them shortly.

R. Brady, of Chatham, Ont., dealer in tinware, and J. H. Glassco, of Chatham, sheet metal, have removed to Windsor, Ont., and formed the firm of Glassco and Brady.

Pressed Metals Co., of Canada, Ltd., Toronto, Ont., will shortly commence the erection of an American branch plant at Port Huron, Mich.

Work will be commenced shortly on the Canadian branch factory of the Republic Motor Truck Co., at London, Ont. The Canadian company is capitalized at $2,000,000.

C. H. Lee and W. S. Wills, formerly with the Ford Motor Co., have secured sites in Port Huron, Mich., and at Sarnia, Ont., on which will be erected plants for the manufacture of automobiles. Work on the Canadian plant will, it is stated, begin about April 1, 1920.

The Hanover Portland Cement Co., of Hanover, Ont., has purchased additional property near Walkerton, Ont., and contemplates increasing the capacity of its plant.

Arthur J. Hayes, for several years assistant manager of the London, Ont., branch of the Ford Motor Co., has resigned and left this week for Windsor where he becomes sales manager for Canada, for the Champion Spark Plug Co.

The Glidden Varnish Co., Toronto, has just completed extensions to its plant, which will give it six thousand feet of additional floor space.

The Scotia Steel Company's furnaces at Sydney Mines, Nova Scotia, will, according to press despatches, close down indefinitely next month owing to business being quiet.

Incorporations

C. E. Johansson, Inc., capital $24,000, head office Toronto, plans to manufacture and deal in hardware, tools and implements.

Satimo Co., of Canada, Ltd., head office Montreal, capital $100,000, plans to manufacture and deal in razor blades, hair cutters and blades.

Kumfort Specialties, Ltd., head office Montreal, capital $50,000, plans to manufacture and deal in varnish, shellac, soaps, candles and toilet articles.

Premier Paint & Varnish Co., Ltd., head office Montreal, capital $30,000, plans to manufacture and deal in white lead, paints, oils and varnishes.

Driver "Reg" Adam Beck After 4 Years' Service

Rriver R. S. Adam, son of J. M. Adam, hardware, St. Marys, Ont., arrived home from overseas this week, and intends going into the business again with his father. He gave up his position in the



DRIVER R. S. ADAM

Of St. Marys, Ont., who has returned after four years' service overseas and is going into the hardware business again with his father J. M. Adam.

store in 1915, and went overseas as paymaster sergeant of the 110th overseas battalion, from Perth county. In England he reverted to private to get to France quickly, and, as he knew a good deal about automobiles signed up with the motor transport. He was through many of the big shows, and, although he was kept exceedingly busy and was in some hot corners, came through without a scratch. He estimates that he drove his motor truck more than 25,000 miles.

The Ker & Goodwin Machinery Co., Ltd., head office Brantford, Ont., capital $500,000, plans to manufacture and deal in machinery, machine tools and supplies.

Booth Coulter Coppersmithing Co., Ltd., head office Montreal, capital $100,000, plans to manufacture and deal in brass, copper, zinc and other metal goods.

National Hide Co., capital $99,000, head office Montreal, plans to deal in hides, greases, oils and tallow.

Patricia Irwin, Ltd., head office Montreal, capital $100,000, plans to manufacture and deal in articles required for building, painting and furnishing houses and public buildings.

The Stand Sure Stone Co., Ltd., head office Montreal, capital $100,000, plans to carry on the business of contractors and deal in stone.

The Advance Glass Co., Ltd., capital $40,000, head office Toronto, plans to manufacture and deal in glass and glassware.

Detroit Canadian Oil and Gas Co., Ltd., head office Markdale, Ont., capital $60,000, plans to prospect for, refine and manufacture petroleum.

NEW PAINT COMPANY IN THE EAST

The agency for Eastern Canada of the Imperial Varnish & Color Co., Ltd., Toronto, is being taken over by Paint and Varnish Limited, a new company, capitalized at $100,000, a federal charter for which has just been issued. The Eastern representative was formerly Harry Hart, and, while it is understood that the management of the new company will remain with him, Montreal capital will own and control the new corporation. The Eastern Canadian business of the Imperial Varnish and Color Co., Ltd., has grown rapidly during the past few years, and the Montreal parties interested are sanguine as to receiving good returns from the capital invested.

BIRMINGHAM SMALL ARMS CO. OPENS OFICES IN MONTREAL

With a view to greater expansion in the Canadian field, the Birmingham Small Arms Co., Ltd., Birmingham, England, has opened offices in Montreal at 241 Beaver Hall Hill, under the management of F. E. Fraser, their Canadian representative, and who, until recently, was connected as Captain with the Royal Air Force.

Mr. Fraser stated to HARDWARE AND METAL that present plans will embrace the carrying of stocks in Montreal. This will be accomplished as soon as manufacturing in Birmingham will permit, and some lines will be available within the next few weeks, among them several styles of "twenty-two" and air rifles.

"The Birmingham Small Arms Co.,who controlled the output of Lewis machine guns in England during the war," said Mr. Fraser, "is doing its utmost to resume peace-time production of sporting rifles and shot guns. They will be able to make deliveries in July, from the factory, of some lines."

Mr. Fraser was located in Winnipeg for several years and has made a study of Canadian trade conditions as they relate to the sporting goods trade, having been a member of the firm of Sherwood & Fraser, Ltd. He anticipates a great demand for small arms and believes that the Canadian market will be served better than ever before, once manufacturing has been resumed normally on these various products.

RUMOR OF ANOTHER PAINT AND VARNISH FIRM FOR CANADA

Boston Company Said to be Interested in Canadian Market

Reports are current in the neighborhood of Boston that Wadsworth, Howland & Co., Inc., Boston, Mass., manufacturers of paints, varnishes and artists' materials, etc., are planning to establish a Canadian factory with headquarters at an Eastern Canada point. Inquiry by HARDWARE AND METAL has so far failed to secure an official confirmation of the report, but it is significant that no denial has been made.

Says Canadian Firms Seeking Export Trade Should Send Their Own Representatives

F. H. Fotheringham Returns After Business Trip to England And France. He Also Spent Some Time in Australia And New Zealand And Says There is Lots of Good Business to be Had.

"THERE is lots of good export business for Canadian firms who go after it, but they must be prepared to go after it in the right way," said F. M. Fotheringham, export sales manager of the Reg. N. Boxer Co., Ltd., of Toronto, manufacturers of wall paper, on his return this week from a business trip to England and France. Prior to going to Europe, Mr. Fotheringham spent a couple of months in Australia and New Zealand in the interests of his firm.

"It is not good policy for Canadian firms wanting export trade to depend upon other people to get it for them," said Mr. Fotheringham. "They must have their own representatives on the ground prepared to quote prices and tell about the goods. Those wanting business in England should thoroughly familiarize themselves with conditions or they are likely to get into trouble.

Like Canadian Goods

"Canadian goods are very popular in England, and there will be a steady call for them, but firms who try to get business and do not go through the regular channels are not likely to get results. They must study the situation and get in touch with the proper organizations. In England at the present time various combinations practically control the trade in many lines, and these combinations can either make it very easy or very hard for the Canadian who is wanting business.

"Conditions in England are much more settled than in France, and they will be more settled when the time expires for the Government stopping the pay that is now being given to soldiers out of work. A great many of the men are making no effort to find work and are content to take the Government money. In France there has not yet been any demobilization, but with the signing of the peace terms, that will take place, and it will help them to get back to normal business conditions."

Will Make Effort

Mr. Fotheringham is convinced that the Germans will make every possible effort to build up their lost trade, especially in South America. In the meantime, he says, the British firms are organizing rapidly and are going keenly after business.

Discussing the situation in Australia and New Zealand, he stated that in New Zealand there is a preferential tariff for goods made in the British Empire, and that Canadian made goods are much favored by the people.

Are Keen Buyers

"In Australia though," said Mr. Fotheringham, "they are keen buyers. While there is a sentiment in favor of Canada, the whole thing from a trade standpoint centres around price. If Canadian firms make the price they will get the business. Some Canadian firms who are favored at home by high protective tariffs forget when they enter the Australian markets that they have to compete with American and British goods. Here, as in England, the firms which have their own representatives are those which will get the best results. I know of one case in Australia where a man has agencies for at least seventy lines of goods. He cannot do justice to the firms he is representing. In other cases Canadian firms are trying to do business through New York houses. It seems to me that New York firms will naturally favor American goods if it comes to choice."

Business is Growing

Mr. Fotheringham, since 1902, has made nine trips to Australia and New Zealand, and states that business has been growing steadily. Canadian goods generally, he says, have a good reputation, and if prices are equal will find a market. There is a good opening, he says, for hardware goods, but the Canadians must be fully prepared to compete with British and American firms. Both England and the United States, he says, are going after trade very aggressively.

A steady business has been developing in South and Central America, but Mr. Fotheringham says the Germans will make every effort to recover the trade they have lost there. Asked if the Germans were ever a factor in the wall paper business in Canada, he stated that the only trade they ever attempted to get was in the cheaper lines.

DENIES MERGER RUMOR

Newspaper reports in Toronto that negotiations were under way with a view of merging the Steel Company of Canada and the Dominion Steel Corporation were officially denied at the head office of the Steel Company of Canada. It was stated that negotiations which commenced some time ago had been abandoned.

MAKING GOOD PROGRESS

Mr. George A. Simpson, sales manager of the Steel Company of Canada, Hamilton, who recently underwent an operation for the removal of his tonsils, is making good progress toward recovery. He is recuperating at Cambridge Springs, Pennsylvania.



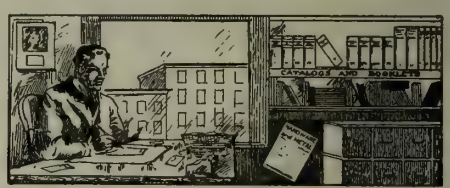
NO RESTRICTIONS

W. H. Goodhue, Ridgetown, Ont.—Would you kindly advise us if there are any restrictions regarding selling arsenate of lead, in dry powder, over the counter in bulk, in a general hardware store?

There are no restrictions but each package must be labelled "Poison" and the goods must conform with the Government standard, that is, contain thirty-one per cent. of arsenical oxide.—Editor.

Meraw Brothers, Zealandia, Sask.—Will you please advise us who manufactures Genco Electric Lighting Plants?

The General Electric Co., of Schenectady, N.Y.—Editor.



Hurley Machine Company

A catalogue just issued by the Hurley Machine Company, of Chicago, with Canadian branch at 413 Yonge street, Toronto, lists the Thor electric washing machines, ironing machines, and vacuum cleaners, manufactured by the firm. It contains forty-eight pages and goes thoroughly into the question of electrical labor savers in the home in connection with washing, ironing and cleaning. The catalogue is profusely and very attractively illustrated, and features throughout the efficiency and reliability of electrical equipment. Readers of HARDWARE AND METAL may obtain copies upon request.

D. H. Howden & Company

"Howden's Stimulator" summer number issued by D. H. Howden & Company, Limited, London, Ont., contains sixty pages, nine by twelve inches. The catalogue is profusely illustrated and is very attractively printed, containing a complete index. Readers of HARDWARE AND METAL who desire copies may obtain same upon request.

Clayton & Lambert

Bulletin No. 4, issued by the Clayton & Lambert Manufacturing Company, Detroit, lists the oil burning machines made by the firm. The bulletin contains twelve pages and is attractively illustrated. It contains a great deal of data regarding equipment which will burn crude, fuel oil, kerosene, gasoline, alcohol or distillate. Copies of the bulletin will be sent to readers of HARDWARE AND METAL upon request.

THE CLERKS DEPARTMENT

World-Famous After Many Defeats

How Penniless Inventor Became Captain of Industry and Benefactor of Race.

By C. B. FORBES in "Forbes' Magazine."

A POORLY-EDUCATED youth told a famous Pittsburgh scientist that he wanted to learn industrial chemistry. "You would only waste your time. There is nothing in it. Drop it." was the discouraging reply.

Undaunted, the young man later went to New York, tramped up and down Broadway, into side streets and long avenues, knocked in vain for admittance to some establishment where he could follow his bent. Nobody wanted him at any salary or even at no salary. Today he is bracketed in chemical circles with Faraday and Crookes.

He has invented, or created, an absolutely new substance now used throughout the whole world, his sales of it reaching millions of dollars a year.

Another entirely new material created by him is being used to the extent of almost 50,000,000 pounds a year, notwithstanding that its price is in the neighborhood of only $240 a ton contrasted with the price of $880,000 a ton paid for it when first created.

By another stroke of his wizardry he produced artificially a material which was so scarce that specimens of it were found as a rule only in museums, its cost being $2,500 a pound. It now is in wide demand at ten or twelve cents a pound.

He has plants of his own on the Continent of Europe, in Britain and in America.

The tax gatherer this year will tap him on the shoulder and ask him to hand over perhaps a million dollars.

Without his inventions, the General Electric Company, the Westinghouse Electric Company and similar enterprises manufacturing tungsten lamps would have had to close down during the war.

Without one of his inventions this country could not have produced poisonous gases to outdo the Germans.

One of the first German aeroplanes shot down in England was found to be using one of the substances brought into being by him, the Huns having captured his Belgium plant and installed his German agents to run it.

A Modern Wizard

He can take a speck of soot and split it into approximately a billion particles—every one of which, it is astounding to the layman to learn, although utterly invisible to the naked eye, can be seen to be constantly moving, apparently alive, when examined under an ultra microscope.

He can suspend these particles permanently in liquids, they being so small as to defy the law of gravity.

His magical particles have enabled him to produce a lubricant far superior to any oil that ever came from a refinery.

There was a notable gathering at the Society of Chemical Industry, New York section, the other day when the portrait of the recipient of the highest honor awarded in the United States for chemical research was unveiled. It was the portrait of the young man who trudged the streets of New York looking for a job.

To-day he is perfecting an appliance which, at the cost of only a few dollars, will insure absolutely pure water for every family using it in the country.

Finally, his activities have given no fewer than seven new words to the Century Dictionary.

This man is Edward G. Acheson, of Acheson-Graphite, Carborundum, Oildag, Aquadag, Silixicon, and Egyptianized Clay fame, chemist, scientist, inventor, manufacturer, recipient of titles, honors and tribute on both sides of the Atlantic.

Romance?

Dr. Acheson's life story is a fact-romance not evolved in a novelist's brain, but romance formed of reality.

Why He Has Succeeded

When a boy he heard of the Rumford Medal, awarded by the American Academy of Arts and Sciences for the most notable contribution to the science of heat or light, and he said to himself, "I mean to win the Rumford Medal some day." Years passed. He stood before a great gathering of the Academy, told the assembled scientists of his boyhood ambition, and, pointing to what he held in his hand, added: "And now you have just handed me the Rumford Medal."

The secret of this meagre-schooled youth? Stick-to-itiveness, never-say-dieness. Incessant industry. Refusal to remain defeated. Physical, mental and visual alertness; constant eagerness to discern effects and to ascertain causes. Patience infinite. An insatiable desire to accomplish something of benefit to the world.

"If your purpose is a worthy one it is possible of accomplishment." That is the guiding and sustaining maxim of Dr. Acheson. He believes that the unseen moving powers of the universe are on the side of right and that, "there is a divinity that shapes our ends, rough hew them as we will." The accomplishing of a purpose, however, may, usually does, cost sacrifice.

"If the young man could only assimilate very early in his life the fact that merely to live and eat and drink and sleep and then die is not enough, but that he must rob himself of many of the pleasures usually taken up by young men, if he means to make his life of the highest possible use to the world, he would set his foot on the pathway to accomplish something worth while. There is no harm in billiards or pool or in dancing, baseball or card playing, or any one of the scores of different diversions and recreations open to young men. The natural inclination usually is to devote a large part of the leisure hours of young manhoood to such pleasures. But the youth who is really earnest in his ambition to do something worth-while will discipline himself to resist such temptations during his early formative years, for the whole fate of a man is largely determined by how he utilizes his plastic years. He may be restricted by circumstances, by environment, by family ties in his selection of his daily work, but every young man, particularly nowadays, has many hours that he can call his own, and it is how he chooses to use these hours that counts most and tells most.

"Why should I forego a generous round of amusement and pleasure and recreation? What's the use? What is there in it? What difference does it make in the end? There are no rewards, are there, to compensate a fellow for denying himself a pretty good time when he is young? These questions, very naturally and pardonably, may be asked—indeed, they are often asked—by young men. Now, as a matter of fact, the rewards are well worth-while. There are three main rewards for meritorious achievement, namely, money, the appreciation of one's fellow men, and the satisfaction that comes from the sense of having done one's best to advance the well-being of your fellow-men.

"The chief value of the financial reward consists in enabling a man to build and develop and expand and multiply his activities and thus serve a greater and greater number of his fellow-men. I say 'serve' because every legitimate form of activity is a form of service. Therefore, money honorably earned in a useful pursuit, is to be regarded as a reward, since it enables you to enlarge your usefulness.

Patience Important Asset

"On this point may I say that I believe every youth should strive, even in his boyhood days, to set up for himself some goal. He should try early to fix for himself a set purpose. He should endeavor to map

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TO YOUNG MEN

Dr. Acheson's advice to young men: "You should be inspired to add, through your own efforts, to the rapidly accumulating mass of human knowledge. You should be ambitious to assist in some capacity in the great work of the world. You should go forth from school or college prepared for, and with the determination to take such part in the affairs of the world, that all men will be better off, either morally, intellectually or materially, for your having lived. You have a real mission to perform. Should your chosen pursuit be farmer, merchant, manufacturer, engineer, scientist, lawyer, physician, educator, statesman, or whatever it be, have the determination, and work to the end of excelling. Leave, it if be possible, a record of accomplishment that will remain after you have gone, and that may be an inspiration and example to the young men who come after you. Realize your responsibilities, and do not disappoint those who are expecting much from you."

out a career. His guiding principle—this is not preaching; it is sound business sense—should be, not how can I make the most money, but what is the greatest service I can render to the world, how can I accomplish most for the benefit of my fellow-men? If a young man's dominating thought is how he can put most into the world, he will, in time, by adhering unfalteringly to his worthy purpose, and refusing to give up no matter how often failure overtakes him, get out of the world probably far more than he ever dreamed. If the putting in part is attended to with all the energy and enthusiasm and strength and determination he can muster, the taking-out part will take care of itself. In other words, if he tills, sows and cultivates the ground intelligently, industriously and with

WOULDN'T STAY LICKED

Most men have had to overcome some big difficulty before reaching the open highway to success. Edward G. Acheson ran into difficulty and defeat a dozen times—but he refused to stay licked. Penniless, his health impaired, his friends deserters, he began all over again time after time. Finally, victory came. His guiding, sustaining motto has been: "If your purpose is a worthy one, it is possible of accomplishment." His achievements have bracketed him with Faraday and Crookes.

everlasting patience, in time the right kind of a crop will be raised.

"The patience part is tremendously important. History records few great careers which were not marked in their earlier stages by inordinate, almost superhuman difficulties and trials, calling for immeasurable courage and faith. Every victory costs."

The youth Acheson used to lie awake at night pondering what he could do for the world. Something told him that his field and forte lay in industrial chemistry, in applying science to accomplishing useful results. And as showing the stuff of which he was made, it should be recorded that he gave up a salary of $2,000 a year for a weekly wage of $7.50 in order that he might adhere to the principle he had laid down for himself. Later on he refused much larger salaries because the duties would take him away from experimentation, from expanding his knowledge, from following his Holy Grail. Having resolved to steer his course by the Star of Usefulness, he refused to be allured away by mere money.

Yet, the life stories of successful Americans contain few which parallel the discouragements, the disappointments, the hardships, both physical and financial, Edward Goodrich Acheson encountered not only as a youth, but even through his thirties and into his forties. Let us now trace briefly his checkered career.

Humble enough was the birthplace, in 1856, of Edward G. Acheson—at the back of the parental grocery store at Washington, Pa., where his father, of an ancient Scottish family that came to America via Ireland, had been raised. There was little money in storekeeping, and the Achesons moved to Monticello, Pa., where the father was made manager of a furnace, in which an uncle was interested. A crude school was conducted by a neighboring farmer, and after desultory tuition there, Edward proceeded to a more pretentious scholastic institution. Before he was sixteen he had formed some conception of what he wanted to do and be. His ability as a methematician won him local fame when he calculated with exactitude what length of cable would be required for a new ferry rope across a river.

He had visions of a well-rounded college education, when crash! The memorable panic of 1873 hit the Achesons, as it hit thousands of others, and though he had had only three years' real schooling, Edward, now over sixteen, was called home to earn his living.

He was installed as timekeeper at the furnace. But his mind and heart reached out to things mathematical and mechanical. His father pointed out to him the need of an improved means of boring holes for blasting, and Edward set to work with such effect that before his seventeenth birthday the United States Patent Office contained an application for a patent on "improvements in Process of Mining Coal, Ore, Clay, etc., etc." The machine worked, but was cumbersome to handle and did not, therefore, cause any furore. Yet years later, he ran across his invention doing efficient work as a drilling machine in a machine shop. His father died before the panic had run its course and his wife and six children were left in poor circumstances. The new and strange and weird thing known as electricity fascinated this young mechanic of a mathematical and inventive turn of mind. He rigged up galvanic batteries, silver-plated cheap yellow metal watches, and sold them at a modest profit.

Fate now buffeted him from pillar to post, from clerking in a country store to assisting a railway construction gang. While on this last job he met a man who was interested in a patented apparatus for regulating the supply of water for steam boilers and for giving an alarm by whistle when the water became dangerously low in the boiler. Young Acheson was enthusiastic over it. He induced a relative to join him in buying the right to the patent for Allegheny County, Pa., for a thousand dollars, the relative lending Edward his half. Full of dreams, the youth rented an upstairs room in Pittsburgh and on the glass door painted prominently the name of the firm, Acheson & Allison. After infinite work, worry and discouragement, the total sales reached only two machines, he fell into arrears at the cheap restaurant where he took his extremely frugal meals, and was finally forced to rub the bright sign off the door, the contents of the office-bedroom going to the restaurant keeper.

A stool behind a ticket window on the Allegheny Valley Railroad was his next post. Here his already acute powers of observation enabled him to note intelligently what was going on in the then active petroleum developments. All this time he was the opposite of idle. Early and late he applied himself to mathematics, to engineering problems and to the study of railroading. When only twenty-one he moved from his ticket-selling stool to the position of resident engineer of the division of a narrow gauge railroad then under construction from Bradford, Pa., to Olean, N.Y. The life was rough but healthy. His boarding-house and headquarters were in a forest shanty; his bed consisted of a large box filled with straw; on winter mornings he often found an extra cover over his bed—a cover of snow—all ablutions had to be done outside, often after a thick coat of ice had been broken to get at the water; and the food was not of Delmonico variety.

The railroad building over, he got a job as tank gauger with a Standard Oil subsidiary. The only man who could work out, from the measurements supplied, the exact contents of a tank was the superintendent, but Ed. Acheson decided that he was mathematician enough and had industry enough not only to figure out the capacity of one or a few tanks, but to compile a sort of ready reckoner, a set of tables from which the capacity of any size or shape or construction of tank could be rapidly and easily computed. He sent to New York, had a very strong leather-covered book of 600 pages made, with this printed title, "Tank Gaugers' Pocket Tables, Circumference and Diameter of Circles, Barrels per Inch, Deadwood Tables, etc., E. G. Acheson, Bradford, Pa., August, 1887." I have seen this unique book. It contains a staggering mass of figures representing incalculable labor. When the superintendent discovered what his ambitious lieutenant was doing he promptly discharged him!

Undismayed by this condemnable exhibition of jealousy, Acheson quickly found another engineering post, but his dismissal and the circumstances had come to the ears of higher-ups in the Standard Oil subsidiary and he was reinstated—on condition, however, that he turn over to the narrow-minded superintendent the offending volume while in the company's employ. But justice was not asleep; some time later the superintendent's figuring was found inaccurate when compared with Acheson's and this time it was the superintendent who was dismissed.

Meanwhile, electricity continued to cast its spell over the young man. He read everything written on the subject, experimented extensively and devised plans for a small dynamo, which, however, was not an unqualified success. When twenty-four he resolved to get into the electrical field by hook or by crook. It was then that he came to New York and without result canvassed every electrical establishment he could locate.

Off to Menlo Park, the scene of Edison's labors, he went, determined to get a job there even if he had to work at office-boy's wages. Somehow he contrived to get through the outer barriers and straight to the presence of the great inventor. Placing one hand to his ear to indicate his deafness, Edison asked, "What do you wish?" The young man replied, "Work." Somewhat impatiently, for he did not relish being interrupted by an out-of-work youth, the famous inventor replied, "Go out to the machine shop and see Krussi," resuming at once the work which absorbed his attention. Although his work consisted of drafting, Acheson worked laboriously at night in the machine shop to build an improved type of his original dynamo. Edison oftener than once stopped to watch the enterprising young man, and one night, after inspection, told him that he would find a similar dynamo, designed by Siemens, described in a book which Edison told him he could get from the company's library. To his amazement Acheson found an almost exact reproduction of the invention into which he had put so much brain work and hand work.

Promotion came. Acheson was continually experimenting. On one occasion he submitted to Mr. Edison a drawing of an electric meter for use in connection with Central Station distribution, a problem on which Edison and his associates were hard at work. After examining it, Edison, appar-

ROUGH AND SMOOTH

The ancients rubbed stones against other stones or trees to form their battle-axes and other implements. Grinding was then all-important. Dr. Acheson created the best abrasive the world knows, carborundum; it can even scratch and cut diamonds, although its widest field of usefulness is not in the jewelry but the industrial world.

To-day transportation, and, consequently, lubrication, are paramount. Dr. Acheson, having produced the best means of causing friction, turned round and invented the finest substance for eliminating friction, Oildag, a lubricant twice or three times as effective and efficient as the finest of lubricating oils. It is composed of Acheson Graphite (another of his wonderful creations) and oil. His inventions, scientists declare, will enable the wheels of the world to go round all right after the earth's supplies of oil have been exhausted. Already the saving of oil through the use of Acheson's creations is well under way.

ently annoyed, said, "I do not pay you to make suggestions to me. You do not know but I already had that idea. And now if I use it you will think I took it from you." Acheson replied that he considered anything he produced while in Edison's employ and pertaining to the latter's interests, belonged to Edison. Mollified, Edison consented to test the meter scheme; but it proved a failure. However, Acheson was shortly placed in the original experimental department, the one spot above all others in the world where he desired to work, notwithstanding that his

pay, although he was now twenty-five years of age—and, as Edison once remarked, a "thinker"—was only $7.50 a week.

Attracted Edison's Notice

Edison began to take note of his gifted assistant and before long turned him loose in the lamp factory to study that end of the business from beginning to end with a view to seeking a solution of several annoying problems which must need be overcome before the business could be developed extensively and successfully. The prize of $100 offered by Edison for the solution of one problem was quickly won by Acheson. Every phase of electric incandescent lamp manufacturing he eagerly absorbed. Moreover, at night he sweated over problems of electrical distribution, measurement and other matters about which very scant knowledge existed.

When twenty-six Edward Acheson sailed for Europe as first assistant to Edison's chief engineer on the highly important mission of supervising the Edison exhibit at the International Electrical Exposition in Paris. Here Acheson met William Crookes and the other foremost electrical scientists of the day. So rapidly had Acheson made his mark that Edison chose him for the epochal work of installing electrical lights in the great Scala Theatre of Milan, Italy, the first innovation of its kind in Europe, Brussels, Antwerp, Amsterdam and other European cities became the scenes of similarly important activities. Competition developed for Acheson's services and in one instance his salary jumped from $150 to $300 a month; but the jealousies thus aroused among the different Edison companies in Europe impelled the young engineer to resign.

His health impaired by his strenuous labors and incessant travels, Acheson opened a modest laboratory and shop in Paris, but within six months had to give it up. He was stranded financially. Proceeding to London, he contracted a serious case of jaundice and underwent most trying experiences. He was edged out of the hotel and into a boarding-house. He had no money to engage a doctor. His physical condition became worse. He suffered as acutely mentally as physically, for he was homeless, penniless, wrecked in health, stranded among strangers with no silvery lining within sight. Happily, an ex-machinist from Menlo Park espied the invalid Acheson sitting, a picture of misery, in front of the boarding-house, took him home, called in a doctor and the effect was magical. After further experiences and vicissitudes in Europe, a cable came from Edison requesting Acheson to return at once to New York. So bereft of money was he that when he arrived at the pier he hadn't a cent to pay the cabman for taking him to a hotel. With courage born of self-reliance, he borrowed $5 from the man in charge of the carriage stand at the pier, explained to him that he had no American money in his pocket, but would return the $5 immediately when he reached his hotel—which he did, borrowing from the hotel clerk on the same plea which had worked before.

The Turning Point

One day, when Acheson was a very young man, he heard the famous Dr. Kunz, of Tiffany & Company, remark that the world badly needed a good abrasive. Acheson decided that he would strive to supply it. His theory was that by impregnating clay with carbon under the influence of electric heat some valuable results might be attained. What occurred let Dr. Acheson tell in his own words, because the incident has made history:

"An iron bowl, such as plumbers use for holding their melted solder, was attached to one lead from a dynamo and filled with a mixture of clay and powdered coke; the end of an arc light carbon attached to the other lead was inserted into the mixture. The percentage of coke was high enough to carry a current, and a good strong one was passed through the mixture between the lamp carbon and bowl until the clay in the centre was melted and heated to a very high temperature. When cold, the mass was examined. It did not fill my expectations, but I, by sheer chance, happened to notice a few bright specks on the end of the arc carbon that had been in the mixture. I placed one on the end of a lead pencil and drew it across a pane of glass. It cut the glass like a diamond. I repeated the experiment and collected enough of the material to test its abrasive qualities. I mounted an iron disc in a lathe, and oiling its surface, applied the material which adhered, and with this revolving disc I cut the polished face off the diamond in a finger ring still owned and worn by me.

"I now made a small furnace of bricks, and after much patient work, had what I considered enough to take to the lapidaries in New York City. A friend by the name of W. C. McCallister, a druggist, of Monongahela, and I started for New York.

"On the way we coined a name for my new and, as yet, unnamed material. Under the impression, without any chemical analysis, that it was composed of carbon and corundum, I called it 'Carborundum.'"

He brought a little vial containing some of the product, had a diamond cutter use some of it to repolish the injured diamond in the ring; so astounding were the results that the diamond cutter immediately purchased the vial at the rate of 40c per carat, or about $800 per pound. Badly as he needed the money for other purposes, it was characteristic of this searcher after new knowledge that he spent every penny of it buying a microscope.

Inventing a product is one thing; inducing people to use it is another. Acheson knew that he had the best abrasive the world had ever known, that it could be used profitably for a thousand purposes; yet everybody seemed too content to jog along using routine methods and appliances. Luckily, Westinghouse had a job which carborundum wheels could perform rapidly and economically, and he gave Acheson an order for 60,000 of them. Every wheel Acheson made with his own hands, toiling night and day. The proceeds netted him over $7,000. This enabled the Carborundum Company to launch out. By means of two small kilns, a high grade vitrified wheel was produced which was ideal for dental purposes, and these made a great hit at the Chicago Exposition—so much so that an Austrian visitor paid him $20,000 for the patents for Austria-Hungary alone.

Later, Acheson received $60,000 cash for other European territory.

Some time ago Dr. Acheson was made very happy by being able to locate the old machinist who befriended him in London. Thereafter the machinist did not have to worry over matters financial.

All his success and all his honors have not turned Dr. Acheson's head one iota. He is as democratic to-day as when he was sleeping in the box filled with straw.

Kamsack, Sask., Store Model of Neat Arrangement



ALL commercial men who visit the hardware store of A. Bay, at Kamsack, declare it to be one of the finest in the West. The store has a frontage of 40 feet and a depth of 65 feet, and its most striking feature is its mezzanine floor which is devoted exclusively to the display and sale of furniture. A broad stairway leads to this floor from the centre rear of the premises.

The furniture galleries on either side come to within fifteen feet of the front store windows.

This store was acquired only last fall by Mr. Bay, who had had no former experience in the business. Its real success is due to its youthful manager, A. D. McArthur, who has been connected with the store for the past five years, serving previously under J. G. Hallson, the former proprietor, who passed away a few months ago.

Mr. Bay is standing to the right of the picture, Mr. McArthur on the left.

NEW HARDWARE GOODS

OFFERED TO CANADIAN HARDWAREMEN

TURNING TOOLS

J. H. Williams Co., manufacturers of drop-forgings and drop-forged tools, with plants at Brooklyn and Buffalo, N.Y., have added a line of set screw pattern turning tools, with right and left hand offset and straight shanks, to their "Agrippa" tool holders. These include a full line on wide range of sizes for all



Turning Tool

regular machining operations: turning, boring, planing, threading, knurling, cutting-off and side work. Several of these styles, among them turning tools, are fitted, it is stated, with a cutter-fastening device in the shape of a cam instead of the conventional set screw. The cams are furnished either of the hex head or headless type.

The nose of the holders, or shanks, of both cam and set screw turning tools is beveled, it is stated, to permit their convenient use in close quarters. The tools, it is claimed, are all drop-forged from a strong, tough grade of carefully selected steel, and are submitted, after forging, to a special heat treatment or refining process, which develops not only resistance to all wears but also the great strength necessary to overcome the pushing thrust imposed upon the cutters. The cutter-holding channel, it is stated, is carefully broached to accurate size in special machines and provides an absolutely rigid seat for the cutter, a fundamental requirement in tool holder efficiency.

For those who purchase cutters made of a steel rolled to the variation in size common to usual mill practice, the makers recommend turning tools of the cam-fastening pattern as giving the



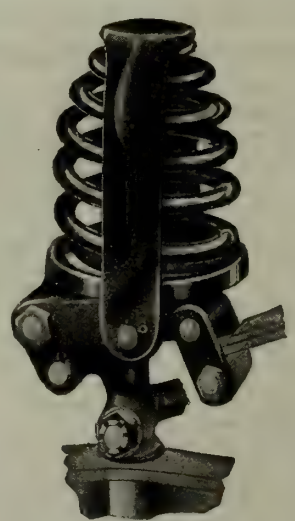
Turning Tool

greatest economy, strength and efficiency. It is rapid and positive, they claim, the greater the pressure the tighter the lock. But the gradual rise of the cam, while providing great power, obviously limits its range of contact, consequently, where the size of steel used in cutters which are not ground to bearing size, as in turning tools varies beyond established limits, the makers offer this new line of set screw pattern turning tools at the same price as for corresponding sizes of the cam pattern

The screws, made, it is stated, of a fine grade of alloy steel, are accurately machined and carefully heat-treated and hardened. They are unusually tough and strong, it is claimed, and give the maximum efficiency obtainable from this type of cutter-fastening.

SHOCK ABSORBER

Halladay shock absorbers, manufactured by the Halladay Company, Streator, Illinois, will, it is claimed, directly suspend the car on sensitive springs of sufficient capacity to absorb the vibration and prevent rebound. It is stated that they have no frictional bearings to interfere with spring action and will last the lifetime of a car if ordinary lubrication is given. The spring is what is known as the bee hive type and will, it is claimed, accomplish more in every way than any other shock absorber ever made. It is stated that it has no light break-



Shock Absorber

able parts, or parts to be lost and that the springs are larger than any others ever used for a similar purpose, will absorb all jolts and jars and thereby remove the cause of rebound. In action it is claimed that the Halladay will absorb over 2½ inches of the movement, leaving only a small amount of spring displacement from which the recoil is too slight to be noticed.

GARAGE TOOL CHEST

The "Union" garage tool chest, manufactured by the Union Tool Chest Co., Inc., of Rochester,N.Y., has, it is claimed, a maximum capacity and is very conveniently arranged. Two small top drawers, it is stated, have movable partitions for small parts and for deli-



Garage Tool Chest

cate instruments like battery gauges, etc. The third drawer is designed to hold a complete set of socket wrenches. The bottom compartment, it is stated, is a tray made of solid oak throughout and is fitted with a handle which drops down into the drawer when not in use. The tray corners, it is stated, are lock cornered and the bottom protected by metal corners. The backs of the chests, it is stated, are rabbited or shouldered to the frame as well as glued and nailed. The chests, it is claimed, are finished on the outside with ebony stain, black filler, black first coater and two coats of black varnish and, it is stated, will not show finger prints. The inside of the frame and the inside of all drawers and tray, it is stated, are finished black with a special oil and waterproof preparation.

ASH SIFTER

The Burrowes Manufacturing Co., 607 King Street West, Toronto, is putting on the market a new style ash sifter, a feature of which is double screens. It is stated that by using two screens a great saving of coal can be effected. The sifter, it is claimed, is the only sifter made with a closed scuttle. Cinders, it is stated, may be transferred without dust.

WEEKLY HARDWARE MARKET REPORTS

STATEMENTS FROM BUYING CENTRES

THE MARKETS AT A GLANCE

A FEATURE of the markets this week is an advance of twenty-five cents per gallon on all oil paints. This is a direct result of the soaring prices of linseed oil and turpentine. Owing to a change in freight rates between Montreal and Toronto, white lead in oil and putty have advanced five cents in Toronto, and pure putty quotations have moved from $2 per 100 pounds up to $2.50.

Further reductions have been made in lubricating oils as a result of the removal of the war tax, black oil (summer) being down 2½ cents, black oil (winter) 2 cents, Imperial kerosene tractor one cent, Capital cylinder 3 cents, regular grades of machine oil 1½ cents, Standard gas engine oil 2½ cents, and paraffine one cent.

The recent advances that have been made in the prices of hides and leather are showing in higher quotations for side lace leather and cut lace leather.

Sheet copper has advanced one cent a pound, lead ten cents per hundred and spelter half a cent. The markets in these lines are very firm.

If the needs of overseas buyers for turpentine have been met and there is every indication that they have sufficient supplies for some time, a decided reaction is expected in the turpentine market. At Savannah, prices are already 8¼ cents lower and this reduction is being reflected in easier prices in other markets. Linseed oil continues to soar and it looks as if there is little doubt that the $2.50 figure which some dealers have been prophesying will shortly arrive.

There has been such an exceptional movement in oil stoves, ice cream freezers, and tinware and enamelware, that many firms are finding it hard to get the goods to fill orders. With a bumper harvest in prospect all over the country, harvest tools are also beginning to move rapidly and a big demand is expected. Business is reported as unusually good, with prospects of remaining so.

In Montreal an advance of fifty cents per gross has been made in fruit jars. Higher quotations are effective in both Montreal and Toronto on lantern globes.

MONTREAL MARKETS

MONTREAL, June 28—Some advances have been made this week, among those of interest being fruit jars which are up 50c per gross on the various makes. Lantern globes, too, are up 10c per dozen and this applies to the various makes and styles. Horse clippers of Newmarket make are advanced to $3 per pair, and Wescott wrenches are advanced in the lists. Common, regular and knife handle wrenches, on the other hand, are lower. Stove pipe and pipe elbows are down slightly. The jute markets are decidedly firm. Old, heavy copper is on a one cent higher buying basis and the old metal market is much more active. Ingot metals are selling more freely, with an advance made for spelter.

The hot weather increased sales of hot weather goods materially, and ice cream freezers of the popular sizes have been hard to obtain, so great is the demand. Lawn hose, mowers, clippers, watering cans, garden rakes and hoes all have been moving briskly. There is a good undertone to business and reports from the jobbers are satisfactory. There will be an immense hay crop in this province—one of the most important crops of Quebec.

Lantern Globes Up; Fruit Jars Higher

Montreal.

LANTERN GLOBES, JARS. — Advanced prices are in effect for lantern globes. This applies to C. B.; short and long; R. R.; and Crown or extra heavy. The increase is 10c per dozen. Fruit jar prices are advanced 50c per gross, the new schedules being as follows: Crown and Imperial Gem, wine measure, small, per gross, $12; medium, $12.50; and large, $15.50. The Crown in Imperial measure size are, respectively, $12.50; $13.50, and $17.50, while Perfect Seal prices are correspondingly, $13; $13.50, and $17.70 per gross.

Horse Clippers Up; Wrenches Reduced

Montreal.

CLIPPERS, WRENCHES.—Advances have been made for Newmarket horse clippers, which are now selling at $3 per pair, the former quotation being $2.85. Knife handle wrenches of W. & B. manufacture are reduced about 10 per cent., and it is expected that lower prices will be effective within a day or two on the common "regular" line of wrenches, the discount to be about 40 per cent. On the other hand, Westcott wrenches are advanced, the new list on 12 inch being up from $15 to $13 per dozen, and that for 14 in. from $21 to $24. The net prices are not now available.

No Complaint on Nails; Wire Active

Montreal.

WIRE AND NAILS.—Jobbers are getting good orders for rails from week to week in view of the fact that there is not a great deal of house building. Schools and other buildings are being erected here and there throughout the province, and in the aggregate quite a tonnage of nails is sold. Prices for

standard wire and cut nails remain at $4.75 per keg, base. The sale of wire has continued to be very active, fencing, poultry netting, lawn fencing and barb wire being big sellers. Standard galvanized smooth wire is still selling at $5 per 100 pounds.

Elbows and Pipes Down; Stoves Sell

Montreal.

STOVES AND WARES.—Not a great deal of interest has been transpiring in the stove markets excepting that bookings for fall are coming to hand well. There is likely to be a revision on stove pipes and elbows, and one firm has already made a slight change, quoting 7 inch pipe at $22.50 per 100 lengths, $21 for 6 inch, and $2.15 and $2 per dozen for light stove pipes in 7 inch and 6 inch respectively.

Gasoline Active; Coal Oil Held

Montreal.

OILS, GASOLINE.—A year ago at this time there was a very active and large business owing to war activity. This removed, the oil refiners are naturally not so busy as they were, and it is now a matter of taking on domestic business. This is seasonably good at the present time and a large gallonage of gasoline goes out at the unchanged price of 33c. Coal oil, too, is quite a seller at the range of 20c to 23c per gallon.

Jute is Higher; Cordage Holding

Montreal.

ROPE CORDAGE.—Advances of considerable extent have been made in the prices of soft fibres in United States markets, and the jute market is very strong. Advances may be made ere long for products of this nature. Hemp markets are unsettled somewhat, and the manufacturers do not anticipate declines on rope. There is an active demand now from the consumer for hay rope. Prices on pure manila hold still at 34c; British manila 30c, and sisal 27½c per pound.

Many Sheets Sold; Imports Arrived

Montreal.

SHEETS AND PLATES.—Firmness is characteristic of the market on galvanized sheets, and one importer feels that there may be a firming of the price basis. Considerable quantities of sheets from Great Britain have been coming through and there has been quite a large distribution. Jobbers report sales of three and four-ton quantities, and there is more activity than for some time.

BLACK SHEETS—	Per 100 lbs.	
10 gauge	$5 25	$6 25
12 gauge	5 30	6 30
14 gauge	5 35	6 35
16 gauge	5 45	6 50
18-20 gauge	6 00	6 35
22-24 gauge	6 05	6 40
26 gauge	6 10	6 50
28 gauge	6 40	7 00
GALVANIZED SHEETS—		
10¾ oz.	$8 35	$9 25
28 gauge	8 30	8 85
26 gauge	....	8 50
22 and 24 gauge	7 70	8 35
20 gauge	7 50	8 35
18 gauge	7 50	8 35
16 gauge	7 30	8 00

NOTE—These prices are for full bundles, an extra charge of 25c to 35c per 100 lbs. is made for broken lots.

Steel and Iron Keep Moving

Montreal.

STEEL AND IRON.—Jobbers report a satisfactory demand for these products and the market, generally speaking, is steady and rather firm, but without price change of any kind.

Iron finish machinery steel	3 80
Norway iron	12 00
Single reeled machinery steel	5 50
Spring steel	5 50
Sleigh shoe steel	3 75
Tire steel	3 95
Toe calk steel, per 100 lbs.	4 65
Band steel	3 75
Harrow tooth steel	3 90
Mining tool steel, per lb.	0 17½-0 19
Black Diamond tool steel, per lb.	0 18 -0 19
Black Diamond cast steel, lb.	0 22
Common bar iron, per 100 lbs.	3 75
Refined iron, per 100 lbs.	4 75
Mild steel	3 75

Active Scrap Market; Copper is Higher

Montreal.

OLD MATERIAL.—Heavy copper has materially firmed in price with new quotations 16c to 17c per pound. This follows the stronger feeling in the market for heavy new copper. There are no other price changes, but much firmness characterizes the markets, and there is a big sale for supplies taken from dismantled munition plants. The outlook for business is much improved, though buying prices are still low for securing supplies in the country through peddlers.

Dealers' Buying Prices—		
Pipe scrap, ton	7 00	8 00
Stove plate, ton	....	15 00
No. 2 busheling	....	5 00
Old rubbers, boots and shoes	0 07	0 07¼
Overshoes, lumbermen's rubber boots	....	0 03½
Overshoes, etc. (trimmed)	....	0 05
Bicycle tires	....	0 03
Automobile tires	....	0 03
Yellow brass	0 07½	0 08
Red brass	....	0 14
Light brass	....	0 06
Scrap zinc	....	0 05
Heavy copper	0 16	0 17
Wrought iron, No. 1, per gr. ton	....	12 00

Summer Sales of Lead Products

Montreal.

LEAD PRODUCTS.—The summer demand is fairly good for these lines, though quantities sold are limited as a rule to present requirements. Changes of price have not been made, the manufacturers feeling that this would even reduce the present volume of buying.

Lead pipe	....	0 11½
Lead waste	....	0 12½
Lead traps and bends	....	15%
Lead wool, lb.	....	0 13
Lead sheets, 3 to 3½ lbs., sq. ft., lb.	....	0 10½
Lead sheets, 4 to 8 lbs, sq. ft.	....	0 09½
Cut sheets ¾c lb. extra, and cut sheets to size. 1c. lb. extra.		
Solder, guaranteed, lb.	....	0 35½
Solder, strictly, lb.	....	0 31
Solder, commercial, lb.	....	0 29
Solder, wiping, lb.	....	0 27

FLASHES FROM THE WEEK'S MARKETS

The soaring prices of hides and leather have affected lace leather and cut laces and advances in these lines became effective this week.

* * *

Lead is showing considerable strength and a further advance of ten cents per hundred pounds has been made.

* * *

M.R.M. horse nails have been revised downward, the new prices for Nos. 5, 6, 7, 8, 9, and 10 being twenty-five cents lower than the old quotations.

* * *

Cold blast lantern globes and short globes have been advanced to slightly higher levels.

* * *

Quotations on spelter show an advance of half a cent a pound. The market for all ingot metals is very firm.

* * *

As a result of changes in freight rates between Montreal and Toronto white lead in oil and putty have been advanced five cents in Toronto. Pure putty is now quoted at $2.50 per 100 pounds instead of $2 as formerly.

* * *

An advance of one cent a pound has been made in sheet copper. All lines of copper goods are very firm and revisions to higher levels are expected on many of them.

* * *

All regular grades of machine oils, black oils, Imperial kerosene tractor oil, Capital cylinder oil, Standard gas engine oil and paraffine have been lowered owing to the removal of the war tax of 7½ per cent.

* * *

An advance of fifty cents per gross on fruit jars has been made in Montreal.

* * *

An exceptional business is reported by manufacturers of oil stoves, refrigerators and other summer lines. Many of them, owing to low production, are unable to fill orders promptly.

Solder wire (8 gauge)—		
40-60	....	0 35
45-55	....	0 37½
50-50	....	0 40¼
Zinc sheets, casks	....	0 17
Do., broken lots	....	0 18

Better Selling Tone; Spelter Goes to 9¼c

Montreal.

INGOT METALS.—The undertone is better on most ingot metals, and some nice business has been taken on. Aluminum is reduced 2c per pound, while spelter is higher, and copper is advanced 1 cent.

COPPER.—A 1 cent advance in this metal makes the market price 22 cents. There has been some good business recently.

TIN.—Much freer trading is now reported, and Straits tin is beginning to arrive on the market. There is more competition in the United States market and interest created is having a good effect on the market. Price 56 cents.

LEAD.—Quantities of lead have been disposed of, and the price remains without change at 7½ cents.

ANTIMONY.—No feature presents itself of unchanged interest, and the basis is still held at 9½ cents per pound.

ALUMINUM.—Two cents has been the reduction of the week on aluminum, which is in rather limited demand at 36 cents.

SPELTER.—An advance in this metal has been made to 9¼ cents per pound. There is a better movement, and the undertone is firm.

PIG IRON.—Notwithstanding the fact that no advance is made, the undertone of the market is very firm and the price remains at $48 per ton.

TORONTO MARKETS

TORONTO, June 26—As a result of the removal of the war tax under the proposed new tariff, lower prices become effective to-day on black oils, tractor, cylinder, gas engine oil, paraffine and the regular grades of machine oils. Reductions have also been made in iron washers and horse nails. As a result of the recent heavy advance in prices of hides and leather, quotations on lace leather and cut laces have been revised upward. While there has been price cutting in some quarters on iron and steel this has not been general and quotations are holding firm. Higher prices have been named on oak dash churns. In the scrap metal markets higher prices are looked for very shortly in lead, copper and brass. Lantern globes are also higher.

Business all over the country is reported as exceptionally good with a very heavy movement of all summer lines. Increased activity in building is reported with a steady demand for builders' hardware.

Lace, Leather and Cut Laces Advancing

Toronto.

LACE LEATHER, CUT LACES.—Steadily advancing prices of hides and leather are being reflected in higher quotations for lace leather and cut laces, with prospects for a very firm market. Lace leather, sides, are now selling at $1.95 per pound, and the same quotation is made on cut lace leather.

Higher Prices Named For Lantern Globes

Toronto.

LANTERN GLOBES.—Slightly higher quotations have gone into effect on lantern globes as follows: Cold Blast, in paper cartons, per dozen, $1.15; in three dozen lots, $1; Short globes, per dozen, $1.10, in three dozen lots $1.

Higher Quotations on Oak Dash Churns

Toronto.

OAK DASH CHURNS.—Prices of oak dash churns have been revised upwards, and the new quotations are as follows: No. 1, five gallon, $2.65 each; No. 2, seven gallon $3 each; No. 3, ten gallon $3 35 each.

M.R.M. Horse Nails Have Been Reduced

Toronto.

HORSE NAILS.—Prices of M. R. M. horse nails have been revised to lower levels, and the following quotations are now effective in boxes of 25 pounds each: No. 5, $4.75; No. 6, $4.50; No. 7, $4.25; No. 8, $4.25; No. 9, $4; No. 10, $4.

Iron Washers Have Been Revised Downward

Toronto.

IRON WASHERS.—Lower quotations have been named on iron washers, and per 100 pounds net prices are as follows: ¼ in. $16; 5-16 in. $14.20; ⅜ in. $13.40; 7-16 in. $12.50; ½ in. $11.80; 9-16 in. $11.40; ⅝ in. $11.30; 11-16 in. $11.20; 13-16 in. $11.10; 15-16 in. $11; 1 in. $11; 17-16 in. $11.

Steady Demand For Sheets and Plates

Toronto.

SHEETS, PLATES.—No changes have been made in prices on these lines and no immediate revision of quotations is expected. It is generally expected that the market will hold firmly. In the meantime a very fair volume of business is being handled. The range of quotations is as follows:

BLACK SHEETS—	Per 100 lbs.	
10 gauge	$4 75	$5 45
12 gauge	4 80	5 50
14 gauge	4 85	5 10
16 gauge	4 95	5 20
18-20 gauge	....	5 80
22-24 gauge	....	5 85
26 gauge	....	5 90
28 gauge	....	6 00
3-16 inch plate	4 90	6 25
¼-inch boiler plate	4 50	5 80

Prices shown are for full cases. An extra charge of 25c per 100 lbs. is made for less than case lots.

GALVANIZED SHEETS—		
10¾ oz.	$7 80	$8 10
U.S. 28	7 40	7 70
U.S. 26	7 10	7 40
22 and 24	6 95	7 25
18 and 20	6 80	7 10
16	6 65	6 95
12 and 14	6 50	6 80

An extra is now charged on galvanized sheets, 10¾ oz. and 28 ga., when shipped out in sheets 8 feet wide. The extra charged over prices shown above is 20c per 100 pounds. Other gauges show no change for different widths.

Prices shown are for full cases. An extra charge of 25c per 100 lbs. is made for less than case lots.

Splendid Business in Stoves and Wares

Toronto.

STOVES, WARES. — Business has been pouring in so fast that many of the manufacturers, owing to low production, are finding it difficult to get the goods with which to fill orders. Such lines as summer stoves, wares, and so on have been moving very rapidly. Prices are firm, and in some cases a revision to higher levels would occasion no surprise, especially in tinware and copper ware. Strikes and labor troubles in various parts of the Dominion are having an effect in holding back placing of orders for fall goods, but manufacturers declare that if these are settled within a reasonably short time there will not be enough stoves to meet the demands. Production has been below normal all season, and while considerable stock was carried over the outlook is for good business.

Iron and Steel Bars Are Holding Steady

Toronto.

IRON AND STEEL.—In many quarters it is expected that the signing of peace will have the effect of sending prices of iron and steel slightly higher. Certainly quotations will be no lower, those in the trade say. In the meantime there have been some cases of price cutting, but this has not affected business generally and quotations are holding firm as follows:

Common bar steel	4 25	4 50
Common bar iron	$4 25	$4 50
Refined iron	4 65	4 90
Angle base	4 50	4 75
Horseshoe iron	4 50	4 75
Tire steel	4 45	4 70
Mild steel	4 25	4 50
Norway iron	11 50	15 00
Toe caulk steel	5 15	5 45
Sleigh shoe steel	4 25	4 50
Band steel, No. 10	4 50	4 75
Do., No. 12	4 75	5 00
Spring steel	9 50	11 50

Mining drill steel	21 00	30 00
Sheet cast steel	0 42	0 45

Lower Prices Named For Lubricating Oils

Toronto.

OILS, GASOLINE.—As a result of the removal of the war tax of 7½ per cent. under the new tariff, further reductions in the prices of oils are now in effect. The price changes include a reduction of 2½ cents in black oil (summer), of 2 cents in black oil (winter), 1 cent per gallon off Imperial kerosene tractor, 3 cents off Capital cylinder oil, 1½ cents off the regular grades of machine oil, 2½ cents off Standard gas engine oil, and 1 cent off paraffine. These reductions, together with those announced last week, are expected to hold for some time. A splendid volume of business is reported in all lines. Gasoline is quoted at 32 cents a gallon.

Boiler Tubes and Wrought Pipe Steady

Toronto.

WROUGHT IRON, BOILER TUBES.—Higher prices for wrought pipe are likely as a result of increased production costs. There has been a big demand and many of the stocks are getting low, in fact difficulty is being found in some cases in filling orders already. Prices are shown in the current market quotations. A very fair volume of business is being handled in boiler tubes in spite of the fact that labor troubles in various centres are interfering with trade. Prices are holding firmly as follows:

BOILER TUBES—	Per 100 feet Seamless	Lapweld
1¼ inch	27 00	.....
1½ inch	28 00	.....
1¾ inch	30 00	26 00
2 inch	30 00	26 00
2¼ inch	33 00	28 00
2½ inch	40 00	32 00
3 inch	46 00	38 00
3¼ inch	.....	45 00
3½ inch	56 00	42 00
4 inch	70 00	54 00

Lead and Solder Are Holding Firmly

Toronto.

LEAD, ZINC PRODUCTS.—While no changes are noted this week in quotations, the outlook is for a very firm market, and a good volume of business is being handled. The range of prices is as follows:

Lead pipe, lb.	....	$0 11½
Lead waste pipe, lb.	....	0 12½
Lead traps and bends	....	15%
Lead wool, lb.	0 11	0 12½
Lead sheets, 4 to 6 lbs., sq. ft., in rolls, lb.	0 11	0 12½
Cut sheets ½ to ¾c lb. extra and cut sheets to size, 1c lb. extra.		
Solder, guaranteed, lb.	$0 33	$0 37
Solder, strictly, lb.	0 31	0 35
Solder, commercial, lb.	0 28	0 31
Solder, wiping, lb.	0 27½	0 30
Solder, wire, lb.	0 34	0 40
Zinc sheets, per lb.	....	0 17

Sheet Copper is Up One Cent a Pound

Toronto.

SHEET COPPER. — Sheet copper prices have advanced a cent a pound, and with a very firm market it is not unlikely to go even higher. The move to higher levels centres around the increase of the duty under the new tariff, which will sooner or later affect all lines of copper. There has been a steady demand.

Corrugated Sheets Show No Changes

Toronto.

CORRUGATED SHEETS.—With a good volume of business offering, prices are holding steady. Manufacturers are looking for the signing of peace to stabilize conditions and increase the demand for these goods. There has been a steady demand for eavestrough, conductor pipe and similar lines. Prices in these goods are steady. The range of quotations on corrugated sheets is as follows:

Corrugated Sheets—	Per 100 sq. ft. Gal'zed	Painted
No. 28 gauge	$8 25	$7 00
No. 26 gauge	9 00	8 00
No. 24 gauge	13 50	10 00
No. 22 gauge	16 00	12 50
No. 20 gauge	19 00	16 00
No. 18 gauge	24 00	19 50

Discount, 7½ per cent.

On shipments of 300 lbs. and over, freight is allowed south and east of and including North Bay; also several western counties in Quebec Province. Places north and west of North Bay, the freight is equalized on North Bay. For Quebec and Maritime Provinces, freight is equalized on Montreal.

Firmer Market For Scrap Copper, Lead

Toronto.

OLD MATERIALS.—Firmer prices for scrap lead, copper and brass are expected. There has been a steady improvement recently in the situation as far as lead and the yellow metals are concerned. Rubber remains weak, with no immediate prospect of advances. Quotations are as follows:

Dealers' Buying Prices—		
Tea lead	....	0 03
Heavy lead pipe	....	0 04
Pipe scrap	....	8 00
Stove plate, per ton	....	10 00
No. 2 busheling	....	8 00
Yellow Brass	....	0 07
Red Brass	....	0 10
Light Brass	....	0 05½
Scrap zinc	....	0 04½
Heavy copper	....	0 15
Wrought iron, No. 1, per gr. ton	....	15 00
No. 1 machinery cast	....	14 00
Heavy melting steel	....	9 00
Old rubbers, boots and shoes	0 06	0 06¼
Overshoes, lumbermen's rubber boots	....	0 04½
Bicycle tires	....	0 04½
Automobile tires	0 03½	0 04



—Briggs in Chicago "Tribune."

WHEN A FELLER NEEDS A FRIEND

When your father takes you to the circus, and, just as you get to the entrance and you hear the band playing for the grand opening pageant, father meets an old-time friend.

Prices of Nails and Wire Remaining Firm

Toronto.

NAILS, WIRE.—As the building season gets under way a steady improvement is noted in the demand for nails and this is expected to increase. Prices show no change, wire nails selling at a base of $4.70 per hundred pounds, and cut nails at $4.75.

A fair volume of business is being handled in wire. Prices show no change.

Very Firm Markets For All Ingot Metals

Toronto.

INGOT METALS. — Very firm markets for all ingot metals are reported with indications that prices in some lines are likely to show advances. Lead, which advanced last week, took another slight jump this week and quotations are 10c per hundred higher. Spelter has advanced half a cent. Tin is unchanged and antimony is holding firm. Copper is very firm.

COPPER.—There has been a steady demand for copper and the market is holding firmly. Quotations are in the vicinity of 18½c per lb.

TIN.—With a fair volume of business offering supplies are coming in in sufficient quantity to more than meet all demands. Quotations are unchanged at 58c per lb.

SPELTER.—An advance of half a cent per lb. has been made in spelter. Only a fair volume of business is offering. Quotations now are 8½c per lb.

LEAD.—Owing to tariff changes lead is showing considerable strength and a further advance of ten cents per hundred was made this week. Prospects are for a firm market.

ANTIMONY. — No change has been made in antimony prices. A fair demand is reported and quotations range around nine cents.

ALUMINUM. — Prices are holding firm at forty to forty-two cents. Only a fair volume of business is being handled.

LONDON MARKETS

LONDON, June 26—Agricultural wrenches and knife handle machinists' wrenches have been revised and lower prices are now in effect. Plated flatware shows an advance of five per cent. Business in London and surrounding district continues good. Summer goods trade is still in full swing. Many lines are scarce, but on the whole the trade is very well supplied. There has been a big demand for insecticides, owing to the ravages of pests, particularly potato bugs. Harvest tools are moving well and there is a steadily increasing demand for builders' hardware.

Nails in Demand as Building Increases

London, Ont.

NAILS.—There is an increasing demand for builders' hardware, such as locks, butts, building papers, asbestos paper, sash weights, sash card, nails, etc. Prices remain firm as follows: Nails: wire, $4.70 base; cut, $4.75 base.

Asbestos paper is selling locally at $13.50 per 100 lbs.

Brisk Demand For Spraying Materials

London, Ont.

SPRAYING MATERIALS. — There has been an unusual demand for spraying materials. Prices are as follows:

Paris Green—½ lb. pkgs., 54c lb.; 1 lb. pkgs., 52c lb.; 25-lb. drums, 50c lb.; 50-lb. drums, 49c lb.; 100-lb. drums, 49c lb.; 250-lb. kegs, 48½c lb.; 600-lb. barrels, 48c lb.

Dry Arsenate of Lead—½ lb., 43¾c lb.; 1 lb., 39¾c; 5 lbs., 36¼c lb.; 25 lbs., 35¼c lb.; 50 lbs., 34¼c lb.

Sprayers—Sturdy Compressed Air, $6.15 each; Brown's No. 1, compressed air, $7.00 each; Eureka No. 110, compressed air, $7.50 each; tin well, No. 112, $5.50 dozen; glass jar, No. 113, $8.00 dozen.

Dry Paris Green blowers and bellows, $9.00 doz.

Bug Finish—Big sale—Barrels, $8.25 each; 5-lb. pkgs., $5.50 case of 20 packages; 1-lb. pkgs., $6.70 case of 80 1-lb. packages.

Agricultural Wrenches Are a Little Lower

London, Ont.

WRENCHES.—Agricultural wrenches are a little lower. The new prices are as follows:

6 in., $6.25; 8 in., $7.50; 10 in., $8.75; 12 in., $11.25; 15 in., $15.

Knife handle machinist wrenches are also down, the quotations being:

6 in., $11.25; 8 in., $13.50; 10 in., $15.80; 12 in., $20.25; 15 in., $27; 18 in., $36.

Brisk Demand For Fly Oil For Cattle

London, Ont.

FLY OIL.—Big sales of fly oil for cattle are being made. Quotations are as follows: Dr. Williams, ½ gal. cans, $8 doz.; 1 gal. cans, $12 doz.; Crenoid, ½ gals., $7.75 doz.; 1 gals., $11 doz.

Plated Flatware Advances 5 Per Cent.

London, Ont.

PLATED FLATWARE. — Prices of 1847 plated flatware have been advanced 5 per cent., the new discount being 30 10 per cent., instead of the old figure of 40 per cent. Net prices on some of the best sellers are:

Tea spoons, $4.10 dozen; dessert spoons, $7.31 dozen; table spoons, $8.20 dozen; coffee spoons, plain, $4.10 dozen; dessert forks, $7.31 dozen; medium forks, $8.20 dozen; cold meat forks, plain, $1.00 each; berry spoons, plain, $1.58 each; sugar shells, plain, 74c each; pickle forks, 74c each; butter knives, 84c each.

Scythes Sell Well; Snaths in Demand

London, Ont.

SCYTHES, SNATHS. — There is a steady demand for scythes, also for snaths. Prices are as follows:

SCYTHES.—Cast steel, $15; Clipper, $16; Little Giant, $17.

SNATHS.—Patent No. 1, $13.20; No. 2, $12.65; No. 3, $11.55.

Carborundum files, No. 57, are selling at $10.20 per doz.

Ice Cream Dishers Are in Brisk Demand

London, Ont.

ICE CREAM DISHERS.—The hot spell has created a steady demand for ice cream dishers. Prices are as follows: Gilchrist, 16 to qt., 20 to qt., 24 to qt., 40 to qt., $2.10 each.

Harvest Tools Are Selling Readily

London, Ont.

HARVEST TOOLS, ROPE.—Dealers are finding a ready sale for harvest tools, and with prospects bright for a banner harvest, business is expected to be very brisk. Quotations are at 17½ per cent. off list.

ROPE.—Prices are firm. The volume of business is increasing with harvest season near. Prices are as follows:

Pure manila, 34c lb. base; British manila, 30c; New Zealand hemp, 30c; sisal, 27½c.

Electric Fans, Toasters and Washers Brisk

London, Ont.

ELECTRICAL GOODS.—There has been a splendid trade in electrical fans, toasters, irons and washers. Prices are as follows:

Canadian Beauty—Electric iron, new style, $4.50 each. Upright electric toaster, $4.50 each.

Polar Cub Fans—6 in., $6.25 each; 9 in., $9.00 each.

Washing machines show no change from 30/10% off list. Kribs' Electric are quoted at $75.00 each net.

Linseed Oil is Holding Firmly

London, Ont.

LINSEED OIL.—With a good volume of business offering and prospects for a continued demand linseed oil prices are holding firmly. Quotations are as follows: 1 to 2 bbls., raw, $2.45 gal., boiled, $2.48; 3 to 5 bbls., raw, $2.44, boiled, $2.47; 6 to 9 bbls., raw, $2.42, boiled, $2.45, less bbls. add 10c gal.

No Changes Shown in White Lead in Oil

London, Ont.

WHITE LEAD IN OIL.—Prices are steady with an increasing volume of business noted. Quotations are as follows: pure, tons, $16.30 per 100 lbs., less tons, $16.65; pure Elephant, tons, $16.90, less tons, $17.25.

Prepared Paints Go to Higher Levels

London, Ont.

PREPARED PAINTS.—Exceptionally good sales of prepared paints are general. The new prices, which show an increase of 25c per gal. on all lines except flat wall and barn paints, will go into effect at once, it is expected.

PUTTY.—Prices remain firm as follows: Standard, 100 lb. drums, $6.75 per 100 lbs.; 25 lb. drums, $7; Pure, 100 lb. drums, $8.75; 25 lb. drums, $9.

Higher Prices Are Named For Turpentine

London, Ont.

TURPENTINE. — Higher quotations for turpentine are as follows: bbl. lots, $1.70 Imp. gal.; 2 to 4 bbl. lots, $1.69 Imp. gal.; 5 gal. lots, $1.80 Imp. gal.

WINNIPEG MARKETS

WINNIPEG, June 26—Price changes on the local market have again been numerous during the week, in which declines are again predominant and include such lines as Stillson and Trimo pipe wrenches and parts, wood screws, Nicholson files, Heller's horse rasps, cotter pins and wagon hardware. Among the lines to advance appears turpentine, linseed oil and chisels.

Business is gradually working back to a normal basis again, but the addition of the switchmen to those already on strike has held up shipments for a few days until the railways can reorganize their staffs to take care of those on strike and expect to be able to accept all shipments in the next few days.

Higher Prices For Socket Firmer Chisels

Winnipeg.

SOCKET FIRMER CHISELS.—Increased cost of production is the leading factor in the advanced prices on Gilmour's socket firmer chisels which advanced during the week to 55 per cent. off the list, making net prices as follows:

Socket firmer chisels: 1-4 in., $6.25; 5-16 in., $6.25; 3-8 in., $6.25; 7-16 in., $6.70; 1-2 in., $6.70; 5-8 in., $7.15; 3-4 in., $7.15; 7-8, $7.60; 1 in., $8.05; 1 1-4 in., $8.50; 1 1-2 in., $8.95; 2 in., $9.85 doz.

Reduction is Made In Stillson Wrenches

Winnipeg.

STILLSON WRENCHES. — Revised factory prices on Stillson wrenches and parts show a further reduction of approximately 5 per cent. below former quotations based on reductions in raw material. To-day's ruling discount on wrenches is 52½ per cent. off list, and parts 47½ per cent. off list. Net prices on the various sizes are as follows:

Stillson Pipe Wrenches.—6 in., 95c each; 8 in., $1.10; 1 0in., $1.20; 14 in., $1.65; 18 in., $2.40; 24 in., $3.45; 36 in., $6.40.

Extra Jaws—6 in., 40c; 8 in., 42c; 10 in., 45c; 14 in., 60c; 18 in., 91c; 24 in., $1.18; 36 in., $2.28.

Extra Nuts—6 in., 6c; 8 in., 8c; 10 in., 10c; 14 in., 16c; 18 in., 18c; 24 in., 29c; 36 in., 37c.

Extra Frames—6 in., 20c; 8 in., 22c; 10 in., 26c; 14 in., 31c; 14 in., 31c; 18 in., 39c; 24 in., 50c; 36 in., 89c.

Decline Registered on Trimo Pipe Wrenches

Winnipeg.

PIPE WRENCHES. — Trimo pipe wrenches and parts are also revised to lower levels following the decline on Stillson wrenches. To-day's discounts are as follows: Wrenches, 45 per cent., and parts, 40 per cent. Net prices are as follows:

Trimo Pipe Wrenches—8 in., $1.25 each; 10 in., $1.38 ;14 in., $1.95; 18 in., $2.75; 24 in., $4.

Movable Jaws—14 in., 70c; 18 in., $1.05; 24 in., $1.35.

Extra Nuts—14 in., 18c; 18 in., 21c; 24 in., 33c.

Extra Frames—14 in., 36c; 18 inch, 45c; 24 in., 57c.

Slight Reduction In Nicholson Files

Winnipeg.

NICHOLSON FILES.—A slight decline is recorded during the week on Genuine Nicholson files, this being the first change on this line in the past year. To-day's ruling discount is 25 per cent. off the standard list.

Wood Screws Are Down 10 Per Cent.

Winnipeg.

WOOD SCREWS.—Based on lower factory quotations on wood screws. The Winnipeg markets show a decline of 10 per cent. during the week, and are now selling on the following basis:

Flat head bright screws, 72½ per cent. off list.

Round head bright screws, 70 per cent. off list.

Oval head bright screws, 70 per cent. off list.

Flat head brass screws, 50 per cent. off list.

Round head brass screws, 47½ per cent. off list.

Lower Prices Named For Heller's Horse Rasps

Winnipeg.

HORSE RASPS.—Heller's horse rasps have been reduced to lower levels following the reduction in the United States, new prices just issued being as follows:

Heller's horse rasps: Chain, 14 in., $7.10; 15 in., $8.35 doz. Tanged, 14 in., $9.25; 15 in., $10.90 doz.

Horse tooth rasps, No. 1, $10.15; No. 2, $14.25; No. 4, $16.25 doz.

Extra floats for same, No. 7, $2.45 doz.

Ten Per Cent. Drop in Price of Cotter Pins

Winnipeg.

COTTER PINS.—Prices on cotter pins show a decline during the week of approximately 10 per cent. and are now selling in packages of 1,000 at 85 per cent. off the list and for packages of 100 at 85 per cent. off. Plus 10c per 1,000. Net prices on the various sizes are as follows:

	¾"	1"	1¼"	1½"	1¾"	2"	2½"
3-32 x ...	...	.82	.92	1.02	...	...	...
1-8 x ...	...	1.10	1.25	1.35	...	...	...
5132 x ...	...	1.50	1.65	1.85	...	...	..
3-16 x ...	1.75	2.00	2.30	2.55	2.80	3.05	3.55
1-4 x ...	...	3.10	...	4.15	4.70	5.20	6.25

Per M.

Linseed Oil And Turpentine Advance

Winnipeg.

LINSEED OIL, TURPENTINE. — With the price of flax seed around $5.50 per bushel, linseed oil continues to soar in price, having advanced 10c per gallon in the past week, making a total advance of 47c per gallon in the last month and is now selling at the following prices:

Raw linseed oil, $2.40 gal.; boiled linseed oil, $2.43 gal.

Turpentine is also advancing rapidly in price, rising another 5c per gallon during the week, and reports would indicate still higher prices in the near future. To-day's market price is given herewith: Barrel lots, $1.65 gal.; ½ barrel lots, $1.68; 5 gal. lots, $1.70 gal.; 1 gal lots, $1.70 gal., plus the usual extras for containers

Wagon Hardware Goes to Lower Levels

Winnipeg.

WAGON HARDWARE. — Lower prices were announced during the week on a number of lines of wagon hardware, the decline being in the neighborhood of 10 per cent. based on new lists just issued by the manufacturers. Net prices now prevailing on a few of the more familiar lines are given below:

Centre clips and rings: 3520 A, $3.45; 3520 B, $2.30; 3520 C, $2.15 doz.

Neckyoke centre irons: 3600 A, $3.75.

Whiffletree hooks: 3550 C, $1.65; D, $1.90; E, $2.20; F, $2.35 doz; 3555 C, $1.90; D, $2.25; E, $2.40; F, $2.80.

Neckyoke end irons: 3605 B, $1.40; D, $1.85; F, $2.05.

PITTSBURGH MARKETS

PITTSBURGH, Pa., June 26.—On the whole there has been a further improvement in the demand for finished steel products. The indication is that buyers want more material for current consumption rather than being desirous of covering ahead. This gives the market a strong position as the demand does not rest upon mere "confidence" in the future, so much spoken of, but rather upon the actual current consumption of steel being larger.

In one line, however, the heavy buying of the past few weeks has resulted in the purchases being for forward deliveries even though the buyers would prefer early deliveries. That line is "oil country goods" and particularly the larger sizes of lap weld pipe. Several of the mills have fallen behind in deliveries and have to enter their customers' orders as for forward delivery when prompt delivery would be preferred. One large interest has such an accumulation of orders that its lap weld departments would be kept busy to the end of the year even if there were a considerable falling off in the rate of buying, while such falling off is not expected.

In sheets there is a little banking up of orders and deliveries of some classes of sheets are deferred. The mills could meet this situation by operating at heavier rates as the average sheet mill operations are now about 70 per cent., but they do not wish to do this, since, if the market follows precedents, there will be a slackening in demand for July and August, and it is well to have a reserve of orders and maintain a uniform pace.

Wire products show a demand that is altogether satisfactory to the mills, and is larger than some mills counted upon. One large independent interest, for instance, figured on a certain demand through the summer and concluded it could spare one of its two-rod mills for a rebuilding operation. It now finds itself crowded to get out its orders with the other rod mill.

In bars, plates and tin plates, there is no material improvement in demand. The plate demand is far below capacity, which was increased so much during the war, and it is doubtful whether plate mills as a whole are operating at anything like a 50 per cent. of capacity.

Structural Demand

Starting with practically nothing a

few months ago there has been a progressive improvement in building operations involving skeleton steel structure and in bridges. The activity in new construction of this general class is still very light compared with the activity in ordinary everyday consumption of steel, but it is on the increase. The fabricated steel jobs being let are all small, with an occasional exception, but as reported for some time past a large amount of work has been designed and figured upon, so that when investors are ready to give the word there will be little delay in starting the actual work and specifying the shapes for the mills to roll.

The reports of the Bridge Builders' and Structural Society show that up to date, the amount of fabricated steel work placed is light, but also that there has been a constant, and of late, a rapid increase in the volume of business. These reports show, in fabricated steel jobs let relative to the capacity of the fabricating shops, the following: January, 12 per cent.; February, 12½ per cent.; March, 17 per cent.; April, 24½ per cent.; May, 49 per cent. The doubling from April to May is particularly significant.

Pig Iron Irregular

There are many irregularities in the pig iron market but they are ascribable in large part to the fact that the pig iron market started out on a false basis, there being simply horizontal reductions of $3 a ton in December and $4.25 a ton effective March 21, the latter being the reduction recommended by the Industrial Board, afterwards defunct. This left it that the March 21 prices were based upon the basings adopted for the war control. That was necessary in the circumstances but it was not the logical structure or the structure the market had maintained prior to the war, when prices were reached through competition. Pig iron f.o.b. Birmingham furnaces, for instance, should not be as high as f.o.b. Chicago or valley furnaces. Again, the war control allowed eastern Pennsylvania furnaces to base prices at Pittsburgh, while Buffalo had to take the same price f.o.b. furnace. Accordingly, Birmingham prices declined while the eastern Pennsylvania furnaces had to get on an f.o.b. furnace basis, which involved a decline. It might be supposed that Buffalo would have been able to maintain the price, but such was not the case as Buffalo furnaces have lately sold at $25.50 to $26 at furnace, No. 2 foundry with silicon 1.75 to 2.25 per cent., on which the Industrial Board price was $26.75, furnace, a price which the valley furnaces are still making an effort to maintain. On silicon, 2.25 to 2.75 per cent., on which the War Industries Board allowed an extra of $1.25, differentials of 50c to $1 are now more common.

The pig iron markets cannot be quoted closely for the reason that in many cases the furnaces will quote f.o.b. furnace price for iron to go out of the district rather than to customers in their own districts. They are doing what in International trade is called "dumping," and there is greater competition between districts than usually obtains.

Generally speaking, however, pig iron has declined very little, and there is not much prospect of its declining in future. This does not mean that it is going to advance shortly, though there are some predictions along that line. Pig iron is always sluggish about starting advances, though it sometimes moves fast once it gets going. When there is a large number of idle furnaces, as at present, prospects of better demand tends to bring the furnaces in. They expect higher prices but they are willing to sell a limited tonnage as "backlog" at current prices, or even at cut prices. This occurred in the first half of 1915, when pig iron demand continually increased, but as one furnace after another came in it acted as a drag on the market. Furnaces would not cut prices much, however, as they could not afford to do so. No furnace would take orders at a loss just for the sake of getting into operation again.

Connellsville Coke

This is the usual period for semi-annual contracts for Connellsville furnace coke. A few weeks ago there was talk of flat prices for the half year but coke operators wanted considerably more than furnaces would pay, and as the operators expected pig iron to advance and furnaces were not so sure about that, there was little difficulty in arranging sliding scale contracts, the price of coke delivered each month being fixed by the prevailing price of pig iron. These ratio contracts are practically all on the basis of 6¼ to 1, i.e., if basic pig iron is $25, valley, which is about the market now, the coke will be billed at $4 per net ton at ovens. Every change of 25c in pig iron would mean a change of 4c in the billing price of coke. Foundry coke has sold rather freely for second half at $5 to $5.50, depending on grade.

REVIVAL OF GLASS INDUSTRY IN ENGLAND

Strong efforts are being made to revive the glass industry of Great Britain and licenses for imports of glass are being issued with great care, the quantities being limited to one twenty-sixth part of the 1916 supply. To firms using glass as raw material for other trades, however, licenses are being freely issued. The great difficulty confronting glass manufacturers is naturally the high prices of ingredients. Pearl ash, which gives the brilliancy and ring to glass, is now £200 (about $1,000) a ton, compared with £35 ($170) in 1914; and the same proportionate advance applies to other materials. Machinery, which is playing a great part in the revival of this trade, has also increased in price by something like 200 per cent.

The entire time of English factories is occupied in making glass for the home trade, and they are said to have orders in hand for the next 12 months. Manufacturers are concentrating on certain articles, such as bulbs, which formerly came from Germany and Austria. Two thousand five hundred blowers and thousands of women are said to be employed on this work alone in Walthamstow, Birmingham, and other centres of the glass industry.

WHO IS BLIND?

Will every person who reads this notice, and knows a blind man or woman anywhere in Canada, kindly send the name and address of that blind one to the Canadian National Institute for the Blind, 36 King Street East, Toronto.

The Institute is conducting work for the blind along the most modern scientific lines, and desires that each blind resident of Canada should have the opportunity of availing himself or herself of the benefits represented by this work.

The immense task of registering every case of blindness can only be accomplished successfully by the earnest co-operation of the public generally. That is why we ask you to send the names and addresses of blind people you may know.

The following departments of work are being actively prosecuted by the Institute:

Industrial department for men.

Industrial department for women.

Department of field work.

Department of home teaching.

Department of prevention of blindness.

Library department.

Department of after care.

Residence and vocational training centre for blinded soldiers.

To send information or to obtain information address the general secretary, Canadian National Institution for the Blind, 36 King Street East, Toronto.

TRUSTS CONTROL TRADE

LONDON, England.—Business rings, combinations and trusts, perfected during the war, are controlling Great Britain's industries, according to the findings of a Government committee appointed by Sir Auckland Geddes, Minister of Reconstruction. The report, which is to be made public soon, was submitted to Sir Auckland and is now under consideration by the Government. The committee does not suggest what the Government's attitude toward trusts should be, the only proposal made in the report for dealing with the situation being that the Board of Trade should set up a tribunal to investigate cases of abuse caused by combinations and report to the president of that body.

How to deal with huge trade combinations is one of the big problems of the near future, it is said, in Government circles. Almost every big industry in the country, with the exception of shipbuilding, is said to be controlled by a combination.



Women Are Big Buyers of Paint

Jimmy, the Truck Driver, Keeps His Eyes and Ears Open While Making Deliveries, and Finds Out a Lot of Useful Pointers Which He Later Turns to Advantage in the Sale of Paints

"IF the boss 'ud only lay off his front door manners and get wise to some of the back door lingo I get from his women customers, he sure would get an earful," muttered Jimmy, the truck driver for the Swanson Hardware Co.

This conclusion punctuates only the middle of the story we are relating on Jimmy's behalf regarding his experience in the paint business.

To some paint men the story will be worth while; so we shall begin at the beginning of the soliloquy Jimmy held with himself in the garage while cleaning up his engine.

But first, a warning: Most paint men do not need to read it. Others, again, need it badly. Since it is about women and paint, those who do not need to read it, and those who do may get a tip on the feminine viewpoint that will lead to better service in their paint departments.

Here is the most of what was overheard as Jimmy plied the monkey wrench and wiping rag:

Spoiling Business

"Gee! I wonder when the boss is goin' to get his wires uncrossed and stop short-circuitin' business with the women folks?"

"I'm gettin' paid for deliverin' his goods, but I'm not drawin' down nothin' for takin' back a whole load of back talk and women's gab about the way he's treatin' them."

"This here makin' me a muffler for back-firin' complaints 's beginnin' to get my goat."

"If I had a wad o' dough, I'd set up shop next door to him in the paint business and bank on makin' money by doin' what the boss don't do for the women folks' business."

"Take it from me, boy, you've got ter put on a little fixin's to get 'em, but when you get 'em coming your way they sure do come."

"Runnin' a business crossways of what the women fancies is like tryin' to trot this old bus around on a hard tire, instead of on an oversize, under eighty pounds of pressure—you're bound to get your bumps."

The Final Judge

"There ain't hardly a thing I totes up to the back door but what the woman's had somethin' to say about gettin' it. If her royal highness says it's O.K., why it is; but if she puts down her foot and gives it the stony stare, you might as well cart it back, Jimmy, with a lot of abuse to boot. I ain't the boss, but I get a lot of tongue lashin' the boss ought to get for lettin' it out of the shop."

"As soon as the boss gets through makin' bone-head plays as to who's the payin' teller in most of the nuptial corporations I know of, the sooner he'll be on Easy street."

"It's alright to be a pullin' strings with the main gazaboes up in the lodge, or the town council, but me for gettin' next to the hand that rocks the boat at home and looks to shellin' out the simoleons for makin' her home what she wants it to be."

Spends the Money

"Most guys work from sun to sun alright, alright, providin' cash for the party of the second part, whose work's never done till it's spent pretty much as she wants it spent."

"I ain't never been no merchandiser, still I've got my own ideas as to how a store ought to be run to meet the women's notions of where to spend her hubby's hard earned."

"Storekeepin' ain't no longer the business it used to be. When the boss gets through with the notion that the store's the place for settlin' arm-chair politics and discussin' baseball, or prize fights, and makes it a place the women 'll be glad to come into, the sooner he'll be makin' the cash register earn its keep."

"Women's got their fancies to a fare ye well, and don't I know it from the back-door con they shoot at me when things ain't right."

"The feller that plays up his store to them fancies get their business; but the feller that don't don't, and misses whole wads of perfectly good coin that's just naturally bound to wander off somewhere's else."

"Take the boss's paint business. Gosh, if I steered old Buzzy Izzy here the same's some of those store chaps steer the women about paints and how to use 'em, we'd a been ditched long ago."

Gets the Kicks

"I've been a long time gettin' next to why I'm wise to more of all the paint tricks than all the guys in the store. Guess it's cause I'm the first one comes handy and knows more back-door confidences 'bout the boss and his store than all the rest."

"But I sure am learnin' what not to do about sellin'



"Save the surface and you save all" *Paint & Varnish*

SANI-FLAT

A SANITARY FLAT OIL PAINT

FOR ALL INTERIOR PAINTING

Produces the Ideal Soft Velvet Finish

For walls, ceilings, woodwork and other INTERIOR decoration where a durable, non-fading flat paint is needed, there is none "just as good" as SANI-FLAT.

It is easy to apply, has remarkable covering and hiding qualities, and does not show lap or brush marks. It can be cleaned with soap and water without injury.

White Sani-Flat makes a perfect undercoating for enamel.

Made in White and twenty beautiful shades

Put up in large and small size packages

SELLS AT A REASONABLE PRICE

We would be glad to have the opportunity of quoting you prices and to acquaint you with the selling possibilities of this line.

INVESTIGATE OR ASK FOR FURTHER DETAILS OF OUR AGENCY PROPOSITION. THE FORCE OF OUR "COMMON SENSE" ARGUMENTS ARE BOUND TO APPEAL TO YOU.

"For Real Service and Satisfaction"

Benjamin Moore & Co., Limited

One of the Largest Paint and Varnish Industries on the American Continent

Toronto Halifax Winnipeg

Offers Prizes for Best Painted Houses

Canora, Sask., Hardware Merchant Stimulates Local Pride by Offer of First and Second Prizes to Best Painted House in Town and District—Details of the Plan—Working Out Successfully—Sends Out Monthly Pamphlet to Selected Mailing List



D. HALL SUTHERLAND

A UNIQUE method of creating a demand for house paint in a small town, while at the same time doing an excellent service for the community, has been instituted by D. Hall Sutherland, an enterprising hardware merchant of Canora, Sask.

In a large display advertisement in the weekly newspaper of his town he makes the announcement that he will give $50 in prizes for the best painted houses in the town and district, with the proviso that the paint used has been purchased at his store. Of this amount $30 is to go to the winner, and a second prize of $20 to what is adjudged the second best job.

The result in the first week was a rush of inquiries, and some orders. Mr. Sutherland states that a genuine interest has been started in a paint-up campaign, and he believes that the inevitable result will follow, that where one cottage or dwelling house is made to look like new with bright colors, the adjoining homes will be made to appear so shabby in contrast that the neighbors will soon enter the competition. Canora has a population of 1,200.

Mr. Sutherland has been in business in Canora since 1904, and in addition to the ordinary run of hardware, handles phonographs, auto accessories, beds, mattresses, rugs, trunks, suit cases and handbags. He has had excellent results in the sale of phonographs, and states that his sales of records is very extensive each month. He takes the monthly service of the company whom he represents. He is also the agent for a line of motor cars, but only disposed of ten this spring for the reason that he cannot secure deliveries from the factory.

Mr. Sutherland is a shareholder in a co-operative wholesale concern controlled by retail hardware men. Each month they send to him for distribution among his customers a four-page pamphlet measuring 8 by 10 inches, and printed in two colors, usually red and black. The service costs $12 a month, and over 200 copies are distributed to a selected mailing list in the Canora district. The May number of this pamphlet bears the inscription: "The May Store News, D. Hall Sutherland, Canora, Saskatchewan —where quality is high and prices low." The pamphlet is illustrated throughout with hardware cuts, and on pages two and three of each issue are store talks that are exceptionally well done, with a power to create good will and draw trade.

Here is one of these store talks:

"Our motto, small profits and quick returns. Our whole business is operated on that policy—we believe it is much more satisfactory to have a large circle of satisfied customers who are putting most of their business through us than it is to have few customers who are paying big prices for their needs. Some stores we know believe that the only way to carry on is to get the utmost profit out of every sale.

"Not here, though.

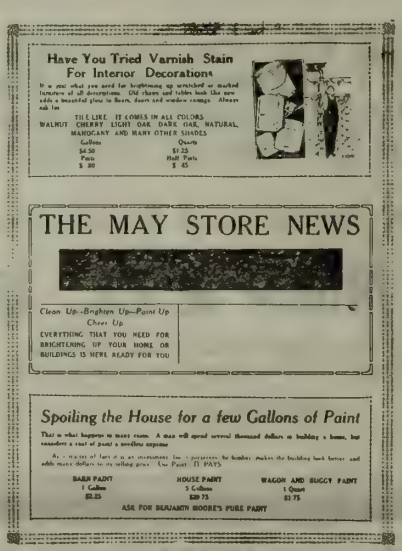
"Every effort is devoted to one end, and it is pleasing our customers.

"Even in buying we have this in view, for we are dealing with a wholesale house that is operating on a new system and so reducing the expense of doing business. Thus we pay less than most hardware stores pay for goods and are able to sell for a smaller price. This is good business and you get the benefit in every way. It will pay then to let us figure on your orders. If we cannot meet the price you could get elsewhere, well and good, but so confident are we that our prices are absolutely right, and the quality of all the goods advertised is as good as the best, and a little bit better than most, that we know in advance we shall get your business.

"Come in and let us talk it over."







TRADE SIMMS MARK
SET IN RUBBER

Simms Paint Brushes

Sold All Over The World

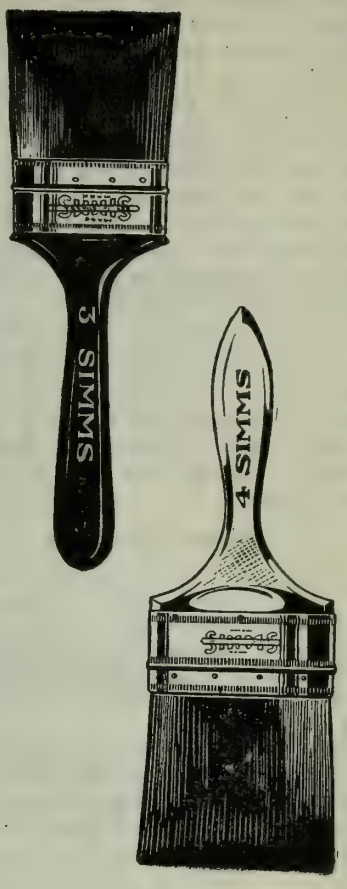
The demand for Simms' Set-in-Rubber Paint and Varnish Brushes extends all over the world. There are none like them anywhere.

Your customers know this. See to it that you have a full stock on hand.

The worst treatment cannot hurt Simms' Set-in-Rubber Brushes. The bristles are set in vulcanized rubber, and are guaranteed to hold firmly **forever.**

People don't cover their houses with loose bristles when they use Simms' Brushes. Push the sale of this line and your reputation won't suffer.

Send for price list. Look over your stocks without delay. Insure big profits and satisfied customers by having all Simms' Better Brushes on your shelves. Order to-day.



T. S. SIMMS & CO., LIMITED

ST. JOHN, N. B.

Branches: Montreal, Toronto, London



6,000 gallons of Prudential were used on the walls of the Hotel Vancouver (Canadian Pacific Railway)—the finest hotel in Western Canada.

The Sanitary and Hygienic Wall Finish that can be guaranteed to satisfy

—in beautiful, non-fading tints—perfect flat finish without gloss—sets like cement —for flat surface or ornamental work.

Will stand constant washing with soap and water without fading or deterioration

WRITE US FOR OUR AGENCY PROPOSITION

BRITISH AMERICA PAINT CO.

VICTORIA VANCOUVER CALGARY EDMONTON REGINA

paint to women and with what ole Pap Williams, the painter, puts me wise to I'll soon be the boss's travelin' paint adviser, as well as his truck driver."

"If you ever go into the paint business, Jimmy, me boy, there's one thing that ye can count on for certain: You can give the women a vote and you can put 'em into Parliament, and can make them the tail that wags the dog in general, but they'll just stand for neglect and shabbiness about their homes for just so long and no longer."

"If the old man's purse ain't long enough to root things out when they're 'bout done for and buy new ones, they'll shift about somehow till they gets things fixed up so's they'll be neat and usable."

"And when a woman gets them notions in her head she sure can use a paint brush."

Starting Something

"When you get a woman noseying around the house with her apron and dust cap on and a pot of paint in her hands, you can lay to it that there's goin' to be somethin' doin' in fussin' up the things that's beginnin' to show wear and tear."

"An' what she won't tackle when she's feelin' that way isn't listed yet."

"The paint fellow that plays to them notions right is the fellow that can count on paint business the whole year round."

"There ain't no off seasons for things wearin' out and there ain't no off seasons for women seein' 'em that way and takin' the notion to fix 'em up."

"Spring, summer, fall, before Christmas and after I've rustled 'em to the back door all smeared up with paint when I've been deliverin' goods."

"Most average women ain't got the choice of runnin' away for their health and leavin' someone else to fix up the knick knacks about the house. They've got a steady, all-year-round job of livin' in their homes and keeping 'em up to scratch. That's where the little cans of paints and varnishes and enamels count, and judgin' by the number I truck around it must amount to some business."

"Judging' by deliveries, a fellow can't count much on sellin' the big sizes 'cept in the spring and fall, but seein' as what I sees every day through the back door he can figger on a sight bigger business with the little fellers if he'd set out to follow women's ideas of things."

"An' don't ever run away with the idea that women just want to slap on paint for the sake of slappin' it on. Most of 'em never counted on slingin' the brush the day the old man walked 'em up to the altar. But when they find they've got to come to it, they're all fired willin' to learn. Just as I've been sayin', there's limits to their domestic science that makes 'em look up a pot of paint to keep things passable."

"'Taint my idea neither that the boss should take such women's money without passin' out some advice 'bout how to use it."

"A feller can get his store good and friendly with women folks when they tumble that he's givin' somethin' that'll help 'em out of their troubles. Paint's mighty helpful to women in keepin' things slicked up."

"When women set their teeth and make up their minds to paint, paintin' they're goin' to do and nothin' will stop them, but the trouble is the boss don't seem to savee them notions and lots o' women don't just savee exactly what's the right stuff to use. They're willin' enough—and when they've got those willin' notions, they ain't nothin' irresistable or unmovin' that's goin' to stop 'em."

"It's the steerin' of them right that gets 'em into that satisfactory comeback notion of keepin' up their spendin' their money at the same store."

"The boss don't think I got any notions about runnin' anything 'cept this old rattler. But runnin' it I got some notions of runnin' a paint business into my block, an' some day I'll be puttin' a steerin' gear onto them and go to it. They ain't boiled shirt ideas either; they've been rapped into my little, old bean via the back-door route of women's gab."

"Yes sir, Jimmy, old kid, I'll tell the world some day you're goin' to have a business o' your own, or be boss of the boss's shop, and then you can set your carbuetor to shoot them ideas so as you can put a little more pep into the little, old game of gatherin' the coin."

Are Big Buyers

"And you can lay to it that I ain't goin' to overlook the women, whether it's sellin' paint, door knobs, or fly swatters."

Let it be said that this is only one of Jimmy's soliloquies out of many, dwelling on the business lessons learned through delivering goods. Neither his eyes or mind were asleep in observing the shortcomings of his store and the opportunities that might be developed. The particular conversation given happened to dwell particularly on the possibilities of more paint business with women.

Jimmy was gifted with an ambition that could not be denied. Though, as yet only a truck driver, he made use of every available opportunity and stored up many observations that afterwards became useful in his brilliant business career.

Briefly, we will follow that career by stating that an opportunity presented itself whereby he was permitted to enter the store. To the credit of the boss whom he criticized so freely, he quickly recognized the latent talent and ambition of the boy and it was not long before he was placed in charge of a department; and it so happened to be the paint department.

To-day Jimmy is headed straight for a partnership and while we have no claims in the power of prophecy, it is safe betting that Jimmy's business career will go much beyond even that.

Jimmy, however, has maintained throughout that many of the fundamentals underlying his aggressive business ideas and methods were gained by the close observation of women folks and their attitude towards goods bought and delivered by him at the back door.

IMPERIAL VARNISH AND COLOR IN MONTREAL

Paint and Varnish Ltd., Montreal, regarding the incorporation, of which HARDWARE AND METAL made announcement last week, are assuming the agency for Eastern Canada of the Imperial Varnish and Color Co., Ltd., Toronto.

Harry Hart, who has been Eastern representative for the Imperial Varnish and Color Company, Ltd., will, it is understood, continue as manager of Paint and Varnish Limited. Under the capitalization of $100,000, the new company expresses itself as looking forward to an increase of business in this territory.

MAY STANDARDIZE PAINT CANS

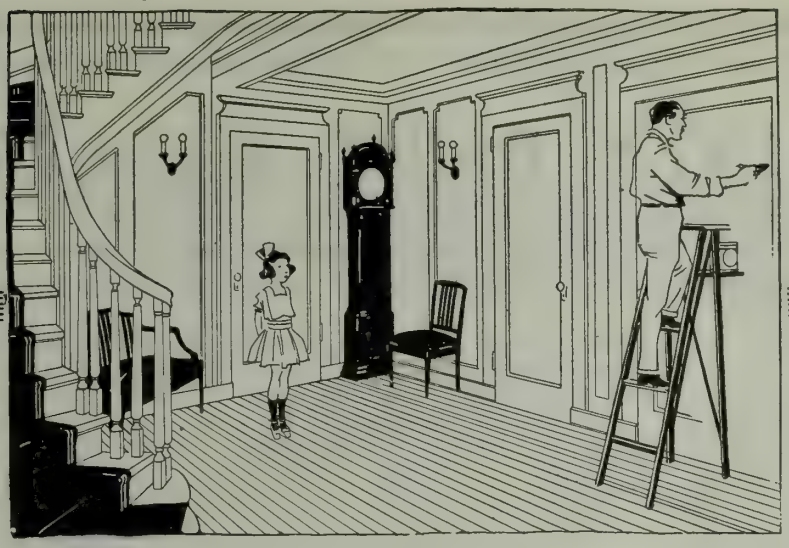
President Cornish, of the National Paint, Oil and Varnish Association, has appointed a special committee to report on the question of standardization of cans. It is stated that standardization would assist materially in securing for the paint manufacturers better service and lower cost of packages if the purchasing power of the paint trade were to concentrate on as few styles and sizes as possible—particularly cans.

PAINT CHANGES IN BRIEF

Regular colors and white advance	25c per gallon
Marine paints (except "dory") advance	25c " "
Inside and outside floor paints advance	25c " "
Porch floor paint advances	25c " "
Ground color paint advances	25c " "
Graphite paints advance	25c " "
Galvanized iron paint advances	25c " "

(Usual differentials for sizes other than gallons)

Also pure linseed oil putty (differential over regular prices advanced 50c per 100 lbs.).



When Father Varnishes

Unskilled varnishers want Finishes that brush on easily and cover well. Berry Brothers' Varnishes, Enamels and Stains not only work smoothly, but produce a finish that satisfies completely both in appearance and wear. These features appeal to the amateur and professional painter alike. This is what makes the sales value of Berry Brothers' label such a good varnish selling asset. It is recognized by all classes of buyers as a guarantee of quality and dependability.

Partial list of distributors of Berry Brothers' products

Wood, Vallance Hardware Co., Ltd., Nelson, B.C.
Frank A. Gillis Co. - - Halifax, N.S.
Marks, Clavett, Dobie Co., Ltd., Port Arthur, Ont.
Whites, Ltd. - - - Collingwood, Ont.
Sanderson Pearcy & Co., Ltd. - Toronto, Ont.
A. M. Bell & Co., Ltd. - - Halifax, N.S.
Lariviere, Inc. - - - Montreal, Que.
L. H. Gaudry & Co. - - Quebec, P.Q.
Wood, Vallance, Ltd. - - Winnipeg, Man.
Wood, Vallance & Adams, Ltd., Calgary, Alta.
Revillon Wholesale, Ltd. - Edmonton, Alta.
Hunter-Henderson Paint Co., Ltd., Vancouver, B.C.

BERRY BROTHERS INC
World's Largest Makers
Varnishes and Paint Specialties
Walkerville, Ont. (302)

WEEKLY PAINT MARKETS

MONTREAL

MONTREAL, June 28.—The event of the week in paint markets is that of an increase of 25c per gallon for prepared paints containing linseed oil. This is in accordance with the tendencies forecast for some time and particularly last week in HARDWARE AND METAL. Advancing flax markets made for high and still higher oil; turpentine was high and very scarce and labor costs continued so high that the change was considered necessary. Full list of the changes with comment is to be found elsewhere in this issue.

The linseed oil situation is, if anything, less promising than it was a week ago, for there has been a continued scarcity of seed and quotations are decidedly nominal with some not offering any supplies. The same condition applies to turpentine and this commodity is very scarce indeed.

White lead is not likely to be reduced, and white lead in oil is in a decidedly strong position. Pure linseed oil putty is up 50c per 100 lbs., the differential over ordinary grade now being $2.50. Shellacs are extremely scarce and advances are again probable for the immediate future.

Price Withdrawals On Linseed Oil

Montreal.

LINSEED OIL.—So scarce has oil become that several of the jobbers have decided to make no offering and have, in consequence, withdrawn quotations. There is much difficulty in securing supplies and in any case the one to four barrel quantities are all that most jobbers will entertain. The nominal basis of $2.25 to $2.35 still holds, but prices are really not guaranteed from day to day.

Raw—	Imp. Gal.
1 to 4 barrels	$2 35
5 to 9 barrels	....
10 to 25 barrels	....
Boiled—	**Imp. Gal.**
1 to 4 barrels	$2 37½
5 to 9 barrels	....
10 to 25 barrels	....

Scarcer Still Is Turpentine

Montreal.

TURPENTINE.—With prices higher than ever, and the likelihood of relief undefined, jobbers are, in most instances, withdrawing quotations on turpentine altogether and have little prospect of much relief. It is a question these days, some of them state, of securing such supplies as they require for manufacturing needs. Small lots at high prices are really all that the trade can hope for at the moment, and on a nominal price basis only.

Turpentine—	Imp. Gal.
1 to 4 barrels	....
Small lots	....

(Packages extra.)

Fifty-cent Advance For Pure Putty

Montreal.

PUTTY.—An advance of fifty cents in the differential for pure putty has been made this week and the increase over ordinary prices is $2.50 instead of $2. This was necessary owing to the heavy increases in the price of linseed oil. Ordinary putty is unchanged.

Per 100 lbs. in following quantities.

	5 ton	1 ton	Less Quanty.
Bulk, in barrels	$5 00	$5 25	$5 60
Do., ¼ barrels	5 15	5 40	5 75
Do., 100 lbs.	5 85	6 10	6 45
Do., 25 lbs.	6 10	6 35	6 70
Do., 12½ lbs.	6 35	6 60	6 95
3 and 5 lb. tins	8 10	8 35	8 70
1 and 3 lb. tins	8 60	8 85	9 20
Do., in 100 lb. cases.	7 15	7 40	7 75

Pure linseed oil putty, $2.50 per 100 lbs. advance on above prices.

Glaziers' putty—$1.60 per 100 lbs. advance on above prices.

Terms—2%, 15 days, net 60

Firm White Lead in Oil; Will be Held

Montreal.

WHITE LEAD IN OIL.—That the price of lead will not decline is assured through the action of the United States lead corroders, and who, as already announced in HARDWARE AND METAL, have continued their terms and basis for several months. There is a steady and firm undertone with seasonable movement and the basis is as follows: Five ton lots per 100 lbs., $15.50; ton lots, $16; and smaller quantities, $16.35. There is no assurance that lead in oil will not be advanced; it depends altogether upon conditions and upon the trend of linseed oil in particular.

Prepared Paints Make 25c Advance

Montreal

PREPARED PAINTS—It was pointed out last week in HARDWARE AND METAL that an advance might come in paint, "and they may come even before the week-end." Twenty-five cents per gallon has been added to previous prices and the increases are applicable to first and second quality oil paints, marine paints excepting dory, inside and outside floor paints and porch paints, ground color paints and graphite paint. Flat wall paints are unchanged.

These changes were altogether expected and have come as a result of the increases for linseed oil and turpentine. Full attention is drawn to the circumstances in a special article elsewhere in this issue.

TORONTO

TORONTO, June 26.—Crushers who have been predicting $2.50 linseed oil saw their prophecy realized today. Not only this, but the market is still advancing and is expected to reach $2.55 at any time. A sensational advance of 17 cents yesterday in flaxseed is behind the latest jump, and is backed by the condition of the United States markets, where stocks are low by the heavy buying from overseas. Turpentine is reacting, and unless European buyers come into the field again prices are likely to move steadily to lower levels. The rosin market continues firm.

Linseed Oil Takes Another Big Jump

Toronto.

LINSEED OIL.—There is no telling just where linseed oil prices are going to. Those who said it was going to $2.50 have seen it reach that point and pass it. There is no relief in sight, crushers say, until the new crop comes in, and even then, with big demands to be met from overseas, it is questionable if the market will react greatly. Overseas buyers continue to place large orders for Argentine seed, and many of the shippers are still passing up American customers and paying forfeits and sending their supplies to Europe. With Russia a non-producer and England and other buyers having to depend upon Argentine seed, there is likely to be a continued brisk demand. In the meantime American firms are badly in need of supplies and are not getting them. A factor that may help the general situation is that according to reports there is at least a ten per cent. increase in the acreage sown at home, and with the splendid weather conditions that have prevailed, a large increase in the yield is likely. Quotations are as follows:

Linseed Oil—	Raw
1 to 2 barrels, gal.	$2 47	$2 50
3 to 5 barrels, gal.	2 46	2 49
10 barrels and over	2 44	2 47



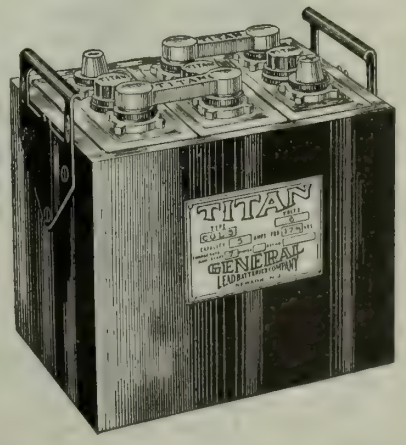
The Sign of "A Better Battery"

IF THERE IS *ONE* THING FOR THE CAR—

that you cannot afford to have anything but the best, it is a storage battery. You have heard it said—that the battery in your car is never wrong—that it "laid down" because you "abused" or "neglected" it. You, as a mechanic, will know differently. It is not always the user's fault. Not all batteries are built for the unusual work—the TITAN is.

The TITAN is built to produce the limit of endurance that is humanly possible in a storage battery. The TITAN batteries are not made for ordinary work, but for gruelling, exacting, trying work, that would exhaust the stamina of the average battery in no time. It costs no more than others, and outlives them. Investigate!

Any of our Branch Houses can supply you. Get Battery Wise To-day.



Northern Electric Company
LIMITED

MONTREAL	TORONTO	REGINA
HALIFAX	LONDON	CALGARY
OTTAWA	WINNIPEG	VANCOUVER

	Boiled
1 to 2 barrels, gal.	2 58
3 to 5 barrels, gal.	2 52
10 bbls. and over	2 50

Prices shown are those ruling on Thursday of current week and subject to daily fluctuation of the market.

Turpentine Easier; Rosins Holding Firm

Toronto.

TURPENTINE.—Owing to a cessation at Southern ports of shipments to overseas points, prices at primary points have eased during the week and there is every indication that they will go to still lower levels. The fact that many of those who held shipping space are releasing it indicates that the overseas demands, at least the most pressing, have been met, and, as this was the big factor in the advances made recently, the market is expected to decline. Nothing in the nature of a slump is looked for, however, as there is a strong home demand, and as soon as prices are stabilized steady buying is expected. Reports indicate that this year's crop will not be materially larger than that of last season. Rosins are holding fairly firm, but the market has assumed a waiting attitude and the tendency will probably be to slightly lower prices. Quotations are as follows:

Turpentine—	Imp. Gal.
1 barrel (barrel included)	$1 65
2 to 5 barrels (barrel included)	1 64
5 gallon lots	1 75

Prices of Oil Paints Are Advanced 25 Cents

Toronto.

MIXED PAINTS.—The advance predicted in last week's issue of HARDWARE AND METAL for all oil paints is now in effect, and quotations are on a basis of 25 cents per gallon higher. Only the oil paints are affected, and the increase was necessitated by unprecedented prices for linseed oil and turpentine.

Five-cent Advance In White Lead in Oil

Toronto.

WHITE LEAD IN OIL.—Owing to a change having been made in the freight rates between Toronto and Montreal, prices of white lead in oil have been advanced 5 cents. There is a steady demand for this product, and the market is expected to continue very firm. Quotations are as follows: 5 ton lots, $15.85 per 100 pounds; 1 ton lots I16.35, and in smaller quantities $16.70.

Glass Prices Rising; Putty Has Advanced

Toronto.

GLASS, PUTTY.—There is every indication that an advance in window glass prices are coming, although when it will go into effect is not yet known. The advances made by American manufacturers in prices of plate glass will not, it is stated, be put into effect in Canada until the present stocks are exhausted. Business in general is quiet and is showing the effects of labor troubles. Toronto prices of putty have been advanced 5 cents following a change in the freight rates between Montreal and Toronto. With linseed oil advancing steadily it is not unlikely that further advances in putty prices will come. Quotations at present are:

Standard Putty—	5 ton	1 ton	Less
Bulk, in barrels	$5 35	$5 60	$5 95
Do., 100 lb. iron	6 20	6 45	6 60
Do., 25 lb. iron	6 45	6 70	6 85
Do., 12½ lb. irons	6 70	6 95	7 30
Bladder, in barrels	7 10	7 35	7 50

Pure putty advance $2.50 per 100 lbs. over above.

Oil Paints Make 25-Cent Advance

Canadian Paint, Oil and Varnish Makers Advance Prices in Accordance With the Increases for Oil and Turpentine—Varnishes Held, But Shellacs Up—Marine Porch Floor Graphite Paints Up

ADVANCES have been made in various prepared paints, the basic elements of which, in part at least, are linseed oil and turpentine. Steadily, and almost methodically, linseed oil has been advancing consistently from week to week, until it reached a point at which the paint manufacturers felt they must have some advance to cover the increased cost to them of the manufactured product. And, being unable to buy supplies of flax, even in cases where they crushed their own oil, only on a constantly rising market, and an increasingly bare market at that, they concluded it necessary last week to put an advance into effect forthwith. The new prices are effective as from June 20. Regular prepared paints, marine paints, floor paints, porch floor, ground color and graphite paints are all increased in price 25 cents per gallon, the usual differentials for other sized packages applying.

HARDWARE AND METAL has consistently pointed out to its readers the strong tendencies that were likely to obtain for linseed oil. A world market has been clamoring for available oil for a long while. Even before the Canadian active season arrived the crushers were afforded outside markets for their supplies, and heavy shipments were made from time to time to United States and other markets.

Then, during the present season, oil arrived from England and found its way into the Canadian paint trade, but this activity was temporary. Argentine market influence had much to do with determining the Canadian price basis. Much seed that might have come to Eastern Canada found its way to United States mills.

Turpentine, the other commodity contributing toward making the new prices necessary, has not only been very scarce for months, but has been advancing for several weeks, and has reached a price, in some instances, of nearly $1.75 per gallon. Delivery of this has been most spasmodic, and it is questionable if there will be much improvement. The paint manufacturer has been unable to meet the demand sometimes, and in addition to this fact, he has been faced with the constant necessity of providing himself with requisite supplies for his own manufacturing requirements.

The remaining feature of consequence at the moment is the higher overhead production costs brought about through high-priced labor. With this last factor, a strong three-fold condition has been created which has at last made for an increase of price, and which has been consistently forecast in the columns of HARDWARE AND METAL for the past two or three weeks.

Another Factor

Another factor of considerable importance is that of the position held by white lead. As already referred to in special editorial market articles in the columns of HARDWARE AND METAL, the producers have given notice of the continuance of the same basis as was to obtain for the first half of 1919. This means that there will be no reduction in lead prices or in terms. Consequently, material that it was hoped would be purchasable on a fairer price basis has held its position firmly. When this lead is ground with the present high-priced oil, it is patent that the price to the manufacturer putting the product into his oil paints is considerably higher.

Will Hold Firmly

"Prices are based on factory costs," said a large manufacturer to HARDWARE AND METAL. "When the last changes were made on paint, linseed oil, at around $2.10 per gallon was that on which the price of paint was based, and this position has changed entirely. It was hoped, when the war stopped, that prices for raw material would go down. There has been so much export that prices have held, and there has been nothing to do but to make this increase. There is no likelihood of any drop coming from the prices just put into effect."

This expresses, briefly, what others have stated as their opinion. The season of high-priced paint is here, and it does not give promise of changing. With activity reported from all sections of the country the dealer will continue to purchase his regular requirements promptly.

Aside from paint, the only staple change made is that of an increase of 50c per 100 pounds for pure linseed oil putty, making the new differential $2.50.

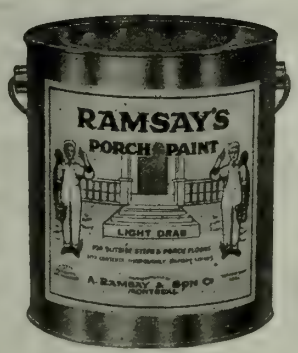
RAMSAY'S

"The Right Paint To Paint Right"

"Save the surface and you save all" *Paint & Varnish*









HELP YOUR CUSTOMERS SAVE THEIR HOUSES.

THIS CAN BE DONE BY SELLING THEM THE **"RAMSAY SURFACE SAVERS."**

A. Ramsay & Son Company

Makers of Property Preserving Paints & Varnishes for 77 years

Toronto **MONTREAL** **Vancouver**

Distributors:

Edmonton District:
Revillon Wholesale Limited, Edmonton

Calgary District:
The McDonald-Baker Co., 818-8th Ave. W., Calgary

"Save the surface and you save all" *Paint & Varnish*

CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION

Dominion Metallics — B.B. Caps 25% B.B. Caps, 20%; 22 short, black, 22 long, black, 22 long smokeless, 20%; 22 short lesmok or 22 long lesmok, 20%; 22 short, smokeless, 30%; 22 long rifle, black, 22 long rifle, smokeless, 7½%; other rim fire, 10%; center fire pistol, add 35% list; center fire sporting, add 60%; shot cartridges, same as ball; brass shot shell, 20%; primers, add 35% list; empty shot shells, 5%; blanks, add 25%; bullets, add 40%.

Terms: Net 90 days, or 2% discount for cash in 30 days.

"Dominion" Loaded Paper Shells "Crown" Black Powder, 10% on list; "Sovereign" Bulk Smokeless Powder, net list; "Regal" Dense Smokeless Powder, net list; "Canuck" Shells, Smokeless, $41 per M, net; Empty Shells, 5%; 90 days net.

F.O.B. Montreal, Toronto, London, Hamilton.

AMERICAN AMMUNITION

List of Prices.

Subject to 15% advance on list.

B.B. caps, $3.50 per M.; B.B. caps, concave ball, $4.40; 22 short, $5; 22 long, $6; 22 long rifle, $7; 22 short smokeless, $5.35; 22 long smokeless, $7.50; 22 long rifle, smokeless, $8.75 per M.

Sporting Cartridges—Centre Fire Smokeless 303 Winchester, $72.25 per M.; 303 Savage, $72.25; 303 British, $95; 32 Winchester special, $72.25; 38-55 Winchester, $76; 401 Winchester self-loading, $76 per M.

Primers—Nos. 1, 1½ and 2½, $3.60; Nos. 1 and 2 (100 in box), $3.80; Nos. 1-W, 1½-W, 2½-W and 3-W and 5, and 5½, 100 in box, $3.80; Berdan Nos. 1, 1½, 2 (250 in box), $3.60; Berdan Nos. 1, 1½, 2 (100 in box), $3.80; new No. 4, $5.50; U.M.C., 33, $5.50.

Shot, standard, 100 lbs., Toronto, $16.45-$17.35; Montreal, $18; net extras, as follows, subject to cash discount only: Chilled, $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

AUGER BITS

Standard List Prices per dozen.

3/16.....	$ 6.00	18/16.....	$12.00
4/16.....	5.00	19/16.....	14.00
5/16.....	5.00	20/16.....	14.00
6/16.....	5.00	21/16.....	16.00
7/16.....	5.00	22/16.....	16.00
8/16.....	5.00	23/16.....	18.00
9/16.....	6.00	24/16.....	18.00
10/16.....	6.00	25/16.....	21.00
11/16.....	7.00	26/16.....	21.00
12/16.....	7.00	27/16.....	24.00
13/16.....	8.25	28/16.....	24.00
14/16.....	8.25	29/16.....	27.00
15/16.....	9.50	30/16.....	27.00
16/16.....	9.50	31/16.....	30.00
17/16.....	12.00	32/16.....	30.00

Discounts from Standard List prices:

Beaver, 57½%.
Ford's Auger Bits, 35 to 27½%.
Gilmour Auger Bits, 47½%.
Gilmour Car Bits, 37½%.
Gilmour Eye Augers, 35%.
Gilmour Ship Augurs, add 10%
Rockford Auger Bits, 50 and 10%.
Irwin Auger Bits, 10% off list in Catalogue o. 10, 1905.

F.O.B. Toronto, Montreal, London and Hamilton.

AXES

Single Bits, doz....	$13 25	$16 00
Double Bit	16 50	19 50
Boys' Axes	12 00	14 00
Hunters' Axes	11 00	12 00
Bench—No 2, doz...	12 50	18 20
No. 3, doz...	13 50	14 20
No. 4, doz...	14 50	15 25

BABBITT

Prices on babbitt fluctuate with the metal markets and prices are quoted on application. Prices range from 8c to 75c a lb.

BARS, CLOTHES

No. 1, dozen	$ 8 00
No. 2, dozen	10 80
No. 3, dozen	8 40
No. 4, dozen	$10 00
No. 5, dozen	12 00
No. 6, dozen	14 00

BELTING (Leather)

Discounts apply to Revised List of Feb. 14, 1907.

Extra Quality, 30%.
Standard Quality, 30, 10%.
Side Lace Leather, lb. $1.75-$1.90
Cut Lace Leather, lb... 1.90- 2.20
F.O.B. Montreal, Toronto.

BELLS (Farm)

No. 1 x 40, lb.....	$4 00
No. 2 x 50, lb.....	5 00
No. 3 x 60, lb.....	7 50
No. 4 x 100 lb.....	10 00

F.O.B. Montreal, Toronto.

BOARDS, BAKE

No. 1, 18 x 24 in., dozen	$ 8 50
No. 2, 18 x 28 in., dozen	10 50
No. 3, 20 x 30 in., dozen	12 00

BOARDS, IRONING

No. 1, dozen $19 20

BOARDS, SLEEVE—

No. 3, dozen .....$ 5 50

BOARDS, SKIRT—

No. 11, dozen	$11 00
No. 32, 5 x 12 in., doz...	$11 00
No. 35, dozen	25 00
No. 36, dozen	29 00

BOLTS AND NUTS

Discounts apply to list of Feb. 1, 1913.

Carriage Bolts ($1 list), ⅜ in. dia. and smaller, 6 in. and shorter, 35%.
Carriage Bolts ($1 list), ⅜ in. dia. and smaller, longer lengths, 20%.
Carriage Bolts ($1 list), 7-16 dia. and larger, 15%.
Machine Bolts, ⅜ in. dia. and smaller, 4 in. and shorter, 40%.
Machine Bolts, ⅜ in. dia. and smaller, longer lengths, 25%.
Machine Bolts, 7-16 in. dia. and arger, 25%.
Sleigh Shoe Bolts, all sizes, net list.
Coach and Lag Screws, 50%.
Square Head Blank Bolts, 25%.
Bolt Ends,, 25%.
Plow Bolts, 25%.
Elevator Bolts 25%.
Fancy Heal Bolts, 25%.
Shaft Bolts ($3 list), 25%.
Step Bolts, large head ($3 list), 25%.
Whiffltree Bolts, 25%.
Nuts, square, blank, add to list, .75.
Nuts, square, tapped, add to list $1.00.
Nuts, hexagon, blank, add to list $1.00.
Nuts, hexagon, tapped, add to list, $1.25.
Stove Bolts, 65%. Tire bolts, 50%.
Terms: 2% off 30 days from date of shipment.
F.O.B. Montreal, Toronto, Hamilton, London, Ont.

BORAX

Lump Crystal Borax, lb. ...11c-12c
F.O.B. Montreal, London, Toronto.

BRASS

Sheets, 24 gauge and heavier, base	$0 33
Rods, base ½ to 1 in., round	0 32
Tubing, seamless, base	0 38

F.O.B. Montreal and Toronto.

BOILERS (Range)

30-gal., extra heavy	$12 50
30-gal., Standard	11 00

BOARDS (Wash), Zinc

	Doz.
Pony	$2 35
Improved Globe	5 15
Neptune	5 15
Standard Globe	5 15
Original Globe	5 65
Jubilee	5 80
Newmarket King	5 80
Western King (enamel)	8 00
Beaver (brass)	7 35
Diamond King (glass)	6 30

F.O.B. Newmarket.

BUTTS Wrought Steel:—

No. 840	5%
No. 800	2½%
No. 838	5%
No. 808	5%
No. 80 4.....	15%
Nos. 802, 842, 844	5%
Nos. 810 and 814	net list
No. 830	2½%

F.O.B. Toronto, Montreal, London, Hamilton.

Spring Butts

Chicago Spring Hinges, list + 5%.
Triplex Spring Hinges, 20-10%.
Chicago Mortise Floor (5,000), 20, 7½ and 5%.
Chicago Relax Floor (6,000), 25-10-10-2½%.
Chicago Premier (4000), 12½%.
Chicago Ajax (3,000), 12½%.
Chicago Fire Station, add 10% to list.
Lavatory Door Hinges, 20%.
Chicago Screen Door (2000), 40-2½%.
Chicago Screen Door (3000), 16 2-3 %.
Non-Hold Back Screen Door, on application. F.O.B. Chicago.

CANS

For discount on milk and cream cans, etc., see list under head of wares, etc. B.B.B. Fire

CHAIN

	Proof Coil Mont'l	Proof Coil Tor'to	Welded Mont'l	Welded Tor'to
3-16 in.	$22.75	$21.40	$.....	$27.40
¼ in. ..	16.75	17.75	20.60	23.60
5-16 in..	14.75	14.60	16.40	18.40
⅜ in....	13.00	13.40	15.00	17.25
7-16 in. .	12.75	13.15	14.40	16.65
½ in. ..	12.50	12.80	14.15	16.50
⅝ in. ..	12.35	12.75	13.85	16.15
¾ in. ..	12.25	12.70	13.50	16.00
⅞ in. ..	12.05	12.40	13.40	15.80
1 in. ...	11.90	12.30	13.30	15.65

Electric Welded

	B.B.	B.B.B.
¼ in. ..	19.00	22.00 .....
3-16 in...	18.00	20.00 .....
¼ in. ..	15.00	16.00	18.00 .....
5-16 in. .	13.50	13.50	16.50 .....
⅜ in. ..	11.60	12.25	14.60 .....
7-16 in. .	11.50	12.00	14.50 .....
½ in. ..	11.25	11.80	14.25 .....
⅝ in. ..	11.00	11.55	14.00 .....
¾ in. ..	9.75	11.25	12.25 .....

F.O.B. Toronto, Montreal

American Proof Coil Chain

	B.B.	B.B.B.
3-16 in.	$17.25	$.....
5-16 in.	14.25	17.25
⅜ in.	13.00	16.00
7-16 in.	12.75	15.45
½ in.	12.55	15.25
⅝ in.	12.25	.....

Electric Welded B.B.B.—Chain. ¼ in., $13.75; 5-16 in., $12; F.o.b. Toronto.

Cow ties, 20%; trace chains net list; dog chains, 12½%; halter chains, 12½%; tie-out chains, 37½%; stall fixtures, No. 1 or heavy, $2 dozen; stamped, No. 3 or Dominion, $1.40 dozen; breast chains, No. 220, $16 dozen pairs. F.O.B. Montreal, Toronto, Hamilton, London.

CEMENT

Cement, per bbl., $3.25 in car lots; 80c. pe rbbl., or 20c each is allowed for sacks returned in good condition, freight paid.

Paris plaster, five-barrel lots $4.00; single barrel, $4.50. F.O.B. Toronto.

CHAIRS

Step ladder, dozen $27 00

CHURNS

List price hand churns—No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.

List prices power churns—No. 0 $11; No. 1, $11; No. 2, $12; No. 3, $13; No. 4, $17; No. 5, $20.

Discount of 20% f.o.b. Toronto Hamilton, Fergus, London, St. John, N.B.

Discount of 17½% f.o.b. Montreal, Ottawa, Kingston.

CHOPPERS, FOOD

Universal—Dozen—No. 0, $19.25; No. 1, $23.30; No. 2, $28.35; No. 3, $36.45.

Russwin—Dozen—No. 0, $19.20; No. 1, $23.40; No. 2, $28.20; No. 3, $36 60.

F. o. b. Montreal, Toronto.

CLOTHES LINE (Galvanized)

No.	Per 1000 ft.
17—7-strand, 100 ft. lengths..	$6.85
17—7-strand, 50 ft. lengths..	7 00
18—6-strand, 100 ft. lengths..	5 60
18—6-strand, 50 ft. lengths..	5 33
19—6-strand. 100 ft. lengths..	4 50
19—6-strand, 50 ft. lengths..	5 00

F.O.B. Montreal, Toronto, London

COPPER .. ... Montreal Toronto

Casting ingot. see weekly report.		
Rods, ½ to 2 in.	0 32	0 33
Plain sheets, base, 16 oz. and heavier ..	0 34	0 33
Hot rolled (tinned one side)	0 38	0 39
Copper sheet, planished. base 16 oz. and heavier	0 42	0 50
Tubing, lb.	0 39	0 41

Above prices are full sheets and bars. Cut sheets and bars are 5c per lb. higher.

COMBS

List plus 15 per cent.
F.O.B. Montreal, Toronto, Hamilton, London

CORD (SASH)

No. 6, lb.	71
No. 7, lb.	70
Nos. 8, 9, 10, 12	69

F.O.B. Montreal, Toronto, Hamilton, London

CANADA PLATES

Prices nominal.	Montreal	Toronto
Ordinary, 52 sheets..	$7 75	$7 35
Do., 60 sheets	7 85	7 45

COKE, TIN PLATES

	Per-box
IC, 20x28 base	$18 00
IX, 20x28 base	21 00
IXX, 20x28 base	23 00
IXXX, 20x28 base	25 00

F.O.B. Toronto

TERNE PLATES

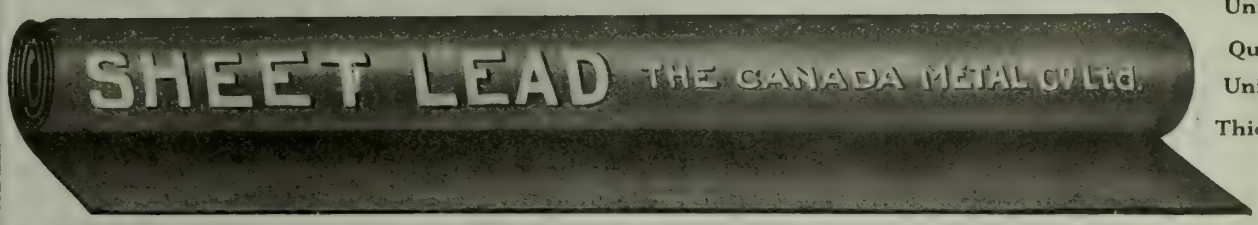
I. C. 20x28, 112 sheets $19 00
F.O.B. Toronto.

"DOMINION CROWN BEST"—DOUBLE COATED TISSUE

	Nominal
IC. 14x20 base	$15 00
IX, 14x20 base	17 00
IXX, 14x20 base	19 00

F.O.B. Montreal.

WE MANUFACTURE SHEET LEAD



Uniform in Quality

Uniform in Thickness

PIG LEAD, PIG TIN, INGOT COPPER, ZINC, ANTIMONY, ALUMINUM
THE CANADA METAL CO. LIMITED
TORONTO



We Manufacture
THE "ARISTOCRAT"
Laundry Tub.

SHEET LEAD, SOLDER
BLOCK LEAD
THE CANADA METAL CO. LIMITED
TORONTO

THE CANADA METAL CO., LTD., TORONTO

Bicycle Parts and Accessories

WHY do so many of the most experienced and successful Canadian bicycle dealers obtain the bulk of their accessories from the C.C.M.?

Because of the large, varied, and well-selected stock from which to choose.

Because of the prompt, careful service and the earnest effort to ensure satisfaction in every particular.

Because prices are always fair and reasonable.

The C.C.M. Accessories Catalog carefully and accurately describes and illustrates the best selling styles in all lines of bicycle accessories.

You should have a copy if you are handling, or intend to handle, Bicycle Accessories.

Write to Head Office or nearest Branch

Canada Cycle & Motor Co.

LIMITED

Montreal Toronto WESTON Winnipeg Vancouver

CLOCKS

Big Ben	$3 00
Good Morning, each	1 30
Lookout	1 70
Sleepmeter	1 80

F.O.B. Montreal, Toronto, London, Hamilton

CROWBARS, $9.50 per 100 lbs.

DRILLS—

Standard Lists.
Blacksmiths', ½ in. x 2½ in. shank.

List each.			
1/8	$0.45	19/32	$1.20
5/32	.45	5/8	1.30
3/16	.50	21/32	1.40
7/32	.55	11/16	1.50
1/4	.60	23/32	1.60
9/32	.65	3/4	1.70
5/16	.70	25/32	1.80
11/32	.75	13/16	1.90
3/8	.80	27/32	2.00
13/32	.85	7/8	2.10
7/16	.90	29/32	2.20
15932	.95	15/16	2.30
1/2	1.00	31/32	2.40
17/32	1.05	1	2.50
9/16	1.10		

Intermediate sizes take list of next larger.

Bit Stock, list per dozen—			
3/32	$2 70	3/8	$ 8 50
1/8	3 00	7/16	10 50
5/32	3 50	1/2	13 00
3/16	4 00	9/16	15 50
7/32	4 50	5/8	18 00
1/4	5 00	11/16	21 00
9/32	6 00	3/4	24 00
5/16	7 00	7/8	30 00

Bit Stock Drills	45%
Blacksmiths', ½-in. shank	40%
Straight Shank	40%
Straight Shank, wire	40%
Taper Shank	40%

DOORS

See Screen Doors.
F.o.b. Toronto.

EMERY CLOTH

See under Sandpaper.

ENAMELWARE

See prices under heading Wares.

FILES AND RASPS

Discounts below apply to list of Nov. 1, 1899.

	%
Great Western, Amer	50
Kearney & Foot, Arcade	50
J. Barton Smith, Eagle	50
P. H. and Imperial	50
Disston Brand	40
Globe	50
Nicholson	35
Black Diamond	35
Delta Files	20
Firth Files	50

F.o.b. Toronto, Montreal, London and Hamilton.

FITTINGS

Cast iron fittings, 20%; Malleable bushings, 30%-35%; cast bushings, 30-35%; unions, 40-45%; plugs, 35% off list. Net prices Class B, black, 21c lb.; Class C, 14c lb.; galvanized, Class B, 30c lb.; Class C, 21c lb.
Toronto and Montreal.

GRILLS, ELECTRIC

Single heat, round	$7 50
Three heat, round	8 25

F.o.b. Toronto.

GRINDSTONES Per 100 lbs.

Over 40 lbs. and 2 in. thick	$3 00
Under 40 lbs.	8 25
Bi-Treadle, each	7 00

F.o.b. Toronto.

HALTERS (SNAP AND RING)

	Doz.
Russet rope shank, 1"	$11.25-$12.75
Perfect, No. 1½	13 20-13 80
Russet rope shank, 1¼ in.	13 85
Black rope shank, 1 in.	13 75
Black rope shank, 1¼".	12.50-13 85
Hand sewn, no shank, 1 in.	17 40
Hand sewn, no shank, 1¼".	18 75

Halters (Sisal)

7-16 in. gross, $24; 9-16 in., $36 F.o.b. Toronto. London—7-16 in., $2.10 doz.; ½ in., $2.65 doz.

HAMMERS, SLEDGE

Can, 5 lbs. and over, cwt.	$17 50
Masons, 5 lbs. and over, per cwt.	20 00
Masons, 5 lbs. and under	22 50
Napping, up to 2 lbs.	25 00

F.o.b. Montreal, Toronto, Hamilton, London.

HANDLES (WOOD)

All hickory handles, list, plus 10%. All fork, hoe, rake, shovel and mall. D handles, 10%. All other handles, net list. All neck-yokes, whiffletrees and double-trees, 10%. Wood hay rakes, horse pokes, 10%. Pike poles, ash or maple, net list.
F.o.b. St. Thomas, London, Strathroy, Toronto, St. Mary's.

HANGERS, BARN AND PARLOR

	List
Atlas, No. 0	$13 30
Atlas, No. 1	13 80
Atlas, No. 2	15 80
Stearns, 4 in.	9 75
Stearns, 5 in.	13 20
Perfect, No. 1	10 45
Storm King and safety hangers, doz.	10 60
Steel track, 1¼ in.	9 00-12 00

F.o.b. Montreal, Toronto.

HEATERS, ELECTRIC

Majestic, 1 Burner	7 50
Majestic, 2 Burner	11 25

F.o.b. Toronto.

HINGES, TEE AND STRAP

Heavy, Net Prices.

	Strap Doz. pairs.	Tee pairs.
4-inch	$ 2 70	$ 2 30
5-inch	3 33	2 88
6-inch	3 60	3 24
8-inch	4 86	3 69
10-inch	8 64	6 57
12-inch	10 71	10 44
14-inch	12 24	10 62

Light, Net Prices, figured at discount 10%.

3-inch, doz. pairs	$0 90	$0 90
4-inch	1 08	0 99
5-inch	1 26	1 17
6-inch	1 53	1 35
8-inch	2 25	1 60
10-inch		

Screw Hook and Strap Hinges—List prices, per dozen pairs—6 in., $4.30; 8-in., $4.80; 10-in., $6.40; 12-in., $7; 15-in., $7.50; 18-in., $11; 21-in., $12.40; 24-in., $16; 27-in., $17.20; 30-in., $18.50; 33-in., $21.50; 36-in., $24.50.
Discount, 35%.
F.o.b. Toronto, London, Hamilton and Montreal.

HAY KNIVES

Spear Point	$14 00
Lighting	12 50
Heath's	12 50
HOES, Grub	$10 00 10 50

HOOKS, GRASS

	Canadian	English Fox
No. 2, per doz.	$4 15	$5 00-$5 50
No. 3, per doz.	4 25	5 50- 6 40
No. 4, per doz.	4 35	6 00- 7 40
Little Giant	6 00	....- ....
Barden Patent	6 00	....- ....

F.o.b. Montreal, Toronto.

HORSESHOES Price per keg

Patterns	Sizes made	No. 2 and larger Less 20c.	No. 1 and smaller
Light iron	0-7	$7 75	$8 00
Long heel light iron	3-7	7 75	....
Medium iron	1-8	7 75	8 00
Heavy iron	6-8	7 75	....
Snow	1-6	8 00	8 25
New-light "XL" steel	1-6	8 20	8 45
Featherweight "XL" steel	0-4	9 60	....
Special-countersunk	0-4	10 10	....
Toe-weight (front only)	1-4	10 60	....

Packing—Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra.
F.o.b. Montreal and Belleville.
Terms—Cash in thirty days, less 2% discount.

TOE CAULKS

Nos. 0, 1, 2 and larger, sharp and blunt, $2.25 to $2.90 box.

HOSE, LAWN Toronto

Corrugated, ½ in., 100 ft.	$17 50
Corrugated, ⅝ in., 100 ft.	20 50
Corrugated, ¾ in.	23 50
Corrugated, 1 in., 100 ft.	35 00

Less 5% for full reels, 500 ft.
F.o.b. Toronto and London.

HAT AND COAT HOOKS

Coppered wire, 3 in., $1.10 gross.
F.o.b. Montreal, Toronto, Hamilton, London.

IRON AND STEEL

See weekly report.

IRON, TINNED

Prices nominal. Subject to premium where stocks are obtainable.

72x30 up to 24 gauge, case lots	....
72x30, 26 gauge, case lots	....

Less than case, 50c per 100 lbs. extra. F.o.b. Montreal.

IRONS, (SAD)

Mrs. Potts, No. 55, polished, per set	$1 85
Mrs. Potts, No. 50, nickel-plated, set	1 90- 1 95
Mrs. Potts, handles, japanned, doz.	1 65
Sad irons, common, plain, 3, 4 and 5 lbs.	9 20
Sad irons, plain, 6 lbs. up	7 00
Sad irons, common, plated	5 50
Princess Electric, each	$4 00 4 10
Canadian Beauty Electric Irons—Style A	4 50
Style B	4 88
Hotpoint Domestic Electric Irons, each	5 25
Gasoline Sad Irons, each	4 25

F.o.b. Montreal, Toronto, London, Hamilton.

LADDERS, Etc.

Step Ladders	Per ft.
Perfect, 6 to 16 ft. only	$0 32
Hercules, 4 to 10 ft.	0 34
Hercules, 12 to 14 ft.	0 39
Faultless, 4 to 10 ft. only	0 30
Ontario, 4 to 10 ft. only	0 27
Shelf Lock, 4 to 8 ft. only	0 22
Gardner, No. 1	0 19
Do., No. 2, bolted	0 22
Dominion, No. 3	0 23
Do., No. 4, bolted	0 26

Single and Fruit Picking

10 ft. to 16 ft.	20c ft.
18 ft. to 20 ft.	23c ft.
Chair ladders, each	2 00

F.o.b. Toronto, Hamilton, London.

Roped and Straight Extension Ladders Per ft.

20 to 32 ft.	$0 24
36 to 40 ft.	0 27
44 ft.	0 30
Over 44 ft.	0 40

F.o.b. Toronto, London, Montreal, Stratford.

Fire ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

LANTERNS Per doz.

Short Globe, plain	$12 50
Do., Japd.	13 25
Long Globe, plain	12 50
Do., Japd.	13 25
Dash, plain	15 50
Do., Japd.	16 25
Do., Search (r'nd reflec.)	17 00
Little Bobs	2 10-4 20

F.o.b. Toronto, Hamilton, London, Montreal.

LANTERN GLOBES Dozen

Cold blast, short	$0 95-$1 10
Cold blast	1 00- 1 10

3 doz. cases, 95c doz.; 6 doz. cases, 90c doz.

Cold blast, genuine ruby	$4 75

F.o.b. Toronto, London, Hamilton and Montreal.

LATCHES Per doz.

Steel Thumb, No. 2	$1 90-$2 00
Steel Thumb, No. 3	2 50- 2 70
Steel Thumb, No. 4	4 75
Barn Door, No. 5	2 75
Barn Door, No. 9	5 10

F.o.b. Montreal, Toronto, London.

LEAD

For pig lead and lead and zinc products see weekly report.

MACHINES (WASHING)

	List each
Canadian	$11 00
Dowswell	11 25
Noiseless	15 50
Hamilton	12 50
Ottawa	11 50
Peerless	11 50
Snowball	17 00
Momentum	18 50
New Century, style A	16 50
New Century, style B	18 00
Playtime, engine drive	22 00
Ideal Power	28 00
Seafoam, electric	110 00
Seafoam, engine drive	50 00
New Idea, electric	118 50
Sunshine	10 25
Popular, No. 1	11 50
Popular, No. 2	11 00
Economic	13 50
Champion	18 50
New Excell-All	18 00
Blue Bell, without stand	16 50
Puritan Water Motor Washer, complete	28 00
Hydro, 1 Tub, engine drive	51 50
Do., do., electric	111 50
Low pressure water motor washer, each	30 00
Connor ball-bearing, with rack	18 50
I X L	18 50
Perfection, engine drive	59 50
Perfection, electric	119 50
Gem	18 50
Winner	17 00
Connor Improved	10 75
Jubilee	10 25
Canada First	21 00

Discount, 30% and 10%. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

MALLETS Per doz.

Tinsmiths, 2½ x 5½ in.	$1.00-$1.75
Carpenters', No. 3	5.80

F.o.b. Montreal, Toronto, Hamilton.

MATTOCKS

Cutter, doz.	$13 00
Pick, doz.	13 00

F.o.b. Montreal, Toronto, London, Hamilton.

MIXERS, BREAD

Canuck—	
No. 4, dozen	$29 40
No. 8, dozen	33 60
Universal—	
No. 4, dozen	$38 10 39 60
No. 8, dozen	46 40 48 60

MOPS

O-Cedar, doz. net	$12 00
Sprustex, No. 2, doz.	$8 00 8 40
S.W. Mops, complete, doz.	5 25 5 40
Mop Sticks, doz., No. 8	2 00
Cast Head Mop, doz.	2 00
Crescent, doz., No. 10	2 50 3 35
Crank wringing, doz.	8 25

F.o.b. Montreal, Toronto, Hamilton, London.

MOWERS, LAWN

Adanac	40-10%
Woodyatt	35%
Empress	35%
Mayflower	35%
Star, Ontario, Daisy	35%

F.o.b. Toronto, Guelph, London, Hamilton.

NAILS

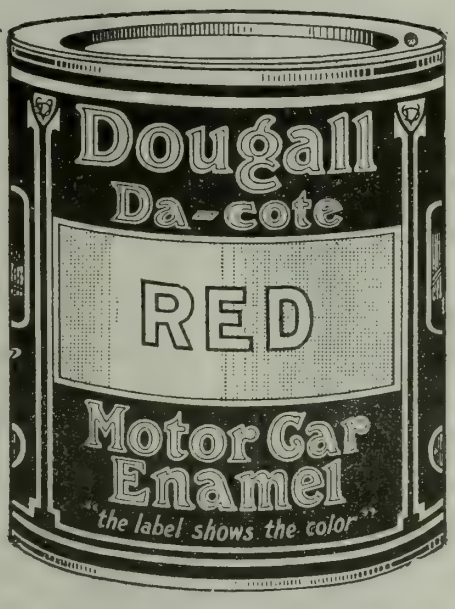
List adopted July 10, 1912.
Advance over base on common wire nails in kegs.

		2¾ inch	15c
1 inch	$1	3 inch	10c
1½ inch	1	3¼ inch	10c
1¼ inch	65c	3½ inch	10c
1½ inch	40c	4 inch	5c
1¾ inch	40c	4½ inch	5c
2 inch	30c	5-inch base.	
2¼ inch	30c	5½-inch base.	
2½ inch	15c	6-inch base.	
6½ to 12-inch-2 Ga. and heavier, 25c over base.			

Standard Steel Wire Nails, f.o.b. Toronto, London, Hamilton, Milton, $4.70 base.
Freight equalized on above points.
F.o.b. Montreal, Gananoque, Collingwood and Owen Sound, $4.75 base.
Freight equalized on above points.
Windsor, Walkerville, Sandwich f.o.b. factory prices, carload freight allowed, $4.80.
Sault Ste. Marie, Port Arthur, Fort William, $5.05 base, f.o.b. factory; no freight allowance.

There's No Close Season For DA-COTE

Red
Green
Cream
Yellow
Brown



Blue
Grey
Black
White
Khaki

Dougall Da-Cote Motor Car Enamel is a year 'round seller. That's why it's such a good line to handle. No fear of it staying on your shelves. It sells itself and incidentally brings to your store a lot of new business that you wouldn't otherwise get.

DOUGALL Da-Cote

Is made of the finest Dougall Varnish and finest pigments, ground into an enamel cream which flows on so smooth that no brush marks show. Da-Cote dries overnight.

We'd like every Dealer to have one of our new Da-Cote Window trims. The quantity is limited, however, so first come first served. Better sit down and write to-day. They are sent free on request.

The Dougall Varnish Co., Limited

MONTREAL

Associated with Murphy Varnish Co., U.S.A.

Moulding, Flooring, Slating, Box, Fence, Barrel Nails, 25c per 100 lbs. over common nail prices. Finishing Nails, 50c per 100 lbs. advance over common nail price. Clinch Nails and Sash Pins, 75c per 100 lbs. over common nail price.

Miscellaneous wire nails, 60% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton, London.

Cut Nails—Montreal, $4.75 base; Toronto, $4.75 base; London, $4.75; Hamilton, $4.75; no equalization of freights.

Roofing Nails—American, large head, keg, $8.50; 25-lb. boxes, per 100 lbs., $9.00.

F.o.b. Montreal, Toronto, Hamilton.

NAILS (HORSE)

C Brand

Size Capewell—	Per 100 lbs.
No. 5	$23 00
No. 6	22 00
No. 7	21 00
No. 8	20 00
Nos. 9 to 12	19 00

Discount, 10%

"M.B.M." BRAND

No.	Net Price List Lengths	Per box of 25 lbs.
3	1⅝"	$20 00
4	1¾"	10 00
5	1 15-16"	5 00
6	2⅛"	4 75
7	2 5-16"	4 50
8	2½"	4 50
9	2 11-16"	4 25
10	2⅞"	4 25
11	3 1-16"	4 25
12	3¼"	4 25

F.o.b. London, Hamilton, Montreal, Toronto

NETTING, POULTRY

List prices per roll of 50 lineal yards. Adopted March, 1909.

2-inch mesh and 19 ga. wire.

12 inch...	$1 80	48 inch...	$ 6 20
18 inch...	2 65	60 inch...	7 70
24 inch...	3 40	72 inch...	9 20
30 inch...	4 00	84 inch...	10 50
36 inch...	4 75	96 inch...	12 00
42 inch...	5 50		

1½ inch mesh and 19 ga. wire.

12 inch...	$3 50	42 inch...	$10 50
18 inch...	5 00	48 inch...	12 00
24 inch...	6 30	60 inch...	15 00
30 inch...	7 75	72 inch...	18 00
36 inch...	9 90		

1 inch mesh and 20 ga. wire.

12 inch...	$4 00	42 inch...	$12 00
18 inch...	5 50	48 inch...	14 00
24 inch...	7 00	60 inch...	17 00
30 inch...	8 50	72 inch...	20 00

¾ inch mesh and 20 ga. wire.

24 inch..	$10 50	36 inch...	$15 00
30 inch..	12 75		

½ inch mess and 22 ga. wire.

24 inch...	$16 50	36 inch...	$24 00
30 inch...	20 10		

Discounts at present quoted apply only to 1 and 2 inch mesh netting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Montreal, Canadian netting 15% off list.

American netting, 10% off list.

	Per rod
Invincible—1640	$ 0 75
1848	0 85
2060	0 95

Put up in 10, 20 and 30-rod rolls. F.o.b. Montreal.

Blue Ribbon—	
24-inch, per roll	$4 95
36-inch, per roll	6 50
48-inch, per roll	7 60
60-inch, per roll	9 00
72-inch, per roll	10 85

Put up in 10 rod rolls.

OAKUM

Best (American)	$21 00-$22 00
U.S. Navy (unspun)	
Clipper (spun)	21 00
Clipper (unspun)	19 50
U.S. Navy (unspun)	
U.S. Navy (spun)	21 50
Plumbers (spun)	9 00

F.o.b. Montreal, Toronto.

OILS

	Montreal	Toronto
Royalite, gal.	0 20½	0 19½
Palacine, gal.	0 23½	0 22½
Gasoline, net, gal.	0 34	0 33
	List	Gallon
Black oil (Summer)	0 19½	0 16
Black oil (Winter)	0 20½	0 17
Imperial Kerosene Tractor	0 60	
Capital Cylinder	0 62	0 61
Machine oil, regular grades	0 36	0 37½
Standard gas engine oil	0 40½	0 39½
Parafine	0 25	0 22

List, less 15% on above.

Polarine Oil, list	0 90
Polarine Oil, heavy, list.	0 90
Polarine A, list	1 00
Gargoyle Mobiloil, list	1 30

List, less 25% on above.

Fuel oil, bbls. net	0 08
Fuel oil, tank cars, net	0 07

Prices shown are barrel basis unless otherwise specified. Barrels charged extra.

OLD MATERIALS

See weekly report.

PACKING

	Per lb.
Fine jute	$0 20
Coarse jute	0 15
Hemp	0 34
Square braided hemp	0 38
No. 1 Italian	0 44
No. 2 Italian	0 36

F.o.b. Montreal and Toronto.

PAPER

	Per 400-ft. roll
Dry Fibre, No. 1 roll	$1 10-$1 20
Dry Fibre, No. 2 roll	0 60
Anchor Brand	1 20
Rosin Sized Sheeting, red	1 05
Do., blue	0 70
Tarred Fibre, No. 1 roll	1 25- 1 80
Tarred Fibre, No. 2 roll	0 78
Surprise Fibre	0 66
Tarred felt, per cwt.	3 75
Cyclone (dry)	1 20
Cyclone (tarred)	1 30
Joliet (dry fibre)	0 60
Monarch Sheathing (per 100 lbs.)	4 00
Asbestos sheeeting (per 100 lbs.)	13½ 0 15
Carpet Felt, 16 oz. per 100 lbs.)	4 75
Straw, sheathing, dry, per cwt.	3 05
Do., Do., tarred, per cwt.	3 20

F.o.b. Toronto and Montreal.

PASTE

Stick-Fast

1-lb. pkgs., gross	$22 00
2-lb. pkgs., gross	42 00
In barrels 250 lbs., lb.	0 12½
Barrels of 5 lbs., cotton bags, lb.	0 13½
In kegs 125 lbs., lb.	0 14
In 50-lb. boxes, lb.	0 16
In 25-lb. boxes, lb.	0 17

PICKS

Clay—		
5 to 6 lbs., doz.	$11 00	$11 25
6 to 7 lbs., doz.	12 00	12 25
Rock—		
7 to 8 lbs., doz.		13 00

F.o.b. Montreal and Toronto.

PINS, CLOTHES

	Per case
5 gross, 4-in. (loose)	1 45
4 gross (cartons), 4½ in.	1 45

F.o.b. Montreal and Toronto.

WROUGHT PIPE

Price List No. 39, April 3, 1919

Standard Buttweld

Per 100 feet.

	Steel Blk.	Steel Gal.	Gen. Wrot. Blk.	Iron Gal.
⅛ in.	$ 6 00	$ 8 00	$.....	$.....
¼ in.	4 53	6 60	5 13	7 26
⅜ in.	4 53	6 66	5 13	7 26
½ in.	5 99	7 57	6 84	8 42
¾ in.	7 53	9 66	8 68	10 81
1 in.	11 14	14 28	12 84	15 98
1¼ in.	15 07	19 32	17 37	21 62
1½ in.	18 01	23 10	20 76	25 85
2 in.	22 24	31 08	27 94	34 78
2 in.	22 24	31 08	27 94	34 78
2½ in.	38 90	49 73	....	....
3 in.	50 87	65 03	....	....
3½ in.	64 86	81 88	....	....
4 in.	76 85	97 01	....	....

Standard Lapweld

	Steel Blk.	Steel Gal.	Gen. Wrot. Blk.	Iron Gal.
2 in.	$27 94	$34 78	$31 64	$38 11
2½ in.	40 66	51 48	46 51	57 35
3 in.	53 17	67 32	60 82	74 97
3½ in.	66 70	83 72	75 90	92 92
4 in.	79 03	99 19	89 93	110 09
4½ in.	88 00	113 00	107 00	132 00
5 in.	103 00	132 00	125 00	154 00
6 in.	133 00	171 00	162 00	200 00
R. S. Special, 3 ply				2 25
7 in.	175 00	224 00	211 00	259 00
8 L in.	184 00	235 00	221 00	273 00
8 in.	212 00	271 00	255 00	314 00
9 in.	254 00	324 00	305 00	376 00
10 L in.	235 00	301 00	283 00	349 00
10 in.	303 00	387 00	365 00	449 00

Terms 2% 30 days, approved credit.

Freight equalized on Chatham. Guelph, Hamilton, London, Montreal, Toronto, Welland.

WROUGHT NIPPLES

4" and under, 60%.

4½" and larger, 50%.

4" and under, running thread, 30%.

Standard couplings, 4" and under, 40%.

4½" and larger, 20%.

Terms, 2% 30 days. Approved credit, Ontario, Quebec and Maritime Provinces.

PIPE (Conductor)

	Plain	List
2 in., in 10-ft. lengths, list.	$ 8 00	
3 in., in 10-ft. lengths, list.	9 70	
4 in., in 10-ft. lengths, list.	12 80	
5 in., in 10-ft. lengths, list.	17 50	
6 in., in 10-ft. lengths, list.	21 30	

List less 10%.

F.o.b. Toronto, Ottawa, Oshawa.

PIPE, LEAD

See weekly report.

PIPE (SOIL)

Medium and extra heavy pipe, to to 6 inch	20%
Medium and extra heavy fittings, 2 to 6 inch	35%
8 inch pipe and fittings	15%

F.o.b. Toronto, Montreal.

PIPE (STOVE)

See prices under Wares, etc.

PITCH

Pine, black, per bbl.	10 00
Navy pitch, per bbl.	6 50

F.o.b. Montreal, Toronto.

PLANTERS, CORN

King of Field, dozen	$11 25
Triumph, doz.	9 40

POLISH (O-Cedar)

4-oz. bottles, doz., list.	3 00
12-oz. bottles, doz., list.	6 00
1-qt. can, doz., list.	15 00
½-gal. cans, doz., list.	24 00
1-gal. cans, doz., list.	36 00

Discount, 33 1-3 per cent.

Liquid Veneer—	
4 oz., doz.	$2 00
12 oz., doz.	4 00
32 oz., doz.	8 40
64 oz., each	1 20
128 oz., each	2 10

F.o.b. Toronto, London.

POLISH, METAL

Bon-Ton

Size	Case	Doz.	Case
¼ pts., 3 doz.		$1 15	$3 40
½ pts., 3 doz.		2 10	6 00
Pints, 2 doz.		3 15	6 00
Quarts, 2 doz.		4 65	9 00
½ gal., 1 doz.		8 40	8 40
Gal., ½ doz.		....	6 90

PUMPS

	Pitcher Spout	Closed Spout
No. 1	$2 75	$2 95
No. 2	3 05	3 30
No. 3	3 40	3 65

F.o.b. Montreal, Toronto, Hamilton, London.

RIVETS AND BURRS

Iron rivets, 7-16 inch and smaller, blacked and tinned, 40 and 5%; Iron Burrs, 40 and 5%.

Copper rivets, usual proportion of burrs, discount 15%; burrs, add 20 to 25%.

Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¾-lb. pkgs., 2c lbs. Coppered Rivets, net extras, 3c per lb.

F.o.b. Montreal, Toronto, London.

ROOFING

	Per square
Samson, 1-ply, roll	$2 30
Samson, 2-ply, roll	2 75
Samson, 3-ply, roll	3 30
R. S. Special, 1 ply	1 75
R. S. Special, 2 ply	2 00
Everlastic, 1-ply	1 80
Everlastic, 2-ply	2 [illegible]
Everlastic, 3-ply	2 40
Good Luck, 1-ply	1 70
Good Luck, 2-ply	2 00
Good Luck, 3-ply	2 35
McCombe Sp., 1-ply	1 60
McCombe Sp., 2-ply	1 85
McCombe Sp., 3-ply	2 20
Black Cat, 1-ply	1 95
Black Cat, 2-ply	2 25
Black Cat, 3-ply	2 60
Black Diamond Ready Roofing, 2-ply	1 85
Black Diamond Ready Roofing, 3-ply	1 65
Liquid roofing cement, per gal., in barrels	0 31
5 and 10 gal. lots, per gal.	0 44
Coal Tar (refined), bbl.	8 25
Roofing Pitch, per cwt.	1 20

F.o.b. Toronto and Montreal.

ROPE

	Lb.
Pure Manila basis	34
British Manila basis	30
New Zealand hemp basis	30
Sisal basis	27½

Above quotations are basis prices, ¾ in. and larger diameter. The following advances over basis are made for smaller sizes:—⅝ in., ½c; 9-16 to 7-16 in. inclusive, 1c; ⅜ in., 1½c; ¼ and 5-16 in., 2c; 3-16 in., 2½c extra.

Single lath yarn basis	27½
Double lath yarn	28
Yacht marline, tarred	54
Halyards	47
Hemp, deep sea line basis	47
Hemp, tarred ratline basis	40
Hemp, tarred bolt rope basis	42
Marline and Houseline	42

Italian rope basis. On application

Cotton, ⅛ in.	0 81¾
5-32 in.	0 80¾
3-16 in.	0 64
¼-in. and up	0 63

F.o.b. Toronto, Montreal, Brantford, London, Hamilton.

RULES, BOXWOOD (LUFKIN)—

651B (68), $2.10 dozen; 751 (61), $2.70; 851 (51), $3.25; 771 (84), $6.35; 781 (62), $7.80; 861A (53½), $7.85; 852 (73), $5.10; 752B (7), $6; 386 (32), $6.90; 3851 (66½), $5.85; 465 (69), $1.80; 171 (36), $4.60.

F.o.b. Montreal, Toronto, London.

TAPES, MEASURING (LUFKIN)—

	Each
263, 50 ft. Challenge Steel	$3 95
103, 50 ft. Reliable Jr. Steel	4 05
243, 50 ft. Rival Steel	3 50
1243, 50 ft. Rival Jr. Steel	3 50
603, 50 ft. Metallic	3 00
604, 66 ft.	3 30
403, 50 ft. Linen	2 15
	Dozen
713, 50 ft. Ass Skin	5 40
714, 66 ft. Ass Skin	6 50
143, 3 ft. Steel Pocket	7 10
145, 5 ft. Steel Pocket	9 65
175, 5 ft. Linnine Pocket	5 55
165, 5 ft. Cotton Pocket	1 60

F.o.b. Montreal, Toronto, London.

SANDPAPER

B. & A. sandpaper, 12½% off list.

Star sandpaper, 12½% off list.

B. & A. emery cloth, 30% on list.

F.o.b. Toronto, Montreal.

SCALES

	Scale List	Stamping extra
Champion—		
4 lb.	$5 50	$0 80
10 lb.	7 50	0 30
240 lb.	12 50	0 50
600 lb.	28 00	1 00
1200 lb.	35 00	1 00
2000 lb.	50 00	1 00
2000 lb. Drop lever	57 00	1 00
10-lb. Household	5 80	0 10
25-lb. Household	6 00	0 30

Champion list prices subject to discount of 5%; Standard scales, 10% discount; Weigh Beams, 5% discount. No discount allowed on stamping charge. F.o.b. Toronto, Montreal, Hamilton.

SCYTHES

	Doz.
Cast Steel	$15 00
Golden Clipper	18 00
Little Giant	17 00

Just a Reminder, Mr. Dealer

You Know the Line Well

"Save the surface and you save all" *Paint & Varnish*



"Save the surface and you save all" *Paint & Varnish*

Goes Farthest

Lasts Longest

R. C. Jamieson & Co., Limited

Owning and Operating P. D. DODS & CO., Limited

Calgary MONTREAL Vancouver

Bush 15 50
F.o.b. Toronto, London.

SCREEN DOORS
Kasement No. 1—2 ft. 8in. $28.80; 2 ft. 10 in., $30; 3 ft., $31.20; Nos. 2, 3 and 4, 2 ft. 8 in., $31.20; 2 ft. 10 in., $32.40; 3 ft., $34.20 dozen.

SNATHS

	Doz.
00 Patent	$13 75
1	13 20
2	12 65
3	11 55

SCREWS
Discounts off Standard List adopted Aug. 1, 1903.

Wood, F. H., bright	77½%
Wood, R. H., bright	75%
Wood, O. H., bright	75%
Wood, F. H., brass	55%
Wood, R. H., brass	52½%
Wood, O. H., brass	52½%
Wood, F. H., bronze	50%
Wood, R. H., bronze	47½%
Wood, O. H., bronze	47½%
Square cap	20
Hexagon cap	20

Wooden Bench Screws
Dozen $7 00

SHEETS, BLACK
See Montreal and Toronto report.

SHEETS, CORRUGATED
See weekly report.

SHEETS, GALVANIZED
Premier Galvanized

10¾ oz.	$8 10
U.S. 28	7 70
U.S. 26	7 40
22 and 24	7 25
18 and 20	7 10
16	6 95
14	6 80

F.o.b. Hamilton and Toronto.

SHINGLES METAL

Standard galvanized	$10 00
Standard painted	8 00

Discount 7½%.

SIDING METAL

Standard galvanized	$8 50
Standard painted	6 50

Discount 7½%.

On shipments of 300 lbs. and over, freight is allowed south and east of and including North Bay; also several western counties in Quebec Province. Places north and west of North Bay, the freight is equalized on North Bay. For Quebec and Maritime Provinces, freight is equalized on Montreal.

SOLDERING COPPERS
Base, 3 to 8 lbs., 42c, F.o.b. Toronto and Hamilton.

SOLDER, BAR
See weekly report.

SPOUTS, SAP
Eureka, per M.....$13 50 $16 50

STAPLES
See Wire Products.

STOVES

Oil Burning Cooking	List each
Perfection No. 32, 2-burner	18 75
Perfection, No. 33, 3-burner	24 25
Perfection, No. 34, 4-burner	30 75
No. 22G oven for above stoves	7 25

Discount, 25% off list.
Freight allowed on shipments of 12 stoves.

McClary Glass Front Oven No. 70, each, net	4 25
Detroit Glass Front Oven, No. 85, each, net	4 50

F.o.b. Sarnia, London, Toronto, Ottawa.

Oil Burning Heaters.	List
No. 525, each	7 00
No. 530, each	8 25
No. 630, each	10 25

Discount 25% off list.
Freight allowed on shipments of 24 heaters.

STRETCHERS, CURTAIN—

No. 33, per doz.	$34 50
No. 98, per doz.	18 50
No. 99, per doz.	23 00
Star, No. 1, doz.	$21 00
Star, No. 2, doz.	24 00
Adjustable Pin, No. 44, doz.	30 00

STRETCHERS, WIRE

Hercules, doz.	$2 60
Sampson, doz.	7 50

SPADES, SHOVELS AND SCOOPS

	1st Grade %	2nd Grade %	4th Grade %
Plain Back Shovels and Spades	25 and 25	25 and 25	25 and 25
Draining Tools	25 and 25	25 and 25	.....
Hollow Back Scoops	25 and 25	.....	25 and 25
Sand Shovels	25 and 25	.....	25 and 25
Hollow Back Shovels	25 and 25	.....	25 and 25
Hollow Back Coal Shovels	25 and 25	.....	25 and 25
Riveted Back Scoops	25 and 25	25 and 25	25 and 25
Miners' Spring Point Shovels	25 and 25	.....	.....

Above discounts apply whether goods are sold in carload or less than carloads.
The above discounts apply only to Black List; Black List prices being as follows:

BLACK LIST PRICES			
Plain Back Shovels and Spades	$29.00	$28.00	$25.00
Draining Tools, No. 2, black	29.00	27.50	.....
Hollow Back Scoops, No. 2, black	34.50	.....	32.00
Coal Shovels, Hollow Back, No. 2, black	32.00	.....	30.00
Sand Shovels, No. 2, black	27.50	.....	24.00
Hollow Back Shovels, No. 2, black	27.50	.....	24.00
Riveted Back Scoops, No. 2, black	37.50	35.50	34.00
Miners' Spring Point Shovel, No. 2, black	36.50	.....	.....

NET EXTRAS—
For each size larger than No. 2, add 25c dozen net.
F.o.b. London, Hamilton, Toronto, Gananoque, Ottawa, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon.

SWEEPERS, CARPET

	Bissell's Doz.
American Queen, Nickeled Fittings, Cyco Ball Bearing	$48 00
Club, Jap. Cyco Bearing	102 00
Champion, Nickeled Fittings	40 00
Champion, Japan'd Fittings	34 00
Grand, Nic., Cyco B.B.	61 00
Grand, Jap., Cyco B.B.	55 00
Grand Rapids, Nic., Cyco B.B.	45 00
Grand Rapids, Jp., Cyco B.B.	39 00
Parlor Queen, Nic., Cyco, B.B.	51 00
Princess, Nic., Cyco B.B.	46 00
Standard, Nickeled Fittings	42 00
Standard, Jap'd Fittings	36 00
Universal, Nic., Cyco Bearing	43 00
Universal, Jap., Cyco Bearing	37 00

SWEEPERS, VACUUM

	Bissell's Doz.
Grand Rapids, Nic.	$98 00
Household, Jap.	88 00
Superba, Nic.	114 00

F.o.b. factory Niagara Falls, Ont.
Prices guaranteed by manufacturers against their own decline to Dec. 31, 1919. Also stocked by jobbers.

SWEEPERS (ELECTRIC)

Steel frame	$36 40
Aluminum frame	43 90
Attachments, set	8 25

F.o.b. Toronto, Hamilton, London.

TACKS Discount
Wire Tacks ..... 60 and 10%
Revised Hardware Tack List adopted Jan. 1, 1916 ..... 60 and 15%
Double pointed tacks ... 60 10%
Shoe findings list adopted July 5, 1917..... Net List
List of Capped Goods adopted Jan. 1, 1916...60 and 15%
F.o.b. Toronto, Hamilton, Montreal, London.

TINNERS' TRIMMINGS
See prices under head of Wares.

TOASTERS, ELECTRIC

Canadian Beauty	$4 50
Upright, with rack	6 40

TOOLS, HARVEST
Waverly, Wellandvale, Rixford, Maple Leaf, Bedford, 17½% discount. Samson, 12½% discount.
F.o.b. Montreal, Toronto, Hamilton, London.

TROUGH (EAVE)
O. G. Square bead and half round:

Size in girth	Per 100 ft.		
8 in.	$ 6 90	15 in.	$12 50
10 in.	7 70	18 in.	16 00
12 in.	9 10	List less 10%.	

F.o.b. Toronto, Oshawa, Ottawa.

TRAPS (GAME) Doz. with chain

Victor, No. 1	$2 20
Jump, No. 1	2 95
Hawley & Norton, No. 1	3 45
Newhouse, No. 1	5 00

F.o.b. Toronto, London, Hamilton, Montreal.

TWINE (BINDER) Per lb.

500 ft.	$0 22
550 ft.	0 23¾
600 ft.	0 25
650 ft.	0 26½

In 5-ton lots, ¼c discount from above; 10 tons and upwards, ¼c discount. Freight paid on 300 lbs. and over to nearest station.
F.o.b. Montreal, Toronto, Brantford, Hamilton, London.

TWINE (COTTON)

3-ply wrapping, lb.	0.65½
4-ply wrapping, lb.	0.69

F.o.b. Toronto, Hamilton, London.

WOOD TUBS

No. 0, per dozen	$19 80
No. 1, per dozen	17 60
No. 2, per dozen	15 40
No. 3, per dozen	13 20

F.o.b. Newmarket.

VALVES %

Compression work, standard	50
High grade	49
Fuller work, standard	45
High grade	38
Basin cocks, No. 0, Standard	40
High grade	40
Bath cocks, compression	50
Flatway stop and waste cocks, standard	50
High grade	47
Roundway stop and waste cocks, standard	50
High grade	47
Brass steam cocks, standard	
10% advance on list	
Radiator valves, standard	31
Do., removable seat	Net list
Patent quick opening valves	30
Globe, angle and check valves, standard	23
Do., Jenkins Disc,	22
Jenkins Valves	10%
Standard Gate	35

F.o.b. Toronto.

Penberthy Brass Valves

Compodisk Valves	15-5 p.c.
Gate Valves	25
Regrinding Valves	15-2½ p.c.
Swing Check Valves	10-2½ p.c.

WARES, ETC.
Scotch Grey Ware, 50 and 10%.
Colonial, 33 1-3%.
Imperial Ware, 33 1-3%.
Pearl, 33 1-3%.
Premier, 10%.
Canada Ware, 10%.
Diamond, 10%, White Ware, 50%.
Japanned Ware, list plus 20%.
Japanned Ware. White, list, plus 30%.
Plain and Jap. Sprinklers, list plus 20%.
Stamped Ware, plain, 50%.
Stamped Ware, retinned, 45%.
Copper Bottoms, net list.
Tinners' Trimmings, 50%.
Tinners' Trimmings, retinned, 45%.
Tinners' Trimmings, general, list plus 10%.
Factory Milk Cans, list plus 50%.
Milk Can Trimmings, list, plus 60%.
Cream Cans, list, plus 25%.
Railroad Cans, list, plus 20%.
Sheet Iron Ware, list, plus 10%.
Pieced Ware, ordinary, list, plus 30%. Fry pans, 40 and 10%.
Pieced Tinware, C.B., list, plus 50%.
Spiders, steel, 10% off; cast iron, 10%.
Fire Shovels, Japanned, list, plus 10%.
Steel Sinks, painted, list plus 25%.
Steel Sinks, painted, list plus 15%.
Light Galv. Pails and Tubs, list plus 20%.
Heavy Galv. Pails and Tubs, list plus 10%.
Garbage Pails, list, plus 10%.
Jap. Coal Hods, list, plus 25%.
Galv. Coal Hods, list, plus 40%.
Paper Lined Boards, 40 and 5%.
Wood Lined Board, 30% and 5%.
Stove Pipe, Standard, list plus 33 1-3%
Stove Pipe Thimbles, 50%.
Copper Boilers, net list.
Copper Tea Kettles, net list.
Copper Tea Kettles, 3 doz. lots, list less 10%.
Copper Tea and Coffee Pots, net list.
Copper Tea and Coffee Pots in 3 doz lots, less 10%.
Nickel-plated Ware, 50%.
F.o.b. Montreal, Toronto, London, Hamilton.

WROUGHT WASHERS
Round plain. Sizes given are size of hole. In boxes of 50 lbs., list prices, per 100 lbs.—¼ in., $28.00; 5-16 in., $24.40; ⅜ in., $22.80; 7-16 in., $21.00; ½ in., $19.60; 9-16 in., $18.80; ⅝ in., $18.60; 11-16 in., $18.40; ¾ in., $18.20; 13-16 in., $18.00; 1 1-16 in., 1⅛ in., 1¼ in., $18.00; 1 1-1½ in., 1⅜ in., 1¼ in., 1 5-16 in., $18.00; 1⅜ in., 1½ in., 1⅝ in., $18.40; 1¾ in., 1⅞ in., 2 in., 2⅛ in., $19.00. Discount 50 per cent. Net extras, 26 to 49 lbs. of a size, $1.00; 25 lbs. of a size or less, $2.00 per 100 lbs. Package allowances—if taken in kegs about 175 lbs. each, allowance 10c per 100 lbs.; if taken in bags about 100 lbs., allowance 15c per 100 lbs

WEIGHTS, SASH

	Tor'to	Lond'n	Mont'l
Sectional, 1 lb., per 10 0lbs.	$4.75	$4.00	$4.75
Section, ½ lb., per 100 lbs.	4.75	4.50	4.50
Solid, 3 to 30 lbs., per cwt.	3.25	3.25	3.25

WHEELBARROWS

Navvy, steel wheel, doz.	$60 00
Garden, steel, doz.	64 25
Light garden, doz.	46 80

F.o.b. Montreal, Toronto, London.

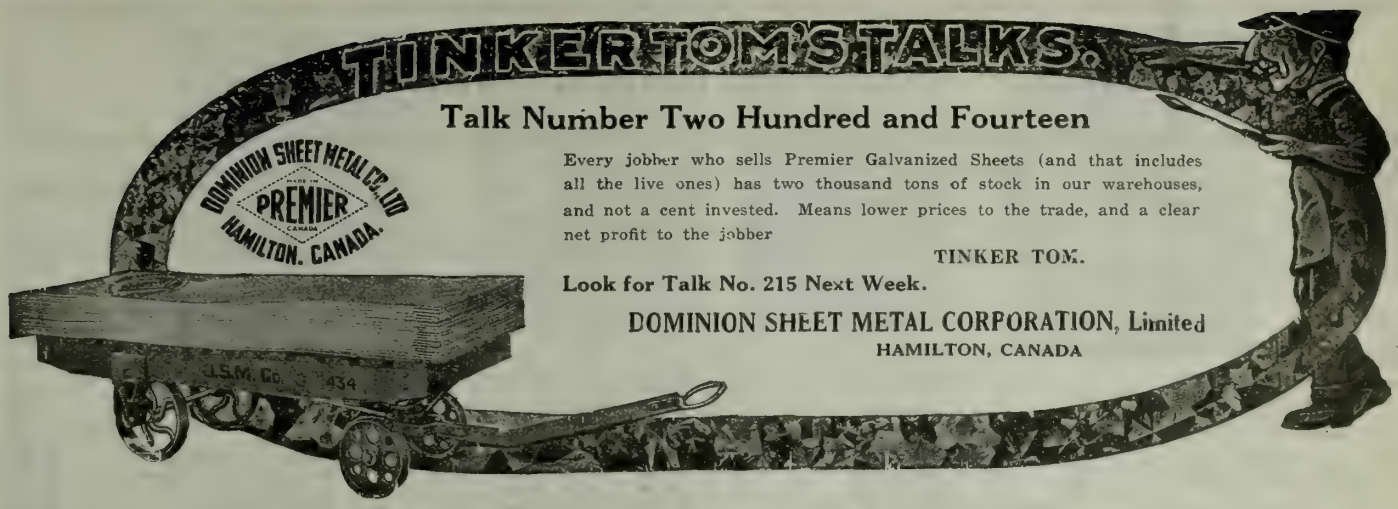
WIRE PRODUCTS
F.o.b. Toronto, London, Hamilton, Montreal, St. John, freight equalized.

Cut Hay Wire	Per 100 lbs.
No. 9	$5 45
No. 10	5 50
No. 11	5 55
No. 12	5 65
No. 13	5 75
No. 13½	5 75
No. 14	5 95
No. 15	6 75
No. 16	6 35

Stovepipe Wire

No. 18	8 25
No. 19	8 75

Fine wire, list plus 20%.
Smooth Steel Wire
Nos. 0-9 gauge, base 5 00
Extras over base sizes on smaller gauges are as follows:
No. 10, 6c extra; No. 11, 12c; No. 12, 30c; No. 13, 30c; No. 14, 40c; No. 15, 55c; No. 16, 70c extra.
Extra net per 100 lbs.—Oiled wire 10c; spring wire, $2.50; bright, soft drawn, 15c; charcoal (extra quality), $1.25; packed in casks or cases, 15c; bagging and paperings.



Talk Number Two Hundred and Fourteen

Every jobber who sells Premier Galvanized Sheets (and that includes all the live ones) has two thousand tons of stock in our warehouses, and not a cent invested. Means lower prices to the trade, and a clear net profit to the jobber

TINKER TOM.

Look for Talk No. 215 Next Week.

DOMINION SHEET METAL CORPORATION, Limited
HAMILTON, CANADA

MEAKINS BRUSHES

Sell A Line That Pays



There are many angles from which a dealer judges the "paying qualities" of a product.

MEAKINS BRUSHES

are profitable to the Dealer in every way.

They represent honest, faultless workmanship, quality and durability.

Everywhere Retailers are sounding the praises of **Meakins Brushes.** There are good profits in them —they satisfy the customer and are easy to sell.

Investigate this profitable line. Order through your jobber.

Write us for our complete catalogue.



Meakins & Sons Limited, Hamilton Ont.

Warehouses: Winnipeg London Toronto Montreal Vancouver
PILKINGTON BROS., CALGARY ALTA.

MEAKINS BRUSHES

CARTER'S

Carter's Genuine Red Lead Means Good Business for You

It is needed constantly by your painter-customers, by railways, ironworks, shipbuilders.

Carter's Genuine Dry Red Lead

is pure, uniform, economical. Mixed with pure linseed oil, it is the best protection for metalwork, steam pipes, etc. It is highly oxidized, ground very fine, made from the highest grade of Canadian pig lead.

We also make Carter's Genuine Orange Lead. Dry White Lead and Litharge.
Make sure you have ample stock on hand.

The Carter White Lead Company of Canada, Limited, 91 Delorimier Ave., Montreal

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE
Colors and white—2½-lb. packages, $8.90 for 100 lbs.; 5-lb. packages, $8.40 for 100 lbs. F.o.b. Montreal, Toronto, London.

BRONZING LIQUID
Bronzing liquid, No. 1..$1.50-$2.00
Banana oil, gal. 3.50- 7.00
F.o.b. Montreal, Toronto.

BLUE STONE	Montreal	Toronto
Per lb.	11-12c	12

COLORS (DRY)	Per lb.
Raw Umber, No. 1, 100-lb. kegs	0 07
Do., pure, 100-lb. kegs...	0 15
Burnt Umber, No. 1, 100-lb. kegs	0 07
Do., pure, 100 lb. kegs..	0 15
Raw Sienna, No. 1, 100-lb. kegs	0 07
Do., pure, 100-lb. kegs..	0 15
Burnt Sienna, No. 1, 100-lb. kegs	0 07
Do., pure, 100-lb. kegs..	0 15
Imp. green, 100-lb. kegs...	0 17
Chrome green, pure.....	0 35
Chrome yellow	17-31
Brunswick green, 100-lb. kg	0 12
Indian red, 100-lb. kegs....	0 15
Indian red, No. 1, 100-lb. k.	0 06
Venetian red, best bright..	0 04
Venetian red, No. 1.....	0 02½
Drop black, pure dry	0 15
Golden ochre, 100-lb. kegs..	0 06½
White ochre, 100-lb. kegs..	0 04
White ochre, barrels	0 03
Yellow ochre, barrels ...	0 03½-5
French ochre, barrels	0 06
Spruce ochre, 100-lb. kegs..	0 07-8
Canadian red oxide, bbls...0	02-2¼
Super magnetic red 0	02¼-2½
Vermilion	0 40
English vermilion	2 50

F.o.b. Montreal, Toronto

COLORS IN OIL, PURE
1 lb. tins—

Venetian red	0 21
Indian red	0 35
Chrome yellow, pure	0 53
Golden ochre, pure	30-32
French spruce ochre, pure.	25-28
Greens, pure	28-35
Siennas	0 32
Umbers	0 32
Ultramarine blue	0 52
Prussian blue	1 50
Chinese blue	1 50
Drop black	0 30
Ivory black	0 31
Signwriters' black, pure ...	0 40
Lampblack	0 40
Marine black, 5-lb. irons...	0 20

F.o.b. Montreal, Toronto

ENAMELS (white)	Gal.
Duralite	$6 50
Albagloss	3 50

GLUE	Per lb.
Brantford All Round Glue—	
Case No. 7—50 1-lb. pkgs....	$25 00
Case No. 8—100 ½-lb. pkgs..	28 00
Case No. 9—200 ¼-lb. pkgs...	35 00
Discount—	
French medal (prices withdrawn).	
English common sheet	32-34
English prima	35-38
White pigsfoot	0 50
Cake bone, 112-lb. bags	0 35
Hide, 112-lb. bags.....	0 45
Gelatine, 112-lb. bags	45-60
Ground glues, 112-lb. bags, No. 1	28-30
Ground glue, No. 2, 112-lb. bags	22-24
Do., No. 2, less than bags.	0 24

GLASS	Single Thick	Double Thick
Per 100 ft.		
Under 25	$16 80	$22 90
26 to 34	17 80	24 85
35 to 40	18 35	26 40
41 to 50	23 50	30 00
51 to 60	24 60	30 80
61 to 70	26 50	32 70
71 to 80	29 70	35 40
81 to 85	....	45 45
86 to 90	....	48 85
91 to 94	....	49 80
95 to 100	....	58 55
101 to 105	....	65 35
106 to 110	....	73 10

Discount box glass, 20 to 25%.
Sheet glass, 5 to 10%. Cash 2%.
F.o.b. Montreal, Toronto, London, Hamilton.

GLASS, PLATE

Plates up to 1 foot, each ....$	0 80
Plates from 1 to 2 feet, each	0 90
" 2 to 3 "	0 95
" 3 to 4 "	1 15
" 4 to 5 "	1 35
" 5 to 7 "	1 50
" 7 to 10 "	1 70
" 10 to 12 "	1 75
" 12 to 15 "	1 85
" 15 to 25 "	1 95
" 25 to 50 "	2 15
" 50 to 75 "	2 20
" 75 to 90 "	2 25
" 90 to 100 "	2 30
" 100 to 120 "	2 60
" 120 to 140 "	2 90
Plates 101 to 110 wide containing not over 100 ft. each...	3 00
Plates 111 to 120 wide containing not over 100 ft., each...	3 40
Plates 101 to 110 wide containing over 100 ft., each	3 40
Plates 111 to 120 wide containing over 100 ft., each	3 75

Trade Discount, 25%.
City deliveries, 33 1-3%.
Montreal, London, Hamilton, Toronto, Kitchener.

GLAZIERS' POINTS
Zinc coated, $1.45 per doz. packpackages 6 lbs. gross.
Zinc, pure, prices withdrawn.
F.o.b. Montreal, Toronto.

LEAD, WHITE (Ground in oil).
Prices are per 100 lbs. in ton lots. Less than ton lots are 35c per 100 lbs. higher than quoted below. F.o.b. Ottawa, 20c advance per 100 lbs. F.o.b. London and Windsor, 40c per 100 lbs. F.o.b. Toronto and Hamilton, 30c per 100 lbs. F.o.b. Fort William and Port Arthur, ... per 100 lbs.
Maritime differential 35c per 100 lbs. over Montreal

	Montreal	Toronto
Anchor, Pure .....$	16 00	$16 30
Crown Diamond	16 00	16 30
Crown, Pure	16 00	16 30
Green Seal	16 00	16 30
Ramsay's Pure	16 00	16 30
Moore's Pure	16 00	16 30
Tiger, Pure	16 00	16 30
O.P.W. Dec. Pure ..	16 00	16 30
Red Seal	16 00	16 30
Decorators' Pure	16 00	16 30
O.P.W. English	16 20	16 50
Elephant Genuine ..	16 50	16 80

B.B. Genuine Lead, less than tons, $18.45, Toronto; $18.15, Montreal. Ton lots 5% off; five-ton lots, 10% off.

LEAD (RED DRY)

Genuine, 560-pound casks, per cwt....$	12 50 $14 50
Genuine, 100-pound kegs, per cwt. ..	13 75 15 50
Less quantity	15 50 17 00

F.o.b. Montreal, Toronto.

LEAD, ARSENATE

	Per pound Dry	Paste
Barrels, 600 lbs. .. $	....	$0 21
200s	0 32½	....
100s	0 33	0 22
50s	0 33	0 23
25s	0 34½	0 23
10s	0 35	....
5s	0 36	0 25
2s	....	0 26½
1s	0 39½	0 29
½s	0 43½	....

F.o.b. Toronto, Montreal, Hamilton and London.

MURESCO
Tints, 5-lb. packages, per 100 lbs., $9.60; white, 5-lb. packages, $9.00.
F.o.b. Toronto.

LINSEED OIL
For prices see weekly report.

PAINTS, PREPARED
Price per gallon, 1 gallon can basis

Eelephant, white	$4 45
Elephant, colors	4 05
B.H. English, white	4 55
B.H. English, colors	4 30
B.H. Floor	3 75
B.H. Porch Floor	4 30
Minerva, white	4 15
Minerva, colors	3 90
Crown Diamond, white	4 30
Crown Diamond, colors	4 05
Crown Diamond, floor	3 75
B.H. Fresconette, white	3 35
B.H. Fresconette, colors	3 25
Moore's House Colors, white..	4 05
Moore's House Colors, colors.	3 90
Moore's Egyptian Paint, all colors	3 25
Moore's Floor Paint	3 50
Moore's Sani-Flat	3 00
Moore's Mooramel	6 50
Jamieson's Crown Anchor ...	3 80
C.P.C. Pure, white	4 55
C.P.C. Pure, colors	4 30
O.P.W. Canada Brand, white.	4 05
O.P.W. Canada Brand, colors	3 75
O.P.W. Canada Brand, floor..	3 50
O.P.W. Flat Wall, white....	3 35
O P.W. Flat Wall, colors	3 25
Ramsay's Pure, white	4 40
Ramsay's Pure, colors	4 10
Martin-Senour, 100%, white..	4 55
Martin-Senour, 100%, colors..	4 30
Martin-Senour, Porch Paint..	4 30
Martin-Senour, Neutone, white	3 35
Martin-Senour, Neutone, colors	3 25
Senour's Floor Paint	3 75
Sherwin-Williams, white	4 55
Sherwin-Williams, colors	4 30
Sherwin-Williams, floor	3 75
Flat Tone, white	3 35
Flat Tone, colors	3 25
Lowe Bros., H.S., white	4 30
Lowe Bros., H.S., colors	4 05
Lowe Bros.,hard drying floor..	3 50
Mellotone, white	3 50
Mellotone, colors	3 35
Sanitone, white	3 35
Maple Leaf, white	4 30
Maple Leaf, colors	4 05
Maple Leaf, floor	3 50
Pearcy's Prepared, colors	3 50
Pearcy's Prepared, white	3 75

F.o.b. Montreal, Toronto.

PARIS GREEN	Per lb.
In barrels, about 600 lbs....	$0 48
In kegs, about 250 lbs. ...	0 48½
In 50 lb. and 100 lb. drums	0 49
In 25 lb. drums	0 50
In 1 lb. packets, 100 lbs. in case	0 52
In ½ lb. packets, 100 lbs. in case	0 54

F.o.b. Montreal, Quebec, Moncton, St. John and Halifax, Toronto, Hamilton, London and Ottawa. Terms one month net or 1% in 15 days.

PUTTY	Montreal Standard	Toronto Less than tons
Bulk, in casks	$5 60	$5 90
Bulk, 100-lb. drums..	6 45	6 75
Bulk, 25-lb. drums ..	6 70	7 00
Bulk, 12½-lb. irons..	6 95	7 25
Bladder, in bbls.	7 35	7 65

Ton lots standard are 35 per hundred pounds less; five-ton lots 60c less than above prices.
Pure Putty, $2.50 cwt. advance.
Ottawa prices are 20c; Hamilton 30c; London and Windsor 40c per 100 lbs. over Montreal quotations.

ROSIN	
Barrels, 100 lbs.	$8 00
Less, per lb.	0 10

SHELLAC	
Pure White, gal. (1 gal. tins)	$5 55
Pure Orange, gal. (1 gal. tins)	5 15

Gum Shellac, TN, 74-76c lb.; finest orange, 79-95c; bone dry white, 85c. F.o.b. Toronto, London.

PAINT AND VARNISH REMOVER	
Taxite, 1 gal. cans	$3 30
B.H. Vanisher	3 00
Cumoff	3 30
Takof	2 75
O.P.W. Presto	2 75
Lingerwett 2 80-3	25
Solvo	3 00

F.o.b. Montreal, Toronto.

VARNISHES	Per gal. cans
No. 1 Furniture, extra, barrels, $1.10-$1.21 gal.; gal. tins ....$1.32-$1.43	
B.H. Stovepipe Varnish, Anchor, ½ pints, per doz....	1 40
Depend-on, list	3 50
B.H. Maritime Spar, list	7 20
Everlastic, Depend-on and Maritime Spar subject to discount of 40%.	
Elastilite	3 50
Granitine Floor Finish	3 50
Hydrox Spar	3 50
Sun Varnish	2 60
Sun Spar	4 63
Sun Waterproof Floor	3 40
Jasperite Interior and Exterior	3 00
Jasperite Pale Hard Oil	2 25
Jasperite Indestructo Floor Varnish	3 00
Jamieson's Copaline	3 02
M-S Marble-Ite Floor	3 29
M-S Wood-Var	3 29
M-S Double Spar	4 57
M-S Finest Interior	3 84
Elastic Interior	2 64
Mar-not	3 40
Quick Action House	2 40
Rexspar	4 62
Smear-Not	3 84
Kyanize Spar	4 94
Kyanize Cabinet Rubbing ..	3 84
Kyanize Interior	3 84
Luxeberry light	3 80
Luxeberry granite	3 52
Luxeberry spar	4 98
Ramsay's Universal	2 92
Crown Diamond Floor	2 60

F.o.b. Montreal, Toronto.

WATER PAINTS	
Opalite, 300 lb. bbls.	0 13½
Opalite, 100 lb. kegs	0 14
1 gal. packages, per pkg...	0 75
½ gal. package, per pkg....	0 40
Coralite, 5-lb. pkgs., white.	0 07
Coralite, 5-lb. pkgs., colors.	0 07½
B.H. Frescota, 5-lb. pkge., white	7 80
B.H. Frescota, 5-lb. pkge., colors	8 40

F.o.b. Montreal, Toronto.

WASTE	
Cream, Polishing	$0 21½

WHITE	
XXX	0 19
XX	0 18
X	0 16½
XC	0 15
Japanese	0 14
XXX Extra	0 19½
XX, grand.	0 18¼
XLCR	0 17
X Empire	0 15½
X Press	0 14

COLORED	
No. 5	0 15
No. 1	0 13½
No. 7	0 12
No. 1A	0 10¾
No. 1B	0 09½
Fancy	0 15½
Lion	0 14
Standard	0 12½
Popular	0 11
Keen	0 09½

Above lines subject to trade discount for quantity.

WAX	Per lb.
C. & B. Floor Wax .....$	0 40
B.H. Wax	0 40
Ronuk Floor Wax, lb.	0 38
Berry Bros.	0 34
Imperial Floor Wax	0 40
Anchor	0 33
O.P.W. Lion Brand	0 45
Old English 0	58 0 62
Johnson's	0 62
Jamieson's liquid wax, gal. ...	2 75
Gold Medal	0 42
Edwards, lb.	0 40
Ramsay's	0 45
S. & W.	0 54
Crown Diamond	0 45

F.o.b. Montreal and Toronto.

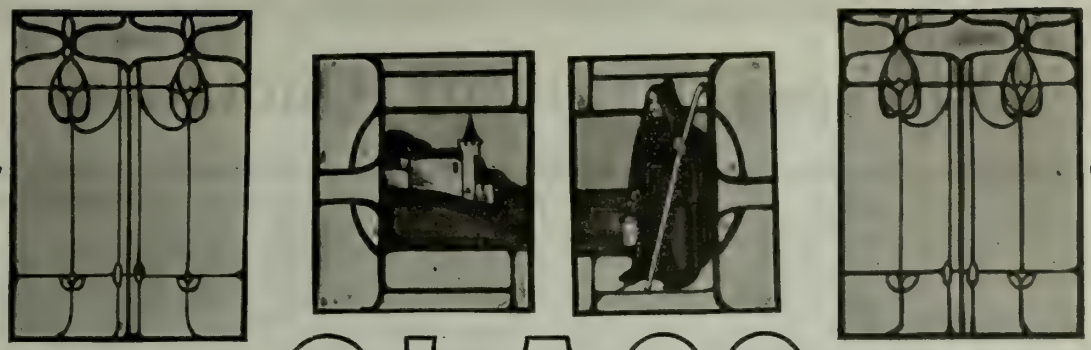
WHITING	
Plain, in bbls. ....$	2 50

F.o.b. Montreal, Toronto, London.

Gilders, bolted, in bbls. .....$	3 00

WOOD ALCOHOL	Per gal.
In five gallons	....
In barrels	....

$4 extra for barrels.
F.o.b. Montreal, Toronto, London



GLASS

Now is the Time to Sort up on

WINDOW GLASS

ALL WEIGHTS

10-ounce, 21-ounce, 26-ounce, 29-ounce, 34-ounce, 39-ounce.

WE CAN TAKE CARE OF YOUR REQUIREMENTS FROM ANY OF OUR WAREHOUSES, AND MAKE PROMPT SHIPMENTS.

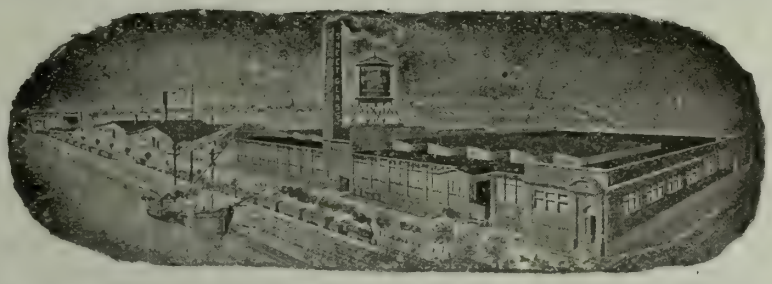
WE CAN SUPPLY ANYTHING IN PLATE, BEVELLED PLATE, MIRRORS, FIGURED, WIRED, LEADED AND WINDOW GLASS.

CATALOGUES AND PRICE LISTS FREE ON APPLICATION. WRITE, PHONE OR WIRE YOUR WANTS.

HOBBS MANUFACTURING COMPANY, LIMITED

MONTREAL TORONTO LONDON WINNIPEG

RED **S** BRAND WINDOW GLASS



GLASS BENDERS TO THE TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

DON ROADWAY TORONTO

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863
Twelve Medals of Award at INTERNATIONAL Expositions.



INCORPORATED 1895
Special Grand Prize
GOLD MEDAL
Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY - - - PHILADELPHIA, PA.

Owned and Operated by Nicholson File Co.

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, $11.00.

Shot, soft, per cwt., $17.20; chilled, $18.70; buckshot, $18.00; ball, $18.40.

Dominion Metallics—B.B. Caps, $2.80; C.B. Caps, $3.50; 22 Short Black or Lesmok, $4; 22 Long Black or Lesmok, $4.80; 22 Short Smokeless, $4.30; 22 Long Smokeless, $6; 22 Long Rifle Black, $5.60 22 Long Rifle Smokeless, $7 per M net. Center Fire Pistol, 22%; Center Fire Sporting, 25% off American list.

American Metallics — B.B. Caps, $3.25; C.B. Caps, $4.10; 2 2Short Black, $5.85; 2 2Long Black, $7.05; 22 Long Rifle Black, $8.20; 22 Short Smokeless, $6.25; 2 2Long Smokeless, $8.80; 22 Long Rifle Smoke, $10.30 per M. net. Centre Fire Pistol, 17½% on list; Centre Fire Sporting, 17½% on list

Loaded Shells—Crown Black Powder, 12 ga., $31; Sovereign Smokeless, 12 ga., $38; Regale Smokeless, 12 ga., $38; Nitro Club Smokeless, 12 ga., $45; Canuck Smokeless, 12 ga., $41 per M. net. Empty Paper Shot Shells, $14 per M.; Empty Brass Shot Shells, $6 65 per 100

ANVILS

Peter Wright, 80 lbs. and up, 25c per lb.; clip horn, 26c lb.

Norris, 80 lbs. and over, 16c.

AXES

Single Bit	$14 50	$20 00
Rouble Bit	16 50	21 50
Broad Axes	32 00	35 00

AUGER BITS

Standard List Prices per Dozen

3/16	$6 00	18/16	$12 00
4	5 00	19	14 00
5	5 00	20	14 00
6	5 00	21	16 00
7	5 00	22	16 00
8	5 00	23	18 00
9	6 00	24	18 00
10	6 00	25	21 00
11	7 00	26	21 00
12	7 00	27	24 00
13	8 25	28	24 00
14	8 25	29	27 00
15	9 50	30	27 00
16	9 50	31	30 00
17	12 00	32	30 00

Discounts from standard list prices

Irwin 10%

Gilmour 45%

BARS, CROW. $11.25 per 100 lbs.

BAR IRON

Bar Iron—$5.25 base; Swedish iron, $5.25; sleigh shoe steel, $5.50; spring steel, $6.50; machinery steel, $8.00.

BELTING

Rubber, 6 in. and under, 20-5%; over 6 in., 15-2½%.

Agricultural or No. 1 leather belting, 30-10-7½% off list.

Standard, 27-10% off list. Extra 27%.

"The "double" list is just twice the price of "single."

BELT LACING

In sides, tanned, $1.60 per lb.; cut, $1.80 per lb.; rawhide, sides, $1.55; cut, $1.75.

Blue Stone (Vitriol) 11¾c.

BOLTS

Carriage, ⅜ and smaller, up to 6 inch, 30%; over 6 inch. 15%; 7-16 inch and larger, 10%, machine, ⅜ and under, up to 4 inch, 35%; over 4 inch, 20%; 7-16 and over, 20%; machine set screws, 20%; plough bolts, 25%; stove bolts, 50%; shaft bolts, 20%; tire bolts, 45%; sleigh shoe bolts to ⅜ and smaller, 5% on list; 7-16 and up, 5% on list

BORAX. Borax, per lb., 14c.

BUILDING PAPER

Tarred, $1.10 to $1.60 per roll, according to quality; plain, 80c to $1.45.

BUTTS

Plated—No. 241 Antique Copper and Dull Brass Finish

	Per pr.
2½ x 2½ in.	37
3 x 3 in.	39
3½ x 3½ in.	40
4 x 4 in.	52
4½ x 4½ in.	75
5 x 5 in.	94

Wrought Steel—

No. 840 .....Net list
No. 800 .....5% on list
No. 838 .....Net list
No. 804 .....5% off list

CHAIN

Coil, 3-16 in., $19.20; ¼, $16.25; 5-16 in., $13.75; ⅜, $12.75; 7-16, $12.35; ½, $12.25; 9-16, $12.25; ⅝, $12.00; ¾, $11.65; 1 in., $11.40; Logging, 5-16 in., $15.55; ⅜, $14.55; ½, $14.05; tie-out, 47½%.

CHURNS

Barrel, No. 0, $6.75; No. 1, $6.75; No. 2, $7.50; No. 3, $8.25; No. 4, $9.75 each.

CLEVISES, MALL. 15c per lb.

CLOCKS—Alarm

	Each
Big Ben	$2 90
Baby Ben	2 90
America	1 35
Lookout	1 75
Sleepmeter	1 85

COPPER

Sheet and planished copper, 60c per lb. Tinned, 55c.

CORD SASH

Coils or Hanks

8, 9, 10 ..... 70 lb.

DRILLS

Bit stock, 45%; Blacksmith, ½ in. round shank, 40%.

EAVETROUGH

Eavetrough, per 100 ft., 8 in., $6.10; 10 in., $6.80; 12 in., $8.00.

Conductor pipe, 2 in., per 100 ft., $7.15; 3 in., $8.65; 4 in., $11.40.

ENAMELWARE

See Wares.

FILES

Globe .....Discount 40-5%
Nicholson Gen. .....Discount 30%

FITTINGS—Malleable.

Class A	60-10%
Class B and C, off new list	20%
Bushings	20%
Unions	40%
Nipples 4" and under	55%

FORMALDEHYDE

400-lb. bbls., 32c lb.; 200-lb. bbls., 33c lb.; 100-lb. bbls., 34c lb.; 10-lb. jugs, $3.75 each; 5-lb. jugs, $2.00 each; 2-lb. jugs, 85c each.

GALVANIZED WARE

See Wares

GLASS, WINDOW

	Single	Double
Up to 25 in.	$15 50	19 50
26 to 40	16 50	22 00
41 to 50	19 50	25 00
51 to 60	20 50	25 50
61 to 70	21 50	27 00

GLASS (Plate)

Net list.

GLOBES—LANTERN

	Doz.
Short Pattern	$1 05
Cold Blast, regular	1 05

GRINDSTONES

Per 100 lbs., $3.50.

Mounted on steel frames, $6 to $7.50.

HARVEST TOOLS. 17½%.

HINGES

Light T and strap, 15% off.

Corrugated Strap Hinges — 4, $1.60; 5, $2.20; 6, $3.00; 8, $4.75; 10, $7.00; 12, $10.80.

Corrugated Tee Hinges—4, $2.00; 5, $2.50; 6, $3.40; 8, $5.70; 10, $8.50; 12, $12.00.

HORSESHOES

Iron, No. 0 to 1, $8.35; No. 2 and larger, $8.10; snowshoes, No. 0 to No. 1, $8.60; No. 2 and larger, $8.35; steel, No. 0 to 1, $8.80; No. 2 and larger, $8.55; featherweight, $9.95.

IRON, GALVANIZED

	Apollo and "Fleur Premier de Lis"
10¾ oz. or 2 8Eng.	$9 40
28 Am. or 26 Eng.	9 00
26 Am. or 26 Eng	8 70
24	8 55
22	8 55
18 and 20	8 40
16	8 25

IRONS, SAD

Common Sad Irons, 8 lbs., 11c uer lb.; 4 lbs., 14c per lb.

Mrs. Pott's No. 55, set	$2 00
Mrs. Pott's No. 50, set	2 15

Mrs. Pott's common and iron handles, $1.60 dozen. Mrs. Pott's improved, $2.10 a dozen.

JACKSCREWS

20% off list.

KNIVES—HAY

	Doz.
Heath's	$12 50
Lightning	12 50

LAMP CHIMNEYS

A, per case, 8 doz., $9.10 per doz., $1.25; B, per case 6 doz., $7.80; per doz., $1.40.

LANTERNS

No. 2, plain	$13 00
No. 25, Dash-board	17 50
Short Globe, doz.	13 00

LEAD PIPE, $12.40.

LEAD WASTE, $13.40.

LATCHES—THUMB, STEEL

	Doz.
2	$1 90
3	2 50
4	4 50

Barn Door

5	2 95
8	3 20
9	5 50

LINSEED OIL

See weekly report.

MACHINES—WASHING

	Each
Dowswell	....
New Century B	....
New Idea	....
Snowball	....

Prices on application.

MATTOCKS

Pick, $13.85; cutter, $13.85.

MOPS

	Doz.
O'Cedar Polish, No. 1	$12 00
O'Cedar Polish, No. 3	12 00
Self-Wringing	5 75

MOWERS—LAWN

	14 in.	16 in
Woodyatt	$ 8 50	$ 9 00
Empress	11 00	11 50
Daisy	6 60	....
Star	7 50	8 00

NAILS

Wire, f.o.b. Fort William, $5.35 base; Winnipeg, $5.85 base. Cut f.o.b. Winnipeg, $6.55.

NETTING—POULTRY

Net Prices per Roll.

1 in. mesh x 24 in.	$6 80
30 in.	7 65
36 in.	9 00
2 in. mesh x 24 in.	3 05
30 in.	3 60
36 in.	4 20
48 in.	5 60
60 in.	6 95
72 in.	8 30

NETTING. Poultry, Hexagon, 10%.

Banner Netting, 24 in., $4.75; 36 in., $6.10; 48 in., $7.25; 60 in., $8.50; 72 in., $9.75.

NUTS

Square, small lots, blank, 4½c tapped, 4¾c advance on list; Hexagon, small lots, blank, 4¾c; Tapped, 5c advance on list; case lots all styles, 1c less than above.

OILS

"Buffolite," 25c; Ideal Thresher, 50c; "B" Castor machine oil, 41c; Buffalo engine gasoline, 37c; Buffalo "A" gas engine oil, 55c; Royal gasoline, 37c; Family safety coal oil, 24½c; Summer black oil, 24½c; Kelso engine oil, 60c; Electro oil, 45c; Royalite oil, 21c; Standard gas engine oil, 45½c; Prairie Harvester oil, 52c.

PAINTS

Stephens' Out White, $4.45; Stephens' House, $4.20; Stephens' Floor, $3.65; Silkstone colors, $3.40; Silkstone white, $3.50; Stephens' Barn Paint, $1.45.

POLISH

O'Cedar —

	Doz.
4 oz.	$2 00
12 oz.	4 00
1 quart	10 00
½ gal.	16 00
1 gal.	24 00

Liquid Veneer—

4 oz.	$2 00
12 oz.	4 00
1 quart	8 40
½ gal.	14 40

(Continued on second page)

Bon Ton—

	Doz.
¼ pints	1 35
½ pints	2 10
Pints	3 15
Quarts	5 10
Gal.	15 00
½ gal.	9 00

If You Knew—

THE economic reasons, alone, as a motive for housewives in selecting "Silkstone" as a wall covering, are a big factor in promoting sales.

SILKSTONE

(REGISTERED TRADE MARK)

FLAT WALL COLOURS

Silkstone is cheaper than wall-paper (and decidedly more sanitary), lasts longer than other wall finishes, can be washed often, and won't rub off. It gives a beautiful soft, silky finish that will outwear any other wall covering. The economy of a finish that costs little to apply and lasts so long will forcibly appeal to all.

Set "Economy" to make sales of Silkstone for you. If there is no Stephens' Agent near you, write for our good proposition.

G. F. STEPHENS & CO., LIMITED

Paint and Varnish Makers

WINNIPEG **and** **CALGARY**

Winnipeg Hardware Quotations—Continued

PIPE, WROUGHT IRON

Per 100 ft.	Black	Galv.
¼ inch	$ 4 91	$ 7 20
⅜ inch	5 00	7 34
½ inch	6 66	8 37
¾ inch	8 33	10 71
1 inch	12 33	15 75
1¼ inch	16 65	21 29
1½ inch	19 94	25 43
2 inch	26 82	34 25
2½ inch	43 07	54 77
3 inch	56 40	71 70
3½ inch	73 86	.....
4 inch	87 25	.....
4½ inch	100 26	.....
5 inch	116 82	.....
6 inch	151 52	.....

PLASTER. Paris, per bbl., $4.50.

PLATES, CANADA

18 x 21 per box, half polish, $9.25; full polished, ...; 18 x 24, half polished, $9.25; full polished, ... 20 x 28, half polished, $9.50; full polished, ...

PUTTY

100-lb. irons	$7 20
25-lb. irons, per cwt.	7 80
1½-lb. tins	14½

RIVETS AND BURRS

Iron rivets, 30-10%; copper, No. 7, 45c lb.; No. 8, 46c; No. 10, 50c; No. 12, 54c.

Five-lb. assorted boxes, No. 8, 52c; No. 10, 55c lb.

Copper Burrs, No. 7, 45c; No. 8, 46c; No. 10, 50c; No. 12, 54c.

ROPE

Sisal, 28¼c base; pure Manila, 35¼c base; British Manila, 31¼c base; lath yarn, 28¼c base; African hemp, 31¼c base; cotton rope, ¼ and over, 66c lb.

Tarred Marline Hanks, per lb., 50c.

SANDPAPER—

Star—	Quire	Ream
00, 0	$0 33	$6 05
½	0 36	6 50
1	0 40	7 30
1½	0 45	8 25
2	0 52	9 30
2½	0 58	10 50
3	0 66	11 90

B. & A.—

00, 0	$0 37	$6 75
½	0 40	7 15
1	0 45	8 10
1½	0 52	9 45
2	0 60	10 90
2½	0 70	12 50
3	0 80	14 30

SASH BALANCES (Caldwell).

10% on list.

SAWS, BUCK

Happy Medium, $12.00; Watch Spring, $12.50; Lance Tooth or Lightning Blades, $13.20.

SCREWS

Bright iron round head, 65%; flat head, 70%; round head, brass, 30%; flat head, brass, 35%; coach, 45%. Set Screws, 40%.

SCYTHES—	Doz.
Bramble	$15 50
Bush	15 50
Excelsior	17 00
Cast	15 00

SNATHS—	
No. 2 loop	13 25
Bush	15 00

SWEEPERS, CARPET—

See list in regular "Current Market Quotations" Column, f.o.b. factory, Niagara Falls, Ont.

SWEEPERS, VACUUM—	Doz.
Grand Rapids, Nic.	$101 00
Household, Jap.	91 00
Superba, Nic.	117 00

F.o.b. Jobbers' Warehouse, Winnipeg. Prices guaranteed by manufacturers against their own decline to December 31, 1919.

STEEL SHEETS, BLACK

10 gauge	$7 05
12 gauge	7 10
14 gauge	7 15
16 gauge	7 25
18-20 gauge	7 80
22-24 gauge	7 85
26 gauge	7 90
28 gauge	8 00

SHOVELS AND SPADES—

Shovels—Fox and Olds, D.H., Sqr. Pt., $15.05 per doz.; D.H. Rd. Pt., $15.05 per doz.; L.H. Sqr. Pt., $15.05; L.H. Rd. Pt., $15.05; Bulldog & Jones, D.H., Rd. Pt., $16.30; D.H. Sqr. Pt., $16.30; L.H. Rd Pt., $16.30; L.H., Sqr. Pt., $16.30; L.H., Rd. Pt., $16.30; Black Cat and Crescent Scoops—No. 4, $19.00 doz.; No. 6, $19.50; No. 8, $20.00; No. 10, $20.50; Moose & Jones Scoops, No. 4, $19.90; No. 6, $20.90; No. 8, $21.40.

SOLDER. Per pound, 35 to 36c.

SPIKES

Pressed, ¼ in., $8.30; 5-16, $7.95; ⅜, $7.75; ½, $7.55.

STAPLES

Bright wire, per cwt., $5.15 at Fort William, $5.65 Winnipeg; galvanized staples, $5.95 Fort William, $6.45 Winnipeg.

STEEL

Sleighshoe, $5.50 base per cwt.; plow, common, $6.50; crucible plow, $7.50; angle, $5.35; harrow, $5.75 base; cast, octagon tool steel, 20c base; square tool, 20c base; spring, $7.50; machine, $8.00 base; tire, $5.90. Mild, 3-16, ¼, 5-16, $7.75 base; other sizes $5.50 base. Band steel, $5.50 base.

STEEL HOOPS

½ in., $8.35; ⅝ in., $8.00; ¾ in., $7.40; ⅞ in., $7.10; 1 in., $7.00; 1¼ in., $6.90; 1½ in., $6.80.

STEEL SQUARES

15% on list.

TACKS. Carpet, 65% list.

TIES. Cow, 10%.

TIN AND TERNE PLATE—

20 x 28 I.C. box	$23 50
20 x 28 I.X. box	27 00
20 x 33 I.C. box	28 50
20 x 33 I.X. box	32 50
Terne plates	24 00

TRAPS, GAME—	Victor	H.& N.	Jump
	Doz.		
No. 0	$1 95	$....	$....
No. 1	2 30	3 60	3 10
No. 1½	3 45	5 40	4 55
No. 2	4 80	7 50	6 70
No. 3	6 75	10 00	....

TUBS—	Wood	Fibre
No. 0	$21 35	$26 40
No. 1	18 80	22 65
No. 2	16 40	18 80
No. 3	14 00	15 95

TURPENTINE

See weekly report

TWINE (WRAPPING)	Lb.
Cotton, 3-ply, cones	$0 66
Cotton, 3-ply, balls	0 69
Cotton, 4-ply, cones	0 70
Cotton, 4-ply, balls	0 73

VARNISHES—

Stephens Luminette, gal.	$2 20
Stephens Exalite, gal.	3 00

WARES, ETC.—

Scotch Grey, 40% discount.

Colonial, Imperial, Pearl, 20-7½% discount.

Premier, Canada, Diamond, discount 2½%.

Whiteware, 40-10% discount.

Japanned Ware, list, plus 30%.

Japanned Ware, white, list, plus 40%.

Japanned Sprinklers, list, plus 30%.

Stamped Ware, plain, 40-10% discount.

Stamped Ware, ret'd, 40% discount.

Pieced Tinware, ordinary, list, plus 40%.

Pieced Tinware, copper bottoms, list, plus 60%.

Sheet Iron Ware, list, plus 20%.

Light Galv'd Pails and Tubs, list, plus 20%.

Heavy Galv'd Pails and Tubs plus 30%.

Jap. Coal Hods, list, plus 35%.

Galv'd Coal Hods, list, plus 50%.

WASHERS—

Iron, small lots, 45% off list plus $1.50; full boxes, iron, 33 1/3% off list plus $1.00.

WHITE LEAD—

Decorators' pure, ton lots, $16.90; less than ton lots, $17.25.

WIRE, BARB—

Lyman, 4-point, $4.85 Winnipeg; Glidden Cattle, 2-pt., $4.65 Winnipeg; Baker, 2-pt., $4.55 Winnipeg; plain twist, cwt., Winnipeg, $7.00 100 lbs.; plain galvanized; Winnipeg, No. 9, $5.50; No. 12, $5.65; coil spring, Winnipeg, No. 9, $5.55; No. 12, $5.70.

Patented screen in 100-ft. rolls $3.50 per hundred sq. ft.; in 50-ft rolls, $3.60 per 100 sq. ft.

WIRE, PLAIN—

Bale ties, 14 gauge, single loop $7.25 Winnipeg; $6.75 Ft. William

Brass snare wire, per lb., 80c.

WIRE, ANNEALED—

No. 9, $6.00; 10, $6.06; 12, $6.20; 14, $6.40; 15, $6.55; 16, $6.70 per 100 lbs.

WRENCHES (NUT)—

Agricultural—	Doz.
6 in.	$6 70
8 in.	8 00
10 in.	9 40
12 in.	12 00
15 in.	16 80

Perfect Handle—	
6 in.	12 00
8 in.	14 40
10 in.	16 80
12 in.	21 60
15 in.	28 80
18 in.	38 40

WRENCHES (PIPE)—

Stillson—	Each
6 in.	$1 00
8 in.	1 15
10 in.	1 25
14 in.	1 75
18 in.	2 50
24 in.	3 65
36 in.	6 75

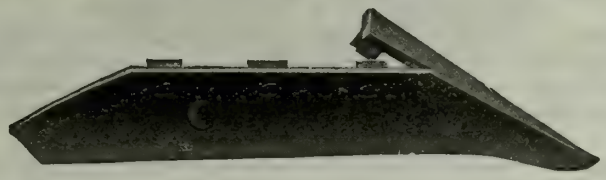
Trimo—	
10 in.	$1 60
14 in.	2 10
18 in.	3 00
24 in.	4 35

Always Ready—	Dozen Black	Dozen N.P
No. 1	$4 20	$4 50
No. 2	5 75	6 00

WRINGERS—

Eze, $62.55 per doz. Reliance.

CRESCENT SHARES



OVER 1,000 PATTERNS. PERFECT IN FIT AND FINISH

Sandoval Rolling Coulters
Harrow Teeth

Every Hardware Merchant in Western Canada should have these in stock.

The demand is assured. How is your supply? Better send us your order to-day.

D. ACKLAND & SON, Limited
WINNIPEG ∴ CALGARY

THE ENGINEERS' SUPPLY CO. REGISTERED TRADE ESCO MARK WINNIPEG. MAN. CANADA

"Esco" Products Win Sales

For maximum sales with liberal profits sell "ESCO" Engineers' Supplies. They are all High-Grade products. Guaranteed to give extra service and value for the money.

Engine Packing
Belting
Belt Dressing
Belt Fasteners
Gaskets
Hose
Lace Leather, cut and in sides
Asbestos Products
Friction Board
Gauge Glasses and Washers
Flue Cleaners
Graphite
Sarco Steam Traps
Hytempite Furnace Cement
Pump Valves and Leathers
Power House and General Factory Supplies and Steam Specialties

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Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Plewes, Ltd., Winnipeg, Man.

Air Cocks
The Penberthy Injector Co., Ltd., Windsor, Ont.

Agricultural Implements
The Bateman-Wilkinson Co., Ltd., Toronto, Ont.

Agricultural Products
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Alabastine
The Alabastine Co., Paris, Ont.

Aluminum
British Aluminum Co., Toronto.
Canada Metal Co., Toronto.
A. C. Leslie & Co., Montreal.
Louis McLain Co., Ltd., Winnipeg, Man.

Aluminum Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.
Louis McLain Co., Ltd., Winnipeg, Man.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
The Aluminum Ware Mfg. Co., Oakville, Ont.

Ammonia
The Engineers' Supply Co., Winnipeg, Man.
Stuart & Foster, Toronto.

Ammunition
Thos. Birkett & Son, Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Dominion Cartridge Co., Montreal.
Lewis Bros., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.

Art Glass
Leeks and Potts, Limited, Hamilton, Ont.

Asbestos
Canadian Asbestos Co., Montreal, Que.
The Engineers' Supply Co., Winnipeg, Man.

Asbestos Pipe Specialties
Canadian Asbestos Co., Montreal, Que.

Asbestos Pipe Coverings
Canadian Asbestos Co., Montreal, Que.

Ash Sifters
Furnival & Co., Toronto.
Owen Sound Steel Press Works, Owen Sound, Ont.

Auto Accessories, Equipment and Supplies (Jobbers)
Auto Accessories, Ltd., Winnipeg, Man.
J. E. Beauchamp & Co., Montreal, Que.
Canada Sales Co., Toronto.
Crown Cycle & Motor Co., Montreal.
E. S. Gooderham, Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Homer & Wilson, Hamilton, Ont.
Hyslop Bros., Toronto.
North American Hardware Co., Ltd., Montreal.
Prairie Motor Sales Co., Moose Jaw, Sask.
The Royal Canadian Specialties, Hamilton, Ont.
Samuel Trees & Co., Ltd., Toronto.
Walker Vallance Ltd., Hamilton, Ont.

Auto Accessories, Equipment and Supplies (Manufacturers)
The All-Way Mfg. Co., Toronto, Ont.
Air-Tite Mfg. Co., St. Thomas, Ont.
W. H. Banfield & Sons, Ltd., Toronto.
Benjamin Electric Co., Toronto.
Boston Varnish Co., Everett Station, Boston, Mass.
Barcalo Mfg. Co., Buffalo, N.Y.
The Burrowes Mfg. Co., Toronto.
Canada Cycle & Motor Co., Ltd., Weston, Ont.
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Canadian Winckley Co., Ltd., Windsor, Ont.
Cannon Oiler Co., Keithsburg, Ill.
The Carborundum Co., Niagara Falls, N.Y.
Canada Dry Cells, Ltd., Winnipeg.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
The Durkee-Atwood Co., Toronto, Ont.
Guelph Spring & Axle Co., Limited, Guelph, Ont.
Gutta Percha & Rubber, Ltd., Toronto.
Kinzinger, Bruce & Co., Niagara Falls, Ont.
Line, Kimball Co., Moose Jaw, Sask.
The Lockwood-Ash Motor Co., Jackson, Mich.
The Marquette Manufacturing Co., Inc., St. Paul, Minn.
M. H. Merchant Corporation, Syracuse, N.Y.
Metal Specialties Mfg. Co., Chicago, Ill.
The Locktite Mfg. Co., Windsor, Ont.
Frank Mossberg Co., Attleboro, Mass.
McKinnon Industries, Ltd., St. Catharines, Ont.
Northern Electric Co., Ltd., Montreal.
The Prismolite Sales Co., Westfield, N.Y.
Will. B. Lane, Chicago, Ill.
Perfection Sanitary Brush Co., Toronto.
Rock Island Mfg. Co., Chicago, Ill.
C. A. Shaler Co., Waupun, Wis.
The Steel Trough & Machine Co., Ltd., Tweed, Ont.
The Sterns Tire & Tube Co. of Canada, Ltd., Toronto.
Thermoid Rubber Co., Trenton, N.J.
Trimont Mfg. Co., Roxbury, Mass.
Van Cleef Bros., Chicago, Ill.
The Van der Linde Rubber Co., Toronto.
Wilkinson & Kompass, Hamilton.
Williams & Co., J. H., Brooklyn, N.Y.
Wilson Auto Specialties, Ltd., Hamilton, Ont.

Automobiles
Canadian Pneumatic Tool Co., Ltd., Montreal.

Automobile Hoods (Ford)
The Burrowes Mfg. Co., Toronto.

Automobile Parts
Kinzinger, Bruce & Co., Ltd., Niagara Falls, N.Y.
McKinnon Industries, Ltd., St. Catharines, Ont.

Awnings
Finnie & Murray, Ltd., Winnipeg.
Grant, Holden & Graham, Ltd., Ottawa, Ont.
J. J. Turner & Co., Peterboro, Ont.

Axes
Canada Foundries & Forgings, Brockville, Ont.
Can. Warren Axe & Tool Co., St. Catharines.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.
Shurly-Dietrich Co., Ltd., Galt, Ont.

Axles
Guelph Spring & Axle Co., Ltd., Guelph, Ont.

Babbitt Metal
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal.
Hoyt Metal Co., Toronto.
Owl Metal Co., Winnipeg.
Lewis Bros., Ltd., Montreal.
Plewes, Ltd., Winnipeg, Man.
Tallman Brass & Metal Co., Hamilton.

Barb Wire
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Bars and Racks, Clothes
Stratford Mfg. Co., Ltd., Stratford, Ont.
Otterville Mfg. Co., Ltd., Otterville, Ont.

Barrel Covers
E. B. Eddy Co., Hull, Que.

Barrel Liners
J. N. Warminton & Co., Montreal, Que.

Batteries, Dry
Canadian National Carbon Co., Ltd., Toronto.
Canada Dry Cells, Ltd., Winnipeg.
Great West Electric Co., Ltd., Winnipeg, Man.
Canadian General Electric Co., Toronto.
Dominion Battery Co., Ltd., Toronto, Ont.
North American Hardware Co., Ltd., Montreal.
Northern Electric Mfg. Co., Montreal.
Usona Mfg. Co., Windsor, Ont.

Batteries, Flashlight
Canadian National Carbon Co., Ltd., Toronto.
Dominion Battery Co., Ltd., Toronto, Ont.
Usona Mfg. Co., Windsor, Ont.

Baths, Enamelled and Copper
Canada Metal Co., Toronto.

Bath Room Fixtures
Kinzinger, Bruce & Co., Ltd., Niagara Falls.

Bends, Brass, Iron and Lead
Jas. Morrison Brass Mfg. Co., Toronto.

Bibbs, Basin and Bath Cocks, Compression
Jas. Morrison Brass Mfg. Co., Toronto.
The United Brassfounders Ltd., Manchester, Eng.
Wentworth Mfg. Co., Hamilton, Ont.

Bibbs, Basin and Bath Cocks, Fuller
Jas. Morrison Brass Mfg. Co., Toronto.
The United Brassfounders, Ltd., Manchester, Eng.

Brake Lining
Thermoid Rubber Co., Trenton, N.J.

Brass Goods
The Penberthy Injector Co., Ltd., Windsor, Ont.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Stratford Brass Co., Ltd., Stratford, Ont.

Brass Castings and Goods
Canada Metal Co., Toronto.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Jas. Morrison Brass Mfg. Co., Toronto.
Tallman Brass & Metal Co., Hamilton.
The Penberthy Injector Co., Ltd., Windsor, Ont.
The United Brassfounders, Ltd., Manchester, Eng.
Williams Bros. & Piggott, Ltd., Birmingham.

Brass, Sheets and Rods
Canada Metal Co., Toronto.
A. C. Leslie & Co., Montreal.
Tallman Brass & Metal Co., Hamilton.

Beekeepers' Supplies
Canadian Bee Supply & Honey Co.

Bevels
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Belting, Transmission, Elevator and Conveyor
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Belting, Rubber
Can. Consolidated Rubber Co., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.
Plewes, Ltd., Winnipeg, Man.

Belting, Cotton
Dominion Belting Co., Hamilton, Ont.
Plewes, Ltd., Winnipeg, Man.

Blacksmiths' Supplies
D. Ackland & Son, Winnipeg.

Blankets, Saddle
Burlington Windsor Blanket Co., Ltd., Toronto.
Galt Robe Co., Galt, Ont.
Samuel Trees & Co., Toronto, Ont.

Blankets, Horse
J. J. Turner & Co., Peterboro, Ont.

Boilers
The Gurney Foundry Co., Ltd., Toronto.

Boats
Canadian Canoe Co., Ltd., Peterboro, Ont.
Peterboro Canoe Co., Ltd., Peterboro, Ont.

Bolts and Nuts
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.
Northern Bolt, Screw & Wire Co., Owen Sound.
London Bolt & Hinge Works, London, Ont.
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Wilkinson & Kompass, Hamilton.

Bolts, Eye
Manitoba Steel & Iron Co., Ltd., Winnipeg.
The Steel Co. of Canada, Ltd., Hamilton.
Williams & Co., J. H., Brooklyn, N.Y.

Bolts, Panic
Wm. Newman & Sons, Birmingham, Eng.

Boring Bars
Williams & Co., J. H., Brooklyn, N.Y.

Boxes, Tin
A. R. Whittall Can Co., Ltd., Montreal.

Boots, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Boot Calks and Tools
Steel Co. of Canada, Ltd., Hamilton.

Boring Bars
Pratt & Whitney Co. of Canada, Ltd., Dundas.

Box Opening Tools
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Bale Ties
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.
Laidlaw Bale Tie Co., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

Bale Tie Buckles
J. N. Warminton & Co., Montreal, Que.

Barbed Wire
Banwell, Hoxie Wire Fence Co., Ltd., Hamilton.

Baskets
Walter Woods & Co., Hamilton.

Barn Door Hangers
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Steel Goods Co., Hamilton.
National Mfg. Co., Sterling, Ill.
Safety Door Hanger Co., Hamilton, Ont.
Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Guelph, Ont.

Barrel Stands
Wakyte Mfg. Co., Winnipeg.

Barrels, Steel
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

Balers, Steel
Climax Baler Co., Hamilton.
Spielmann Agencies, Montreal.

Bit, Braces
Caverhill, Learmont & Co., Montreal.
Russell Jennings Mfg. Co., Chester, Conn.

The Trade Mark behind the "Hardware House of Quality"

DIAMOND A BRAND — ASHDOWN'S GUARANTEE

The Largest Wholesale Hardware Dealers in Canada

HERE is a popular high-grade all-cast type furnace in which you will be able to interest your customers without difficulty. You can assure them that a Williamson Pipeless Furnace will give all we say it does and eliminate the inconveniences so much to be feared by the careful purchaser.

The Williamson Pipeless Furnace

has been devised to meet the demand that the popularity of this type of furnace has created and developed throughout the country.

Gives

Clean, even, adequate heat.

Healthful, properly humidified air.

Efficiency and economy.

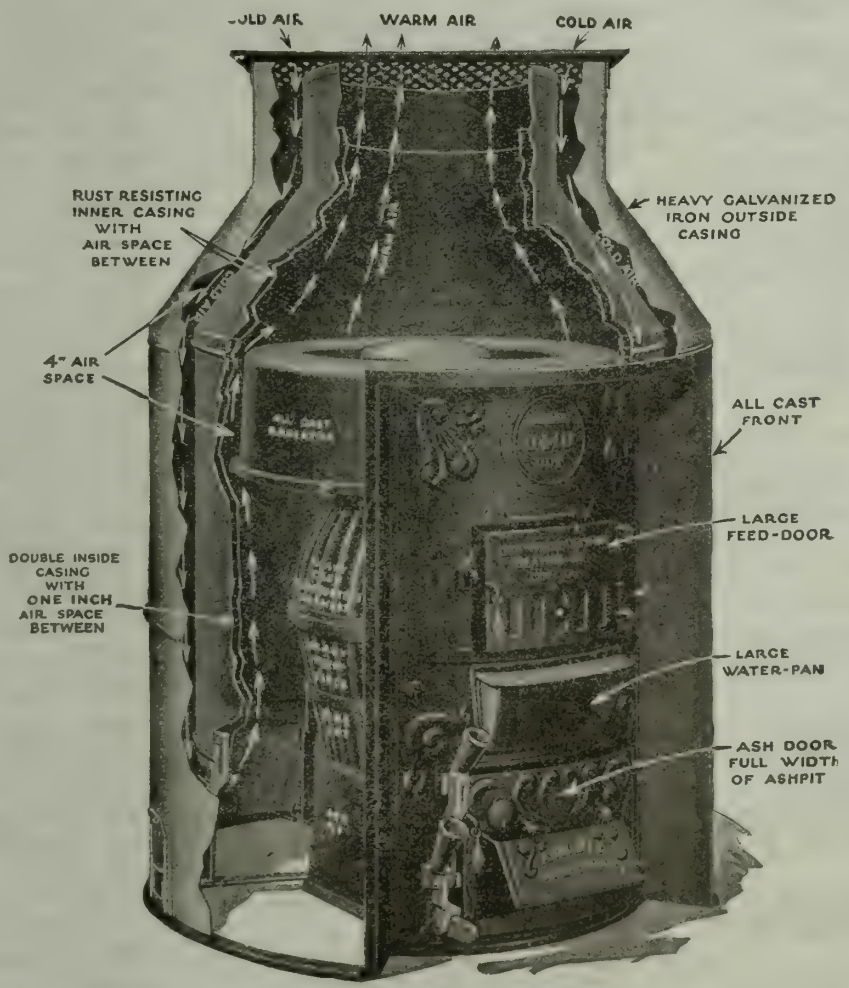
The fire in the cellar and warm air in the rooms above.

A cellar that is just right in space and temperature.

A clean, roomy house.

A safe heating plant, all heated parts surrounded by a jacket of cold air.

A guaranteed product, a sound investment.



Write to-day for complete information and prices.

Every Williamson Pipeless Furnace sold means a satisfied customer.

Eliminates

The kind of heat that on a cold day freezes one side of the house and roasts the other.

High Temperature, dry air — the best conductor of sickness.

Big fuel bills and cold homes.

The fire in the house and the heat out the chimney.

A cellar crowded with pipes and a cellar either freezing or too hot.

Space-taking stoves and grates with soot, ashes and coal dust all over.

The constant menace to a home and children from fire.

The worry and chance of a losing proposition.

The J. H. ASHDOWN HARDWARE COMPANY, Limited

CALGARY WINNIPEG SASKATOON

THE BUYERS' GUIDE

Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Black Sheets
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Brackets, Shelf
Canada Steel Goods Co., Hamilton.
The Stanley Works, New Britain, Conn.

Brake Shoes for Ford Cars, Lined and Unlined
Adamson Mfg. Co., Hamilton, Ont.

Box Strapping
J. E. Beauchamp & Co., Montreal.
The Stanley Works, New Britain, Conn.
J. N. Warminton & Co., Montreal, Que.

Blasting Supplies
Dupont Powder Co., Wilmington, Del.

Building Papers
Alex. McArthur & Co., Montreal, Que.

Burlap
Dominion Oil Cloth Co., Ltd., Montreal, Que.

Butter Tubs (Covered)
E. B. Eddy Co., Ltd., Hull, Que.

Butter Molds
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Walter Woods & Co., Hamilton, Can.

Butter Workers
Beatty Bros., Ltd., Fergus, Ont.

Butts and Hinges
Canada Foundries & Forgings, Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Caverhill, Learmont & Co., Montreal.
Chicago Spring Butt Co., Chicago, Ill.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Burrs
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton.
Parmenter & Bulloch, Gananoque.

Bread and Cake Makers
Thos. Davidson Mfg. Co., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.

Breast Drills
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.

Brushes and Brooms
The Boeckh Co., Limited, Toronto.
Meakins & Sons, Ltd., Hamilton.
Perfection Sanitary Brush Co., Toronto.
The Rubberset Co., Limited, Toronto.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Walter Woods & Co., Hamilton.
Yates & Co., Halifax, Eng.

Bits, Auger
Caverhill, Learmont & Co., Montreal.
Russell Jennings Mfg. Co., Chester, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.
Wilkinson & Kompass, Hamilton.
Scythes, Ltd., Toronto.

Bits, Forstner
Progressive Mfg. Co., Torrington, Conn.

Bicycles
Canada Cycle & Motor Co., Toronto.
Crown Cycle & Motor Co., Montreal, Que.
Hyslop Bros., Ltd., Toronto.
Iver Johnson Arms & Cycle Works, Ltd., Fitchburg, Mass.

Birch Seats
Canadian Veneering Co., Montreal, Que.

Brake Lining
Crown Cycle & Motor Co., Montreal, Que.

Brooms
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.
Walter Woods & Co., Ltd., Hamilton, Ont.

Brushes, Shaving
The Boeckh Co., Limited, Toronto.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Meakins & Sons, Ltd., Hamilton, Ont.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Brushes, Scrub, Shoe and Stove
The Boeckh Co., Limited, Toronto.
Meakins & Sons, Ltd., Hamilton, Ont.
Perfection Sanitary Brush Co., Toronto, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.
Yates & Co., Halifax, Eng.

Brushes, Floor
Boeckh Co., Limited, Toronto.
Perfection Sanitary Brush Co., Toronto.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Brushes, General
The Boeckh Co., Limited, Toronto.
Perfection Sanitary Brush Co., Toronto, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.
Yates & Co., Halifax, Eng.

Brake Lining for Ford Cars
Adamson Mfg. Co., Hamilton, Ont.

Buckles, Harness and Trunks
McKinnon Industries, Ltd., St. Catharines, Ont.

Builders' Hardware
Allith Mfg. Co., Ltd., Hamilton, Ont.
Caverhill, Learmont & Co., Montreal.
Canada Steel Goods Co., Hamilton.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
R. Johnson, Clapham & Morris, Ltd., Manchester, Eng.
National Hardware Co., Orillia, Ont.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.
Stratford Brass Co., Ltd., Stratford, Ont.

Bumpers, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Cabinet Hardware
Stratford Brass Co., Ltd., Stratford, Ont.

Canoes and Boats
Canadian Canoe Co., Ltd., Peterborough, Ont.
Peterborough Canoe Co., Lt., Peterborough, Ont.

Calks, Boot
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Calipers and Dividers
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
L. S Starrett Co., Athol, Mass.

Caliper Gauges
Williams & Co., J. H., Brooklyn, N.Y.

Camp Furniture and Goods
Finnie & Murray, Ltd., Winnipeg.
J. J. Turner & Sons, Ltd., Peterboro, Ont.
Otterville Mfg. Co., Ltd., Otterville, Ont.

Cans, Milk
The A. R. Whittal Can. Co., Ltd., Montreal.

Cans, Paint
The A. R. Whittal Can. Co., Ltd., Montreal.

Cans
The A. R. Whittal Can. Co., Ltd., Montreal.

Cans, Oil
Cannon Oiler Co., Keithsburg, Ill.

Caps for Hubs
McKinnon Industries, Ltd., St. Catharines, Ont.

Carriage Hardware
Stratford Brass Co., Ltd., Stratford, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Cartridges
Dominion Cartridge Co., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.

Castings, Brass, Bronze and Aluminum
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Cash Carriers
Gipe-Hazard Store Service Co., Toronto.

Cash Registers
The National Cash Register Co. of Canada, Ltd., Toronto.

Casters
Canada Foundries & Forgings, Ltd., Brockville.
The Faultless Caster Co., Evansville, Ind.

Castor Oil
B. & S. H. Thompson & Co., Ltd., Montreal, Que.

Carpet Sweepers
Bissell Carpet Sweeper Co, of Canada. Ltd., Niagara Falls, Ont.
Caverhill, Learmont & Co,, Montreal.
Walter Woods & Co., Hamilton.

Carriage Castings
McKinnon Industries, Ltd., St. Catharines, Ont.

Casseroles
Wentworth Mig. Co., Ltd., Hamilton, Ont.

Chains, Coil, Boom, Hammock, Tether, Dog, Halter, Cow, Breast, Trace, Tire
McKinnon Chain Co., St. Catharines, Ont.

Cable Carriers
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Cellar Drainers
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Canadian Asbestos Co., Montreal, Que.

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The Niagara Falls Metal Stamp'g Works, Niagara Falls, N.Y.

Chains, Folding
J. E. Beauchamp & Co., Montreal, Que.

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J. H. Williams & Co., Brooklyn, N.Y.

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Canadian Veneering Co., Acton Vale, Que.

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McKinnon Industries, Ltd., St. Catharines, Ont.

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L. & I. J. White Co., Buffalo, N.Y.

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Brown-Boggs Co., Ltd., Hamilton.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.

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W. G. Patrick & Co., Ltd., Toronto.

Checking Floor Hinges
Chicago Spring Butt Co., Chicago, Ill.

Chemical Closets
Wakyte Mfg. Co., Winnipeg, Man.

Chemical Specialties
B. & S. H. Thompson & Co., Ltd., Montreal, Que.
Van Cleef Bros., Chicago, Ill.
Vol-Peek Mfg. Co., Montreal.

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Landers, Frary & Clark, New Britain, Conn.

Chucks, Tap
Wells Bros. of Canada, Galt.

Churns, Hand and Power
Beatty Bros., Ltd., Fergus.
Caverhill, Learmont & Co., Montreal.
Dowswell, Lees Co., Hamilton.
Landers, Frary & Clark, New Britain, Conn.
Medalta Stoneware Co., Ltd., Medalta, Ont.
Merchants Hardware Specialties, Ltd., Calgary.
Walter Woods & Co., Hamilton.

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J. H. Williams & Co., Brooklyn, N.Y.

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Clothes Racks
Walter Woods & Co., Hamilton.

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Williams & Co., J. H., Brooklyn, N.Y.

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Closets
Wakyte Mfg. Co., Ltd., Winnipeg, Man.

Closet Seats
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James Hutton & Co., Montreal.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
Lewis Bros., Ltd., Montreal.

Letting You Into A Secret

THEY were talking about things in general — Jones and Brown. But it was easily seen by Jones that Brown talked with a positiveness and definiteness lacking in himself. Brown evidently had real knowledge about things and this gave him an assurance lacking in Jones. Jones found himself talking in generalities, and he had the sense to know that what he had to say wasn't very convincing. In the end he spoke up. "Brown, tell me, where do you get your information? You talk like one who knows. You use facts to fortify your opinions, and you seem to have a wealth of information about things Canadian. What's the secret of your greater confidence and knowledge?"

And Brown said: "I'll tell you, Jones, how I have strengthened myself in confidence and knowledge, as you put it. I read my newspaper in a new way now, and I make it a point to know a good deal about Canada, the land of my birth, residence and affection.

"For years—until I was forty—I read newspapers, as many others do—pretty thoroughly. I read about accidents, and meetings and fires, and everything else. One day I woke up,—was awakening up, to tell the truth—to discover that I was just frittering away time when I read everything.—Then I determined to concentrate my interest on matters Canadian—the things about Canada that really matter.

"I wanted direction. I needed a focal point, as it were. What should be skipped, and what should be read closely? I was floundering. I am not much of a politician, and I abominate party politics. I wanted to see things fairly.

"Then one day I made the acquaintance of THE FINANCIAL POST. It seemed to me to give me the direction I needed. I found it was sifting things for me, and giving current affairs their right proportioning. At any rate, it was a new kind of newspaper to me, and I read it with zest.

"I am a business man, and business in its larger aspects is the special field of THE FINANCIAL POST. I found the paper written in a readable way, and that it has a breadth of interest pleasing to me. So I subscribed for THE POST, and every Saturday and over the week-end this paper is pretty thoroughly ready by me.

"I find that the reading of this paper helps me get out of my daily newspaper the meat in it. As a matter of fact, I read my daily newspaper and other papers with a new and informed interest which makes my reading a profitable thing.

"I read somewhere that an hour a day spent on any subject would make a man master of that subject in 10 years. Well, I do not know that I am seeking to be a master of Canadian affairs, but I do know that for the past two years or so I have been having a new joy in life. I am really trying to know my Canada.

"I clip a good deal, and my scrap-book on Canada is a treasure house for me, I collate the material I put in that book, and whenever I want to read up any particular subject, I have before me, gathered up, a surprising amount of material obtained from many sources.

"I take luncheon at the Club daily. There are eight of us who gather daily at the same table. One is a wholesaler, another is a banker, another a publisher, another a manufacturer, another a manufacturers' agent—and so on. We have a representative gathering.

"We talk about many things, and about Canada most of all. I take great satisfaction from the knowledge that I am able to hold up my end of the conversation. To tell you the truth, it is this reputation that spurs me on to keep myself brushed up all the time. I own up, also, to practising a little subtlety. I guide the conversation in the direction of a subject that I am well informed on, and then I bide my time, letting others wrestle with it until they have told all they know. Then is my chance, and I am able to say something useful to a company that is attentive.

"Jones, if you want to improve the quality of your information, read purposefully, objectively. Cut out the reading of everything under the sun. You are a business man, the same as I am. Why not read definitely along the line of business? You will find it a most pleasurable kind of reading, and you'll find that you will acquire the sifting mind which will enable you to pass over a lot of stuff of no value to you, and seize on material of real value.

"I recommend THE FINANCIAL POST as a paper that will give your reading direction. It has helped me much, and I believe will help you. At any rate, it is easy to try it out."

IF JONES wants to try out THE FINANCIAL POST he can have it go to him by mail for four months for a dollar bill. One thing that ought to impress and please Jones is that THE POST is not a one-man paper. It is produced by many men, each a surpassingly well-informed man on the subject he writes. One man writes on matters pertaining to agriculture, another on the iron and steel industry, another on the food problems and milling and cereal subjects, another on insurance, another on textiles, and so on. The special contributed articles which are a regular feature of THE POST are by authorities or by men of position. Besides which, THE POST surveys many fields of interest, and this survey is world-wide. It is a meatful paper, in very truth, and assures those who read it regularly an amount, kind and quality of reading not commonly found in a single newspaper. If you would make your daily reading take on a new interest and value, we suggest that you should sign and forward the coupon opposite.

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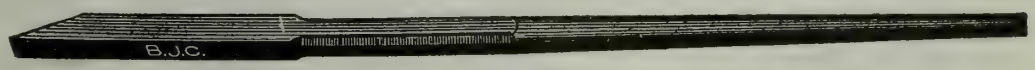
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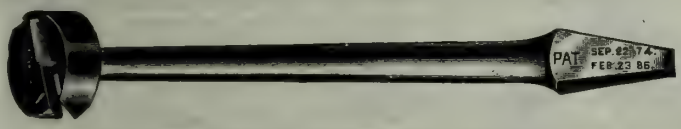
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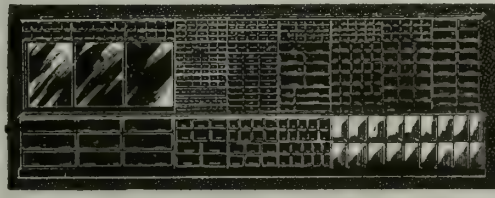
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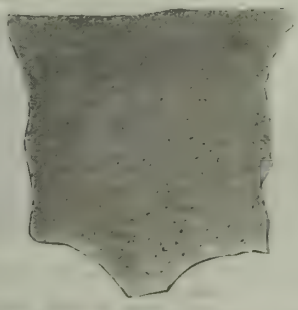
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Locks
Can. Yale & Towne, Ltd., St. Catharines, Ont
The Hamilton Stove & Heater Co., Hamilton, Ont.
National Hardware Co., Ltd., Orillia, Ont.

Lock Springs
Herbert Terry & Sons, Redditch, Eng.

Lockers
Dennis Wire and Iron Works Co., Ltd., London

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McKinnon Industries, Ltd., St. Catharines, Ont.

Lugs for Silos
McKinnon Industries, Ltd., St. Catharines, Ont.

Lugs, Malleable Iron Bands
The International Malleable Iron Co., Ltd., Guelph, Ont.

Lubricants
Canadian Asbestos Co., Montreal, Que.

Lubricators (Sight-feed and Plain Engine)
The Penberthy Injector Co., Ltd., Windsor, Ont.

Locomotive Tools
Williams & Co., J. H., Brooklyn, N.Y.

Lumber Tools
Canadian Warren Axe & Tool Co., St. Catharines, Ont.
Thos. Pink & Co., Pembroke, Ont.
T. F. Shurly Co. Ltd., St. Catharines, Ont.

Machinists' Tools
J. H. Williams & Co., Brooklyn, N.Y.

Manufacturers' Agents
Cadman & Co., Winnipeg, Man.
A. H. Fraser, Vancouver, B.C.
Marricott & Tynan, Ltd., Winnipeg, Man.
G. T. Mumford, Winnipeg, Man.

Mantles, Gas
R. M. Moore & Co., Ltd., Vancouver, B.C.
Hamilton Gas Mantle Co., Hamilton, Can

Malleable Iron Castings
The Gurney Foundry Co., Ltd., Toronto.
McKinnon Industries, Ltd., St. Catharines, Ont

Malleable for Carriages
McKinnon Industries, Ltd., St. Catharines, Ont.

Marine Hardware
Scythes & Co., Ltd., Toronto, Ont.

Marine Supplies
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont

Matches
E. B. Eddy Co., Hull, Que.

Mats, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Mauls
Can. Foundries & Forgings, Ltd., Brockville, Ont

Measures, Copper Plated
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Meat Choppers
Landers, Frary & Clark, New Britain, Conn

Mechanical Rubber Products
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Metal Boxes and Drawers
Cameron & Campbell, Toronto.

Metals, Heavy and Shelf
Henry Rogers, Sons & Co., Ltd., Wolverhampton Eng.

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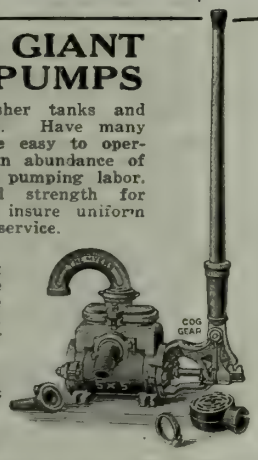
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Hoyt Metal Co., Toronto.
Tallman Brass & Metal Co., Hamilton, Can.
A. C. Leslie & Co., Montreal.

Metallic, Ceilings, Walls, Roofing, Skylights, Siding, Cornices, Ventilators, Valley Windows, Doors, etc.
Pedlar People, Oshawa, Ont.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Metal Specialties
Hamilton Stamp & Stencil Works, Hamilton, Ont.

Mica
Mica Co. of Canada, Ltd., Hull, Que.

Meters
Canadian General Electric Co., Toronto.

Menders, Graniteware, Pot and Pan
Collette Mfg. Co., Collingwood.
H. Nagle Co., Montreal.
North American Hardware Co., Ltd., Montreal.
Vol-Peek Mfg. Co., Montreal.

Micrometers
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.
Canadian Fairbanks-Morse Co., Ltd., Montreal

Milling Cutters
Pratt & Whitney Co. of Canada, Ltd., Dundas

Millboard
E. B. Eddy Co., Ltd., Hull, Que.

Milk Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.

Milk Pails
E. B. Eddy Co., Ltd., Hull, Que.

Mirrors
Toronto Plate Glass Importing Co., Toronto.
Leeks and Potts, Limited, Hamilton, Ont.

Mitre Boxes
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Mitre Box Saws
H. Disston & Sons, Ltd., Toronto.

Molasses Gates
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Mops
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Mop Sticks
Stover Mfg. & Engine Co., Freeport, Ill.

Motors
Canadian General Electric Co., Ltd., Toronto.

Motor Cycles
The Enfield Cycle Co., Ltd., Redditch, Eng.
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.
North American Hardware Co., Ltd., Montreal, Q

Motor Generators
Canadian General Electric Co., Ltd., Toronto
Great West Electric Co., Ltd., Winnipeg, Man
Northern Electric Co., Montreal.

Mullboard, Asbestos
Canadian Asbestos Co., Montreal, Que.

Nails, Wire
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
The Canada Metal Co., Ltd., Toronto.
Dominion Iron & Steel Co., Ltd., Sydney, N.S
The Graham Nail Works, Toronto.
H. S. Howland, Sons & Co., Toronto.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Lewis Bros., Ltd., Montreal.

Name Plate Transfers
Canada Decalomania Co., Ltd., Toronto.
Steel Co. of Canada, Ltd., Hamilton, Ont.
Parmenter & Bulloch, Gananoque, Ont.
Western Wire & Nail Co., London.

Nail Pullers
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn

Nails, Horse Shoe
Steel Co. of Canada, Ltd., Hamilton, Ont.

Neatsfoot Oil
W. Harris & Co., Toronto.

Neckyokes
McKinnon Industries, Ltd., St. Catharines, Ont
Gregg Mfg. Co., Ltd., Winnipeg, Man.

Nipples
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Nipples for Radiators
McKinnon Industries, Ltd., St. Catharines, Ont

Newsprint Paper
E. B. Eddy Co., Ltd., Hull, Que.

Oakum
Canadian Asbestos Co., Toronto, Ont.
Scythes & Co., Ltd., Toronto, Ont.

Oil Burners, Kerosene
The Canada Oil Burner Co., Toronto, Ont.

Oil Cans
Cannon Oiler Co., Keithsburg, Ill.

Oil Cake and Meal
Canada Linseed Oil Co.
Dominion Linseed Oil Co., Toronto.

Oarlocks
McKinnon Industries, Ltd., St. Catharines, Ont

Oil, Coal
Imperial Oil Co., Toronto.

Oils, Cylinder
Imperial Oil Co., Ltd., Toronto.
Prairie City Oil Co., Winnipeg, Man.

Oil Hole Covers
Canadian Winkley Co., Windsor.

Oil, Motor, Road, Harness, Neatsfoot, Separator and gas Engine
The Continental Oil Co., Ltd., Winnipeg, Man.
Imperial Oil Co., Ltd., Toronto.
Prairie City Oil Co., Ltd., Winnipeg, Man.

Oil, Neatsfoot
W. Harris & Co., Toronto.

Oil Stoves
Thos. Davidson Mfg. Co., Ltd., Montreal.

Oil Tanks and Pumps
S. F. Bowser & Co., Inc., Toronto, Can.
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Gilbert & Barker Mfg. Co., Springfield, Mass.

Oiled Clothing
Scythes & Co., Ltd., Toronto, Ont.

Oil Stains
British America Paint Co., Ltd., Victoria, B.C

Oil Storage and Distributing Systems
The S. F. Bowser Co. of Canada, Ltd., Inc., Toronto, Ont.

Oilers
The All-Way Mfg. Co., Toronto.
Cannon Oiler Co., Keithsburg, Ill.
Thos. Davidson Mfg. Co., Ltd., Montreal
Sheet Metal Products Co. of Canada, Ltd., Toronto

Orange Derinders
J. E. Beauchamp & Co., Montreal.

Ornamental Fence
Banwell Hoxie Wire Fence Co., Ltd., Hamilton
McGregor, Banwell Fence Co., Ltd., Walkerville

Ornamental Gates
McGregor, Banwell Fence Co., Ltd., Walkerville

Ornamental Iron and Wire Work
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works, London, Ont.

Packings
Consumers Cordage Co., Montreal.
Canadian Asbestos Co., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Jenkins Bros., Ltd., Montreal.
Scythes, Ltd., Toronto.

Paint, Ready Mixed, House, Barn, Roof, Flat Wall, Concrete, Floor, Cement, Aluminum, Marine and Deck
Brandram-Henderson, Ltd., Montreal.
Canada Paint Co., Montreal.
R. C. Jamieson & Co., Montreal.
Imperial Varnish & Color Co., Toronto.
Lowe Bros., Ltd., Toronto.
Martin-Senour Co., Montreal.
McArthur-Irwin, Ltd.
The Ottawa Paint Works, Limited, Ottawa.
A. Ramsay & Son Co., Montreal.
Sanderson, Pearcy Co., Ltd., Toronto.
Standard Paint & Varnish Co., Ltd., Windsor, Ont.
Stewart & Wood, Toronto.
Sherwin-Williams Co., Montreal.
G. F. Stephens Co., Winnipeg.
Benjamin Moore & Co., Toronto.
British America Paint Co., Ltd., Victoria, B.C.

Paint Brushes
Beeckh Bros., Toronto.
Meakins & Sons, Hamilton.
The Rubberset Co., Limited, Toronto.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.

Paint, Copper
British America Paint Co., Ltd., Victoria, B.C.

Paint and Varnish Remover
Brandram-Henderson, Ltd., Montreal, Que.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal
Martin-Senour Co., Ltd., Montreal
Sherwin-Williams Co., Montreal.
A. Ramsay & Son Co., Montreal.

Paper Balers
Climax Baler Co., Hamilton.
Spielmann Agencies, Montreal

Paint Oil Storage and Handling Systems
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Parcel Carriers
Gine-Hazard Store Service Co., Montreal

Paris Green
Canada Paint Co., Montreal.
McArthur Irwin, Montreal.
Sherwin-Williams Co., Montreal

Paper Bags
E. B. Eddy Co., Ltd., Hull, Que.
Walter Woods & Co., Hamilton.

Paper Napkins
E. B. Eddy Co., Ltd., Hull, Que.

Packing Rubber
Canadian Consolidated Rubber Co., Montreal
Dunlop Tire & Rubber Co., Toronto.
Gutta Percha & Rubber Co., Ltd., Toronto.

Pads
D. Ackland & Sons, Winnipeg.
E. B. Eddy Co., Ltd., Hull, Que.

Pads for Horses
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto.

Patches
W. C. Wood Co., Minneapolis, Minn.

Pails
E. B. Eddy Co., Ltd., Hull, Que.
Thos. Davidson Mfg. Co., Ltd., Montreal
Soren Bros., Toronto.

Pails, Household
E. B. Eddy Co., Ltd., Hull, Que.

Pails, Wooden
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Pastes
Stuart & Foster, Toronto.

Paste, Dry
Stuart & Foster, Toronto.

Perforated Sheet Metals
B. Greening Wire Co., Ltd., Hamilton.
Canada Wire & Iron Goods Co., Hamilton, Ont.

Percolators, Coffee
Canadian General Eletric Co., Toronto.
Great West Elegtric Co., Ltd., Winnipeg, Man
Landers, Frary & Clark, New Britain, Conn.
Northern Electric Co., Ltd., Montreal.

Pickling Machines
Cushman Motor Works, Ltd., Winnipeg.

Peelers, Vegetable
John Burns & Co., Montreal, Que.

Pick Handles
J. H. Still Mfg. Co., St. Thomas, Ont.

Pidgeon Nests
E. B. Eddy Co., Ltd., Hull, Que.

Piston Rings
The Brown Engineering Co., Toronto, Ont.
The Ever Tight Piston Ring Co., St. Louis, Mo.

Piston Rod Packing
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Piston and Valve Packings
Canadian Asbestos Co., Montreal, Que.

Pitch
Scythes & Co., Ltd., Toronto, Ont.

Pistols
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.

Phosphor Tin and Copper
Canada Metal Co., Ltd., Toronto.

Phonographs
Canadian Phonograph & Sapphire Disc Co., Winnipeg, Man.
Dominion Sewing Machine-Phonograph Co., Winnipeg

Pig Iron
A. C. Leslie & Co., Ltd., Montreal
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Steel Co. of Canada, Ltd., Hamilton

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Parmenter & Bulloch, Gananoque

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Wells Bros. Co., of Canada, Ltd., Galt

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Canada Metal Co., Toronto
Canadian Tube & Iron Co., Ltd., Montreal
Caverhill, Learmont & Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton
Thos. Davidson Mfg. Co., Ltd., Montreal
Lewis Bros., Ltd., Montreal

Pipe, Galvanized, Conducter
Pedlar People, Ltd., Oshawa
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg

Pipe, Lead
Canada Metal Co., Toronto
Hoyt Metal Co., Toronto
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Pipe, Stove
Collins Mfg. Co., Toronto
Soren Bros., Toronto

Pipe, Rain Water Conducter
Canada Metal Co., Toronto

Planters, Corn
Otterville Mfg. Co., Otterville, Ont.

Planters and Diggers, Potato
The Bateman-Wilkinson Co., Ltd., Toronto, Ont.

Pliers, Cutting
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Pliers, Combination
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn
Barcalo Mfg. Co., Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.

Plowshares
D. Ackland & Son, Winnipeg

Plugs, Rubber
Canadian Consolidated Rubber Co., Montreal
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Plumbers' Supplies
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Plumbers' Supplies, Rubber
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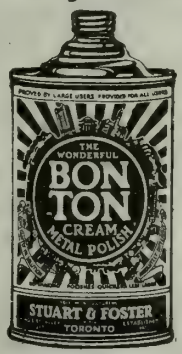
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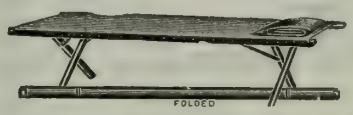
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Vilt Mfg. Co., Montreal, Que.

Polishes, Auto and Furniture
D. Ackland & Son, Ltd., Winnipeg, Man.
Buffalo Specialty Co., Buffalo, N.Y.
Channell Chemical Co., Ltd., Toronto.
Imperial Oil Co., Ltd., Toronto.
Stuart & Foster, Toronto.
Saunders & Co., Montreal, Que.
Vilt Mfg. Co., Montreal, Que.

Polishes, Brass
Stuart & Foster, Toronto.

Polishing Heads
Goodell-Pratt Co., Greenfield, Mass.

Polish, Silver
Stuart & Foster, Toronto.

Polishes, Knife
Jno. Oakey & Sons, London, Eng.
Stuart & Foster, Toronto.

Polish, Cream, Metal
Stuart & Foster, Toronto.

Poles, Electric Light
Northern Electric Co., Montreal

Pole Line Material
Canadian General Electric Co., Ltd., Toronto
Great West Electric Co., Ltd., Winnipeg, Man
Northern Electric Co., Montreal
Pedlar People Ltd., Oshawa
The Steel Co. of Canada, Ltd., Hamilton, Ont.

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Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
A. C. Leslie & Co., Ltd., Montreal
B. Greening Wire Co., Ltd., Hamilton.

Powder, Gun
Hercules Powder Co., Delaware.

Poultry Leg Bands
Rideau Specialty Co., Smith's Falls, Ont.

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Can. Foundries & Forgings, Ltd., Brockville, Ont.
Stover Mfg. & Engine Co., Freeport, Ill.

Pumps
Beatty Bros., Ltd., Fergus
Can. Foundries & Forgings, Ltd., Brockville, Ont.
R. McDougall Co., Ltd., Galt.
F. E. Myers & Bro., Ashland, Ohio.
Steel Trough & Machine Co., Ltd., Tweed, Ont.

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Cannon Oiler Co., Keithsburg, Ill.

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North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.

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Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Putty
Brandram-Henderson, Montreal.
R. C. Jamieson & Co., Ltd., Montreal
Canada Paint Co., Montreal
Benjamin Moore & Co., Ltd., Toronto
A. Ramsay & Son Co., Montreal
Steel Co. of Canada, Ltd., Hamilton
G. F. Stephens & Co., Winnipeg
Stewart & Wood, Toronto.
Sherwin-Williams Co., Montreal

Pneumatic Tubes
Gipe Hazard Store Service Co., Toronto

Putty Irons
The A. R. Whittal Can. Co., Ltd., Montreal.

Pulleys
Canada Foundries & Forgings, Brockville
Stover Mfg. & Engine Co., Freeport, Ill.

Quoits
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Racks, Hay
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Radiators
The Dominion Radiator Co., Ltd., Toronto.
The Gurney Foundry Co., Ltd., Toronto.
Rapid Radiators, Limited, Toronto, Ont.

Radiator Valves
Jenkins Bros., Ltd., Montreal

Radiolite Watches
R. H. Ingersoll & Bro., Montreal, Que.

Railroad Supplies, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Jas. Morrison Brass Mfg. Co., Toronto

Rat Poison
The Common Sense Mfg. Co., Toronto.

Rakes
Coleman Fare Box Co., Toronto.
Shurly-Dietrich Co., Ltd., Galt, Ont.
Ward & Payne, Sheffield, Eng.

Razors
Auto-Strop Safety Razor Co., Toronto
Geo. Butler & Co., Ltd., Sheffield, Eng.
Caverhill, Learmont & Co., Montreal
Geneva Cutlery Co., Geneva, N.Y.
James Hutton & Co., Montreal
Gillette Safety Razor Co., Ltd., Montreal
Landers, Frary & Clark, New Britain, Conn.
Wilkinson Sword Co., Limited, London, Eng.

Reamers
Pratt & Whitney Co. of Canada, Ltd., Dundas
Butterfield & Co., Rock Island, Que.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Ratchet Drills
Goodell-Pratt Co., Greenfield, Mass.

Reciprocating Drills
Goodell-Pratt Co., Greenfield, Mass.

Refrigerators
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sandersen-Harold Co., Ltd., Paris, Ont.
Soren Bros., Toronto

Refrigerator Drip Pans
E. B. Eddy Co., Ltd., Hull, Que.

Registers
Barton Netting Co., Ltd., Windsor, Ont.
Canada Foundries & Forgings, Brockville
Enterprise Mfg. Co., Sackville, N.B.
Jas. Stewart Mfg. Co., Woodstock, Ont.

Rifles
Harrington & Richardson Arms Co., Worcester, Mass.

Rivets
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Parmenter Bulloch Co., Gananoque, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Rivet Burrs
The Union Iron & Metal Co., Ltd., Toronto.

Rods, Straightened
The Graham Nail Works, Toronto.

Roofing Cement and Paint
The Alpine Chemical Co., Ltd., Toronto.
Geo. W. Reed & Co., Ltd., Montreal, Que.

Roofing, Ready
Bird & Son, Hamilton, Can.
Barrett Co., Ltd., Toronto, Ont.
Bishopric Wall Board Co., Ltd., Ottawa, Ont.
Brantford Roofing Co., Ltd., Brantford, Ont.
Canadian Roofing Co., Ltd., Windsor, Ont.
Geo. W. Reed & Co., Ltd., Montreal, Que.
Standard Paint Co., of Canada, Ltd., Montreal
Alex. McArthur & Co., Montreal, Que.

Roofing, Rubber
Canadian Asbestos Co., Montreal, Que.
Geo. W. Reed & Co., Ltd., Montreal, Que.

Rope Grips
Coleman Fare Box Co., Toronto.

Rope
Doon Twines, Ltd., Kitchener, Ont.
Plymouth Cordage Co., North Plymouth, Mass.
Consumers Cordage Co., Montreal, Que.
Independent Cordage Co., Toronto, Ont.
Brantford Cordage Co., Brantford, Ont.

Rosin
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont.
Fred Smith, Toronto, Ont.

Rubber Products
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber, Ltd., Toronto.

Rubber, Vulcanizing
Adamson Mfg. Co., Hamilton, Ont.

Rules
Jas. Chesterman & Co., Sheffield, Eng.
L. S. Starrett Co., Athol, Mass.

Rules, Steel, Straight and Folding Rules, Folding Boxwood
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Rules, Spring Joint
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Rules, Board and Log
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Sand Paper
United States Sand Paper Co., Williamsport, Pa.

Saddlery Hardware
McKinnon Industries, Ltd., St. Catharines.

Sap Pans
Steel Trough & Machine Co., Ltd., Tweed, Ont.

Saws, Crosscut and Band
T. F. Shurly Co., Ltd., St. Catharines, Ont.
Shurly-Dietrich Co., Ltd., Galt, Ont.

Sawset
Taylor-Forbes Co., Limited, Guelph, Ont.

Saws, Butcher's
Shurly-Dietrich Co., Ltd., Galt, Ont.

Saws, Hand and Circular
E. C. Atkins Co., Hamilton, Can.
Henry Disston & Sons, Toronto.
Fry's (London), Limited, London, Eng.
T. F. Shurly Co., Ltd., St. Catharines, Ont.
Simonds Canada Saw Co., Montreal.
Shurly-Dietrich Co., Ltd., Galt, Ont.
Victor Saw Works, Hamilton, Ont.

Saws, Hack
The Millers Falls Co., Millers Falls, Mass.

Scissors
The Acme Shear Co., Bridgeport, Conn.

Scales
The Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Renfrew Scale Co., Ltd., Renfrew, Ont.
The Northern Electric Co., Montreal.

Scales, Machinists'
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Scrap, Iron and Steel (Buyers)
S. Solway & Sons, Toronto, Ont.

Scrapers, Drag and Wheel
Bateman-Wilkinson Co., Ltd., Toronto.

Scoops
Canadian Shovel & Tool Co., Hamilton, Can.
D. F. Jones Mfg. Co., Gananoque, Ont.

Screws
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Screws, Wood
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Screen Doors
The Kasement Skrene Dore Co., Toronto.
J. H. Williams & Co., Brooklyn, N.Y.
Sanderson-Harold Co., Ltd., Paris, Ont.

Screen Windows
The Kasement Skrene Dore Co., Toronto.
Sanderson-Harold Co., Ltd., Paris, Ont.

Screw Machines
Stratford Brass Co., Ltd., Stratford, Ont.

Seats
Canadian Veneering Co., Acton Vale, Que.
J. E. Beauchamp & Co., Montreal, Que.

Gorden Seats
J. E. Beauchamp & Co., Montreal, Que.

Seats, Fibre
J. E. Beauchamp & Co., Montreal, Que.

Separators
Sharples Separator Co., West Chester, Pa.

Sewing Machines
Northern Electric Co., Ltd., Montreal, Que.

Shades, Electric
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Shears
The Acme Shear Co., Bridgeport, Conn.

Sheeting
Alex. McArthur & Co., Montreal, Que.

Sheets, Galvanized and Black
American Rolling Mills, Middleton, Ohio.
A. C. Leslie & Co., Montreal, Que.
Dominion Sheet Metal Co., Hamilton.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
B. & S. H. Thompson, Montreal, Que.

Ships' Bottom Composition
British America Paint Co., Ltd., Victoria, B.C.

Shovels
Canadian Shovel & Tool Co., Hamilton, Can.
D. F. Jones Mfg. Co., Gananoque, Ont.

Shovels, Snow
J. E. Beauchamp & Co., Montreal, Que.
Coleman Fare Box Co., Toronto.

Shingle Stains
The Alpine Chemical Co., Ltd., Toronto.
British America Paint Co., Ltd., Victoria, B.C.
Sturgeons, Ltd., Toronto.

Sifters, Ash
The Burrowes Mfg. Co., Toronto.
Furnival & Co., Toronto.
J. Samuels & Co., Toronto.

Signs, Street
The Niagara Falls Metal Stamp'g Works, Niagara Falls, N.Y.

C-P Paris Green

Wanted on Every Side

THE abnormal heat, the increasing acreage in potatoes, etc., the high value of C-P Paris Green, and the knowledge that there is none better, account for the tremendous demand this season. It will soon clear dealers who haven't re-ordered out of stock. Look over *your* stock.

Have you re-ordered yet?

Meet the Enormous Demand

C-P Paris Green is better than the standard required by the Dominion Government. It is absolutely safe, being prepared with such scientific skill that the *free arsenic* is infinitesimal, and *cannot harm* the plants. This makes it economical and extraordinarily effective. Stays well in suspension and clings to the leaves in spite of rain.

The farmers in your district will require more of it—send your repeat order now—and don't let sales go elsewhere.



THE CANADA PAINT CO.
LIMITED

Paint, Varnish and Dry Color Makers,
Linseed Oil Crushers

Makers of the Famous "Elephant Brand" White Lead

572 William St., Montreal
112 Sutherland Ave., Winnipeg

Toronto Calgary Halifax
Oxide Mines, Red Mill, Que.

The Farmers Are Needing a Great Deal More Paris Green This Year.

THIS warm June has brought out the bugs in armies that have to be destroyed at once, with *more* and still *more* Paris Green.

You will need *extra* stock to meet the increased demand.

Many dealers have already sent in their repeat orders. The call on every hand is for Berger's. Your customers will go where they can get Berger's, because Berger's "kills the bugs."

It contains a minimum of free arsenic, yet has greater strength than the Government standard, so that Berger's kills effectively without danger of injuring the foliage.

It does not wash off easily, is light in gravity and stays well in suspension. Can be used dry or in solution.

BERGER'S PARIS GREEN

the S-W Product

—is used the world over. Put up in ½, 1 and 2-lb. tins and papers—in 25, 50 and 100-lb. steel drums—in arsenic kegs and petroleum barrels.

Wire your repeat order to-day.



THE SHERWIN-WILLIAMS CO.

of Canada, Limited

Paint, Varnish and Color Makers, Linseed Oil Crushers
897 Centre Street, Montreal
110 Sutherland Ave., Winnipeg

Toronto
Winnipeg London
Calgary Vancouver
and Halifax

A Right Quality Product for Every Purpose

INVITATION
to all
SHERWIN-WILLIAMS
Agents and Dealers

Are your opinions worth 5 minutes of your time ?

We believe they are

Every man attaches some value to his opinions. *You* value yours ---and that is why *we* value them

THEY MEAN---

1. Useful ideas which can be applied for our mutual benefit.
2. That your good-will is not a mere passive interest—but rather, a wide-awake desire to see S-W Products more widely used than ever.

Possibly you are one who overlooked the invitation sent out in S-W-P last week, to send us your ideas and opinions.

Before it slips your mind, hunt the form up and mail it to-day, filled out. If you did not receive one let us know by post card.

THE SHERWIN-WILLIAMS CO.
of Canada, Limited
897 CENTRE STREET, MONTREAL
112 SUTHERLAND AVENUE, WINNIPEG



THE BUYERS' GUIDE

Silo Lugs
Otterville Mfg. Co., Otterville, Ont.

Silverware
Can. Wm. A. Rogers Co., Ltd., Toronto.
Messrs. Wm. Rogers and His Son, Niagara Falls, Ont.
Caverhill, Learmont & Co., Montreal, Que.

Sinks
Can. Foundries & Forgings, Ltd., Brockville, Ont

Silver Plated Ware
Oneida Community, Ltd., Niagara Falls, Ont.

Sleighs
J. E. Beauchamp & Co., Montreal, Que.

Snow Shoes
The Northland Ski Co., St. Paul, Minn.

Snow Shoe Harness
The Northland Ski Co., St. Paul, Minn.

Skis
The Northland Ski Co., St. Paul, Minn.

Ski Accessories, Bindings, Wax and Poles
The Northland Ski Co., St. Paul, Minn.

Skates
The Canada Cycle & Motor Co., Ltd., Weston, Ont
The Can. Flexible Skate Co., Ltd., Parry Sound

Sifters, Ash
Collins Mfg. Co., Toronto, Ont.
Soren Bros., Toronto, Ont.

Solder
J. E. Beauchamp & Co., Montreal, Que.
Canada Metal Co., Toronto
Hoyt Metal Co., Toronto
Northern Electric Co., Montreal
Owl Metal Co., Ltd., Winnipeg
Geo. W. Reed, Montreal
Tallman Brass & Metal Co., Hamilton, Ont.

Soldering Paste
Canada Metal Co., Toronto
Great West Electric Co., Ltd., Winnipeg, Man

Soldering Irons (Electric)
The Clemens Electrical Corporation, Hamilton.

Solderall
Thos. Davidson Mfg. Co., Ltd., Montreal.

Soles, Half
Anglo-Canadian Leather Co., Toronto.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Goodyear Tire & Rubber Co. of Canada, Ltd., Toronto, Ont.
Plewes Ltd., Winnipeg, Man.

Soot, Destroyer
Canada Witch Co., Ltd.
Moncrieff & Endress, Ltd., Winnipeg, Man.

Soap Dishes
Kinzinger Bruce & Co., Niagara Falls, Ont.

Spades
Canadian Shovel & Tool Co. Hamilton, Ont
D. F. Jones Mfg. Co., Gananoque, Ont.

Spark Plugs
The Canadian National Carbon Co., Ltd., Toronto
Canada Cycle & Motor Co., Ltd., Weston, Ont
Canada Sales Co., Toronto, Can.
Great West Electric Co., Ltd., Winnipeg, Man
Champion Spark Plug Co., Windsor, Ont.
Dominion Battery Co., Ltd., Toronto, Ont.
Eclipse Mfg. Co., Indianapolis, Ind.
W. T. Evans, 1694 St. Urbain St., Montreal
Hyslop Bros., Toronto
The Lockwood-Ash Motor Co., Jackson, Mich
Northern Electric Co., Ltd., Toronto
The Royal Canadian Specialties, Hamilton.
Sharp Spark Plug Co., Cleveland, Ohio
Walker, Vallance, Limited, Hamilton, Ont.

Spanners
Herbert Terry & Sons, Redditch, Eng.
Williams & Co., J. H., Brooklyn, N.Y.

Spice Tubs
E. B. Eddy Co., Ltd., Hull, Que.

Spiders
Can. Foundries & Forgings, Ltd., Brockville, Ont

Spinnings
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Spring and Presswork Specialties
Herbert Terry & Sons, Ltd., Redditch, Eng.

Spoke Shaves
Stanley Rule & Level Co., New Britain, Conn

Sponge Baskets
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Sporting Goods
J. E. Beauchamp & Co., Montreal, Que.

Sportsmen's Specialties
The Marble Arms & Mfg. Co., Gladstone, Mich

Sprayers
Bateman-Wilkinson Co., Ltd., Toronto.
Collins Mfg. Co. Toronto
Thos. Davidson Mfg. Co., Ltd., Montreal.
Eureka Planter Co., Woodstock

Springs
R. J. Coghlin Co., Ltd., Montreal, Que
Guelph Spring & Axle Co., Ltd., Guelph, Ont.

Spring Dies
Wells Bros. Co. of Canada, Galt

Stable Fittings
Beatty Bros., Fergus, Ont.
Canada Foundries & Forgings, Brockville.

Stains
Brandram-Henderson, Montreal
Canada Paint Co., Ltd., Montreal
Dougall Varnish Co., Ltd., Montreal
The Lowe Bros. Co., Toronto
R. C. Jamieson & Co., Ltd., Montreal
Manton Bros., Toronto.
Martin-Senour Co., Ltd., Montreal
McArthur-Irwin, Ltd.
Benjamin Moore & Co., Ltd., Toronto
A. Ramsay & Sons Co., Montreal
The Ottawa Paint Works, Limited, Ottawa.
Sanderson Pearcy & Co., Toronto.
Sherwin-Williams Co., Montreal
Spielman Agencies Ltd., Montreal
G. F. Stephens & Co., Winnipeg
Stewart & Woods, Toronto.
Sturgeons, Ltd., Toronto.

Stains (Wood Preservatives)
Sturgeons, Ltd., Toronto.

Stampings
Coleman Fare Box Co., Toronto.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Staples
Canada Steel Goods Co., Hamilton
Laidlaw Bale-Tie Co., Ltd., Hamilton
National Mfg. Co., Sterling, Ill.
Steel Co. of Canada, Ltd., Hamilton
Western Wire & Nail Co., London

Steel Wool
The American Steel Wool Mfg. Co., New York.

Stoneware
Medalta Stoneware, Ltd., Medicine Hat, Alta.

Store Fixtures
Cameron & Campbell, Toronto.

Stoves
Beach Foundry Co., Ltd., Ottawa, Ont.
Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.
Canada Foundries & Forgings, Brockville.
Canada Stove & Foundry Co., Ltd., St. Laurent, Montreal, Que.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Enterprise Foundry Co., Sackville, N.B.
The Empire Stove and Furnace Co., Ltd., Owen Sound.
Findlay Bros. & Co., Ltd., Carleton Place, Ont.
The Galt Stove & Furnace Co., Ltd., Galt, Ont.
The Gurney Foundry Co., Ltd., Toronto.
Hall, Zyrd Foundry Co., Ltd., Hespeler, Ont.
The Hamilton Stove & Heater Co., Hamilton, Ont.
Merchants Hardware Specialties, Ltd., Calgary.
Record Foundry & Machine Co., Moncton, N.B.
Jas. Stewart Mfg. Co., Ltd., Woodstock

Stove Renovators
The Flexible Conduit Co., Ltd., Guelph, Ont.

Stoves, Vapor Oil
The Detroit Vapor Stove Co., Detroit, Mich.

Stoves, Fireless Cook
Louis McLain Co., Ltd., Winnipeg, Man.
Royal Fireless Cooker Co., Ottawa, Ont.

Stoves, Gas and Coal
The Gurney Foundry Co., Ltd., Toronto.
The Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.

Stoves, Gasoline
National Stamping & Electric Works, Chicago

Stove Lining
Geo. W. Reed, Montreal.

Stove Pipe
Collins Mfg. Co., Toronto
Thos. Davidson Mfg. Co., Ltd., Montreal.

Steel Bands
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Steel, Cold Rolled Band
J. E. Beauchamp & Co., Montreal, Que.
J. N. Warminton & Co., Montreal, Que.

Strapping, Box
The Acme Steel Goods Co., Ltd., Montreal.

Stretchers, Curtain
Otterville Mfg. Co., Otterville, Ont.

Stretchers, Wire
Banwell Hoxie Wire Fence Co., Ltd., Hamilton
Merchants Hardware Specialties, Ltd., Calgary
Otterville Mfg. Co., Otterville, Ont.

Steel, Reinforcing
Canadian Rolling Mills Co., Ltd., Montreal
Canadian Tube & Iron Co., Ltd., Montreal
London Rolling Mill Co., London, Ont
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Steel, Strip
Dominion Sheet Metal Co., Ltd., Hamilton

Steel Lockers and Shelving
Dennis Wire & Iron Works, London, Ont.

Stencils and Ink
Hamilton Stamp & Stencil Co., Hamilton

Steamers and Boilers
Thos. Davidson Mfg Co., Ltd., Montreal.

Steel, Mild, Sleigh Shoe, Tire
Canadian Rolling Mills Co., Ltd., Montreal.
Canadian Tube & Iron Co., Ltd., Montreal
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man
Steel Co. of Canada, Hamilton

Steel Wagon Hardware
McKinnon Industries, Ltd., St. Catharines, Ont

STUCCO BOARD
Bishopric Wall Board Co., Ltd., Ottawa, Ont

Sweat Pads
American Pad & Textile Co., Chatham

Burlington Windsor Blanket Co., Toronto.

Switches, Switchboards
Canadian General Electric Co., Ltd., Toronto
Great West Electric Co., Ltd., Winnipeg, Man
Northern Electric Co., Montreal.

Tacks
Steel Co. of Canada, Ltd., Hamilton, Ont.

Tanks, Cistern
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont
R. McDougall Co., Ltd., Galt, Ont.

Tanks, Galvanized Steel
Steel Trough & Machine Co., Ltd., Tweed, Ont.
Winnipeg Ceiling & Roofing Co., Winnipeg

Tanks, for Paint Oils, Oil, Gasoline, Kerosene, etc.
The S. F. Bowser Co. of Canada, Ltd., Inc., Toronto, Ont.

Tanks and Pumps, Lubricating Oil Storage
The S. F. Bowser Co. of Canada, Ltd., Inc., Toronto, Ont.

Taps
Butterfield & Co., Rock Island, Que.
Pratt & Whitney Co. of Canada, Ltd., Dundas.
Wells Bros. Co. of Canada, Galt, Ont.

Tap Holders
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.

Tapping Attachments
Pratt & Whitney Co. of Canada, Ltd., Dundas.
Wells Bros. of Canada, Galt

Tape, Rubber Friction
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Tapes, Measuring, Steel and Woven
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Tapes, Measuring
Caverhill, Learmont & Co., Montreal
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
L. S. Starrett Co., Athol, Mass.

Tapes, Pocket
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Tarpaulin
Scythes & Co., Ltd., Toronto, Ont.

Tea Pots and Urns, Tea Ball
Landers, Frary & Clark, New Britain, Conn.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Tents
Finnie & Murray, Ltd., Winnipeg.
Grant, Holden & Graham, Ltd., Ottawa, Ont.
Scythes & Co., Ltd., Toronto, Ont.
J. J. Turner & Sons, Ltd., Peterboro, Ont.

Terne Plates
A. C. Leslie & Co., Ltd., Montreal

Thimbles, Smoke Pipe
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Tiling, Walls and Floor
Barton Netting Co., Windsor

Tiling, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber Co., Ltd., Toronto

Tinsmiths' Machinery
Brown, Boggs Co., Hamilton, Ont.

Tinware
Soren Bros., Toronto, Ont.

Tin Plate
Joseph R. Martin & Co., Montreal, Que.
R. & S. H. Thompson & Co., Ltd., Montreal, Que

Tire Carriers, Automobile
Kinzinger Bruce & Co., Niagara Falls, Ont.
North American Hardware Co., Ltd., Montreal, Q.

Tires and Tubes, Automobile and Motor Truck
Canadian Consolidated Rubber Co., Montreal.
Crown Cycle & Motor Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber, Ltd., Toronto.
Hyslop Bros., Toronto, Ont.
K. & S. Canadian Tire & Rubber Co., Ltd., Toronto, Ont.
North American Hardware Co., Ltd., Montreal
The F. E. Partridge Rubber Co., Ltd., Guelph.
The Sterns Tire & Tube Co. of Canada, Ltd. Toronto, Ont.
The Van Der Linde Rubber Co., Toronto.

SERVICE

Hardware and accessory dealers will be glad to know that
Products Service is
The most complete
Because
"MOTOR PRODUCTS LIMITED"
Are the only exclusively Wholesale Accessory House in Manitoba
We stock and give service on
Willard Batteries
Any accessory or part.
Are official Atwater Kent Service Station.
Distributors of Royal Oak Tires.
For universal service try us.

Motor Products
Limited
EVERYTHING FOR MOTORISTS

THE BUYERS' GUIDE

Ties, Wall and Veneer
The Niagara Falls Metal Stamp'g Works, Niagara Falls, N.Y.

Tire Patch
Dunlop Tire and Rubber Goods Co., Ltd., Toronto
The Locktite Mfg. Co., Windsor, Ont.
W. C. Wood Co., Minneapolis, Minn.

Tires and Tubes, Automobile, Aeroplane, Bicycle, Carriage, Motorcycle, and Motor Trucks
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Tire Accessories
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber, Ltd., Toronto.
W. C. Wood Co., Minneapolis, Minn.

Tire Repairs
W. C. Wood Co., Minneapolis, Minn.

Trucks
Canadian Pneumatic Tool Co., Ltd., Montreal, Q
Kribs, Wm. A., Hespeler, Ont.

Truck Supplies
Canadian Pneumatic Tool Co., Ltd., Montreal, Q

Toboggans
J. E. Beauchamp & Co., Montreal, Que.
Peterborough Canoe Co., Peterborough, Ont.
The Northland Ski Co., Ltd., St. Paul, Minn.

Toboggan Cushions and Accessories
The Northland Ski Co., St. Paul, Minn.

Toilet Paper
E. B. Eddy Co., Ltd., Hull, Que.

Tools
Canadian Fairbanks-Morse Co., Ltd., Montreal
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
R. J. Coghlin Co., Ltd., Montreal, Que.
J. J. Turner & Sons, Ltd., Peterboro, Ont.
Jardine & Co., Ltd., A. B., Hespeler, Ont.
The Millers Falls Co., Millers Falls, Mass.
Northern Electric Co., Montreal.
North Bros. Mfg. Co., Phuadelphia, Pa.
Pratt & Whitney, Dundas, Ont.
The Rapid Tool and Machine Co, Ltd., Montreal.
Smith & Heminway, Inc., Irvington, N.Y.
Ward & Payne, Sheffield, Eng.

Tools, Blacksmiths'
D. Ashland & Son, Winnipeg.
Jardine & Co., Ltd., A. B., Hespeler, Ont.

Tool Cabinets
Eagle Mfg. Co., Hamilton, Ont.

Tools, Garden
The Bateman-Wilkinson Co., Ltd., Toronto. Ont.
Coleman Fare Box Co., Toronto, Ont.
Eureka Planter Co., Woodstock
Ward & Payne, Sheffield, Eng.

Tools, Harvest
Beatty Bros., Ltd., Fergus, Ont.
F. E. Myers & Bro., Ashland, O.

Tools, Hay
Louden Machinery Co., of Canada, Ltd., Guelph.

Tools, Logging and Lumbering
Canadian Warren Axe & Tool Co., St. Catharines.
Thos. Pink Co., Ltd., Pembroke, Ont.

Tool Holders
Williams & Co., J. H., Brooklyn, N.Y.

Toys
J. E. Beauchamp & Co., Montreal, Que.
The Belleville Hardware & Lock Mfg. Co., Belleville, Ont.
Coleman Fare Box Co., Toronto.
The Crown Mfg. Co., Hamilton, Ont.
Gendron Mfg. Co., Ltd., Toronto.

Tools, Machinists'
L. S. Starrett Co., Athol, Mass.
Goodell-Pratt Co., Greenfield, Mass.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.

Tools, Small
Pratt & Whitney Co. of Canada, Ltd., Dundas

Towel Bars
Kinzinger Bruce & Co., Niagara Falls, Ont.

Transfer Decalcomania
Canada Decalomania Co., Ltd., Toronto.

Traps, Brass, Iron, Lead
Canada Metal Co., Toronto.

Traps, Game
The Niagara Falls Metal Stamp'g Works, Niagara Falls, N.Y.
Gnecia Community, Ltd., Niagara Falls, Ont.

Troughs
Beatty Bros., Fergus, Ont.

Trammel Points
Stanley Rule & Level Co., New Britain, Conn.

Trowels
H. Disston & Sons, Toronto
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn
Ward & Payne, Sheffield, Eng.

Trucks, Warehouse
Canadian Pneumatic Tool Co., Ltd., Montreal
Canada Foundries & Forgings, Brockville
Wm. Kribs, Hespeler, Ont.
John Watson Mfg. Co., Ltd., Winnipeg, Man.

Try Squares
Henry Disston & Sons Co., Toronto
Stanley Rule & Level Co., New Britain, Conn.

Truing Devices
Cleveland Stone Co., Cleveland, Ohio

Tube Rubber
K. and S. Canadian Tires, Ltd., Toronto, Ont.

Tungsten Lamps
Canadian Laco-Phillips Co., Toronto
Great West Electric Co., Ltd., Winnipeg, Man
North American Hardware Co., Ltd., Montreal

Turning Tools
Ward & Payne, Sheffield, Eng.

Tubs
Wm. Cane & Sons Co., Ltd., Newmarket, Ont

Tubs, Butter (Covered)
E. B. Eddy Co., Ltd., Hull, Que.

Tub Stands, Folding
Otterville Mfg. Co., Otterville, Ont.

Tube, Rubber
K. & S. Canadian Tire and Rubber Co., Ltd., Toronto, Ont.

Tumbler Holders
Kinsinger, Bruce & Co., Niagara Falls, Ont.

Tubing, Brass
B. & S. H. Thompson & Co., Ltd., Montreal, Que.

Tubing, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
K. & S. Canadian Tire and Rubber Co., Ltd., Toronto, Ont.

Tubing, Steel
Standard Tube & Fence Co., Woodstock.

Turpentine
Brown Corporation, Portland, Maine.
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont.
Fred Smith, Toronto.
Stewart & Wood, Toronto.

Twines
Consumers' Cordage Co., Montreal.
Doon Twines, Ltd., Kitchener, Ont.
Scythes & Co., Ltd., Toronto.
Walter Woods & Co., Hamilton.

Vacuum Cleaners and Sweepers
Bissell Carpet Sweeper Co. of Canada, Ltd., Niagara Falls, N.Y.
The Clements Mfg. Co., Ltd., Toronto.
The Daisy Vacuum Cleaner Co., London, Eng.
The Hurley Machine Co., Ltd., Toronto.
McDonald & Willson, Ltd., Toronto, Ont.
Northern Electric Co., Ltd., Montreal, Que.

Valves, Air
The Penberthy Injector Co., Ltd., Windsor, Ont.

Valves, Brass
National Brass Co., London, Ont.
The Penberthy Injector Co., Ltd., Windsor, Ont.
United Brassfounders Ltd., Manchester, Eng.

Valves, Standard, Globe, Angle and Check
Canadian Fairbanks-Morse Co., Montreal.
Jenkins Bros., Montreal, Que.
The Penberthy Injector Co., Ltd., Windsor, Ont.
Jas. Morrison Brass Mfg. Co., Toronto.

Valves, Radiator and Air, Iron Body, Composition, Globe, Angle, Check
Canadian Fairbanks-Morse Co., Montreal.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Jenkins Bros., Ltd., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
United Brassfounders Ltd., Manchester, Eng.

Varnishes—Auto, Coach, House, Marine
Berry Brothers, Walkerville.
Boston Varnish Co., Everett Station, Boston.
Brandram-Henderson, Ltd., Montreal.
British America Paint Co., Ltd., Victoria, B.C.
Canada Paint Co., Montreal.
Dougall Varnish Co., Ltd., Montreal.
Glidden Varnish Co., Ltd., Toronto, Ont.
Wm. Harland & Sons, Toronto, Ont.
Imperial Varnish & Color Co., Ltd., Toronto.
International Varnish Co., Ltd., Montreal, Que.
McArthur Irwin, Montreal.
Martin-Senour Co., Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son, Montreal.
R. C. Jamieson & Co., Montreal.
Pratt & Lambert, Bridgeburg, Ont.
Sanderson Pearcy & Co., Toronto.
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.
Stewart & Wood, Toronto.
The Ottawa Paint Works, Limited, Ottawa.
Wilkinson & Kompass, Hamilton.

Vehicles, Business
Canadian Pneumatic Tool Co., Ltd., Montreal, Q.

Veneer Seats
J. E. Beauchamp & Co., Montreal, Que.
Canadian Veneering Co., Acton Vale, Que.

Ventilators, Metallic
Winnipeg Ceiling & Roofing Co., Winnipeg.

Vermin Exterminator
The Common Sense Mfg. Co., Toronto.

Vises
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
Lewis Bros., Ltd., Montreal.
National Machinery & Supply Co., Hamilton.
North Bros. Mfg. Co., Philadelphia, Pa.
Plewes Ltd., Winnipeg, Man.
The Rock Island Mfg. Co., Rock Island, Ill.
The Rapid Tool and Machine Co., Ltd., Montreal.
Stanley Rule & Level Co., New Britain, Conn.
Stover Mfg. & Engine Co., Freeport, Ill.

Vises, Chain Pipe
Williams & Co., J. H., Brooklyn, N.Y.

Vulcanizers
Adamson Mfg. Co., Hamilton.
Northern Electric Co., Montreal.
The Presto Patch Co., Toronto, Ont.
C. A. Shaler Co., Waupun, Wis.

Wagon Hardware
Gregg Mfg. Co., Ltd., Winnipeg, Man.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Wagon Woodwork
West-Woods, Ltd., Winnipeg, Man.

Wallboard
Bishopric Wall Board Co., Ltd., Ottawa, Ont.

Wall Finish
British America Paint Co., Ltd., Victoria, B.C.

Walnut Seats
Canadian Veneering Co., Acton Vale, Que.
C. Kloepfer, Ltd., Toronto.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Stanley Works, New Britain, Conn.

Warmers, Foot
Chicago Flexible Shaft Co., Chicago, Ill.

Washers
Beauchamp & Co., J. E., Montreal, Que.
DesRochers, Ltd., Montreal, P.Q.
Steel Co. of Canada, Ltd., Hamilton.
Otterville Mfg. Co., Otterville, Ont.
The Union Iron & Metal Co., Ltd., Toronto.
Wilkinson & Kompass, Hamilton.

Washers, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Washing Machines, Electric, Hand and Power
Beatty Bros., Fergus, Ont.
J. H. Connor & Son, Ltd., Ottawa.
Dowswell, Lees & Co., Hamilton.
The Gurney Foundry Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
The Hurley Machine Co., Ltd., Toronto.
Kribs, Wm., Hespeler, Ont.
Geo. C. Kaitting & Son, Galt, Ont.
Maytag Co., Ltd., Winnipeg, Man.
Maxwells Ltd., St. Mary's, Ont.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
McDonald & Willson, Ltd., Toronto.
Nineteen Hundred Washer Co., Toronto, Ont.
The One Minute Washer Co., Toronto, Ont.

Waste, Cotton
Acme Waste Mfg. Co., Toronto.
E. Pullan Waste & Wipers Co., Toronto.
Scythes & Co., Ltd., Toronto.
Wilkinson & Kompass, Hamilton.

Wash Boards
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
E. B. Eddy Co., Ltd., Hull, Que.

Wash Tubs
E. B. Eddy Co., Ltd., Hull, Que.
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Watches
R. H. Ingersoll & Bro., Montreal, Que.

Watch Specialties
R. H. Ingersoll & Bro., Montreal, Que.

Waterproof Clothing
The Tower Canadian Ltd., Toronto, Ont.

Weather Stripping
Best Weatherstrip Co., Ltd., Hamilton, Ont.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
The Swan Mfg. Co., Winnipeg, Man.

Wedges
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canadian Warren Axe & Tool Co., St. Catharines, Ont.

Whitewash Outfits
Collins Mfg. Co., Toronto.
Spramotor Co., London, Ont.

Waterproof Goods
J. J. Turner & Sons, Ltd., Peterboro, Ont.

Weeders, Garden (hand)
J. E. Gilson Co., Port Washington, Wis.
C. S. Norcross & Sons, Bushnell, Ill.

Weights
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Wheelbarrows, Garden and Contractors
Erie Iron Works, Ltd., St. Thomas, Ont.
Bateman, Wilkinson Co., Ltd., Toronto, Ont.

Wheels, Well
J. E. Beauchamp & Co., Montreal, Que.
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Wheeled Goods
The Crown Mfg. Co., Hamilton, Ont.

Whips
J. E. Beauchamp & Co., Montreal, Que.

Whistles
The Penberthy Injector Co., Ltd., Windsor, Ont.

Wholesale Hardware
J. H. Ashdown Hardware Co., Ltd., Winnipeg.
Caverhill, Learmont & Co., Montreal.
J. E. Beauchamp & Co., Montreal, Que.
Frothingham & Workman, Montreal.
H. S. Howland Sons & Co., Toronto.
Lewis Bros., Ltd., Montreal.
Merrick Anderson Co., Winnipeg, Man.
Miller-Morse Co., Winnipeg, Man.
Morrison Blackwood Hardware Ltd., Moose Jaw, Sask.
Rice Lewis & Sons, Ltd., Toronto.
W. Walker & Sons Ltd., Toronto, Ont.
White's, Ltd., Collingwood, Ont.



DUNLOP TIRES —EVERYWHERE

¶ Dunlop Traction Tread can be bought in a greater number of garages than any other tire. Same with all the rest of the "Two Hands" Tire family: Dunlop Cord — "Traction" and "Ribbed"; Dunlop Regular—"Traction," "Special," "Ribbed," "Clipper," "Plain."

¶ Any place that is good enough for you to drop into in search of a casing, tube or some gasoline, oil or free air, is a good enough place for us to sell Dunlop Tires. In these days when tire service is priceless—it is something to know that Dunlop Distribution is of the most far-reaching character—the most successful "Tire-When-It's-Wanted" co-operation ever achieved in Canada.

Dunlop Tire & Rubber Goods Co., Limited

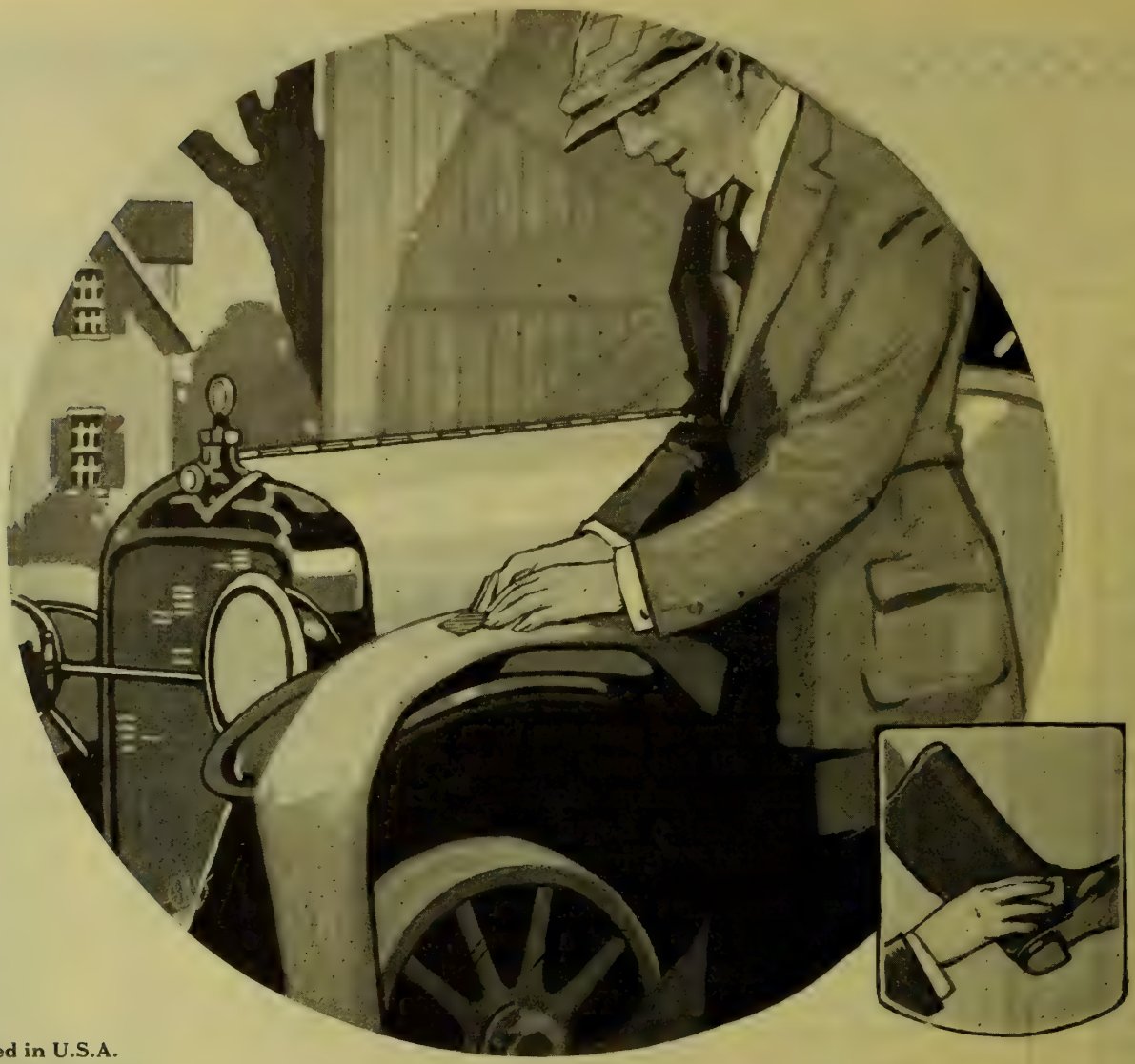
Head Office and Factories: TORONTO

Branches in the Leading Cities.

Tires for all purposes. Mechanical Rubber Products and General Rubber Specialties.

A115

"Masters of the Road"



Patented in U.S.A.
50c - $1.00 - $1.50



Repairs All Rubber Goods!

WITH Wood's Everloc Tire Patch in the tool box, you are ready for every tire emergency. Takes 3 minutes to apply. No heat, tools, experience required. Guaranteed to permanently repair punctures or blowouts up to 17 inches in length. Repairs all rubber goods. 50c, $1.00 and $1.50 sizes.

DEALERS:- Write us or your jobber for good proposition.

Wood's Everloc Tire Patch is patented in the U.S.A.

W. C. WOOD COMPANY
74 WESTERN AVENUE Dept. E MINNEAPOLIS, MINNESOTA
CANADA BRANCH: 204 PRINCESS ST., WINNIPEG, MAN.

Special Garage Size: 20" x 28"

WOOD'S EVERLOC TIRE PATCH



Little Giant 2 Stock Set

Motor Screw Plates

With all signs pointing toward a record-breaking season for passenger cars, trucks and tractors the prospects are bright for a brisk season for maintenance and repair tools.

Little Giant

Combination Screw Plates in both U.S. and S.A.E. standard threads contain a good range of tap and die sizes. They give the best possible service. They secure thereby for their owners maximum results at a minimum expense.



Little Giant Automobile Screw Plate

There is a screw plate for every need listed in our new No. 40 catalog. Make your selection in good season and be prepared for emergencies.



Automobile Set in Leather Roll

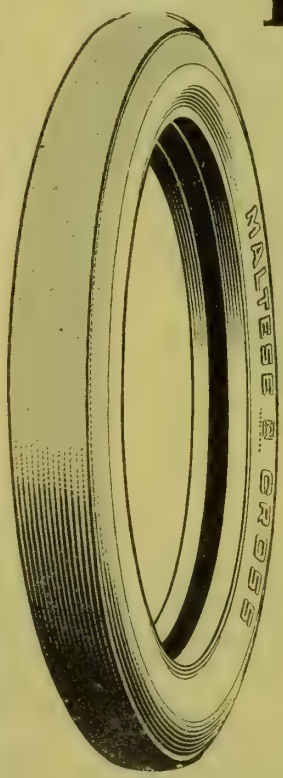
Wells Brothers Company of Canada, Ltd.

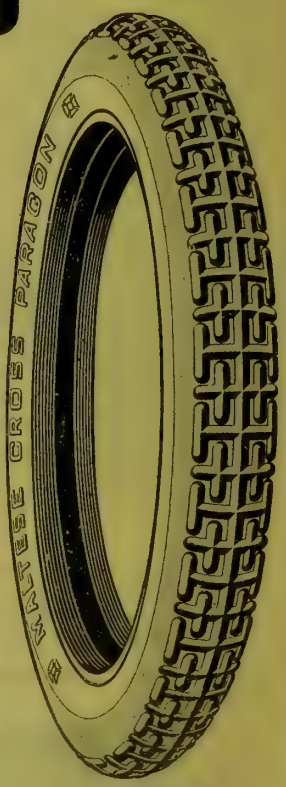
Galt Ontario

Canadian Plant of the Greenfield Tap and Die Corporation



FORERUNNERS of SUCCESS



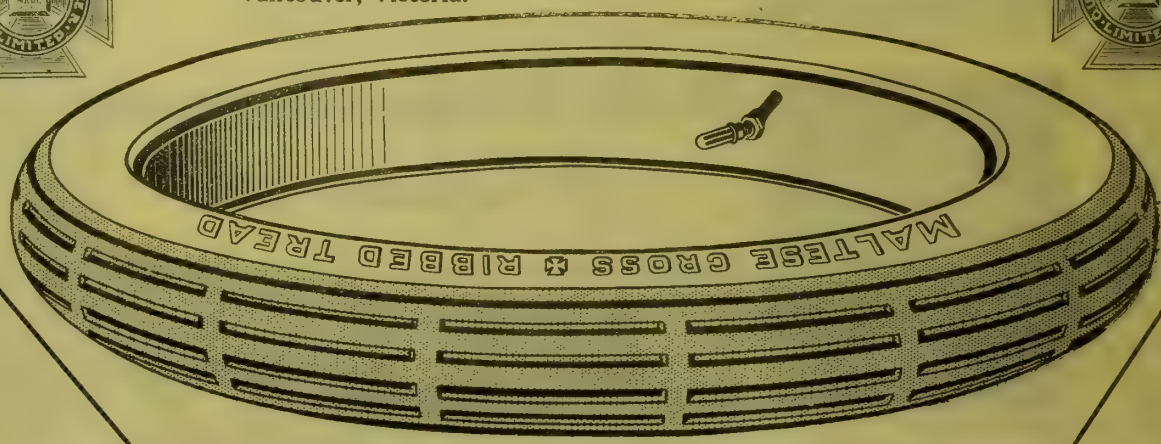


Putting in a stock of Maltese Cross Tires is the forecast of success. Just as the red sunset promises a fine day, a stock of Maltese Cross Tires promises big business. Each Maltese Cross Tire you sell is a salesman working up repeat orders for you. Each sale is a forerunner of dozens to follow. Good tires, like Maltese Cross Tires, make the satisfied users real, live, speak-right-out advertisers for you, Mr. Dealer, if you are lucky enough to handle our line. There's money in selling Tires, but the big profit comes from the big business that follows the selling of **"THE TIRES THAT GIVE SATISFACTION."**

Gutta Percha & Rubber, Limited

Head Offices and Factory, Toronto

BRANCHES: — Halifax, Montreal, Ottawa, Toronto, Fort William, Winnipeg, Saskatoon, Regina, Calgary, Edmonton, Lethbridge, Vancouver, Victoria.



Law Against Glaring Headlights Enforced



Prices Per Pair
F.O.B. TORONTO

8 in. to 8⅝	$4.00
8¾ in. to 9⅜ in. . .	4.75
9½ to 11¼ in. . . .	6.20

Legalite Jr. for Fords

8½ in., per pair, $3.00

Throughout various Provinces in Canada and States in the U.S.A., the laws in force against the glaring headlight nuisance on automobiles are being vigorously enforced.

ONTARIO NEXT

It has been announced on good authority that an Order-in-Council will shortly be promulgated (perhaps before this is published) making it necessary for every automobile to be equipped with a non-glare device.

LEGALITE LENSES ARE LEGAL EVERYWHERE

Legalite Lenses comply with all Provincial and State laws, and are recognized as the best device invented to eliminate the glare of blinding headlights.

A PHENOMENAL OPPORTUNITY FOR DEALERS.

DEALERS! The announcement of the Government's intention to vigorously enforce the anti-glare law will result in an avalanche of orders for Legalite Lenses. Be prepared to profit by this. **Order** immediately as many motorists will purchase lenses in anticipation of the enforcement of the law. In your territory only a very small percentage of the cars are equipped with anti-glare devices. All that are not, yes, and many that are, are sure prospects for Legalite Lenses because of their superiorities.

HYSLOP BROTHERS, LIMITED, Toronto

Exclusive Canadian Distributors **Ont.**



Visible Gasoline Pumps

I SEE IT—I'M SATISFIED

That's the thing you want your customers to say when they buy gas.

"THE GUARANTEE VISIBLE" is approved by the Department of Trade and Commerce, Weights and Measures Standards Branch, Ottawa, and will be approved by every customer you serve.

Manufactured to operate either by hand or electricity.

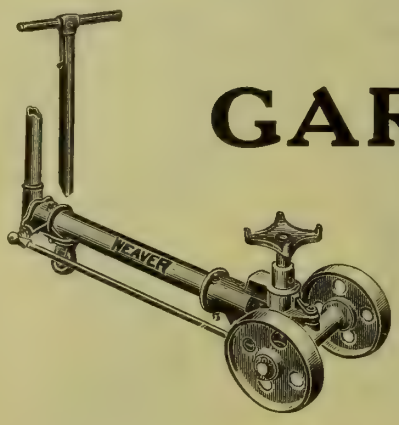
Send for special descriptive literature.



Patented Totalling Device always works

WALKER-VALLANCE LIMITED

HAMILTON :: CANADA



WEAVER GARAGE AND SHOP EQUIPMENT

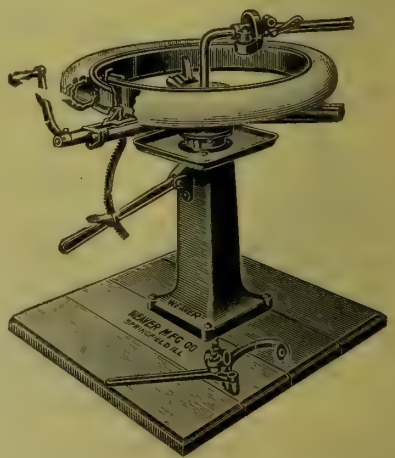
The requirements of the garage and repair shop have been carefully studied and diagnosed by the manufacturers of this line with the result that the various difficulties and contingencies that arise in the handling and repairing of automobiles can now be disposed of

Quickly and Economically

and with a minimum of labor.

Each device in this very complete line is an article of real merit and a practical necessity to the garage or repair man.

Ask for a copy of the WEAVER BOOKLET and also a copy of our 1919 ACCESSORY CATALOGUE.



GREAT WEST ELECTRIC CO., LTD.

WINNIPEG

Distributors of LACO TUNGSTEN and NITRO LAMPS.

V D L
AND
BRIAR CLIFF
TIRES

These Tires are now being handled by Hardware dealers all over Canada. Both the V.D.L. and Briarcliff are hand-made and guaranteed on a very liberal basis of adjustment. They are handsome in appearance and have no equal for quality.

V.D.L. Tires are made in Cord and Fabric in all sizes.

"They are the only 30 x 3½ Cord Tire made in Canada."

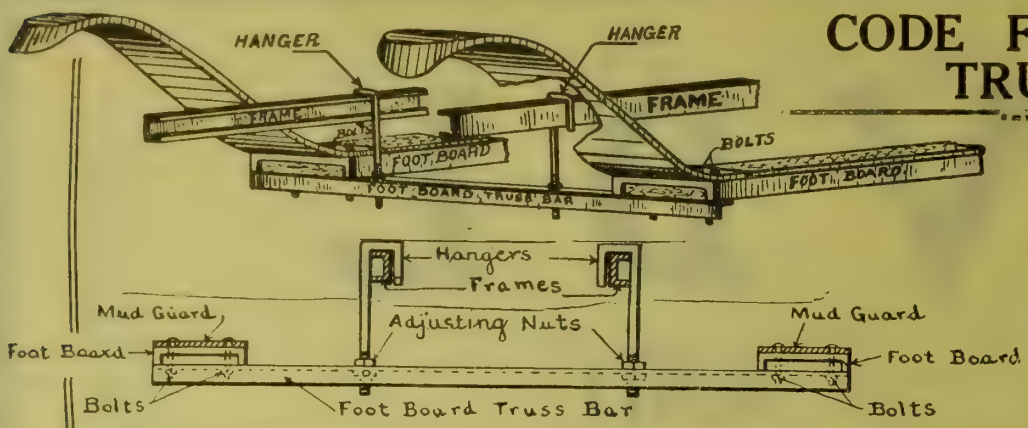
BRIARCLIFF made in Fabric and in one size only—30 x 3½.

There is a ready market for these tires and Hardware dealers who have not yet taken up the selling of Tires should start in to-day and sell V.D.L. or Briarcliff. Your customers will appreciate your choice and you will not regret it. Get in touch with any of our distributors whose names appear below:

Automobile Equipment Co. . . . Winnipeg
Codere et Fils . . . . . Sherbrooke
A. Chown & Company . . . . . Kingston
Crowell Brothers . . . . . Halifax
Enterprise Hardware Co. . . . . Saskatoon
Fiske Tire Service Co., Ltd. . . . . Calgary
Eug. Julien, Limited . . . . . Quebec
Kloepfer, Limited . . . . . Toronto
Legare Automobile, Ltd. . . . . Montreal
Merrick-Anderson Co., Ltd. . . . Winnipeg
Miller-Morse Company . . . . . Winnipeg
Morrison-Blackwood Co., Ltd. Moose Jaw
Revillon Wholesale, Ltd. . . . . Edmonton
2 in 1 Tire Company . . . . . Montreal
Virtue & Liberty . . . . . Toronto
Wood, Vallance & Leggat, Ltd. Vancouver

Made in Canada by

VAN DER LINDE RUBBER CO.
TORONTO



CODE FOOT BOARD TRUSS BAR

for Ford Cars

Increases the life of the car. Can be attached by any one in a few minutes. Costs a trifle. Meets a popular demand. A quick seller with good profits.

At your Jobber's

The J. H. Hanson Co., Limited
MONTREAL, QUE.

The Western Specialty Co.,
WINNIPEG, MAN.

CLASCO

This Trade-Mark is a guarantee of Highest Quality and Workmanship

We specialize in, and our Plant is fully equipped to produce

STEEL and BRASS STAMPINGS of all kinds

Write us for quotations

CANADIAN LAMP & STAMPING CO., LIMITED

Makers of the celebrated CLASCO Lamps for Motor Cars

FORD CITY, ONTARIO

Pressed Steel and Brass Grease Cups
Oil Hole Covers and Oil Cups
Spring Shackle Bolts
Brass Pattern Makers Dowel Pins



Catalogues and Prices Sent Upon Application

The CANADIAN WINKLEY CO., Ltd.
WINDSOR, O



Manufacture of

Crown Mud Guards

OUR SPECIALTY

SEND SAMPLE OR SKETCH

REPAIRS

We guarantee you the best of satisfaction in repairing Mud Guards, Radiators, Windshields, Drip Pans, Lamps, etc.

Guide Motor Mfg. Co.

62 Richmond St. E., TORONTO



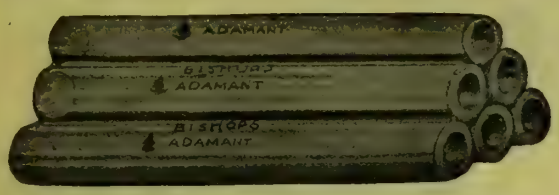
NORTHLAND SKI

PRONOUNCED SHEE

BREAK THE WORLD'S RECORD AGAIN

The remarkable jump of **213 feet** made by Anders Haugen at Dillon, Colo., Mar. 9, 1919, on Northland Ski broke the former world's record by ten feet. Write for catalog. Place your fall order now.

NORTHLAND SKI MFG. CO., ST. PAUL, MINN.



Strong's Ironclad Safe Gauge Glasses

The ten thousand concerns who use Strong's Ironclad have carefully considered these facts and stick to Strong's Ironclad because safe and reliable when under High Pressures.
All sizes in lengths of 1 in. to 72 in. in any fraction of an inch, with fused ends. Sell safe glasses and hold customers. Write for prices.

The Strong Machinery and Supply Co.
21 Walker Street, New York City

TIRES,

Hardware Dealers

Now is Your Opportunity to Beat the Mail Order Houses

30 x 3½ Inner Tubes	$ 1.90
30 x 3½ Plain Tires	13.10
30 x 3½ Grooved Tires	14.00
30 x 3½ Non-Skid Tires	14.65

HUNDREDS OF OTHER SIZES

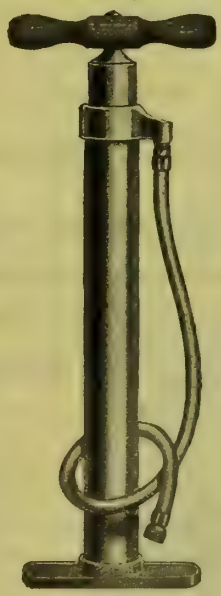
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Mr. Dealer, we can sell you the most complete line of automobile accessories in Canada at tremendous reductions. Write for our catalogues. Wholesale only.

CROWN CYCLE & MOTOR CO.
319 Craig St. West, MONTREAL
LARGEST WHOLESALE MAIL ORDER HOUSE IN CANADA

Insist on Getting A Tallman Two Cylinder Double Action Pump

Easy on Your Back



Saves Your Tires

Tallman Brass & Metal Limited
HAMILTON, ONT.

MADE IN CANADA

BUFFALO OILS

These are a few of our most staple lines, so well and favorably known throughout Western Canada, and are sold only through reliable merchants.

Special Cylinder Oil for Steam Engines
Harness Oil. Neatsfoot Oil
A Gas Engine Oil (for gasoline engines).
Tractorlene Oil (for oil burning engines).
Ideal Thresher's Machine Oil (for general use).
Automobile Oil and Transmission Greases.



PRAIRIE CITY OIL COMPANY, LIMITED, WINNIPEG

North American Hardware Supply Limited

222 Notre Dame Street West

MONTREAL - - CANADA

Eastern Canada Representatives for--

"Diamond Tires"

"Viko" Aluminum Products

ALSO

A full line of Auto Accessories, Electrical Specialties, and Hardware requisites.

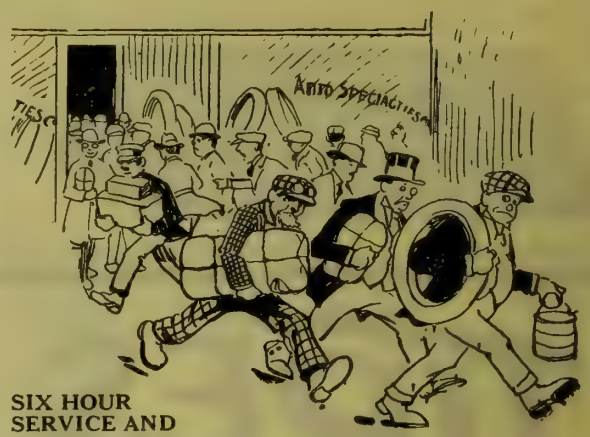
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MR. DEALER

YOU CAN MAKE

Your Store Headquarters For

AUTOMOTIVE SUPPLIES



SIX HOUR SERVICE AND

WILSON PRICES

Brings money to you and trade to us. If you are not already handling Wilson Accessories send for copy of our latest catalogue and discount sheet to-day.

WILSON AUTO SPECIALTIES COMPANY

HAMILTON - CANADA



Homer & Wilson

CHEVROLET -- LOCK --

We are displaying this handsome, efficient vest-pocket size Chevrolet lock on a neat card, which if displayed on your counter, or in your window, will prove to be a money-making sales-getter.

Order from your jobber or write direct.

Homer & Wilson

Lancaster St.

HAMILTON

A GOOD INVESTMENT

Stamp your name on every tool and be insured against loss and theft. We will make for you a stamp, hand cut from tool steel, it will last a life time. Send 20c for each letter or initial, and 10c postage.

We also make special Trade Mark Stamps and Dies. Steel Letters and Figures in sets for the hardware trade.

The Crown Stamp & Die Works

Waterdown Ontario

GLUE

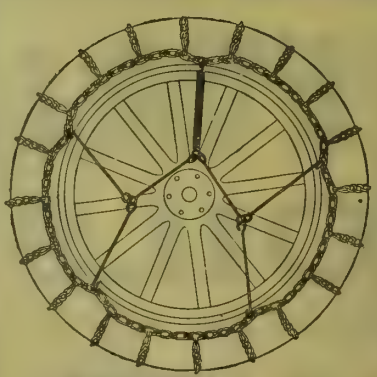
IN PACKAGES

Put up in the way that best appeals to the people—that's "Brantford" GLUE

It's an all 'round glue and makes good profits for dealers.

In ¼, ½ and 1 lb. packages at your jobbers

CANADA GLUE CO., Limited, Brantford, Ont.



Keep your chains from running too loose with

Merchant's Anti-Skid Chain Tightener

$1.00 PER PAIR

Catching the chain at five points gives even tension all around. You can not lose chains and yet the chains are allowed to creep around wheels. Simple, light, neat, compact, durable — easily carried and easily applied. Can be used on any tire. If your dealer can't supply you, write us direct.

Patent Pending.

H. MERCHANT CORP., 236 Emma Street, Syracuse, N. Y.

ADAMSON

THE COMPLETE LINE OF VULCANIZERS

Money Makers for the Dealer



MODEL "E" $1.50
5-Minute Vulcanizer
Uses Adamson Drv Fuel or gasoline. Repairs tube punctures permanently in 5 minutes.



MODEL "T" $2.50
For ordinary repairs on inner tubes.



MODEL "U" $3.50
Repairs tubes and cases. Mer ds tread cuts and small blow-outs.



Write for Adamson store displays and dealer helps

DEALERS:

There's an Adamson for every kind of tube and casing repair that a motorist can make. You needn't miss a single sale when you stock the Adamson line.

The high price of tires and tubes and the nation-wide demand for Conservation will practically double the number of Adamson users—now over a million.

To show Adamsons is to sell them. Every motorist knows they are easiest to use, quick and sure in results, and make the strongest possible repair.

Adamsons cost least to buy and operate; any model will use common gasoline—always dependable and easy to get.

STOP THAT LEAK

Tread cuts and surface injuries admit moisture and sand into the fabric to rot and weaken it, causing blow-outs and short mileage.

—Sell Adamsons to repair such injuries in a few minutes time, while the tire remains on the wheel.

Practically every motorist wants an outfit to vulcanize his own tube punctures and blow-outs.—Sell him the dependable Adamson to make quick and lasting repairs—at home or on the road—without the use of cement.

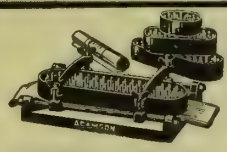
For quick sales and no dead stock carry Adamson Vulcanizers and Repair Gum.

Sold by all Jobbers

ADAMSON MANUFACTURING CO.
HAMILTON, CANADA

We also make, Adamson Brake Shoes, lined and unlined and Cut Outs for Ford Cars.

Money Savers for the Motorist



MODEL "S" $17.00
For private garages and repair shops. Mends cases and tubes.



ADAMSON REPAIR GUM
Essential for best results with any portable vulcanizer. Perfect adhesion without use of cement.





TRADE MARKS

Any trade-mark shown on this page, when stamped on an article of hardware, is the manufacturer's personal "O.K.," guaranteeing the quality of the product.

BRASS CHECKS

Drop a card for prices and particulars.

HAMILTON STAMP & STENCIL WORKS, LTD
HAMILTON, ONT.

Handle Specialists

Our handles are made out of the best grade Second Growth air-seasoned timber for Pick, Axe, Sledge and Hammer. Quality, Shape and Finish unexcelled. They Look Well, Sell Well and Last Well.

St. Marys Wood Specialty Co., Ltd.
St. Marys, Ont., Canada

BATH ROOM FITTINGS

K NIAGARA

KINZINGER, BRUCE & CO., LIMITED
NIAGARA FALLS, CANADA
WHAT WE MAKE WE GUARANTEE

AUTO ACCESSORIES

TRADE **SAWYER** MARK
Registered

STITCHED CANVAS BELTS
"THE QUALITY BELT"
PLEWES LIMITED, Distributors, WINNIPEG
A good concern to do business with

STERLING

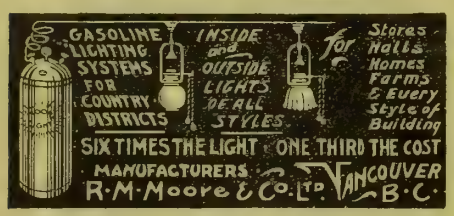
Hack Saw Blades and Machines
Manufactured by
Diamond Saw & Stamping Works
BUFFALO, N.Y.

DOON TWINES, LIMITED

KITCHENER, ONT.

Manufacturers of all kinds of Twines and Cordage, Plow Lines, Clothes Lines, Ropes, etc. Write for samples and prices.

MILLS AT DOON, and KITCHENER, ONT.



The PARMENTER BULLOCH CO., Ltd.

GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shee and Overshoe Buckles, Felloe Plates.





TENTS, AWNINGS
FLAGS ALL SIZES, ALL KINDS

Lumbermen's, Sportsmen's, Hunters' and Campers' Complete Outfits. Clothing, Footwear, Supplies and Accessories.

Send Postcard for Catalogue

GRANT, HOLDEN, GRAHAM LTD.
OTTAWA, CANADA



THE ORIGINAL RUBBER PUTTY

Vulcanizes without heat. Repairs tires, tubes, hot water bottles. Put up in three sizes: 25, 50, 150. Dealers wanted.

"TITE WAD"
"STICKS LIKE A BULL-DOG"

E. Schofield, 620 Dominion Bank Bldg., Toronto

PETERBOROUGH CANOES

We make Canvas Covered and All Wood Canoes Skiffs, Motor Boats and Toboggans

The Peterborough Canoe Co., Limited
Peterborough, Canada



Springs and Axles

We manufacture the celebrated "Anchor Brand" Carriage and Wagon Springs and Axles.

Automobile, Trolley, Railway and Heavy Coil Springs.

The Guelph Spring & Axle Company, Limited
GUELPH, ONTARIO

TRANSFERS

FOR ALL PURPOSES
—IN GOLD OR COLORS—
SUITABLE FOR ANY SMOOTH SURFACE
J.H. BUTCHER & Co BIRMINGHAM



MILBRADT LADDERS.

are made in many styles and to fit all kinds of Shelving.

Write to J. H. Ashdown Hardware Co. Ltd., Winnipeg; Marshall-Wells Co. Ltd., Winnipeg; or direct for Catalogue and Prices.

John Calander Mfg. Co.
153 E 13th Street,
ST. PAUL, MINN., U.S.A.

STOVE MICA

All sizes of Clear Mica in stock for immediate shipment.
Price List on Application

Mica Company of Canada, Limited
P.O. Box 156, Hull, Que.



Wanted

HELP WANTED

WANTED—EXPERIENCED HARDWARE MEN to run branch store in Saskatchewan. Also assistant; must be A1 men who know business thoroughly and can get the trade. Good position and proposition of salary and commission to the right man. Applicant can also invest money in concern. Apply Box No. 331, c/o Hardware and Metal.

FOR SALE

HARDWARE, COAL AND IRON BUSINESS in good town north-east of Toronto. Good business. Established over 50 years. Apply Box 342, Hardware and Metal.

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ENGLISH INTO FRENCH. COMMERCIAL, Financial and Technical Literature. Advertising booklets, catalogues, circulars, posters. Private correspondence. Manufacturers and Manufacturers' Agents desiring English to French translations will secure expert service at a moderate rate by addressing Leon A. Archambault, P.O. Box 135, Station B, Montreal.

WANTED

WANTED—HARDWARE BUSINESS IN GOOD thriving community; stock about six thousand. Give full particulars. Confidential. Box 334, Hardware and Metal.

HARDWARE BUSINESS IN GOOD LIVE town or city, where there are possibilities for further developing the business. Give details regarding location, size of stock, etc., to Box 908, Hardware and Metal.

HARDWARE TRAVELLERS WANTED—THREE first-class salesmen wanted for old reliable wholesale house. Apply Box 766, Hardware and Metal.

If you have a business to dispose of, or are in need of efficient help, try a Want Ad. in Hardware and Metal, and let it assist you in filling your needs.

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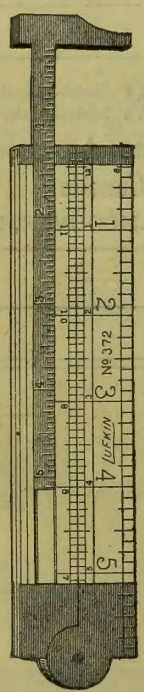
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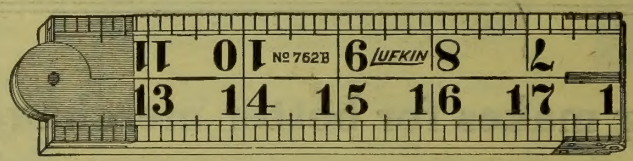


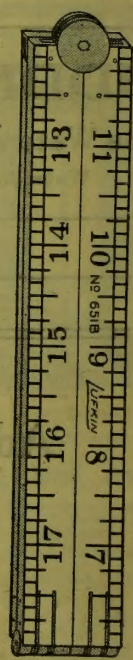
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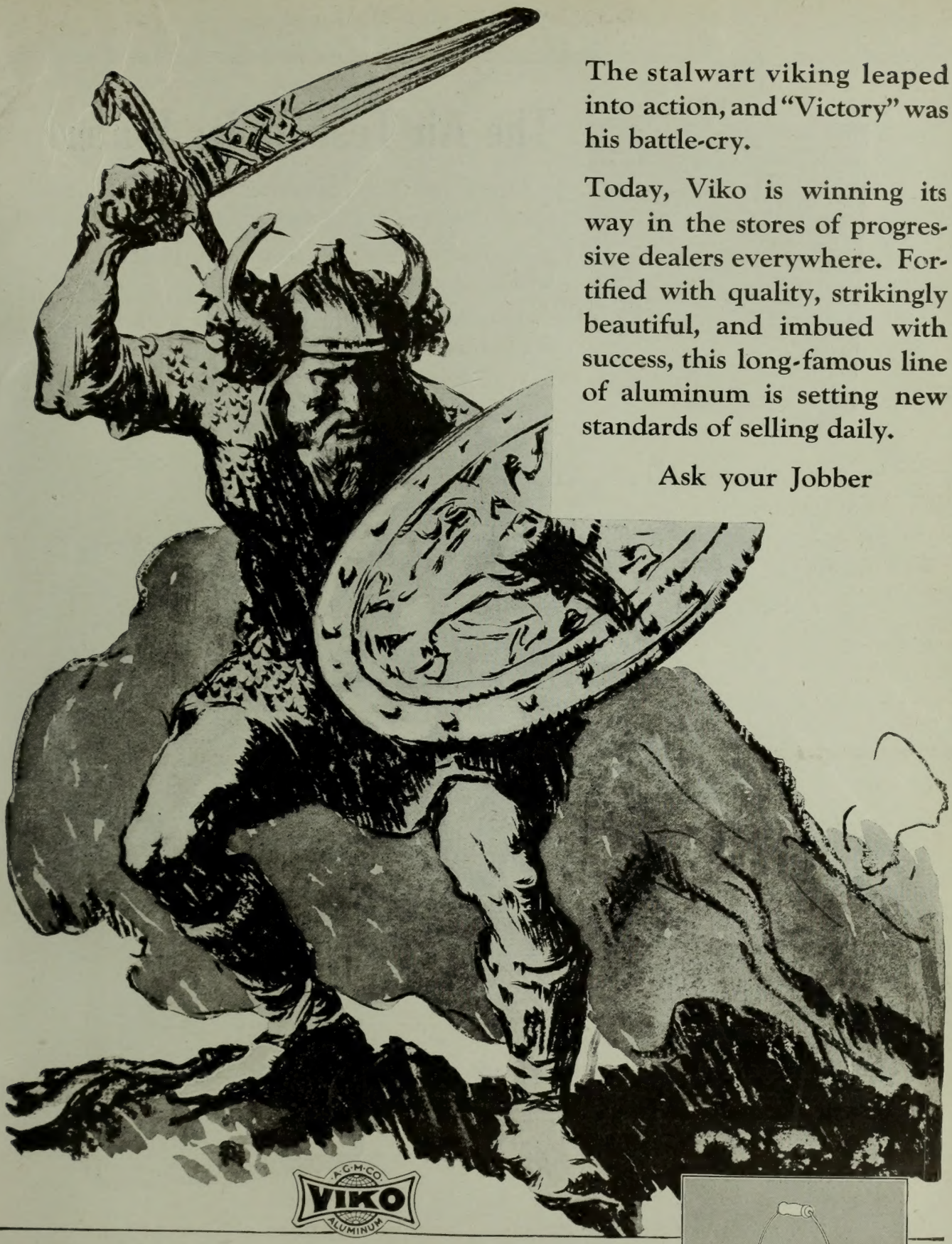




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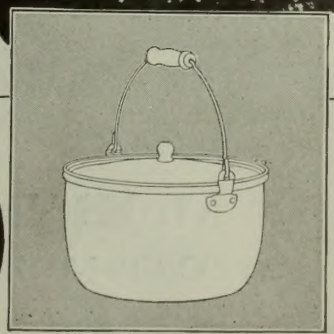
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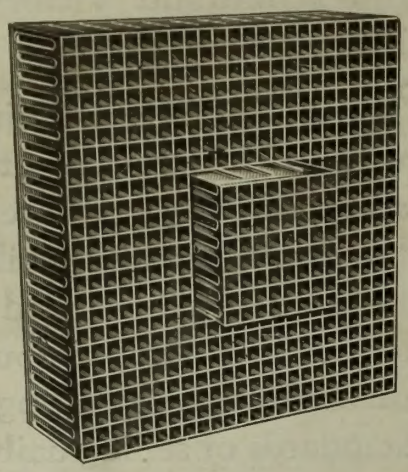
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